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HARDWARE

AND METAL MERCHANT

VOL. VI. TORONTO, JANUARY 6, 1894. No. 1.

MAGNOLIA METAL

—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

MAGNOLIA METAL CO.,

London Office: 75 Queen Victoria St.
Chicago Office: Traders Building.
Montreal Office: H. McLaren & Co., Agents

Owners and Sole Manufacturers,
74 Cortland Street, NEW YORK.

Mander Bros.' Varnishes

ARE THE RECOGNIZED STANDARD

By which all other Coach Varnishes are judged to-day. Messrs. Walter H. Cottingham & Company, the Agents for these celebrated goods, are more convinced of this fact than ever before, as the demand continues brisk and the sales are much is excess of former years. We call the attention of the Hardware Dealers to **Mander Bros.' Outside Varnish** which has proven such a boon of satisfaction to the consuming public.

A Full Line of Samples and Prices on Application.

Walter H. Cottingham & Co.

Fine Paints and Varnishes. MONTREAL

Holiday Novelties

CARVERS in SETS and CASES

LADIES' AND GENTLEMEN'S

Manicure and Toilet Sets

Piano, Banquet, and Princess LAMPS

RICE LEWIS & SON,

LIMITED

TORONTO

Copper Cider Kettles

(BRAZED AND HAMMERED.)



PLATE 237.

PRICES ON APPLICATION. CORRESPONDENCE SOLICITED.

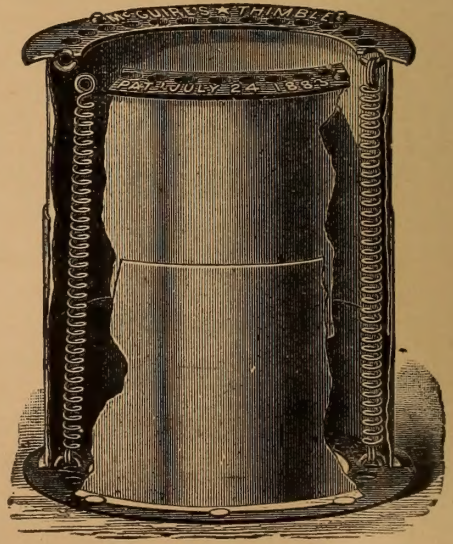
MANUFACTURERS OF

Brewers, Distillers, Confectioners . . . Varnish Makers Plumbers and Marine

Copper Works

The Booth Copper Co.

Formerly BOOTH & SON. : 122 Adelaide Street West, TORONTO



THE ABOVE CUT REPRESENTS THE

McGuire Patent Stove-pipe Thimble

It is the same cut we have used in advertising and illustrating this Thimble for the last eight years. We desire to inform our customers, and the trade in general, that we have been and still are the sole manufacturers of this Thimble in Canada, the reputation of which is so well established. No other persons whatever have been licensed, under the patents covering this Thimble, to manufacture it. Anyone infringing will be prosecuted. And to beware of those who represent they sell McGuire's Star Thimbles, who have no right whatever to manufacture the same and cannot possibly supply the genuine article.

Kemp Manufacturing Co.

TORONTO, ONT.

HARDWARE

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

Vol. VI. TORONTO, JANUARY 6, 1894 No. 1

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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John Cameron, General Subscription Agent.

ANOTHER year has been added to the century; and another volume of HARDWARE has been placed upon our library shelf. It is the fifth volume, and with this issue appears the first number of the sixth. Every yearly volume since the inception of HARDWARE has shown an improvement over its predecessor; and that for 1893 was no exception to the rule. Take it in whatsoever respect you may development is evident. Our subscription list during the year has increased enormously and beyond the most sanguine expectations. True, much of this is due to the ubiquitous representatives we have ever out on the trail of the non-subscriber, but a by no means small proportion of the new subscribers received during the year has been obtained either unsolicited or through the recommendations of travelers, wholesalers and fellow-merchants, all of whom know HARDWARE'S value and, what is more, are not at all backward in proclaiming that they do. "Enclosed please find $2 for one year's subscription to HARDWARE. No hardware (or general merchant) can afford to lo business without it; neither can I," is in effect what write numbers of men who have either been starting into business or who have been among the few already in business who had not yet become subscribers. The result is that HARDWARE has to-day a circulation so widely diffused that it is found in most hardware stores in the Dominion.

* * *

With a circulation such as it has the value of HARDWARE as an advertising medium is obvious. Places where the traveler seldom if ever penetrates this journal is a regular visitor, telling its patrons what goods are on the market, what they are worth and where they are to be found. And if the retailers have been quick to realize the value of it to them, the wholesalers and manufacturers have not been slow to realize the utilitarian properties it has for them. A glance at our advertising columns makes this evident. Pick up what other publication you choose, none can show such a high class of advertisements, the announcements of some of the oldest, best known and most influential manufacturing and wholesale firms in Great Britain and in Canada being found in each week's issue of this journal. But towering as it does above its contemporaries, we are not yet satisfied. Disintegration would begin if we were. But we are only in our youth yet, even if in stature and influence we surpass journals that had been in existence many years before HARDWARE made its bow to the business world. More than once during the past year had we occasion to increase the number of pages of the paper in order that the advertisements should not crowd the reading matter. Without giving vent to idle boasting, HARDWARE can safely lay claim to giving its subscribers the largest amount of reading matter of any weekly trade paper on this continent. Where our Canadian trade contemporaries give four to six pages of reading matter we give on an average over 20, while on making a comparison with those published in the the United States the result is fifty to one hundred per cent. in favor of HARDWARE. So it is seen that we furnish our readers with quantity as well as quality. These are some of the reasons why HARDWARE has obtained its present position. It is the standard paper of the trade. It possesses readers. Has no acquaintance with waste baskets. Does not let its advertisers run it. Makes no cut rates. Handles no doubtful business. Has no gratuitous circulation. Cannot be worked by schemers. Won't lie either for love or money. Honestly endeavors to give its readers matter which is worthy their attention. Pays for its reading matter. Expects pay from its readers and advertisers. Has no fear, asks no favors, and simply proposes to go ahead regardless of all difficulties, doing what it believes to be right, and relying on the hearty support of the best element in the trade to which it is allied.

* * *

As in the year that is past so in the year that is to come, HARDWARE purposes giving both advertisers and subscribers all the assistance possible, for increase with them means increase with us. Our interests are too closely interwoven for it to be otherwise. In pursuance of the objects which led to the launching of HARDWARE, we shall continue to give full and faithful market reports, to furnish information of whatever kind may be of interest to the trade, and to point out pitfalls that may be avoided, and to suggest methods whereby the business of our patrons may be made more successful.

* * *

The year 1893 will be remembered in history in one particular at least, and that will be in regard to the heavy and probably unprecedented financial storms which have swept over the business world. Canada fortunately felt less of the storm than any other country; but at the same time she felt enough of it to cause her merchants to take in sail. But although the storm has abated and the outlook is brightening, yet those who are in business this year of grace 1894 cannot afford to lessen their vigilance; indeed, many of them might with advantage increase it. And there are one or two respects particularly in which this can be done. Shorter credits is one of them.

In spite of all the advances that have been made in this direction there is still room for further progress. A five minutes' talk on the subject with almost any country merchant will demonstrate this. Then a little closer scrutiny of accounts will not at all be out of place. Care in buying goods as well as selling them on credit will also materially assist in building up the profits for the year. Close attention to business is of course indispensable, while a well-dressed window and a judicious expenditure on newspaper advertising will help a great deal to keep the stock moving. But one thing avoid—don't cut prices. If you do it will come back at you like a boomerang, striking you as well as the competitor at whom it is thrown.

* * *

Interest in the Wilson Tariff Bill has been re-awakened by the re-assembling of Congress, which took place Wednesday. The fight over this Bill will necessarily be vigorous, and the developments of the past week or so point to its being sharper and more protracted than a good many at first supposed it would be. Lobbyists who have axes to grind have been active of late, the result of which is seen in the increased opposition that is arising to the Wilson Bill. Even some of the prominent Democrats are among the defected ones. Canadian lumber and coal are among the goodly-sized bones over which much contention is arising, the outcome of which is difficult to see. The coal interests of the United States are arrayed on one side, while on the other are the manufacturers and consumers generally in the New England and in the Pacific States, together with the American capitalists who control the Nova Scotia mines. The iron duties, too, will come in for much critieism The chances of the bill passing through both houses of Congress without being amended in some important particulars are slim, while there is a belief that June 1 will not after all see what of it is left in force.

* * *

The Ways and Means Committee have completed another stage of the work of tariff reform. The proposed lowering or removal of the import duties on so many articles of course means a large decrease in the revenue, which is something the United States treasury cannot afford just now. It was to devise ways and means for making up the deficiency that the committee has for some weeks been cogitating. The sources from which they think it is best to draw the desideratum are income tax and increases in the inland revenue. Incomes of over $4,000 it is proposed to tax at the rate of 2 per cent. The tax applies to the net earnings of corporations as well as to private incomes. Whiskey is to be taxed an additional 10 cents per gallon. On playing cards it is proposed to impose a tax of 2 cents per pack, and on cigarettes $1.50 per thousand will be imposed.

AGAIN THE DUTY ON SCRAP IRON.

THE question of the duty on scrap iron is raising quite a lot of discussion in Montreal. A leading rolling-mill owner in that city talking of the matter to our correspondent spoke as follows :—

"Referring to HARDWARE, issue December 16th, and statements there made, we notice the gentleman, who is largely interested in pig iron, states that the claim made by the rolling-mill men, viz : that the Canadian furnaces could not supply them with what they want in the matter 'of quantity was simply nonsense.' There is an easy way of getting over a difficulty, but the fact remains the same that since the inception of the present tariff no efforts have been made by any Canadian company to supply the requirements of the rolling-mill men in Canada. The only reason at all referred to is the question asked : How could they do so when they had not been given a chance owing to the large importations of scrap? The producers of pig and other iron, with the inception of the tariff, made a statement that they would undertake to provide material for the rolling-mill men. Instead of carrying out the promise these same makers of pig iron went into the manufacture of cast iron pipe, bar iron, etc.; and all that is necessary is to refer to parties using puddled bars to find that time and again these same makers stated that they were unable to sell any puddled bars. They did sell a limited quantity some years after the present tariff came into effect, but it was only when prices of the material were high and the sales were made at $37 to $38 per 2,240 lbs., a price that the mills are now selling bar iron at. These makers sold what foundry pig they made, and the balance of their output was manufactured by themselves into the articles already named. By doing so they came directly in opposition to the manufacturers whom they should have been the means for supplying."

"The interview referred to with the Montreal representative of the Londonderry Iron Works, is also noted, and as this company are makers of puddled bars, it does not look as if they were able to compete from the fact that during the last five years some 15,- to 16,000 tons of puddled bars have been imported. This representative is also made to state 'that the low rate on puddled bars and blooms prevents the manufacture of bar and sheet iron in Canada out of Canadian pig iron unless at a heavy loss.'

"As the duty on puddled bars is $9 per 2,000 lbs., $10.08 per 2,240 lbs., or equivalent to a duty of 55 per cent. ad valorem, one can hardly understand where the low rate comes in. The result of putting a duty on scrap iron would of necessity enhance the cost and price of bar iron, and, certainly, the demand throughout the country is not for higher prices, Bar iron is now being sold by manufacturers at $4 to $5 per ton less than it can be imported for, and if the duty was increased on scrap an increase of course would be made by whatever the amount that extra duty was. The last trade returns show that during the year the importations of pig iron and cast scrap amounted to 68,965 tons. Is there not yet a large field for the makers of pig iron without at the present time increasing the cost to the consumer of bar iron, etc.

"From the standpoint of the rolling-mill proprietors, no disposition has been shown by the makers of pig iron in the Lower Province to supply the material required for the making of nails, shoes, bar iron, bolt iron, etc. ; but rather when the tariff gave them an opportunity of going to work and increasing their output, the disposition was to continue the stages of manufacture and go into competition with manufacturers, who of necessity would require to look to them for their supply of material. The advances that have been made by the rolling-mill men since the inception of the tariff has to be taken into consideration, as they have doubled, and may be trebled, their output, and prices have been steadily reduced. At the present time it would require 85,000 tons to supply the requirements of the various rolling-mills in Canada, and we think it would be in order to ask the gentleman who is largely interested in the pig iron industry, instead of answering the claim made by the rolling-mill men that it was simply nonsense to say definitely where this 85,000 tons of material is to be secured or supplied to the rolling-mill manufacturers.

"While on this subject, I may say that several articles have appeared in a paper supposed to be an exponent of the Canadian manufacturers. One article appeared in one of its late issues which, on account of its inaccuracies, speaks for itself. Bar iron, it was stated, was sold at $39 per net ton. As a fact bar iron has been sold in Hamilton and Toronto at $36. Scrap iron prices are named $15 to $16 Montreal, which is quite correct, but in trying to make a case out against mills in Ontario it is stated that the prices were $8 to $9 per ton in Toronto and Hamilton. As anyone, taking sufficient interest in the matter, could find out that the rate of freight from Toronto or Hamilton to Montreal would not exceed $3 per ton, the fact of there being a profit of $4 per ton to anyone shipping same to Montreal will show at once the absurdity of the statement.

"I have just read your New Year issue containing an account of the interview with Mr. Paterson of the Londonderry Iron Co., and have not yet had time to read it, but when I do I will probably have something to say on it."

A DRUMMER SOLILOQUIZES.

DEAR HARDWARE,—Having a little spare time on my hands to-day, I thought I could not employ it better than by writing you a few lines, if you see fit to insert them in your paper, regarding a few observations I have made on business while traveling "on the road." No person has such an opportunity of studying human character and business capabilities as a "drummer," traveling week in and week out, meeting a great many different faces in different positions in life. What grander study can there be than man? And we as travelers meet him in all humors. Business good or business bad, we have to meet our customers with a smile, no matter how heavy our hearts may be, sympathize with them in their business troubles or otherwise, adjust any error or misunderstanding with the wholesale house—as a great many of our customers are unacquainted with any member of the house outside of the traveler—and are held there mainly by his influence; but, of course, he has to sell as cheap as any competitor, and meet opposition in a courteous, business-like way.

I believe retailers, as a rule, if they were more conservative in their buying, would find it greatly to their benefit in confining themselves to several good houses as their business calls for. It would make it more of an object for the traveler to call on them, and they would be better served in every way. Take, for instance, a merchant buying here, there and everywhere, not twice in as many months from the same traveler, he is not as well served by any means as if he were more conservative in his buying. We excuse ourselves not calling on him by saying it's not my turn or some other one has the order. Our regular customers we never miss calling on, whether we miss connections or not, or perhaps two travelers strike the same town together, each having their regular customers, whom they call on, getting their orders or not as the case may be, and each perhaps wanting to get to the next town ahead of the other, leave this man uncalled on. There is no person keener to sell goods than a traveler, and many are the ways and means employed to get ahead of each other to do so, and there is an excuse for partly neglecting our duty in not being more particular with such customers. Another thing, should trouble ever arise to the retailer, is it not better policy for him to have had his account pretty much confined than scattered all over? Better arrangements and terms can be made for an extension or being tided over a financial crisis, otherwise if his account is much spread such arrangements cannot so well be made. All successful business men concede this, and all say that some time or other in their lives they have found it a benefit and a great help in time of need, very few being born with "silver spoons in their mouths," that they could always do without an obligement.

There is nothing like complete harmony between the buyer and seller, and it's very poor policy for a traveler to load a customer too heavily with goods if his trade does not demand so much; it's bound to tell in the long run against the traveler that does so. Every traveler should have the best interests of the retailer at heart. It's our living for one thing. I have heard this remark from retailers sometimes regarding certain travelers: "Oh, he don't care a cent as long as he sells the goods whether we sell them or not." The traveler is always working for the best interests of the house he represents, and the wholesale house should have complete confidence in him. When that feeling ceases to exist between you it's time to dissolve. Sometimes a house may buy an article dear, or it's quoted less "on the road." That price has to be met if even at a loss, as it's "penny wise and pound foolish" not to do so. It takes all kinds of people to make a world, and you will find us a mixed lot. One kind of traveler sells to retailers, and others should be soured on who, being unable to get an order in a town from the merchant, tries to or sells outside of the trade to hotels or consumers.

I don't consider that right, as a rule. Such travelers are pretty well discountenanced. Retailers say we have the best of it, that we are dealing with business men on business principles, while they are dealing with the general public—farmers, mechanics, etc.—and they have to compete with patron stores, grange societies, catalogues, trade circulars, and price lists, from both retail, and some wholesale, houses in our city, who send them to both the retailer and the consumer, expecting to draw trade from both, or to "Run with the hare and hunt with the hounds." I have seen price lists and samples in the hands of farmers, sent out by city houses that can't catch the retail trade, and who make a great tirade against us travelers, such extravagance, extra prices, &c., having to be paid to keep up our expenses. Another, and more general, source of annoyance, I often hear the retailer say he has to encounter, is the published price lists and quotations in our daily papers. It don't benefit the retailer any, and adds very few more subscribers, "if any," as I find nearly every merchant takes a trade journal devoted to his special line of business. HARDWARE can't be beat in its line, and wholesale prices are not given away to the public as they are when published in daily papers. The consumer often confronts the retailer with quotations from the papers, and if he should have more than the patrons' 12½ per cent. profit, he hears of it, of course. I, myself, agree with those retailers in saying that trade secrets should not be given away to the general public so cheaply.

The long credit system is greatly the cause of so many failures and bankrupt stocks on the market. Thousands of pages have been written against the credit system, but, in time, I think, it will remedy itself. The tendency is now for shorter credit all round; and may they gradually get shorter till the evil is completely done away with, is the wish of every business man, I can assure you. How often have we heard the remark, "If I were in business I would not give credit," or, "I would not do so and so." That's all very well enough if you are able to stand it, but when you mainly have to depend on the goods on your shelves to pay your debts, you'll find you will have to do pretty much as your opposition does, or, "while in Rome, do as the Romans do," or close up shop, or be satisfied with a smaller business. The cash business, no doubt, is the safest. "A bird in the hand is worth two in the bush," any day. If collections can be made good, and at short dates the credit is not so bad, as the consumers generally have not the cash at all times to pay for their goods. Even these patrons, when they want an obligation, come and get it from the merchant whom they, by their oversight, are trying to put out of business. These patron stores only pay taxes in the city, and don't do the country any good.

All these annoyances tend to make the retailer's life a source of anxiety and worry, and from them it comes to us as travelers, who have the interest of our customers at heart. In these days of hustle and bustle for the "almighty dollar" we have to be up and doing. I find the nearer the man or woman can go on the straight line of truth and virtue the better they will weather the storm. The Bible says: "The wicked may flourish for a while." But the right-doer will have his innings at last, and a long one it will be.

I have endeavored to show up the retailer's and traveler's difficulties. They both have their pleasant sides as well as the reverse side. We must remember there is not a "rose without a thorn," and I think if wholesale houses but knew their customers better they would not be hard on them. As a rule they have a lot to contend against. The traveler should always be observant for his employer's interest, and keep his weather eye on what is going on; and let our motto be like that of the detectives: "We never sleep" (when biz is around).

Thanking you, Mr. Editor, for trespassing so much on your valuable space, I may add I am pleased to see so many of your different trade journals on my ground taken by my customers. I remain yours, etc.,

"A DRUMMER."

A METALLIC DREAM.

THIS is the age of the realization of dreams. The latest novelty promised is a "castle in the air," to be constructed for the coming International Exhibition at Antwerp. The structure, as described in a technical journal, will be built of steel tubes, aluminum, bamboo and other light material, and roofed over partly with China silk and partly with steel netting. It will be brilliantly lighted by 5,000 electric lamps, and will accommodate over 150 people. The castle is to be kept floating high up in the atmosphere, supported by six large balloons; and its stability will be insured by an ingenious arrangement of cables which will anchor it to the ground. Access to the castle will be gained by two "lifts," made of bamboo, which will glide along the anchoring cables; and the combined action of nineteen steel cranes will enable the whole structure to be lowered to the ground This real "castle in the air" may not have all the beauty of the castles of a poet's dream, but the novelty of the conception will invest it with a peculiar interest.

WORK FOR ASSOCIATIONS.

HARDWARE has frequently touched on the subject of hardware men's associations, but there is still a great deal more to be said upon the subject. That hardware men need such associations is an acknowledged fact, but many hold back on one pretence or another.

One of the most continuous complaints made by retail merchants, is in regard to the allegation that wholesalers sell direct to the consumer at less than the retail price. One of the aims of such a society would be to demand the manufacturers or jobber to furnish no goods to any one not reguarly engaged in the retail trade, and each and every member would pledge himself to use all reasonable efforts to enforce this demand. It could be made a rule that any dealers affected by manufacturers in his, or other districts, selling goods to persons other than regularly engaged in the trade, should report the same to the secretary with proofs. The secretary would then correspond with the offending manufacturer, and an attempt to adjust the matter would be made. In event of a failure to adjust matters, where the evidence is conclusive, the secretary would report the matter to the members at a proper meeting, and would abide by their decision. At no time has the want of an association here been so keenly felt, prices have been slaughtered ruthlessly, petty rivalry has been rampant, and complaints of underhand dealings and the departmentel store evil are heard from almost every dealer. Writing on this sublect in Metal Worker, a correspondent says :—The retail dealer is confronted with three influences that tend to reduce his profits and prove irritating in the conducting of his business. 1. The inexperienced competitor. 2. The untruthful customer, who misquotes prices for his own benefit. 3. The competion of jobbers and manufacturers. If he tries to fight them single handed he makes but little headway."

With local associations much could be done to eradicate these evils, and it would create a bond of friendship amongst hardware men which is at present unknown in many towns where retailers are scarcely on speaking terms. It is hard to believe that hardware men in any city or town regard each other as enemies, yet in many places they certainly act as though they were. It is a great pity that such should be the case, for there are a thousand reasons for friendship, for every one that can be found for the continuance of the stand-off attitude. Local associations should be capable of being formed and continued without other than the usual difficulties. In some cases, no doubt that the formation of a society with rules and by-laws would be less beneficial than the outcome of better feeling and more sincere friendship. Were there a little more true good fellowship between local hardware men all inter-communication would be a sense of right rather than that of duty. There are numbers of retail hardware men to-day in Canada who have tact and push but are devoid of principle. It is this class of men that the square-dealing hardware man needs protection from Tact and push are to be admired, and the more a man has of it the better, but principle should not be ignored.

In nearly every case where a hardware man develops a taste for some particular branch of the business and pushes it as his specialty, he rarely becomes the close competitor of his neighbor, and would gain more than he would lose by being on good terms.

Of course there are some men who do not believe in sharing with their fellow merchants local prosperity. This last fact, however, should not be considered a drawback to the success of a local association.

THE MAN WITH A HANDLE.

WE have all met him. Sometimes he is the man of one idea ; sometimes of such diversified attainments that we do not know how to class him. He may be a phenomenon or a nondescript ; a blazing success or a flat, tedious failure ; a strong abiding individuality, of magnetic powers, which finds permanent root in some community, or a vagabond tramp, with no friends or place in life. But whatever he is, he is the most plentiful quantity to be found in any kind of society.

The perfect man never existed but once—an event so great that the world has dated her years from his birth ; when the angels sang the carols of heaven ; when "peace and good will" found its echoes in the hearts of men, and has not ceased to touch every responsive chord with its harmony throughout these 1893 years. All varieties of imperfect men—men of one, two, three, or a myriad of ideas, have been attuned to its music, and the "crank" has found his place, where he can use his powers in concert with others for the production of a progressive, Christianized civilization, as a grand anthem of praise under the baton of a divinely-inspired conductor.

In the years to come, he who "plays well his part," who is not a disturber, but a conserver of the peace, who seeks, not selfishly, the good of the whole, may expect a reward, if it is only that of a good conscience. The most earnest in the use of his peculiar gifts may be a "crank;" every one is a "crank," except the idiot ; yet if he find his place in life, and be moved by the "Prince of peace," he may rejoice in his abilities, whether few or many, as the gifts of heaven.

But if he find no niche into which he may fit himself to work for good, let society get rid of him as quickly as possible. Such a crank can't be turned to advantage, for he has no handle.—The Spokesman.

"POSITIVELY NO CREDIT."

ONE occasionally runs across a placard posted conspicuously in the store announcing in big black letters that the proprietor will not extend any credit. Wherever this is used, it is always in the most prominent position, where everyone is sure to see it, and there is no doubt that it serves its purpose. But there is also no doubt that it prevents sales that would otherwise be profitably made. As one dealer remarks—one who is opposed to the practice—"a notice like that may be all right in Summer, but it is bound to make the coal bills big in Winter, for everyone who reads it is certain to have a chill and then go out leaving the chill behind him."

A dealer is supposed to know his customers and to be acquainted with their financial standing and responsibility. If he does not know them, that fact alone is a sufficient reason for the withholding of credit, and the intending customer will so understand it or else will be in a position to show who and what he is. In any case, a word of suggestion from the dealer will inform the custotomer that a cash payment is expected of him But the great objection to the use of such a notice is that it drives away trade, just so surely as would a more personal affront. No one whose credit is not irreparably gone will care to patronize a store where it is publicly announeed that the customers are not worthy of being trusted, yet this is exactly what the notice says, no matter what it may mean. The giving of credit is optional with the dealer, but the resort to a public announcement that he will not trust anyone in trade is reasonably certain to hurt his own credit more than that of anyone else.—Hardware Reporter.

TALKIN' GOOD TIMES.

Talkin' good times makes 'em good ; man's a fool that frets :
Know the sun'll rise agen every time he sets!
When the storm is sweepin' an' the thunder shoutin' loud,
See the rainbow peepin' through the winders of the cloud !

Talkin' good times makes 'em good ; ain't a bit o' doubt,
An' talk is so amazin cheap, no risk o' runnin out !
What's the use in grievin ? that don't make it go!
Jes' keep on believin', and the Lord'll make it so. —Atlanta Constitution.

The Postoffice Department has opened negotiations with the Australasian colonies and also with Hawaii with a view to the establishment of a direct parcel post service. The establishment of the direct steamship line between Vancouver and Sydney has rendered an arrangement of the kind indicated possible. At present parcels from Canada to Australia must be sent via London.

PLACING AND REGULATING FURNACES.

IN the care and management of a furnace, says Hardware Reporter, too much attention cannot be paid to the supply of cold air brought in from the exterior of the house, or building. If the pressure is too great, as very frequently happens, the current passes through the combustion chamber without becoming sufficiently heated, and the result is a lessening of the volume of heat going up through the pipes. When the pressure is too light, the heat may, possibly, be of the required temperature, but the air conducting it is necessarily vitiated because of the deficient supply from the exterior atmosphere. A conformity of the size of the cold air pipe to the capacity of the furnace is required, in order to obtain the best results both in heat and comfort, and a proper regulation of the dampers is as much a necessity as with those on the furnace itself.

Still another important consideration is the location of the furnace and its pipes in relation to the winds prevailing at the season of the year when the furnace is mostly in use. With these winds in the north-west, as an illustration, the furnace should be placed where the direction of the cold air pressure will be from the point of entrance in a general line with the course of the pipes. When, in this case, an approximately equal length of hot air pipes can be laid, so as to insure a uniformity of distribution, the best location for the furnace is as near the north-west corner of the building as is possible. So placed, the current of hot air will naturally follow the general direction of the outside pressure, when this has been provided for in the pipes, and an equable distribution of heat is thus assured.

COST KEEPING.

NOTWITHSTANDING its vital importance, says Iron Age, the matter of accurately obtaining the cost of a manufactured product in detail, or of individual machines or parts of machines, frequently receives but meagre attention. The annual balance, or, may be, deficit, is taken as a measure of the relation between the total cost and the selling price of the aggregate product, but just where money is lost and just where it is made is by no means so definitely known. Doubtless in almost every manufacturing business handling a variety of goods certain classes serve by their large profits to carry along the others, which could not stand by themselves.

Even such cost-keeping systems as are in operation in some concerns are often so crude or general in their character as to preclude the possibility of obtaining accurate detailed information. Then, too, methods are sometimes incorrect or misleading. The foundryman who merely knows that the average cost of his completed castings is so much per pound is in no position to compete in prices on close estimates with the man who knows individually the cost of his iron in the ladle, and the average expense of snagging, pickling, rattling, etc., so that he may thereto add his known or carefully-estimated cost of molding.

Obviously the same holds to an even greater extent in machine manufacture, where the more detailed the information the more serviceable it becomes in determining where to cut in the cost or upon what figure to decide for a selling price.

The indefinite item of factory or establishment expense, covering fixed changes and to be added to the net cost of the article, frequently leads by its improper application to a distortion of the values. This can be avoided only in so far as the various items of this expense are charged directly to the article made, rather than lumped with others in a general percentage.

Nothing is more evident than that no one system of cost keeping is applicable to all classes of manufacture. The following general scheme appears, however, well fitted to the average establishment making a variety of articles of reasonable size:

In the first place, the hours of labor for which a man is to be paid and the time which he devotes to any given article or process are kept entirely separate. Time under the first heading is kept by any approved check or time-clock system, and the pay-roll made up therefrom. But the labor upon the specified piece is recorded upon a time slip, giving order number, hours worked, name of piece, character of work performed thereon, and number of tool employed to perform the work. This is signed by the workman, and as soon as the operation is completed passes to the foreman, who duly inspects and countersigns it.

At stated intervals, preferably every morning, these slips are collected, together with any orders, sketches, stock memoranda, or the like, relative to the same completed work. These records are all filed in a single envelope properly inscribed and numbered. There thus accumulates from day to day a complete record of the progress of the work, which may be consulted at any time. When all slips and orders are collected the filled envelope stands as a complete record of all written orders given, of the date ol their fulfilment, of the total amount of stock used, and a detailed individual record of all work done.

In a piece workshop, piece-work receipts, properly signed by the inspector, take the place of the time slips, but still continue to show the progress, and when checked up by piece-work price-lists also determine the cost. Outside work upon installation, orders to the purchasing agent, corrections of orers, and the like, all go into the envelope with the rest.

The marked value of this system lies in the facts that no clerical work is required, unless the cost of the given article is to be figured, and that at any time, no matter how distant from the date of completion of the order, the full record may be taken from the files and the detailed cost determined. This is an important feature where goods are built to be sold at standard prices and costs require to be figured only at intervals.

This system in actual operation has shown itself readily adaptable to existing circumstances, elastic to a remarkable degree, and free from the peculiar inconvenience of many book systems, where many pages must be scanned to obtain all the time chargeable to a given order.

WORDS OF ADVICE.

EX-PRESIDENT HARRISON, in a recent address before the students of a business college in the States, said:

"And now, young gentlemen, a few words having a more specific application to you and to this interesting event in your lives. You are to go into business. That is a very broad word in the dictionary, but we have narrowed it in use. In the street it has to do only with transactions that can be expressed in figures. Addition, subtraction and division are its elements, and the successful business man is he who works all of his problems by addition and leaves subtraction and division to his competitors. I do want to offer you one or two suggestions. And the first is that a good character — for integrity, for truthfulness, for fairness — is the strongest lifting force that any young man can carry into and through his business life.

Let fidelity be your watchword; however simple the task, let it be done with scrupulous faithfulness; however small the trust, let there be no default. A cheerful face and spirit has a large commercial estimation. The man who mumbles protests over his work will not survive the first reduction of the force. To make one's self the most valuable man in the shop, or store, or office, is the best assurance of permanency and of advance.

A UNIQUE CARPET STRETCHER.

A NEW carpet stretcher is to be introduced to the Ontario trade. It is all malleable iron, excepting the toothed stretcher bar, which is hardwood, having two rows of steel pins to engage the carpet. It has a gravity point which automatically engages its teeth in the rack bar, and holds whatever is taken up of the carpet. The several parts are arranged so that when placed in position they are locked together, and cannot get apart or out of order by handling, and may be compactly folded. R. L. Kidd, Montreal, is the patentee, and F. Moses, Yonge street, Toronto, has secured the sole agency for the county of York.

TRADE CHAT

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

GEO. M. BROWN, representing McCrae & Co., foundrymen, Tilsonburg, was in Tilbury Centre recently looking over the ground again regarding the foundry to be established there.

The Massey-Harris Company have issued a calendar illustrating the demand of all nations for the "fruits of Canadian enterprise."

The British ironclad Vulcan must be a monster if its rudder be taken as the criterion. That useful adjunct weighs twenty-two tons.

The Vulcan Iron Co., Winnipeg, has issued a neat calendar for 1894, showing Hawarden Castle, the residence of the Right Hon. W. E. Gladstone.

Despite the fact that he travels on his shape, the cyclist is not always on pleasure bent. He may be trying to solve the good roads problem.

W. J. Whitlock, former editor and proprietor of the Tara Leader, and an old resident of St. Marys, has invested in a hardware store in Walkerton.

The stove foundry of Findlay Bros., Carleton, closed down on Saturday evening for the usual winter holidays, after a very successful season's operation.

An English torpedo boat, 63 feet long, 8 feet beam and 4 feet three inches draught, capsized at Gibraltar from jamming the helm hard down at full speed. Only one life was lost.

The Foundry Buildings, owned by Charles Fawcett, of Sackville, N.B., were completely destroyed by fire at an early hour on Sunday morning. Loss, $50,000; insurance, $9,000.

The Canadian Rubber Company, Montreal, are appealing from the assessors' valuation of $260,000 of their property at 1000 Notre Dame street. They ask that it be reduced to $250,000.

Frank LaChance, of Cleveland, formerly of Hamilton, has invented a prison device by which cells can be locked and unlocked by pressing a button. He has a contract to put 1,000 in a prison at Baltimore.

A Baltimore man has given the name Hayseed gas burner to a recent invention of his. He claims, first, that it can't be blown out, and, secondly, that if it is blown out it immediately relights itself automatically.

The London Board of Trade discussed the car shops Wednesday night, 27th ult. All were in favor of voting the $100,000 bonus except two. Sir John Carling said that the securing of the shops would mean an increase of population of probably 2,000 people.

An old-fashioned pistol in the hands of a hardware clerk named Whetlauffer was accidentally discharged in a hardware store in Berlin. The bullet went through Whetlauffer's right hand, inflicting an ugly wound.

There is a very general belief among mechanics that steel of fine quality is necessarily harder, or has a higher percentage of carbon, than steel of commoner quality. This is not the case. Steel of the finest quality is made of all degrees of steel.

Contracts for a new bridge at Port Stanley have been awarded by the Elgin County Council. The Dominion Bridge Company, of Montreal, get the bridge contract for $4,238, and Usher & Sangster, of Thorold, the stone work for $5,724.

Ingersoll had an early closing by-law, but nearly all the shopkeepers in the various lines have recently asked for its repeal. The dry goods dealers are now all who are out. The Chronicle says: "The by-law is a humbug, and a direct loss to those who come under its arbitrary rule."

The McMaster Manufacturing Company, of Orangeville, have offered the town of Brampton $6,000 cash for the Haggert foundry property. A few years ago the ratepayers took a heavy mortgage on the same property. The McMaster offer, however, is likely to be accepted.

Whelpley's skate factory at Greenwich is running day and night to fill their orders. W. J. Cameron, an enterprising young machinist, is doing a thriving business and has the first steam whistle in the place. Geo. T. Seely expects to have his new mill running in March.

The Silver King is said to have more ore ready for shipment than any other mine in Kootenai. It is being hauled to the wharf at Nelson at the rate of ten tons a day. The management has not decided how many tons will be shipped this winter, but if a good rate can be got over the Nelson & Fort Shepard the shipments may aggregate more than any other mine in the district.

The new buildings of the B. C. Cooperage Company, Vancouver, are making rapid progress. Already the cooperage shop is completed and the coopers are at work, while the mill is in course of erection. Before the fire everything was under one roof, but in the new factory boilers and engines will have a place to themselves, thus lessening considerably the danger of fire.

The use of the electric light in railway cars has been much retarded on the score of expense. It is now proved by the result of of some tests made by the German Postal Department in the lighting of mail cars that incandescent lamps are cheaper than gas, as well as healthier. Storage batteries were used of a capacity sufficient to keep eight lamps of twelve candle power each burning brightly and steadily at a cost of three-fourths of a cent a light per hour, against an expense of 1 cent per light per hour when gas was used.

It was a very slow train, indeed, and the traveling man remarked to the conductor: "Would there be any objection to my getting off this car right now?" "Why, my dear sir, it's in motion!" "I don't doubt it. But I thought I'd like to look at it from the outside and see if I can't tell which way it is going."—Washington Star.

Lead pipe has been traditionally injurious to health from the time of Vitruvius, 2,000 years ago, to the present day. In spite of this tradition, millions of people have been drinking water through it from that day to the present time, and it seems to be doubtful, according to an authority on plumbing, if one well authenticated case of lead poisoning by the use of lead pipes can be found

Most of the small steel castings are merely malleable iron, treated with animal charcoal. The operation is about the same as case-hardening, as far as the heating is concerned, but it is continued longer, and not quenched in water, in most cases. If the charges for such steel castings are much higher than for malleable iron, it may pay to experiment on them in this way.—The Iron Trade Review.

A tin-plate maker, who knows a great deal of the American trade through personal experience, when asked what he thought of the prospect said: "We on this side, I confess, regard the prospect of the Wilson Bill passing very hopefully. We do not wish to place too much emphasis on our belief that it will pass, though, because we may still have sufficient enemies over there who will vote so as to prevent us gaining the advantage at the last moment."—The Western Mail, England.

It was announced in Wall street, New York, last week that Andrew Carnegie, the "steel king," would leave the United States for Egypt, January 4 next. This report was accompanied by a statement to the effect that Mr. Carnegie has issued an order to his managers to start on the day of his departure every iron mill with which he is connected and to keep them in operation all winter. He has also ordered the expenditure of $1,000 a day during the winter for the relief of the unemployed poor of Pittsburg.

Meantime, put the best face on, the best foot foremost, the best brain power and hand-power to work and look expectantly for improving times ahead. Buy cautiously, but buy what you need; permit no long credits; and trust no uncertain customers, unless you have determined to run a charitable institution. "It's a long lane that has no turn," and we'll soon be round the bend.

. . SKATES . .

We still have a stock of STAR and ACME SKATES. Nos. 0 and 7, both plain and plated, and are able to fill orders in almost all sizes, also Skate Straps and Skate Repairs.

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and a

Prosperous New Year

to all our friends.

The Toronto Lead & Color Co., Ltd.

Toronto, 24th December, 1893. *P. J. McNally, Manager.*

THE IRON DUTIES.

GREAT interest is taken at Washington in the outlook for free iron ore. In this connection an interesting story is told with regard to the iron industry of Lake Superior. It appears that the area of the Mesaba range is generally held by the mining companies under lease or contract. When the mineral deposit was discovered speculators entered the territory. The leases secured by the speculators they in turn leased to mining companies. The speculators secured an advance in royalty of from 15 to 35 cents per ton. If it is paid as agreed upon, scores of men who never struck a blow in any creative industry or performed any useful work will draw royal revenues from the iron-ore deposits of the Mesaba range. The fact that the mining companies that now operate, or that will speedily operate, on the Mesaba range are under contract to pay annually royalty on millions of tons of ore in excess of the consuming powers of the American market must be borne in mind when considering the condition of mining affairs on Lake Superior's shores and the fight the iron-ore miners are making to retain the present duty on foreign iron ore. Last spring the Mesaba region swarmed with eager miners and speculators. Deeds to hard-ore mines ceased to be accepted as collateral in banks, and bank officials shied at contracts to deliver hard-iron ore, as timid colts shy at fire-blackened stumps. Presently the money stringency extended to the Mesaba, where the speculators had pledged themselves to pay royalties amounting to millions of dollars annually, and where the mining companies, the face value of whose stock amounted to $189,000,000, had been incorporated to extract ore from the iron deposits and money from the pockets of the investing public. Forth from the financial storm strode John D. Rockefeller, of Standard Oil Company fame. A consolidation of the Mesaba iron-ore mines was effected under the name of the Lake Superior Consolidated Mines, which has just placed a trust mortgage for $10,000,000 with the Farmers' Loan and Trust Company, of New York, to obtain money to pay for mines and undeveloped land. To aid to secure the retention of an uncalled-for protection the Rockefeller syndicate has recently closed its Virginia City, Mesaba range, and its agents state that the reason for closing is that it fears that free iron ore will ruin the mining industry of the Mesaba range. This statement is gravely made when all men who are at all acquainted with the Mesaba range know that iron ore is mined and loaded on cars in that region for from 4 to 40 cents per ton. In the Mesaba district the miner's pick has been supplanted by the steam shovel, and iron ore of a fine quality is loaded upon long trains of freight cars with this shovel, just as sand is taken from one side of a cut by the "gravel train" on an ordinary railroad. The entire output of the iron-ore mines of this country in 1890 was 14,518,857 tons. The steam shovel in the Mesaba range is the foe against which the mine-owners and the miners of the Marquette, Menominee, Vermillion, and Gogebic range, must try to make demand, and not the ways and means Committee that proposes to remove the tariff duty. The removal of the duty will relieve certain seaboard manufacturers of steel of a burden that weighs them down, for they now take foreign ore because of the great cost of transportation from the Lake Superior district, but the owners of the deep mines and those who work in them will suffer, not because of any change in the tariff, but because of the work of the steam shovel in the enormous deposits of the Mesaba range.

TALKS WITH RETAILERS.

"WE had one or two very busy days last week," said George Pearsall, Yonge street. "Last Saturday was the best day we have known for a long time, and we sold a large number of skates. Work in the shop continues good. There are not many hardware men that can say that they have been sharpening on an average 25 pairs of skates a day. I can. I have not made up my books yet, but I think the past week equals that of a year ago."

"No, we have not been particularly rushed," said Mr. Thompson, of Gibson & Thompson, Yonge street, Toronto; but I think the sales of the past holiday week have been equal to that of previous years in my experience. Times have perhaps been a little dull, but I think they must soon brighten up. We have done a fairly good fall trade."

"No, we do not catch much of the farm trade, so the weather has not any great effect on us,' said William Mathieson, of King street west. "It is true that we might have sold more skates, but as it is we are pretty well cleaned out. Cutlery was moving a little brisker last week, but nothing to brag about. We are kept busy in the repairing shop."

"Business in the vicinity of St. Lawrence market was not as good as it should have been last week," said one of William J. Whitten & Co.'s assistants. "The markets have been small and prices for produce have been low. Farmers, these hard times, make for home as soon as they receive their money, spending as little in town as possible. Lamps and cutlery received a little boom last week. Trade was fairly good the past fall, and the demand for paints good."

"Business was good on Yonge street during the past week," said W. L. Murray, "and we received our fair share. There was a good demand for pocket cutlery and we sold a great many skates. The demand for shelf hardware was far greater than that of the corresponding week last year. This has been a good season for paints and our trade in glass has been very large. Taking this month's trade all round, I think sales have been equal to those of December, 1892."

"There was a fair demand for pocket cutlery this week," said George Boxall, Yonge street. "Carvers have sold well, the demand being for medium-priced ones, scarcely any of high price being sold. People seemed to be buying according to their means. This fall the trade has been good in paints and oils Japaned goods found little sale outside the department stores, where they handle a cheap class specially for the holiday trade These times are hard for a man, when the department stores are cutting our prices and using them for advertising purposes, and a man must devote his time strictly to his business, and work at it hard, late and early. Yet we are not so badly off as they are in the United States. Hard times are not going to last always. Though there may be a temporary depression at present, but with this feeling predominant I feel that this city and country must prosper."

"There has been nothing surprising in the amount of business done this week," said J. T. Wilson, Queen street west. "I was not disappointed, as we did not expect any great rush. Had the frost held out on Christmas, there would, no doubt, have been a larger demand for skates, but, as it was, they only sold fairly well. There has been more demand for necessaries this holiday season than previously, and some demand for the cheaper class of lamps. If the weather had been colder, it would have reminded the public more of skates and sleighs, and many more would have been sold. They have, however, spent their spare cash on other articles, and trade in these lines is likely to suffer."

RETURN POSTAGE.

MANY men who are punctilious in conforming to business usages often, in writing letters to which they expect answers, fail to enclose stamps to prepay postage on the reply, says an exchange. It would be better still to enclose an addressed stamped envelope with a written address. An inquiry will receive earlier attention and perhaps more careful attention if it involves but little trouble and no expense to the person addressed than if the latter is expected to do considerable work and foot the bill besides. This may seem a small matter—only 2 cents involved—but the principle of the transaction is apt to govern the person who is expected to reply. He is very apt to say to himself, "Well, if this man expects an answer he should at least have enclosed a stamp." There is very little danger of any one taking offense at such an enclosure. The inquirer who hesitates to enclose a stamp to a concern transacting a million dollars' worth of business a year beeause it is such a trifle may find upon reflection that the existence of that house depends upon an aggregation of twopenny profits.

There are salesmen who at this time of the year are endeavoring to secure positions with other houses, and yet omit the enclosure of return postage on the reply which they unhesitatingly look for to their letter of application. If they receive answers to such unbusinesslike letters they are in luck, and they may be sure that something else has recommended them than their correct observance of business civilities. The amount involved is of no consequence. Even if letter postage should be reduced to a penny, a stamp should still be enclosed to insure a reply.

SELF-DEPENDENCE.

THE eye of the employer is often worth more than the hands of a dozen employees. In the nature of things, an agent cannot be so faithful to his employer as to himself. Many who are employers will call to mind instances where the best employees have overlooked important points which could not have escaped their observation as a proprietor. No man has a right to expect to succeed in life unless he understands his business, and nobody can understand his business thoroughly unless he learns the same by personal application and experience. A man may be a manufacturer but he has got to learn the details of his business personally, he has got to learn something nearly every day, and he will find he will make mistakes nearly every day. And these very mistakes are helps to him in the way of experience if he but heeds them. He will be like the Yankee tin peddler, who, having been cheated as to quality in the purchase of his merchandise, said: "All right, there's a little informmation to be gained every day. I will never be cheated in that way again." Thus a man buys his experience, and it is the best kind, if not purchased at too dear a rate.

Among the maxims of the elder Rothschild was one, an apparent paradox: "Be cautious and bold." This seems to be a contradiction in terms, but it is not, and there is great wisdom in the maxim. It is, in fact, a condensed statement of what I have already said It is to say, "You must exercise caution in laying your plans, but be bold in carrying them out."

A man who is all caution will never dare to take hold and be successful; and a man who is all boldness is merely reckless, and must eventually fall.

There is no such thing in this world as luck. There never was a man who could go out in the morning and find a purse full of gold in the street to-day, and another tomorrow, and so on day after day. He may do so once in his life; but so far as mere luck is concerned, he is as liable to lose as to find it. "Like causes produce like effects." If a man adopts the proper methods to be successful "luck" will not prevent him. If he does not succeed, there are reasons for it, although, perhaps, he may not be able to see them.—Ex.

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WOODEN WATER MAINS.

A RECENT paper read before the American Society of Civil Engineers by Mr. James D. Schuyler, M. Am. Soc. C.E., on "The Water Works of Denver, Colo.," contained some very interesting observations and figures relating to this subject. He states that 16 miles of 30-inch wooden conduit were constructed in that work in addition to a considerable length of 44-inch pipe. The timber used was California redwood, and the 30-inch conduit was constructed to stand under a head of 185 feet. We understand from the paper named that the total average cost of the 30-inch pipe was $1.36 per lineal foot, of which about forty-eight cents constituted the cost of trenching and back filling. A gang of eight to sixteen men laid from 150 to 300 feet of the same size conduit per day. These mains were composed ofstaves, dressed very smooth to cylindrical sides and radial edges, and were held to the cylindrical form by mild steel bands placed at a distance apart depending upon the head, but never exceeding 17 inches. The pores of the wood are filled with water under pressure so that it oozes through to a slight extent, thus realizing the condition for permanent preservation. The pipe is framed in the trench and all handling in full size sections is avoided ; at the same time the interior finish is so smooth that the most advantageous conditions of flow are secured. Mr. Schuyler estimates that the use of these wooden conduits effected a saving of over $1,000,000 in this particular work,—Ex.

ALUMINUM BATH TUBS.

A PHILADELPHIA firm has begun the manufacture of pure aluminum bath tubs. A oontemporary, referring to the fact, says: "For their beauty, elegance, durability and luxuriousness these aluminum baths will certainly attract much attention from our trade. The present cost of aluminum of necessity makes the price of the baths such that they can be used only in fine work, but there are many who will welcome the advent of aluminum bath tubs, as their advantage is such as to assure a good sale no matter what the cost may be. The expense, however, is but a trifle more than a solid porcelain bath. Believing it to be a matter of special interest to our readers, we have investigated the aluminum bath as produced by the Cooper company and will briefly describe the fixture: The bath is of an improved pattern with three inch roll rim with dimensions—outside length, five feet ten inches ; outside width, two feet nine and one-half inches, and inside depth, one foot ten inches. The thickness of the tub was seven-eighths of an inch, and the weight, 140 lbs. When one considers these dimensions, he will appreciate the magnitude of the achievement, for it must be borne in mind that aluminum is an exexceedingly difficult metal to cast. Many of our large manufacturers have failed to successfully make perfect castings of it even in small articles. To further emphasize the achievement of the Cooper Co., we would say that up to this time no one so far as we know has succeeded in casting a piece of aluminum one-quarter the size of the bath in question, and it is a pleasure to record the victory as belonging to our trade. A bath tub of aluminum is practically an imperishable article. It will not break, chip, crack, warp, split, corrode or discolor, while its surface and appearance is like a polished mirror. As with pure silver, once bright it always is bright, requiring no rubbing to keep it so. No acids, gases or alkalies affect it in the slightest way. The nature of the metal is such as to make it particularly suitable for a bath, the chilly effect produced in the porcelain baths being absent in the aluminum one. At the factory of the Cooper Company is an aluminum sink which had been placed for the use of their workmen, and notwithstanding it had been in constant use under the most trying circumstances for nearly two years, it is as bright as a dollar.



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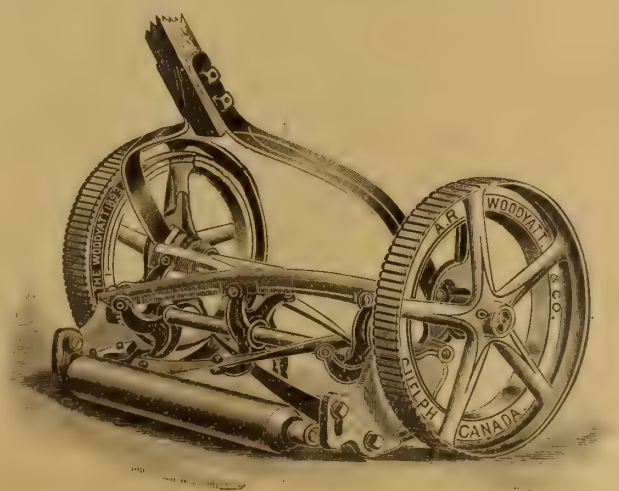
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THE MANUFACTURERS' MEETINGS.

THE different manufacturers' associations in the Dominion allied to the iron and hardware trade are meeting in Toronto this week. They are: The Wire Nail Association, the Wire Association, the Screw Association, the Bolt and Nut Association, the Rivet Association, the Barb Wire Association, the Bar Iron Association, the Cut Nail Association, the Horseshoe Association, the Tack Association, the Paint Grinders' Association.

All the Associations are said to be well represented. Among those present are: Mr. McMaster, Montreal Rolling Mills; Mr. McAgy, Pillow-Hersey Co., Montreal; Mr. James Peck, Peck, Benny & Co., Montreal; Mr. Foster, of Foster & Sons; James Pender, St. John, N.B., Nail Works; Mr. Parmenter, of Parmenter & Bullock; Mr. Whitton, Ontario Tack Co., Hamilton; Mr. Howland, Graham Nail Works, Toronto; Messrs. McCormack and Fearman, Dominion Wire Co.

The meetings are all secret and it is difficult to secure information as to what is being done. The first session was held Wednesday morning, when the business appertaining to the Barb Wire Association was taken up. It was decided to reduce barbed wire and staples ¼c., making the price of the latter to the retail trade 3¾c. and that of the former 4c. Jobbers are guaranteed up to April 1, which means that should a reduction take place in the meantime jobbers will be recouped for any loss on present stocks.

On the afternoon of Wednesday the business of the Wire Nail Association was taken up. One important step decided upon was the removal of the Aikenhead Hardware Company from the jobbers' list. It is reported that others were removed, but this HARDWARE could not substantiate.

The action of the Association in regard to the Aikenhead Company arises from the contract which the latter made with the city of Toronto to supply nails at a cut price and to allow a rebate on returned boxes. Had not the Association taken some such step it is altogether likely there would have been trouble, for there was a good deal of soreness felt in the trade at the low price at which the Aikenhead company had tendered for the nails and thereby breaking the agreement with the manufacturers.

But aside from the Aikenhead matter, there is a strong and growing demand for a curtailment of the list of jobbers. It is shared in alike by jobbers and retailers. Said one jobber Wednesday: "If the manufacturers have not back bone enough to reduce the number of people who are on the list there will be such a feeling created that the result will be trouble. As things are now, for everyone of the retail merchants benefited ninty-nine are injured, and many of them seriously. None but legitimate wholesale houses should be on the list, and no house on this list should be permitted to sell to consumers."

"I should say the retailers are injured by some of those on the jobbers' list," said a country merchant. "Some of these so-called jobbers practically never do a jobbing trade. I know however what they do do, and that is send representatives into our town and take orders, at jobbers' prices, from consumers right under our noses. And ours is not by any means the only town that suffers in this respect. This is not fair. If they would compete with us at regular prices we would not object so much. O, yes, these fellows will have to go," he concluded, with a serious shake of the head. Some letters have already appeared in HARDWARE in regard to this question. We would like to see a few more, as the subject is no doubt an important one.

The association also decided, it is understood, to place wire nails under the same basis as cut nails.

At the hour of going to press the Wire Nail Association is still in session. "It's talk, talk, nothing scarcely but talk," said one member. The Cut Nail Association holds its first meeting to-day.

TRADE TOPICS.

IT has been intimated to jobbers that a change is likely to take place in the file list.

The McDonell Rolling Mill Co., of Toronto, is applying for charter of incorporation.

M & L. Samuel, Benjamin & Co., are backing a good many orders for lawn mowers.

The discount on Daisy churns has been reduced, and is now: From factory, 60 to 60½ per cent.; from stock, 60 per cent.

The total visible supply of tin, January 1st, was 17,330 tons, compared with 16,448 in December, and 14,784 tons, January 1st, 1893.

The official figures, as cabled to the New York Metal Exchange, show an increase in the stocks of copper since December of 440 tons.

Craig & MacArthur, who represent Thos. Robertson & Co. in Toronto, report large sales of their galvanized hot-water boilers. In fact, the manufacturers have been kept so busy on the smaller sizes that it is only recently they have been able to turn their attention to the larger sizes.

Coulter & Campbell, coppersmiths, Toronto, report a successful year's business. The firm is now employed placing copper fixings in the Grant & Lattridge Brewing Co.'s brewery, Hamilton, and on other smaller contracts. They will soon introduce a new range boiler which they say will have many new and superior features. They also have the agency for a new bath that will be known as Hard's self-heating bath. It will be heated by gas.

PERSONAL MENTION.

MR. WORTMAN, of Wortman & Ward, manufacturers of churns, London, was in Toronto this week

There were among the country merchants noticed on the street this week: Mr. Padget, of Padget & Hay, Unionville; J. A W. Allen, Newmarket; S. T. Suggitt, Grand Valley; G. A. Burns, Newmarket.

M. Mayer, of the Toronto Cutlery Co., has returned from New York, where he had been attending the marriage of Mr. M. Frankel, of Frankel Bros, Toronto.

A. H. Symonds (late with James Hutton & Co.), having secured the representation of Messrs. George Butler & Co., Ltd., Sheffield, and other English houses, will leave for Montreal shorlly, where he will reside in future. George Butler & Co.'s cutlery has a reputation considerably over 100 years, is well known in this market, and in Mr. Symonds' hands the interests of the above firm will be well looked after.

SOFT STEEL IN BRIDGE WORKS.

The specifications of the New York, Lake Erie & Western have, says an exchange, recently been altered to permit the use of soft steel, without reaming, instead of iron, provided equal sections are used; and the physical tests show the following results: Ultimate strength, 54,0000 to 62,000 lbs. per sq. in.; elastic limit not less than 30,000 lbs. per sq. in.; and a minimum elongation of 20 per cent. in 8 in.; also the usual bending test, 180 deg., before and after heating to a light yellow, and quenching in cold water, to a curve whose inner radius is equal to the thickness of the specimen, without sign of fracture. However, medium steel is still required for eye-bars and pins.

HARDWARE intimated in a recent issue that Walter H. Cottingham & Co., of Montreal, were preparing to extend the departments of their business. One of the steps in this direction has just been taken, the firm having bought out the entire stock of P. D. Dods & Co., dealers in artists' materials. The Messrs. Cottingham will in future give special attention to this line of trade.

THE ONTARIO TACK CO.
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton. Ontario.
SP

TORONTO CUTLERY CO.,

65 and 67 Yonge Street, Toronto

M. MAYER, Propr.

NON-XLL	Pocket Knives	WARRANTED
IMPERIAL	Razors	
T. C. Co.'s	Nickel Steel Shears	
WILLIAMS	Dble Shear Steel Butcher Knives	

We fully guarantee all goods named above.

BERTRAM & CO.

TORONTO — Hardware and Iron Merchants

MANUFACTURERS OF

Toronto Files and Dundas Axes

Quality and finish of our Files and Axes unsurpassed. . . .

Special Attention to Letter Orders.

Pure Southern TURPENTINE Our Specialty

Remember, we are headquarters for the pure article, and intending purchasers will do well to get our price before placing their orders.
Every barrel of Turpentine we ship is accompanied by our printed guarantee that it is ABSOLUTELY PURE.

We Are Not Members of any Combine.

FRANCIS, FROST & CO., 33 Front St.W., TORONTO

Wire Goods

WIRE

- Door Mats
- Cutter Dash Screens
- Spark Guards for Grates
- Rat Traps
- Coal Screens
- Flower Stands
- Window Guards and Railings

WIRE WORK IN ALL ITS BRANCHES.

Our work is of the highest grade. Dealers sell our goods from catalogues. Inquiries solicited.

Dennis Wire and Iron Works, LONDON, ONTARIO

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, TORONTO

ENGLISH HOUSE: **SAMUEL, SONS & BENJAMIN**
164 Fenchurch St, London, E. C.

I X L and Bugle Brands.

GLASS

Single and Double Thick.

Galvanized Iron, Gordon Crown, and cheaper brands, Charcoal, Tin, and Tin'd Iron, Milk Can Trimmings

We are now prepared to book orders for import and forward delivery. . .

WRITE FOR QUOTATIONS.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, Jan. 5, 1894.

HARDWARE.

It would be a difficult matter to report anything striking in the hardware market at present, for the simple reason that business is practically nil. The houses have not completed their stock-taking yet, being engaged in "writing in" this week, and in addition to that most of the travelers for the big general houses are in off the road, and few of them expect to get out again before the end of next week, or possibly the beginning of the following. The fact that the annual meetings of the various associations of manufacturers are being held in Toronto also during the present week and the following one, operates materially in making buyers backward until they see what the changes if any are going to be. Reference has already been made specially in these columns to the fact that there was a strong possibility of lively times over some particular lines at the coming gatherings, and for this reason future developments are awaited with considerable interest by the trade. Payments remain much the same.

WIRE—There has been positively nothing doing in wire this week.

CUTLERY—This line has not furnished any special feature. Foreign advices to brokers on this market are fairly steady on most lines.

WINTER GOODS—Trade in sleigh bells, skates, etc., so far as any general jobbing lots are concerned, is practically finished.

SADDLERY SUPPLIES—No change of importance to report.

NAILS—With the makers' meetings going on this week there is even less doing than there would otherwise be. It is a moot question whether there will be any change made, but some seem to anticipate one in the direction of a lower card.

TACKS—Tacks are quiet, the same influence ruling in their case as in that of nails.

HORSESHOES—Nothing doing pending the annual meeting. Horse nails quiet, and no change anticipated.

IRON PIPE—Only a few small jobbing lots moving in a purely local way.

SPORTING GOODS—Guns and ammunition are featureless and dull.

CHAIN—Cables to selling agents here are firm on coil chain. There is nothing doing on spot.

BUILDING SUPPLIES—No business moving unless it be in a small peddling way.

PLUMBING SUPPLIES—The same remarks apply to this line.

NAVAL STORES—Business in these partakes of a decidedly holiday character, and no change is reported for a week or so. We quote: Turpentine, 47 to 48c.; resins, $2.50 to $5.00, as to brand; coal tar, $3 75 to $4; cotton waste, 5½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep-sea line; pure Manilla, 11c. for 7-16 and upwards and 12c. for smaller sizes.

METALS.

The market for heavy iron and metals is absolutely featureless. No great variation in value is to note, although it is quite possible that orders for good round lots of material would lead to shading in the case of one or two lines. Cable and outside information generally does not cite anything calculated to have effect on values here.

PIG IRON—Nothing doing and prices steady on Scotch pig for any small lots that might be moved ex store. It is considered likely, however, that our quotation on Nova Scotia iron might be shaded if the quantity involved was suficiently large. There is no Langloam offering here. We quote ex-store: Summerlee, $19; Eglinton, $18; Carnbroe, $17.50; Nova Scotia, $17 to $17.50.

SCRAP IRON—With the rolling-mill shut down for the usual stock-taking there is no sale for scrap. Prices rule easy and quotations on wrought scrap have been named as low as $12.

BAR IRON—The makers meet this week in Toronto; the mills are shut down and the jobbers are not doing anything of importance.

SHEET IRON—There has been no change during the week, business continuing small and prices unchanged at $2.40 to $2.60.

HOOPS AND BANDS—Business small and prices as before, $2.30 to $2.35.

STEEL—This line is quiet and unchanged. We quote: Best cast steel, 10½ to 12c.; sleigh shoe, $2.40; spring, $2.50; tire, $2.50 to $2.75, and round machinery steel, $3.

GALVANIZED SHEETS—With outside building operations at a standstill there is little demand for this article. We quote prices unchanged. 4¾ to 5c. for ordinary brands, Morewood, 6 to 6¼c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c.

TIN PLATE—Extremely dull, and although no quotable change is to note, it is not unlikely that holders would shade on coke to induce business. We quote cokes $3 to $3.30 and charcoal $3.50 to $4.

CANADA PLATE—Nominally the same at $2.40 to $2.50.

TERNE PLATES—There is no actual change, but a broker said the other day that he could get concessions if he had an order to fill. We quote $7.25 to $7.50.

COPPER—Fair jobbing trade doing at 11 to 12½c.

TIN—Shows no improvement, the heavy feeling that has ruled for some time back being if anything more apparent. We quote 19 to 21c.

SPELTER—Dull and unchanged at $4.60 to $4.75.

ANTIMONY—No change with no movement. We quote 10½ to 12c.

LEAD—Continues easy as noted for the past few weeks. Prices are nominally the same at $2.75 to $3.

ZINC SHEETS—Nothing particular to report, and prices the same at $5 to $5.25.

CEMENT—Demand is small, while stocks are pretty heavy. Although there is no change therefore, orders would no doubt lead to concession. We quote: English,



BROAD HOOP PATTERN.

Milk Can Trimmings
Delivery Can Trimmings
Creamery Can Trimmings
And **Milk Delivery and Creamery Cans Made Up.**

We have an entirely new idea in Creamery Can Gauges, easy to solder, perfectly tight, unbreakable.

All sizes and guages of Tinned Sheets for Cans and Vats. We have a full stock and can make prompt shipment.



IRON CLAD PATTERN.

THE McCLARY MFG. CO., London, Toronto, Montreal, Winnipeg, Vancouver.

WOOL DUSTERS
WALL DUSTERS

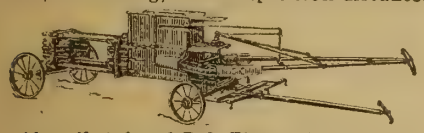
Every Hardware Merchant should have these dusters in stock.

Manufactured by

FRANK HOLT, 81 Colborne St., TORONTO

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger cheaper, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the best Steel Wire.

Manufactured by BOYD & CO., Huntingdon, Q.

ADAM HOPE & CO.,

Offer for Sale HAMILTON

"Pioneer" and "Sloss" PIG IRON

These are fine foundry irons, being strong and large scrap carriers.

Also all the well-known—

Scotch Brands,
Broken Car Wheels,
and Railway Cast Scrap.

GAS, ELECTRIC, AND COMBINATION
Fixtures

Of English, Canadian, and American designs. . .

Globes and Shades

Staple Brackets and Gas Fittings. Select stock of above always on hand.

Jas. Barwell, 88 Bay St., Toronto

SHOWROOMS OF JAS. BARWELL, SONS & CO., Birmingham, Eng.

Drawings and Estimates on application.

FRANCIS HYDE & CO.

Builders' Supplies

We make a specialty of Scotch Fire Clay Flint Glazed Sewerage Pipes, Fire Bricks and Fire Clay Agricultural Drain Tiles, White Enamelled Bricks and Tiles for walls. Best brands London Portland Cement.

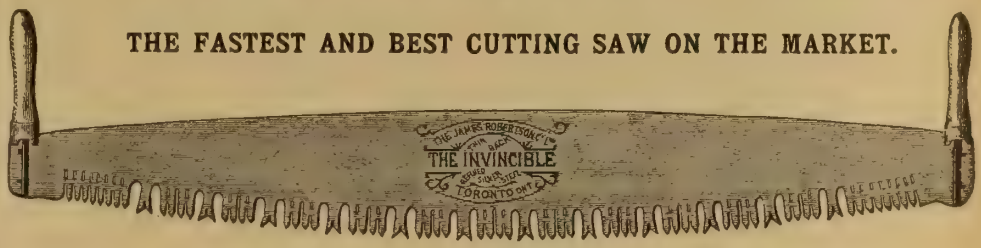
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King, Queen and Wellington Sts., Montreal

THE INVINCIBLE.

EVERY SAW WARRANTED.

THE FASTEST AND BEST CUTTING SAW ON THE MARKET.



Guaranteed four Guages Thinner on Back than Front and Made from the Highest Quality of Double Refined Silver Steel.

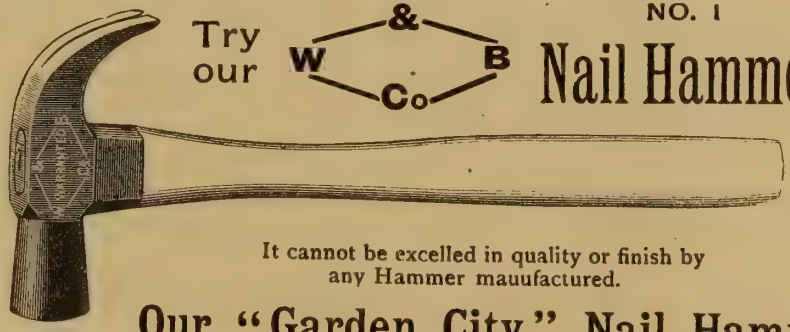
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The James Robertson Co. (LIMITED.)

SAMPLE ORDER SOLICITED. **Toronto.**

THE WHITMAN & BARNES MFG. CO.

Canadian Branch: St. Catharines, Ont.



Try our W & B Co NO. 1 Nail Hammer

It cannot be excelled in quality or finish by any Hammer mauufactured.

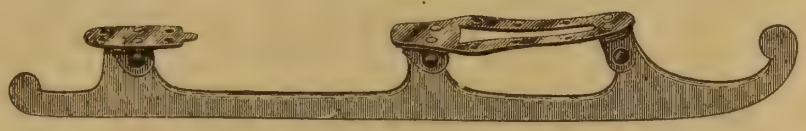
Our "Garden City" Nail Hammer

GET OUR PRICES AND TRY OUR GOODS

Is the best and cheapest "Solid Cast Steel" Hammer on the market. . . .

We aim to keep in stock a full line of Hammers, Sledges, etc., and will make prompt shipments. . . . . .

Boyd's Skeleton Skates



Expert Racer, Crystal Racer, Junior Crystal, Hockey Club, Eclipse Victoria Club and Dominion.

Best line of Skeleton Skates made. Send for Catalogue of Skates, Hockey Sticks, Snowshoes and Winter Sporting Goods. Ask for discount sheet.

T. W. BOYD & SON, 1683 Notre Dame St., MONTREAL

MONTREAL MARKETS—Continued.

at $2 to $2.30, and Belgian at $1.90 to $2 05. Fire bricks are quiet, at $14 to $19, according to brand ex store.

PAINTS AND OILS.

Travelers go out this week and so far there is not much to report. There is no change in any of the leading lines. We quote as follows: Choice brands of white lead, government standard, $5; No. 1, $4 75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4½c.; No. 1, 4¼c.; zinc white, pure, $7; No. 1, $6; No. 2, $5; linseed oil, raw, 60c., boiled 63c., steam refined oil 48 to 50c., cod oil 34 to 35c.

GLASS.

There is very little doing in glass, which rules unchanged on the basis of $1 25 for first break. Putty in bulk is the same at $1.85.

PETROLEUM.

A fair business has been done during the week, but dealers are pretty well stocked, so that no great activity is expected now for a week or so. We quote: — Canadian crude at $1.05 per barrel f.o.b. at Petrolia; Canadian refined at 11¼c. in shed at Montreal, for round lots, and 12c. for small quantities. American petroleum, 16½c. in car lots, 17c. in 10 barrel lots, 17¼c. in five-barrel lots, and 17¾c. for single barrels, net cash; American benzine, 23 to 25c; Canadian benzine, 10¾c. Petrolea; 12½c. Montreal.

MONTREAL TRADE NOTES.

The local rolling mill, wire men, etc., have all gone up to Toronto to attend the annual meeting of the different associations.

The general hardware houses were engaged this week in writing up their stock. They don't expect to get their travelers on the road for a week or so.

The various rolling mills, wire nail works, etc., are all shut down at present for stock taking. They will not resume operations for a fortnight.

H. McLaren & Co. report an increased demand for magnolia metal which they consider to be the result of two years experience of the intrinsic merits of the compound.

Birmingham cables to brokers here state that brass case tubing has stiffened materially, the advance being about equal to 5 to 7½ per cent. Brass stair rods are also cabled about 1½ per cent. higher.

The trade are respectfully informed by Mrs. Cornelia M. Hutton and Messrs. Geo. J. Crowdy and Hy. W. De Courtenay that the business heretofore carried on under the firm name of James Hutton & Co. will be continued under the same name by them in future.

Senour's floor paint, made by the Senour Manufacturing Co. of Chicago, is a new line recently secured by W. H. Cottingham & Co. of Montreal. This paint is specially made for floors and is composed of natural mineral hydraulic cement, and will outwear other pigments. It will cement up the cracks, fill the pores of the wood, and make a hard and serviceable covering. Floors are necessarily washed frequently—this paint will harden almost to stone under the influence of water by reason of the cement.

The Sherwin-Williams quick drying colors are being introduced to the Canadian trade this year by Messrs. W. H. Cottingham & Co. These colors are the regular Quick Drying Coach Colors, ground in special japan, paste form, requiring to be thinned for use, with spirits turpentine only, to dry flat to be covered by varnish.

English reporters have been enquiring of late what the prospects are for their recovering some of the trade in hinges that they have lost in recent years. A well known commission house looked into the matter and found that American "Weighty," "T" and "Strap" hinges were being laid down in Montreal at $3.75 per 100 lbs. To meet this his English correspondents would have to sell £9 c.i.f. Montreal. With 10s. for packing and 20s. freight, etc., this would mean £7 10s. f.o.b. Liverpool, which would not make the operation a profitable one. Briefly they advised their British correspondents that American makers slaughtered their surplus of the nails in question in Canada, and also all sizes over six inches. In the smaller sizes Canadian makers controlled the market. The Canadian duty on hinges is 1c. per lb. and 25 per cent. ad valorem.

TORONTO MARKETS.

TORONTO, Jan. 5, 1894.

HARDWARE.

Trade is almost at a standstill this week. In no one line can there be said to be anything approaching activity. Orders for immdeiate delivery are almost nil; those that are being booked are largely for later delivery. The different manufacturers are holding their meetings in the city this week, and some interest is centered around them. The result of these meetings, as far as can be ascertained at the hour of going to press, is published elsewhere. Trade in cutlery is over for the season. Chain, in the sizes that are scarce, is wanted, while there is no demand for other kinds. There has been some reduction in tinware, principally in pieced ware. This is the only change to note. Remittances from some sections of the country are good, while from others they are poor. On the whole, however, there is a slight improvement in this respect.

WIRE—Some orders are being taken, but prices are open pending the decision of the association. Hay baling wire is what is principally wanted.

ROPE—Much as before. We quote (large lots inside figures; Sisal, 7-16 in. and larger, 8 to 9c.; ¼, 5-16, ⅜ in., 8½ to 9½c. Manilla, 7-16 in. and larger, 10 to 10¾c.; ¾, 5-16, ⅜ in., 10¼ to 11¼c.

CUTLERY—Trade in this line has dropped off suddenly, and the only thing that can be sold now is a job lot or so.

NAILS—Hardly anything doing pending the result of the meeting of the association.



GREEN WIRE CLOTH—A few orders are being booked for future delivery at the lower price of $1.85.

TACKS—Dull and unchanged.

CHAIN—There is some enquiry for ⅜-in., which, as noted before, is scarce. For other kinds there is no enquiry.

HORSESHOES—Dull and unchanged at $3.80.

WINTER GOODS—A fair number of skates are reported to be moving, in spite of the unfavorable weather. Sleigh bells and snow shovels are not much wanted. Steel snow shovels continue scarce.

WARE—Orders are being booked for milk can trimmings, but peerless, white and blue wares are dull.

SPORTING GOODS—There is nothing worthy of note in this line.

LAMP GOODS—Business is dull and featureless.

PLUMBERS' SUPPLIES—There have been a few boilers selling for alterations. Iron pipe is going out slowly, and plumbers' supplies generally are dull.

BUILDERS' SUPPLIES—Business remains much as before—dull and featureless.

METALS.

The metal market is without special note. The volume of business is insignificant, but an improvement is anticipated in a week or so.

PIG IRON—There is nothing doing, not even an enquiry being heard. Prices are purely nominal. Summerlee, $20 50 to $21; Carnbroe, $19 50 to $20; Siemen's, $19 50 to $19.75.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: No new business of any account has been reported since New Year's day. Very few foundries are melting much as yet. Orders are mostly for carload lots. We quote for cash f. o. b. cars Toronto in bond: 1 X Foundry Strong Coke Iron, Lake Superior ore, $14.80; 2 X Foundry Strong Coke Iron, Lake Superior ore, $14 30; 2 Foundry Strong Coke Iron, Lake Superior ore, $13 80; Jackson County Silvery 1, $17.55 to $18.30; Jackson County Silvery 2, $17.05 to $17.80; Lake Superior Charcoal, $17.05; Southern Soft 1, $12.85; Southern Soft 2, $12.60.

BAR IRON—There are a few small lots moving, but there will not be much doing till something definite in regard to price is known.

CORRUGATED IRON—Quiet and unchanged. We quote "Owl" brand at $3 to $4 per square for painted and $4.25 to $7 for galvanized, according to gauge.

SHEET STEEL—Trade is quiet at unchanged prices. We quote on the basis of $2 90.

SHEET IRON—Stocks are now complete. At the moment there is not much business being transacted, but a change is looked for shortly. We quote $2.75 up to 20 gauge.

GALVANIZED IRON—Quite a number of enquiries are heard and a fair business re-

MARKETS.—Continued

ported. We quote Queen's Head and Gordon Crown brands at 5 to 5¼c. for 16 to 24 gauge.

INGOT TIN—A fairly good business is reported. Prices are unchanged at 22 to 22½c. for Lamb and Flag, and 21¼ to 22¼c. for Straits.

INGOT COPPER—Business has fallen off in this line, being now characterised as dull. Prices are steady and unchanged. We quote ton lots at 11¾ to 12c. and ½c. extra for smaller lots.

SHEET COPPER—There is no heavy copper moving, but there are a few boiler sheets selling; 16 to 18c. according to sizes the idea as to price.

SPELTER—Dull and unchanged at 4¼ to 4⅜c.

TIN PLATES—Small quantities are going out, and some large orders have been booked for forward delivery. We quote as before, at $3 85 to $4 for I.C., with the usual extras for I X.

ZINC STEEL—Demand has been satisfied for this season. Prices unchanged at 5¼ to 5½c.

TERNE PLATES—Trade continues inactive in this line, and $7.25 is still the idea as to price.

BOILER TUBES AND PLATES—More than the usual number of orders are reported for boiler tubes, but prices are if anything a little lower. Demand for plates is reported to be brisker than it has been for some time.

HOOPS AND BANDS—Stocks are being replenished, and jobbers are now in a position to fill all orders at unchanged prices, viz., on the basis of $2.55 to $2.60 per cwt.

CANADA PLATES—Business is of a sorting of character and light. We quote: All dull, $2 60 to $2 65; half-polished, $2.75, and all bright, $2.90.

SOLDER—There is a good deal of the common article on the market and this has to some extent tended to demoralize trade: 14 to 16c., according to composition are the ruling prices.

ANTIMONY—A fair quantity is moving in small lots, Cookson's of course taking the preference. Several manufacturers having taken stock, they are now placing orders for import. Prices are unchanged at 11½ to 12c. for cask lots.

LEAD—Scarcely anything doing, and prices are unchanged at 3c.

GLASS.

A few orders are being placed for import, but otherwise there is practically nothing doing. Prices are unchanged, at $1.20 to $1.25 first break. A fair trade for the season is reported in plate glass.

PAINTS AND OILS.

The market is about as uninteresting as it could be. In no line is there anything approaching activity. The only linseed oil manufacturer that is at the moment crushing has advanced prices 1c. per gallon, but it has had no effect on jobbers' prices, which are as before at 60c. for raw, 62c. for boiled, Toronto, Hamilton, London and Guelph, with 2c. added for delivery at outside points. Turpentine is unchanged at 44c. Toronto, Hamilton, London and Guelph, with 2c. per gallon added for outside points, freight prepaid. The best price of white lead is unchanged at 5c. Payments are fairly satisfactory. Jobbers are nearly through stock-taking, and it is conceded on all hands that trade for the year has not been as satisfactory as that for 1892.

OLD MATERIAL.

Trade remains dull and prices are unchanged. We quote prices paid by dealers as follows: Agricultural scrap, 55c. per cwt.; machinery cast, 60c. per cwt.; stove cast scrap 40 to 42½c.; No. 1 wrought scrap 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 7½c.; heavy scrap copper 8 to 8½c.; old copper bottoms, 7½c.; light scrap brass 5c.; heavy yellow scrap brass 7c.; heavy red scrap brass 7½ to 8c; scrap lead 1½ to 2c.; scrap zinc, 1½ to 2c.; scrap rubber, 3c.; country mixed rags, 75 to 80c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs.; boring, and turnings, 10 to 15c.

SEEDS.

Red clover is a little stronger in sympathy with the advance in American markets. Alsike remains quiet and unchanged. Timothy is higher, but the advance is confined almost altogether to the finer grades. We quote: Alsike, $5.75 to $6.25 for good to prime seed, and $6.50 to $7 for choice to fancy. Red clover, $5.50 to $5 75 ordinarily, and $5 75 to $6 for prime choice; extra choice to fancy, $6.10 Timothy, $1 to $1.25 for inferior, $1.50 to $1.60 for prime; choice to fancy, $1.80 to $2.

HIDES, SKINS, WOOL, TALLOW

HIDES—Are a little quiet, but dealers are looking forward to a decided improvement in the course of a few days. Cow hides are quiet at 3¾c. for No. 1, 2¾c. for No. 2's. Steers, weighing from 60 pounds and up, are ½c. in advance of the above prices.

SKINS—Trade in this article continues much the same, and dealers are busy taking stock. Prices remain about the same. We quote, first-class sheep 75c.

WOOL—Trade is a little quiet at present, but dealers are looking forward to a change in the near future. We quote: Good pulled wool, 17 to 18c; fine combing, 20c.

TALLOW—Trade is good. Prices are a little in advance of last week's quotations. We quote: Culled tallow, 4½c.; rough, 2c.; select quality, 5¼ to 5½c.

PETROLEUM.

The Petrolea Advertiser, in its weekly report, says: "Crude oil, $1 01 per barrel; refined, 6¼ to 6½ cents in bulk, or 9 to 9¼ cents in barrels in car lots f.o.b. here. The Exchange is being fairly well attended and crude oil is firmer. As will be seen by the above quotation, crude has advanced one cent per barrel."

Trade continues brisk on the Toronto market at lower prices. We quote: 5 to 10 barrel lots, imperial gallon Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; Canadian water white, 18 to 19c.; photogene, 20c.

MARKET NOTES.

The Consolidated Plate Glass Co., Toronto, report trade picking up nicely. Orders from the country are coming in rapidly, and city trade is on the increase. The firm report that their fall trade was in every way satisfactory.

The McClary Manufacturing Co., Toronto, report that the spring demand for milk can trimmings is already making itself felt, and good orders are being received daily.

The Booth Copper Co. report business good for the season, although orders are small. They have finished most of their larger contracts and are now busy taking stock. The firm says the past season has been good.

The Clause Shear Co. report large sales of their bread and cake knives; also a steadily-increasing demand for their shears. "Our travelers will start out this spring with a full line of samples of our celebrated shears," they report.

Business is dull in ornamental and fence iron work, most of the foundries being shut down. Those that have not done so are running short time, and the few hands not laid off are working on stock, etc.

The Gurney Foundry Company, Toronto, is getting up a new and complete line of gas stoves and ranges for the coming season. The firm say that dealers will do well to correspond with them before placing their orders elsewhere.

The Gurney Foundry Company, Toronto, give a satisfactory report of the past season's business, and state that it has been one of the best they have known. They are now shut down for the purpose of taking stock, but expect to open again on the 15th inst.

The Toronto Silver Plate Company, owing to their inability to keep pace with their orders, have been forced to apply to the factory inspector for the permission to work their female employees from seven until nine each evening. "We have not been able to close down on the 1st of the year, as is usual, owing to the increase in demand for our goods," reports the company.

The Toronto Smelting and Refining Works state they are busy supplying the increased demand for their babbett metal. They say: "We receive satisfactory reports of our metals wherever they have been used and claim that persons having once tried than will use no other."

The Mineral Wool Company report that their travelers are starting out on their several routes with a complete line of samples in steam pipe coverings, steam packings, asbestos goods, and other engineers' supplies. They report a large shipment of their steam pipe covering to the Nova Scotia gold mines, and say that the demand for their goods this season has been large.

NEW YORK MARKETS.

NEW YORK, Jan. 5, 1894.

PIG TIN—The market continues dull and weak, with free selling to consumers below 20½c.

COPPER—New York market dull at from 10 to 10⅛c.; consumers can probably get all they want at 10c. or lower. The Lake companies, after holding out for 10½c., are now sellers at 10⅛c. or lower. London market is quiet, with slightly lower quotations.

LEAD—New York markets continue dull, with more sellers than buyers, at $3.25. Speculation appears to be dormant in this metal, and surface indications point to the

necessity of second hands being obliged to hold their speculative holdings for some time to come or sell out at present prices and take their losses.

SPELTER—New York market weak, with sellers of spot at $3.55. Prompt shipment from the West is offered at $3 50½.

DECISIONS AT OSGOODE HALL.

Macpherson v. Barnes.—Judgment on motion by the defendant, Mrs. Barnes, to set aside the verdict and judgment for the plaintiff, ordered to be entered by Armour, C.J., the trial judge. The action was brought by John Macpherson & Co., creditors of the appellant's husband, on promissory notes given by the latter in consideration of a composition deed, and endorsed by the appellant, who set up by way of defence to the action that her endorsation was given on the express conditions that two other sureties were to endorse to the extent of $500 each, and that all her husband's creditors were to execute the deed of composition; that neither of these conditions was carried out, and that she was therefore not liable. The court held that the judgment of Armour, C.J., was right. Appeal dismissed with costs. Bain, Q.C., for the defendant. J. W. Nesbitt, Q.C., and J. Bicknell (Hamilton) for the plaintiffs.

McLaren v. Hodgson—Judgment on motion by the defendant William Hodgson to set aside the verdict and judgment for $3,500 against him, ordered to be entered by Falconbridge, J., who tried the action at Ottawa. The defendants, William and Thomas Hodgson, father and son, were in business in the same building in Elgin street, Ottawa, the former as an architect and the latter as a lumber manufacturer. Prior to the establishment of the son's business, the father had large transactions with the plaintiffs, but, after that event, as he claimed, he confined himself entirely to his professional work as an architect, having no interest in his son's business, which itself had no connection with his own former business. An account for goods supplied by the plaintiffs to the son, prior to that sued on, was settled by a note made by the father, and the question at issue was whether or not the facts as shown at the trial were sufficient to create a liability by way of estoppel on the part of the father for goods supplied to the business carried on by the son, the defendant, William Hodgson, contending inter alia that, even if the plaintiffs had at any time, had a right to hold him for the amount in question. there had been, in fact, an election by them to hold Thomas Hodgson, who had ordered and received the goods, such election being shown by their accepting a note made by the latter, and, at his request, changing the style of the account in their books. Motion dismissed, with costs. McCarthy, Q.C., for the defendant, William Hodgson. J. H. Macdonald, Q.C., for the plaintiffs.

MANUFACTURING STEEL CASTINGS

H. L. GANTT read a paper at the New York meeting of the American Society of Mechanical Engineers, and gave an account of recent progress in the manufacture of steel castings, which he concluded as follows:

By a strict observance of the rule that a steel casting should, as far as possible, be of uniform thickness throughout, it has been possible to make, within the past few years, castings 20 feet long by 10 feet wide, which would have been considered impossible a few years ago. To one unfamiliar with the details of the process of making steel castings, the statement that to-day we can get large steel castings that are perfectly satisfactory, while it is almost impossible to get good small ones, would seem very strange. It is, however, a fact, and the explanation is simple. Most steel castings are made by the open-hearth process, and the furnace usually melts from 5 to 20 tons. To pour even 5 tons of steel into castings averaging 100 lbs. in weight would, as a rule, take so long that those poured last would be of inferior quality on account of the cooling of the metal. As a rule, a large portion of the heat is poured into a comparatively few large castings, and the remainder put into the smaller ones. If the metal is very hot to start with, this may give fair results, but in all cases the least desirable metal is put into the small castings.

This difficulty seems almost insurmountable by the open-hearth process, but it is readily overcome by a small Bessemer converter, from which we can get two or three tons of metal as hot as we may wish it. Add to this the fact that we can get from the converter that quantity of metal of any composition we may desire, every half hour throughout the day, and we realize the advantage of the Bessemer process for making small and medium weight castings. The manufacturers of electric motors who have been buying their castings from open-hearth foundries have apparently not realized what the Bessemer foundry has in store for them. It seems hard to believe that perfectly solid steel castings can be made of the following composition with regularity: Carbon 12 per cent., manganese 30 per cent., silicon 30 per cent.; but it is a fact. It may be noted, however, that this steel, while very well adopted to electrical purposes, is of but little value for any miscellaneous castings, except very small ones, on account of the tendency it shows to crack during the process of solidifying, when cast in shapes at all complicated.

The fact that we can make a number of different kinds of steel each day if we use a converter, and but 2 or 3 heats at most in 24 hours if we use an open-hearth furnace, gives a great advantage to the founder using the converter, especially if he is making all kinds of steel castings, enabling him, as a rule, to make far more prompt deliveries than is possible for the open-hearth founder doing the same variety of work.

Among the other advances made in casting steel may be mentioned one for making a casting having one or more faces of a steel much harder than the body of the casting. The process consists in lining such faces of the mold as will be adjacent to the parts of the casting it is desired to harden with a metallic alloy in a crushed or powdered state, capable of being melted and absorbed by the molten steel in contact with it, and of such a nature as to impart to the steel a hard face or a face of such a composition as may be readily hardened. If it is desired that the casting shall have a permanently hard face and be used for stamp shoes, crusher jaws, hammer dies, etc., ferro-manganese gives the best results. If it is desired to do machine work on the face, and make it extremely hard afterwards, ferro-chrome is most suitable. The fact that it is possible to produce a soft steel casting, having a face that can be hardened without causing the remainder of the casting to become brittle, will undoubtedly make it possible to use steel castings in place of chilled iron in many places with great advantage.—American Manufacturer.

A NEW PRISON LOCK.

A new prison lock was examined by Warden Massie, of the Central Prison, Saturday last, and he expressed himself in regard to it. It was invented and is owned by Walter La Chance, at present living in Cleveland, but a native of Canada. The lock is a charming piece of mechanism and so complete in detail that the most skilful safecracker will find his ingenuity baffled if he attemps to tamper with it. In addition to the excellence of the lock itself it has a decided merit, and one possessed by no other in existence, that it can be worked from the office and without the necessity of going into the cell wards. That is, the gaoler, while sitting in his office, merely by pressing an electric button can open any one or a whole series of cell doors. In the office, too, the moment a cell door is opened or closed an indicator records the fact. The doors are operated by electricity, and the lock was recently subjected to a 5,000 point test. These locks are being introdcced into every new prison in the United States and are giving the completest satisfaction.

A SELF-CLEANING FILTER.

A self cleaning filter for cisterns, which obviates the use of charcoal and gravel, has just been placed on the market. The filter consists of a rectangular tin box, within which is a cut-off, and three wire screens one above the other, the top one coarse, the next one finer and the lower one finer still. At one side of the filter is a conductor pipe, open on the side next to the filter, and so arranged that the water can be turned, by the use of the cut-off, into the conductor, or caused to pass through the screens into a separate outlet to the cistern. The screens slope somewhat toward the conductor at the side of the filter, to allow the accumulated filth to wash off and be carried to the ground. The cap covering the filter and conductor can be slid up to allow the screens to be removed. On the top of the cap is a collar corresponding in size with the down spout with which the filter is to be connected.—Ex.

H. Boker & Co.

ARE FAMOUS FOR THEIR FINE QUALITY

RAZORS, SCISSORS,
—AND—
POCKET CUTLERY

TRADE MARK.

(TREE BRAND)

For Sale by Leading Wholesale Houses.

SOLDER.

Half-and-Half Solder.
Plumber's Solder.
Refined Metal Solder.
Triangular Solder.

We guarantee all OUR GOODS! If found unsatisfactory can be returned at our expense.

TORONTO SMELTING and REFINING WORKS

92 and 94 Queen St. E., TORONTO.

MIXED PAINTS

ORA ET LABORA

TRADE MARK

The Unicorn Brand

Has now the leading reputation for purity and durability in Canada.
They are sold all over the Dominion.

Manufactured only by

A. RAMSAY & SON, MONTREAL

ESTABLISHED 1842.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

GALVANIZED WIRE NETTING

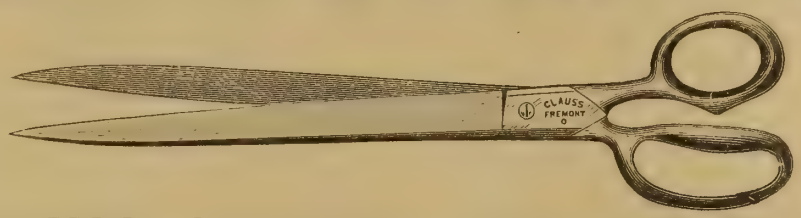
Quotations given for Import orders

A. C. LESLIE & CO., CUTLERY

Montreal and Toronto.

Full assortment in stock; best values in all lines, especially in Carvers. . .

ALMOST EVERY STYLE AND SIZE KNOWN TO THE TRADE



CLAUSS SHEARS AND SCISSORS.

Steel Laid. Tempered with Natural Gas. All Goods Guaranteed.

Highest Medals and Diplomas awarded by World's Fair judges. Catalogue mailed on application.

Clauss Shear Co.

67 Adelaide St. East . . TORONTO, ONT.

TO THE TRADE

Targets.

We control the sale of the famous **Hamilton, Blue Rock and Expert Traps**

Send for samples and get our prices. Targets well packed and no second handling. Shipped direct from factory in Hamilton.

THE BOWMAN HARDWARE AND SPORTING GOODS CO.

HAMILTON, ONT.

MUNN'S LIQUID GLUE

IS THE BEST.

THE ART METROPOLE, Agents.

131 Yonge Street, TORONTO.

OUR SALES OF

"BURHAM" Portland Cement

For the past 8 months have been

25,499 CASKS.

"BURHAM" Brand outranks all others
Try it and be convinced. . . . .

Sole Consignees for Canada,

McRAE & CO., OTTAWA

A NEW HOT BLAST COPPER FURNACE.

An improvement recently placed on the water-jacket furnaces of the Old Dominion Copper Company, at Globe, Arizona, according to American Manufacturer, consists of an arrangement for heating the blast before it enters the furnace, which has been eminently successful in its work The improvement is of the simplest kind, consisting of a wind-jacket completely surrounding the crucible of the furnace, and being in connection with the blast supply pipe and also with the regular wind box. In operation the blast coming from the supply pipe enters the wind-jacket in the usual cool condition, slightly higher than the surrounding atmosphere, and passes completely around the crucible, here coming in contact throughout its passage with the hottest portion on the furnace. After making the circuit of the crucible it flows into the regular wind-box, and thence to the tuyeres in the regular fashion. In making this passage it serves several purposes. It heats the blast to a high degree by taking up the heat which has formerly been lost to such a great extent by radiation, now taking it back into the furnace to perform useful work by reducing the coke consumption. It keeps the crucible from getting abnormally hot, making it very much cooler and more comfortable for those working in the vicinity of the furnace.

GAS ENGINES IN GERMANY.

THE following was taken by a contemporary from a late report of Frank H. Mason, Consul-General at Frankfort, Germany :

Prominent among the economies which have been introduced during the recent years in Germany is the use of gas motors in place of steam engines in all the smaller forms of manufacture where the motive force required does not exceed 75 to 100-horse power. At the Frankfort Electrical Exposition of 1891 most of the dynamos were driven by gas and caloric engines, and the display of these motors at that time was almost as varied and interesting to the general public as that of the electrical apparatus to which they were technically subsidiary.

The statement is made that there were in operation in Germany, at the time referred to, about 18,000 gas motors, aggregating a motive force of about 60,000-horse power, since which time, by the gradual cheapening of gas as a result of careful saving of tar, ammonia, and other subsidiary products of coal distillation, the number has increased to about 25,000. The improvement in economy in these motors has been remarkable. The Lenoir machine, the best known as late as 1861, used 1,235 cubic feet of gas per horse power per hour, while at the present time small motors only consume 28 feet, and large motors as little as 23.75 feet. As the cost of gas ranges from 95 cents to $1.36 per 1,000 feet, and 21.2 feet of gas will run a 16 candle incandescent lamp an hour, which figure is reduced to 17.6 feet in large plants, it readily appears that this motive power is very economical for the smaller forms of manufacture, and especially for electric lighting for isolated plants.

SPREADING THE NEWS.

ANY one who follows the advertisements in the trade journals, or who reads them for the purpose of ascertaining what the manufacturers or jobbers may be offering for sale, will not fail to notice the changes that are made from time to time in the form and matter of these practical guide-posts to business and its opportunities. In a number of instances, that could be cited as illustrations, the advertisers make a change as often as the trade journal appears—in our own case, once a week—and there is a great deal of suggestiveness in this to that part of the retail trade who announce their business existence in the local papers, but who persistently neglect to tell the public of what they have to sell with each change of the seasons.

A standing advertisement in a trade journal fulfills a purpose that cannot be expected of a card in a local paper or where the trade to be reached is of a varying or diversified character. The first is that of a business house, generally, that makes or deals in a staple article and which requires, excepting in occasional instances, only a permanent statement of what it is offering to the trade. Even in these cases changes are frequently made in the form or subject matter, as the occasion may arise, and this is merely an added proof why the retailer who advertises should pay a little more attention to his printer and give a serial account of his goods as they come to him from time to time. As for the dealer who does not advertise—well, it is question whether or not he is susceptible to the influences that have brought business from its old-time ruts to the wide movement of this last decade of the nineteenth century.

How many times, Mr. Merchant, have you ordered a bill of goods simply because you saw them announced for sale in your trade journal? A good many, without doubt. And don't you think that what is true in your own case is also true in that of others? And if others have bought in this way, have spread their goods before the public in the local prints and have realized a larger run of custom than your own, don't the two facts prove to you that it pays to keep your trade well posted, to inform them of the changes in your stock of goods and of the special advantages you can offer them? Think it over for a time—and then send some fresh copy to the printer, not for his benefit but for that of your own trade.—Hardware Reporter.

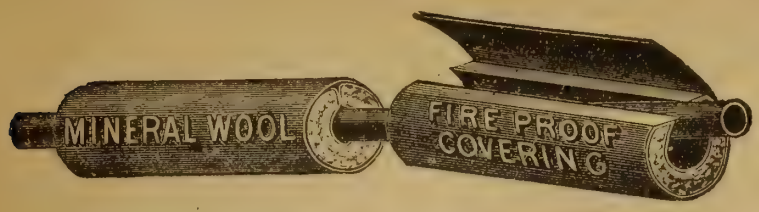
HARDWARE SCRAPS.

NO man who wishes to be successful can afford to neglect details ; yet nearly every business man abhors them. Some do not. There are men who poke into every little detail of their business and nearly worry themselves to death. In order to see that their business is properly conducted they try to perform everything themselves down to the most minute particular. The result is that they are rushed and worried. They haven't a minute to call their own, and occasionally something important is neglected, and serious loss results.

"Why do you suppose it is that you don't sell more goods?" was asked of a country merchant whose trade was not very prosperous. "I don't know. People tell me my prices are too high." "But why don't you put your prices down?" "Because I don't sell goods enough to make it pay." This reminds us of the methods of some of our local merchants who are such poor stock, keepers that people when shopping seek in vain for certain articles required, which, because they have not been of universal demand, are not deemed necessary to be kept in stock. "Oh, we don't keep them ; we have no demand for such goods," is the common reply to the shopper, who certainly did demand them then and there. "If no havee how can?" as a Chinaman once said. A good merchant will keep anything commonly sought for in his line, even though it be of slow sale. There is such a thing as pushing goods, and thus creating a demand; and while a merchant cannot be supposed to keep everything, yet if in his line of trade any article be called for it should be supplied, if possible to obtain, or at least a willingness to order on the part of the merchant should be expressed. "We don't keep it in stock" has been the death-knell of many an otherwise thriving trade. "I can't bear to shelve goods that do not sell briskly," said a merchant. Well, all we have to say is what the doctor said to the old maid when she said, "Doctor, I can't bear children," to which the doctor replied, "Maybe if you could you'd like them better."—Herald of Commerce.

INVERTED ARC LAMPS.

An interesting communication in the English journals tells of a novel and efficient (according to the writer) method of shop lighting, which has been practiced on the continent for a number of years. This is simply inverting the ordinary arc lamp, so as to have the crater formed below and the light thrown upward, instead of down, being aided by a reflector for this purpose. The shop was whitewashed on walls and ceiling, and the distribution of light was said to be almost perfect, there being no shadows and the work in the lathes being lighted to the best advantage. This is a simple method, and one which, if it prove efficient, can easily be tried and adopted. The whitewashing or light-colored painting of shop walls and ceilings is advantageous in daylight and should also be of use in artificial light.



Fuel is a Large Item in Your Expense Account

CUT IT DOWN ONE-THIRD

By covering your Steam Pipes and Boilers with SECTIONAL MINERAL WOOL COVERING, preventing condensation and loss of steam.

Others have done it, why not you? Full line ASBESTOS GOODS on hand

Canadian Mineral Wool Co., Ltd.,

111 BAY STREET, TORONTO.

GEO. A. COWAN, Montreal Agent, 204 St. James St. GEO. R. THOMPSON & CO., Manitoba Agents, Winnipeg.

THOUGHTS ABOUT STOCKTAKING.

WITH the New Year comes the necessary, but unpleasant, duty of stocktaking, writes a hardware man in Ironmonger, London. No business is so difficult or takes so long to complete as an ironmonger's, unless it be a pawnbroker's, which, by the way, is the only trade, I believe, the members of which regularly assist one another at stocking times, making what would in transatlantic terms be called a "bee." Not a bad suggestion either, if ironmongers were to lend a friendly hand to each other to get the work accomplished in the shortest possible limit of time; but here creep in trade jealousies and scruples that will never be overcome in this truly conservative country of onrs. It the truth be told, it is regarded by many as a stupendous undertaking, more honored in the breach than in the observance; and, now that ironmongers handle more new stock—additions that fashion and change demand—it becomes a greater difficulty and makes a larger demand on the working staff, if not beyond the power of the regular hands to accomplish without extra help; and if a special man from the trade valuers is sent for, that means expense, although there are cases where a trade valuation may be necessary, and put the principals in possession of facts which need particular attention, and there are some unexpected revelations that crop up when stock-sheets are carefully examined.

There are no more valuable records in the office for reference from time to time than the stock-taking books, particularly if "up to date." Here I may allude to a practice all too common of keeping stocktaking sheets in the rough, instead of having them carefully copied and priced out in a book, folio size and ruled with at least three money columns. This may be done by juniors, but revised and corrected in the office, where it remains for reference, and serves as a guide when goods are being ordered, and puts a check on those memorandums which sometimes form the basis of a factor's order. Viewing the importance—nay, the imperative necessity—of an annual stock-taking, when to be over-stocked or under-stocked is equally reprehensible, the following may not be without interest, and afford a practical solution of the difficulty, where no more hands are engaged than the day-by-day work requires.

We may assume that the gross value of an ironmonger's stock is about the same all the year round, and we will divide it into twelve sections, apportioning one section to each month, as follow:—January, black and cabinet; February, tools, implements, etc.: March, brass and copper goods, lamps, gas fittings; April, stoves, grates, fenders, kerbs, fireirons, etc.; May, wire goods, galvanized ware, and japanned ware; June, iron, bar, rod, angle, sheet zinc, lead, tinplates, etc.; July, wood-ware, turnery, planished and tin goods; August, hollow-ware, enamelled-ware (wrought and cast); September, electroplate, cutlery, nickel silver, Britannia metal; October, cycles and cycle-fittings; November, plant and fixtures; December, sundries. Every month, therefore, would bring its quota of stocktaking, and in the month just so much would be accomplished, a fair copy made in a fair-size book for the counting-house, where it receives its final touch. This would be accomplished probably without adding much to the labour of the regular staff, and would in the end be as complete and as approximately accurate as if taken in a few days, whilst the system of stocktaking and stockkeeping would be ever present in the minds of the assistants until a habit of order and regularity would be acquired, and no excuse whatever for omitting so valuable a duty, so necessary an obligation, in times like these, when capital is wanted (not buried) in stock, but safely resting in a bank. Besides, if a clearance is needful, every month reveals it, and the condemned are trotted out and temptingly offered to customers at an alarming sacrifice—even half-price would be good price if out of date, provided their room is more valuable than their company, and that they form an obstacle to the entry of new and more attractive stock.

To systematise a periodical monthly stocktaking would be a novelty, but not to be despised if it only accomplished the desideratum of making every man "do his duty"; and when we know how often, from causes good and bad, the stocktaking is quietly shelved till "a more convenient season," we are sure that a remedy is needed, and the ironmonger could face the future with a lighter heart if he knew that a twelfth part of the "stupendous undertaking" would be done to the last figure the first day of every month. The New Year then would see twelve books ready for the estimate of the value of the stock for all stocktaking purposes approximately correct. The bought ledger balances, the sales-journal, the cash-book are readily put in order, the abstract prepared, profit and loss account made up, and by the end of the first month of the New Year a fairly accurate statement should be in the hands of the principal.

The stock having gone through a careful revision each month causes little trouble afterwards, and becomes a better-arranged and better-classified stock each year.

What would be the difference in a stock taken in this new method and taken in the old-fashioned way? There might be certainly a little heavier value in one section and a little lighter in another; but, as the sections are carefully selected by the principal, and the best month in which to take each particular one, it could only be a trifling difference in value at the end of the year.

The advantage to know that stocktaking is always in progress and yet not interfering with business—and the assistants becoming familiar with the routine, and treating it as a simple task easily performed—would in the end prove beneficial; added to which the unsaleable goods, which I am sorry to say are greatly in evidence in all old-established firms, would be brought constantly under notice, and probably render necessary some more drastic method of clearance than simply marking down in price and putting gently aside. It is truly astonishing how in a few years the best patterns and the best goods of the best makers are thoroughly out of date, and in their place there stands nothing—the articles have simply gone out of demand, and will surely remain

SALE BY TENDER

In the Matter of The Laidlaw Mfg. Co., (Ltd.), Hamilton.

STOVE FOUNDRY, PLANT AND STOCK FOR SALE

Tenders will be received by the undersigned up to noon of WEDNESDAY, the

24th JANUARY, 1894,

for the following, viz:—

(1) Stock of Stoves on hand, consisting of the celebrated "Peninsular" lines of Ranges, Cooking, Heating, and Self-Feeding Parlour Stoves.
(2) Hot Air Furnaces, "Boynton," stationary and portable; also the well-known "Little Giant" and "Tropic."
(3) Patterns, Fallow Boards, and Flasks for above.
(4) Hot Water Radiators, "Union" and "Royal Union," with patterns, flasks, and driers.

This would be a desirable opportunity of securing a well-known established business. The patterns are all new, of the latest design and improvements, and are favorably known to the trade. The premises can be bought or leased at very advantageous terms.

For further particulars and for permission to inspect the property, apply to GEORGE HOPE, Assignee, Hamilton, Ont. (2)

so. It even applies to planished-tin goods, japanned ware, fenders and fireirons, copper tea-urns, moderator-lamps, coal vases, trays, and dishcovers. The makers have found a falling-off, and their stock and plant valueless. The time has come when the ironmonger must be up and doing to avoid being out of touch with the new ideas and new inventions which have revolutionized, and still continue to revolutionize, the old-fashioned but very much respected ironmonger in town and country.

A NEW BICYCLE WHEEL.

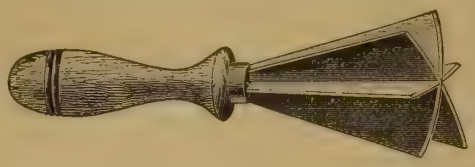
A FRENCHMAN has patented a bicycle wheel which is strong and durable and designed to promote smooth riding. As described by an exchange, the rim of the wheel consists of two side plates held a proper distance apart by short bolts or rods, and enclosing between their outer edges a band or tire of double T-shape, which may be of either the cushion or pneumatic type. This tire is properly formed in sections to facilitate repairs and the substitution of new sections. Rods surrounded by spiral springs and having a sliding connection with the outer rim are also connected with the plates of an internal concentric rim through sleeves riveted upon the inside of the latter to allow for the limited degree of bending or compression upon the external rim. The metal spokes are each formed of a pair of rods secured at their inner ends to the hub in the ordinary manner. but their connection with the inner rim is through oppositely threaded sleeves or nuts, operating as turn buckles, in the opposite ends of which are screwed short rods or stems connected with the rim, whereby the spokes may be readily tightened by turning the sleeve.

A NEW BELT MATERIAL.

WHAT is claimed to be a valuable practical addition to the materials from which belting of the most serviceable quality may be produced has, according to a contemporary, lately formed the subject of an English patent. Briefly, the belt in question is composed of small pieces of leather, wrought in such a manner as to ensure great tensile strength, combined with elasticity. Tke method of construction followed in this case is such that the belt can be taken up and shortened in the event of its becoming too slack, and a special feature of the plan consists in the employment of a ribbon formed of strips of thin steel joined together at their ends by rivets or other suitable means and on the inner or pulley side of the ribbon pieces of leather or other material are fastened by the use of rivets. Each link is curved in the direction of its length. a method which allows it to pass more easily around the pulleys, and insures the necessary degree of elasticity when the links are straightened out. In the case of belts of the larger size, the necessary degree of strength for such is obtained by simply employing more than one link, placed one over the other or side by side.

AN IMPROVED CHOPPER.

MANY mincing knives and clam cutters have from time to time been placed on the market. Some have been of good quality and some bad, but all have left room for improvement. The accompanying cut represents a new patent that is about to be placed on the market by the Clause Shear Co. The manufacturers



claim "that this chopper is a great improvement over all others, and that it may be used for a slow cutter or for cutting fruit or potatoes for frying or preserving, one stroke cutting the fruit or potato into six equal pieces, that the handle is in a far better position; that the blades are so placed as to make it almost impossible for them to loosen in the handle, and that the blades can be sharpened with a file. With the many good qualities that this chopper possesses," say the firm, "it is bound to find favor with the trade and make a rapid seller." It is named the Victor Chopping and Mincing Knife.

EFFECT OF TEMPERATURE ON IRON.

AN official report of the tests recently made at the arsenal at Springfield to ascertain the effect of temperature on the strength of iron has appeared. The specimens were heated by rows of Bunsen burners, which were arranged in a muffle, and the temperature of the test specimens were judged by their observed expansions. Each piece was heated to the temperature of the test before being strained, and its expansion determined by a micrometer, and the co-efficient of expansion of each grade of metal having been determined before the tests began the temperature could be inferred with considerable precision.

An abstract of 5 of these tests—the temperatures being all on the Fahrenheit scale, says American Manufacturer, is in evidence that the strength of steel is greater at about 500 degrees than it is at 70 degrees. These 5 series of tests were made with 5 different qualities of steel, containing respectively .09, .20, .31, .37, and .51 per cent. of carbon, and the percentage of strength was obtained by dividing the tensile strength of a sample of steel at the given temperature by the strength of the same quality of steel at 70 degrees. The result presents the interesting fact that the specimens in question were all stronger in the neighborhood of zero than they were at ordinary temperatures—all of them, in fact, showing a minimum of strength at 210 degrees or thereabouts, and a maximum of strength at about 550 degrees.

VALUE OF SANITARY WORK.

AS illustrating the value of sanitary work, the following extract from a report recently made by Colonel C. P. Goodyear to Governor North of Georgia, on the results of the Florida Sanitary Inspection law of the State, are, says Metal Worker, highly interesting. The Colonel writes: "I think it demonstrable that in the short period of five years of the operation of this Florida law it has saved portions of that State three times from epidemics which, but for its provisions and prohibitions, would have been wide-spread and disastrous. The epidemics of yellow fever at Brunswick and Savannah in 1876 were conservatively estimated to have cost those cities not less than $3,000,000, and to have cost the entire State, including those cities, not less than $10,000,000. The epidemic at Fernandina in 1877 was estimated to have cost that city directly nearly $1,000,000, and the State of Florida over $2,000,000. Various estimates of loss to the State of Florida by the widespread epidemic of 1888 range from $7,000,000 to $15,000,000. The epidemic, which commenced at New Orleans and took in nearly the entire Mississippi region, with its tributaries, in 1878, was estimated by the most conservative estimates to have cost the territory involved not less than $200,000,000, an amount equal to the losses by the great Chicago fire, and none of the losses referred to above, except the loss of life, can be insured against by any known system of insurance. We pass laws for the education of our children and make liberal appropriations to enforce their provisions, and decline to legislate against the evils which are preventable in their nature and which result in epidemic, killing the children by hundreds and thousands, after we have educated them."

REGARDING OIL QUOTATIONS.

It has been pointed out to us that outsiders, who are not as familiar with the details of the oil business as Petrolians, are apt to be misled by quotations, when at some periods we quote the market price "On 'Change" and at others "delivered." For the benefit of those who do not understand the difference we may mention that the price of oil "On 'Change" means for warehouse receipts for oil in private or tanking companies' tanks, whereas "delivered" means for oil delivered in the refiner's own tanks, making a difference of three cents per barrel. As we have every reason to believe that the direct delivery system is permanently dispensed with, however, our quotations will now, and in future, be for warehouse receipts, or in other words the official price on 'Change given to us by the secretary of that institution.—Petrolia Advertiser.

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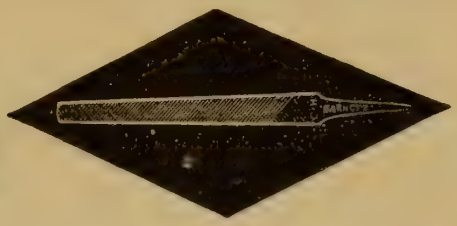
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Leather Manilla, Etc., Etc.

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THE E. B. EDDY CO., Hull, Canada

HE OVERREACHED HIMSELF.

THE cute Yankee too often overreaches himself in his anxiety to do business. John Wright & Co. (Limited), Birmingham, London Ironmongers send a copy of a letter which they had received from a Chicago firm and a copy of their reply. It seems that Messrs. Wright made an entry for the Exhibition, and thus their name appeared in the catalogue, but at the last moment they decided not to send an exhibit :

I was much interested with your exhibit at the World's Columbian Exposition this year, and drew the attention of several of our prominent merchants to the same. They, one and all, pronounced it an excellent exhibit. Since the close of the Fair I have approached these same gentlemen, among many others, and they have all promised me orders on our lines if I bring them samples. If you would entrust me with the agency of your goods I am certain I could largely increase your business. If you have agents in any of the above cities, and are satisfied with the results, they need not be disturbed. I would be pleased to represent you in those where you are not represented, on commission basis. If you think well of my proposition please forward samples, stating commission, terms of payment, etc.

DEAR SIRS,—We are in receipt of your letter of the 5th inst., and it has afforded us the greatest satisfaction to learn that our exhibit gave such unqualified satisfaction to the prominent merchants of your town. This is the more gratifying, inasmuch as we sent no exhibit at all, but this we believe to be a matter of detail which is not considered in the United States.

Yours faithfully,
J. W. & CO. (LIM)

APPLICATION OF THE PYROMETER.

THE growing necessity of uniformity in the quality of iron or steel products has caused a closer study of scientific phases when metal of specified ductility is required. Old methods of judging by the eye are fast becoming obsolete, and with the increasing use of the pyrometer to ascertain and regulate temperatures of furnaces, the old secrets of managers and others, who have passed them from one generation to another, do not possess their former value.

The pyrometer is by no means a modern instrument, but its utility and value are being daily demonstrated. In annealing malleable castings, sheets of iron and steel and other iron and steel products, it is required that a certain temperature be maintained in the furnace for a given number of hours to produce a desired result. To accomplish this it has hitherto been the custom to train men in charge of furnaces so that they could make a tolerably accurate guess regarding the temperature by withdrawing a stopper and peeping into the furnace. This was a method full of uncertainties, and to make results more positive the pyrometer is now fast coming into general use.

For the benefit of those not having an available table at their command we print below the temperature of iron, steel and other metals under various conditions according to the very latest scientific investigation :

TEMPERATURES.

		Fahrenheit. Degrees.
Bright iron becomes	yellow	435
	red	500
	indigo	550
	gray	750
Tin melts		445
Mercury boils		660
Lead melts		612
Zinc melts		775
Silver melts		1,775
Copper melts		1,885
Gold melts		1,900
Iron bar, red in	a dark room	950
	ordinary office	1,075
	daylight, open air	1,450
Cast iron melts	white	2,075
	gray	2,230
Annealing	malle'ble castings,	1,600 to 1,750
	sheet iron, No. 20 and lighter	1,600 to 1,700
	sheet iron, Nos. 18 to 10	1,750 to 1,800
Annealing glassware		800 to 1,000

	Centigrade. Degrees.	Fahrenheit. Degrees.
Bessemer Process :		
Running the slag	1,580	2,876
Running steel into ladle	1,640	2,984
Running steel into mold	1,580	2,876
Annealing furnace, ingot in	1,200	2,192
Ingot under hammer	1,080	1,976
Siemens-Martin Process :		
Gas from producers	720	1,328
Gas entering generator	400	752
Gas leaving generator	1,200	2,192
Air leaving generator	1,000	1,832
Fumes passing to shaft	300	572
End of fusion of charge, open hearth	1,420	2,588
Refining the steel	1,500	2,732
Running into ladle, first	1,580	2,876
Running into ladle, last	1,490	2,714
Glass furnace, between the pots	1,375	2,507
In the pots, refining	1,310	2,390
In the pots, working	1,045	1,913
Siemens, melted for casting	1,310	2,390
Blast Furnace, Gray Bessemer :		
Front of tuyere	1,930	3,506
At tapping	1,570	2,858

By preserving this table and carefully using a pyrometer those in charge of furnaces will avoid mistakes which are often very costly. It is frequently the case when new men are put to work at a furnace that they are entirely too energetic. The furnace is kept too hot and the material spoiled, annealing boxes are burned and general trouble results. On the other hand, an old employee, depending too much on his former success, may grow careless and keep the furnace at too low a temperature. The charge is drawn after the furnace is cooled down, the result is not satisfactory and the material has to go through a process a second time at the expense of the manufacturer. By using a pyrometer and enforcing a system of recording temperatures every hour these troubles can be avoided.—Iron Age.

VEGETABLE MERCURY OF BRAZIL.

IN a recent number of the Annales de Dermatologie there is an article by Dr. Cathelineu and Dr. Rebourgeon on this drug, founded on experiments in Prof. Fournier's laboratory. It seems that in the equatorial regions of Brazil there grows a tree, called by the natives "murure." It has not yet received its scientific name or been classified. By incisions into the bark of this tree a juice, called vegetable mercury, is obtained. In a work entitled "Formulario e Guio Medico," published in Paris in 1884, Chernovitz stated that murure juice was used in doses of a drachm, in half an ounce of water, the dose being repeated on every alternate day, according to the effects produced. It is an energetic purgative, and the natives use it, especially in rheumatic affections, and, above all, in syphilis, whence its name. The bark is of a brick-red color. From its outer surface scales of a much deeper red are somewhat readily detached. Its inner surface is fibrous, grayish, and rather hard. The juice is a reddish liquid of rather a vinous odor and a sweetish taste. It is syrupy, and of acid reaction. After being neutralized, it was administered to a rabbit, by intravenous injection, to the extent of four cubic centimetres to the kilogramme of the animal's weight, and caused death in thirty minutes. At the necropsy, the stomach and intestine presented a vinous-red color. In the left ventricle of the heart there were reddish spots here and there. The kidneys were affected in like manner. In a dog, an intravenous injection of four centimetres to the kilogramme gave rise to the same phenomena, and produced death in forty-five minutes. Given by the mouth to the amount of eight cubic centimetres to the kilogramme, it caused death in twenty-four hours, and the lesions found were the same as have been mentioned.

Murure juice is only partially soluble in distilled water, but the residue is soluble in alkalinized water. The authors experimented separately with the portion that is soluble in water, and with that which dissolves only in alkalinized water. When the former was used, at the necropsy the heart and kidneys were found particularly affected, while the stomach and intestine presented merely a light coloration. When the latter was employed, death took place much more tardily, but the animals had intense diarrhœa, which was not observed in the others ; moreover, at the post-mortem examination it was particularly the stomach and intestine that showed an intense red coloration, while there were no visible lesions of the heart and kidneys. The authors do not seem to have employed their drug remedially.—Phar. Era.

BUSINESS CHANGES.

DIFFICULTIES, COMPROMISES, ASSIGNMENTS.

A MEETING of the creditors of E. Nantel & Co., general merchants, St. Jerome, Que., is called for Saturday.

The creditors of F. H. Kerr, tinsmith, Wellington, will meet Monday next.

A demand of assignment has been made upon Felix Bertrand, Montreal.

Evan Camerson, general merchant, Desert, Ont., has assigned to D. Blackley.

Thos. Culbert, general merchant, Merrickville, has assigned to James Sheriff.

M. Murgatrayed, general merchant, Smithville, has assigned to Charles S. Scott.

C. Desmarteau has been appointed curator of A. Crepeau, general merchant, Watton.

Albert Vipond, general merchant, Hudson and Vars, Que., is offering to compromise at 60c. on the dollar.

N. Lemieux & Noel, wholesale and retail hardware, Quebec, are liquidating. R. Audet has been appointed liquidator.

SALES MADE AND PENDING.

The general stock of A. Moses, Waverley, has been sold.

The stock of Joseph Milloy, tinsmith, is to be sold.

W. T. Young, general merchant, Alvinston, has had his stock sold at 69c. on the dollar. Mr. Tennessy was the purchaser.

The stock of S. T. Jackson, general merchant, Walsingham Centre, is advertised to be sold under chattel mortgage Jan. 10.

PARTNERSHIPS FORMED AND DISSOLVED.

John T. Cassidy and Albert Wm. Bonner have registered a partnership in Montreal to carry on business as manufacturers of leather belting, under the style of Cassidy, Bonner & Co.

CHANGES.

P. E. Wetherall, general merchant, Garden Hill, has been succeeded by Fred Spofford.

E. H. Schiedel & Co., general merchants, New Dundee, have sold out to Wing & Master.

J. D. Stinson, general merchant and hotel, Port Francis, has sold out general store to Carter, Galbraith & Co.

Lindow & Gundley, general merchants, Fort Saskatchewan, N.W.T., have added wholesale liquors to their stock

FIRES.

John Lewis, hardware merchant, Belleville, has been burned out ; loss $3,000.

The factory of Thomas Davidson & Co., wholesale manufacturers of tinware, Montreal, has been damaged by fire and water.

DEATHS.

Mr. W. Young of Young Bros., lamp goods and plumbers' supplies, Hamilton, is dead.

IT PULLS CORKS WITH DESPATCH.

IN the march of invention the indispensable cork puller has not been forgotten. One of the latest and best developments of the kind on the market is the "Rapid," which is handled by M. & L. Samuel, Benjamin & Co. The accompanying cut conveys a good idea of its construction. The reasons advanced by the manufacturers to justify their claim that it is the best cork puller extant are these : —



It is the simplest and cheapest machine on the market; in pulling corks you never break a bottle, as the strain is on the strongest part of the bottle; you can cut the wires and pull the cork out of any bottle with one movement of the hand ; it is much smaller, and therefore takes less room than any other machine of the kind ; the parts of these machines are interchangeable, so that in case of breakage any part can be replaced without returning the entire machine to the factory. The puller, prior to being operated, is screwed to a table. The cork of the bottle is placed directly against the under part of the body of the puller, and the bottle is held firmly until the screw enters the cork. Then the lever is pushed down quickly until it hangs straight with the body of the puller. This action cuts the wire and removes the cork, which on throwing back the handle drops from the screw.

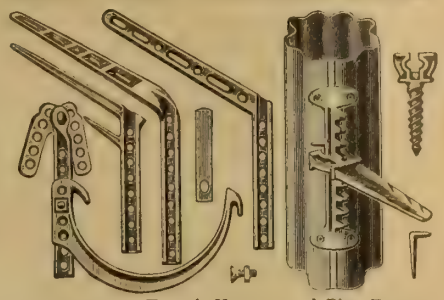
A large boiler for the marine railway at Esquimalt is awaiting shipment at the B. C. Iron Works, Vancouver.

BUSINESS CHANCE.

Advertisements inserted under this heading two cents per word each insertion.

STORES and Offices to rent in The Thomson Bros. Block, Calgary, a three story stone building, plate glass front, heated with hot water, lavatory, closets, etc., most central location in the city, ready for occupation in about a month. Address, THOMSON BROS., Calgary.

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The best Eave Trough Hangers and Pipe Fasteners on earth. Berger's Long Eave Gutter, Pipe Hooks and Fasteners of every description. Also Ridging, Crestings, Finals, Registers and Ventilators. Don't buy until you have our price. Samples and catalogue free.

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THOMAS WEST, ROBERT McCLAIN

WANTED.

SAID a prominent manufacturer: "I want a practical mechanic, with a level head, and the ability to keep all the branches of the shop moving harmoniously, and I don't know where to find him."

I can appreciate that want. But what manufacturer stops to consider how much he requires of a superintendent? As a rule, he must be on hand promptly at half-past six in the morning, and stay until the last man has gone in the evening. He must know every workman in the shop, make no mistakes in his time-keeping records, know the condition of every piece of work and of every item of stock in the shop. He must see that every order is filled promptly, keep the cost of production down, and increase the output of the factory. He must be ever alert, wide awake, inventive, the energizing force of the shop, yet without giving offence. He must, in fact, be the master mind of the business, without seeming to be, or claiming recognition as such by the outside world. He must be the most capable man connected with the business, watchful of every interest.

Is it strange that such men are wanted? Not at all. Such a man is a gold mine to a capitalist. The strange thing is that there are men whose value is so great, but whose pay is so little, that when old age overtakes them, and the fires of bodily and mental vigor begin to smoulder, they are so easily cast aside. Such men should have an interest in the business that would enable them to reap the rewards of their mental activity.

If valuable men are scarce, it is because the rewards of the position are not commensurate with the expenditure of vital energy involved, and the danger of losing everything for some trifling fault, at the whim of his employer, is ever present.

"He is only a superintendent," said another head of a manufacturing concern. The different values, which this man and the first one quoted, placed on such a servant, showed the difference in the calibre of the two men. One regarded the superintendent as essential as the mainspring of a watch, the other, as an unproductive attache of the shop, which he would like to get along without, if he could just see the way clear to do so. Either would probably have a superintendent which came up to his ideal, and no more. "The servant is not greater than his master," or, if he is, neither must know it.

Full appreciation and recognition of a faithful man's service never harmed any employer, but is worth a new lease on life to the servant. What is wanted, we think, is more employers who know how to appreciate a good man when they get him, for a good man will not abide before mean men.

The mutability of human affairs provides for losses in business through more ways than one. Carelessness in giving credit, over-buying, extravagance in living, are only a few of the methods of losing money by the head of the house, and the superintendent is often expected to save in the shop what is lost in the office. The man of many ideas, boundless devices, and inexhaustible energy—the superintendent—is looked to, and often driven, to save the business, while quietly submitting to a cut in his salary, and performing the work of assistants whom he is obliged to discharge by the dictum which comes from the financial department of the concern.

Shall he lay up money in his days of health and vigor? Shall he look forward to a comfortable retirement in his old age? How shall he accomplish it? What is wanted is a safe system of doing business, as good a man in the office as in the shop, a well-balanced team of forces to pull together evenly. The man who wants a good superintendent should be worthy of such a man's companionship, and the latter should consider well whether he can keep abreast with the office. What is wanted is equilibrium.

THE MAXIM AIR-SHIP.

PUSHED by the workmen, the machine rolled slowly out of the house, and shortly stood upon the track in the park. It had completely filled the workshop from roof to floor; but here, with only the sky above it, seemed smaller and lighter. The steam was hissing in the boiler; the big screws had made one or two preliminary revolutions and a flight along the track was imminent. "Jump on board," shouted its owner, who stood at the boiler, conning half a dozen different gauges; and, climbing over an outlying rod like the outrigger of a canoe, I mounted the platform, which was of the lightest matched boards, so thin that they seemed insufficient to bear a man's weight. Prior to the start, a rope running to a dynamometer and post was attached behind to measure the forward impulse, or "push," of the screw. Mr. Maxim turned on the steam, and the screw on the port side began to revolve. It is seventeen feet eleven inches in length, five feet wide at the ends, and twenty-two inches at the waist. It is made of the lighest American yellow pine, and painted a pale blue, the paint having been sandpapered to perfect smoothness, reducing the skin friction to a point at which it became negligible. It revolved faster and faster as the steam power was increased, until it was whirling on its seemingly frail framework at a dizzing speed. Then steam was shut off; it came quickly to a standstill, and its fellow on the other side was tried. All working smoothly, both screws began to turn faster and faster and faster until the eye began to lose the blades and retain only the sense of two whirling discs. The action of the screws at high speed caused remarkably little shaking of the whole machine. This is one of the surprises of the invention, the tremendous force exerted as compared with the lightness, steadiness, and compactness of the whole.

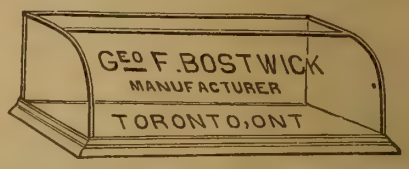
Behind the screws, forty feet away, two men were squatting over the dynamometer, and indicating the degree of "push" on a large index board for the engineer to read. The index marked four hundred, five hundred, six hundred, seven hundred, and, finally, twelve hundred pounds of "push." The pressure was then diminished below five hundred, and the commander yelled: "Let go." A rope was pulled, the machine shot forward like a railway train, and, with the big wheels whirling, the steam hissing, and the waste pipes puffing and gurgling, flew over the eighteen hundred feet of track in much less time than it takes to tell it. It was stopped by a couple of ropes stretched across the track, working on capstans fitted with revolving fans. The stoppage was gentle, and the passenger breathed freely again, looking now upon the machine with more friendly and less fearful eye, as if it were a dangerous bulldog with which amicable relations had been established and fear of injury was over. The machine was then pushed back over the track, it not being built, any more than a bird, to fly backward. In a quarter of an hour it is again at its starting place, and ready for another flight. —H. J. W. Dam in McClure's Magazine.

Clarkson & Cross

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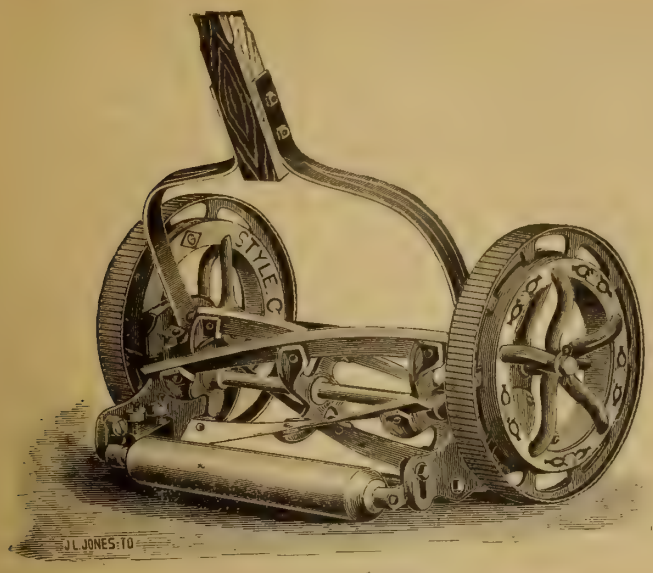
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10½ in. Driving Wheels for sizes 14 to 20 inch, 9½ in. Wheels for 12 in. New and Improved Gearing throughout. Reserve your orders until you have seen samples and obtained our prices.

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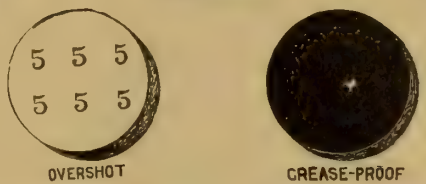


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Wm. Clendinneng & Son, MONTREAL

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.



For Iron Fencing, Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

THOS. FIRTH & SONS, Ld.

Best Crucible Cast Steel.

STEEL, PEECH & TOZER, Ld.

Bessemer Steel,

Open Hearth Steel.

Agents,

James Hutton & Co.

MONTREAL.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	21, 22
Straits "	20½, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 75 $6 00
I.X., "	7 00 7 25
I.X.X., "	8 25 8 50
Raven & P.D. Grades—	
I.C., usual sizes	4 00 4 25
I.X., "	5 00 5 25
I.X.X., "	6 00 6 25
I.XXX., "	7 00 7 25
D.C., 12½ x 17	3 75 4 00
D.X.,	4 75 5 00
D.X.X., "	5 75 6 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 25c. box

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	7 50 7 75
I.X. Terne Tin	9 50 9 75
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6¼ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 95	
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 60
Hoop " "		2 60
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1-inch	10½c
1½-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
5/16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2⅞, 3
22 to 24 "	2⅞, 2¾
26 "	2¾, 2¾
28 "	2¾, 3

Canada Plates.

All dull	2 65
½ polished	2 75
All Bright	2 90

Iron Pipe.

Wrought 62½ and 5 p.
Galvanized, 40 to 40 and 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅞ 5
" 5-16 " "	4¼ 4¾
" ⅜ " "	4¼ 4½
" 7-16 " "	4 4¼
" ½ " "	3¾ 4
" ⅝ " "	3½ 3⅝
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 11¾ 0 12
Lake Superior	0 12¼ 0 13

Bolt or Bar.

Cut lengths, round, ½ to ¾ in	$0 22 $0 25
" round & square 1 to 2 in	0 20 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16 0 17
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 18 0 19
" 35 to 45 " "	0 16 0 17
" 50 lb and above per lb	0 15 0 15½

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelte .

Foreign, per lb	0 04⅜ 0 05
Domestic "	0 04⅜ 0 04¾

Zinc Sheet.

5 cwt casks	0 05½ 0 05¾
Part casks	0 05½ 0 05¾

Lead.

Imported Pig, per lb	0 03 0 03½
Domestic "	0 03
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 15 0 16
Standard	0 14 0 15
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 12 0 12½
Other makes "	0 11 0 12

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	5 00
No. 1 Do. "	4 75
No. 2 Do. "	4 50
No. 3 Do. "	4 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 00 1 20
2nd qualities "	0 90 1 00
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } " "	1 25 1 90
Canadian " }	
Paris Green, per lb	0 13½ 0 15
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 69
Extra "	0 90
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 85
No. 1 Carriage "	1 30
Gold Size Japan "	1 00 1 20
Pure Orange Shellac "	1 95 2 05
Hard Oil Finish	1 30
Oil Shellac	1 40
White Shellac	2 25

Linseed Oil (in bbls)

Raw, per gal	0 60 0 62
Boiled "	0 63 0 65

Turpentine (in bbls)

Selected Packages, per gal	0 44 0 46

Castor Oil.

Best, per lb	0 07⅞ 0 08

Cod Oil.

Cod Oil, per gal	0 50 0 51

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet	0 13 0 15
White, extra	0 16 0 18
Gelatine	0 20 0 30
Strip	0 16 0 17
Coopers	0 17 0 19

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, common, 15 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " 0 65 1 25
Brad, ... 0 85 1 60
" handled " 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 35 to 40 pc. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 per cent.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking. 9 00
" 2, " " 4 50

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 pc.,
Loose Pins, " 65 & 10 to 70 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardin Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White, lump, per cwt 0 60 0 65
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. from factory 60 and 2½ per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 o 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz ....: 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft
16 to 25	1.20-25	2.40	1.75	
26 to 40	1.40	2.70	2.00	
41 to 50		3.10		4 50
57 to 60		3.40		5.00
61 to 70		3.70		5.50
71 to 80		4.10		6.25
81 to 85		4.50		7.00
86 to 90				8.00
91 to 95				9.00
96 to 100				10.00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.

st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.

1st break 4 0
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each 0 30 0
Enamelled " 0 55

Grindstone Fixtures.

P. S. & W., per doz 3 88 4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 13

Ball Pean.

English and Can., per lb . 0 25 0 30

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 45 to 47½ p.c. dis

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c.
" Shepard's Noiseless, dis. 60 p.c.
" Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 5 0 05½
Screw hook and hinge—
6 to 10 in., per set 0 00 0 04½
12 up " 0 00 0 03½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's..... 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 to 45 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 40 and 5 to 40 and 10 per cent

NEW ARRIVALS

30 Cases CUTLERY AND GUNS

ALL NEW GOODS.

Finest Finish. Best Value.



NEW ARRIVALS

20 Casks Cattle and Trace CHAINS

10 Tons Coil Chain.

Five Cars Window Glass.

Bowman, Kennedy & Co., London, Ont

Wrought Hooks and Staples, Amer. dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 50 to 55 per cent.

Horse Nails

Canadian, dis. 65 to 70

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " " ... 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 30 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 27½ per cent. to 30 per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy.....	2 30
40dy.....	2 35
30 dy.....	2 40
20, 16 & 12 dy.....	2 45
10 dy.....	2 50
8 & 9 dy.....	2 55
6 & 7 dy.....	2 70

2. American Pattern Only

from 4 to 5 dy	2 90
3 dy. (lath).....	3 30

3. Canada Pattern Only

from 4 to 5 dy	2 80
3 dy. (lath).....	3 20
3 dy. A.P. Fine	3 90

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92 Extras as per List for special nails Terms, 4 months or 3 per cent. cash.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

	per gross	
Square, round and octagon	3 38	4 00
Diamond.....	12 00	15 00

Netting.

Poultry, 50 and 10 per cent dis.
Import 60 p.c.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p. c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. B. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot....	3	3½
Sliding Door, "	3½	3¾

Lanes, 33½ to 35 p.c. dis

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz	7 50	11 00
Wade & Butcher's "	3 60	10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent. cash.
Copper Rivets, dis. 55 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33½ per c

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	8	10 10½
¼, 5-16, ⅜ in.....	8½	10½ 10¾
Cotton, per lb.....	18	20
New Zealand.....	8½	9
Russia Deep Sea, per lb..	12¾	13½
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set	75	80
" N. P. "	1 00	1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 35 to 37½ per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1½ 1¾

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent. to 40 per cent
Cross Cut, Disston's, per ft. 35 to 55.
S & D dis. 35 per cent.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H 70 " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P,, 70 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ¼ or ½ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Snaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2 " " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 55 per cent
" tinned, dis. 57½ per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 60 per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 p. c to 65 p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p.c.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33½ p c

Ties.

Cow, per doz ..... 1 [illegible] 2 50

Tinner's Shears and Snips

P. S. & W., net list.
Canadian 10 to 15 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33½ p.c. to 35 p.c
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz..... 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9 00

Twines

Bag, per lb	0 12½ 0 20
Wrapp'g, mottl'd, pr. pack.	0 50 0 60
" cotton, per lb ..	0 18 0 20
Mattress, per lb	0 33 0 45
Staging "	0 27 0 35
Broom "	0 30 0 5a
Binding, flax, per lb	....
" jute "	....
" Blue ribbon	..... 0 12½
" Red cap.....	..... 0 11½
" Crown.....	..... 0 10½
" Silver Composite	0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz.....	4 00 6 00
Bench, parallel, each	2 00 4 50½
Coach, each.....	6 00 7 00
Peter Wright's, per lb	0 12 0 13
Pipe, each	5 50 9 00
Saw, per doz.....	6 50 13 00

Washer Cutters.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Annealed, annealed and oiled, galvanized 20 per cent. dis.
Bright, Coppered steel and spring 15 per cent f.o.b. Montreal
Plus 10 cents f.o.b. Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart
" 4 " 4 & 6 " } 4½ 4¾
" Plain twist, 2&3 wires
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 04½ 0 04½
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p.100 sq ft 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 5 to 70 and 10 p c
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33½, 35 p. c.
Tower's Engineer, each .. 2 00 3 "
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE HOLLOW WARE

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS. KNIVES, FORKS, SPOONS

Manufacturers of the

Finest Quality Electro-Plated Ware.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager

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RAZORS, SCISSORS

POCKET KNIVES



TABLE KNIVES

BUTCHER'S KNIVES

NONE GENUINE WITHOUT THIS LABEL



BLACKSMITHS' TOOLS.



⊗⊗

Horseshoe Vises.

Price, No. 1, - $4 00
" No. 2, - 7.50

Will save their cost in a week's sharpening. . . . .

⊗⊗

A. B. JARDINE & Co.

HESPELER, ONT.

Do we make any other Skates besides our

GENUINE ACMES?

Well, We Rather Think So!

What About our Hockey? The most elegant and suitable skate for the purpose ever made.

What About our Racers? Made with wood tops and extra light runners—the only way in which lightness, combined with perfect rigidity, can be secured. Special system of strapping. The leading racers use wood-top skates. Why? Because they know from experience they are the best.

What About our Skeletons? For Rink use the most in demand. Welded iron and steel blades. Plain or nickel-plated.

Why have we secured first honors at Philadelphia, 1876—Paris, 1878—London, 1886—and now Medal and Diploma World's Columbian Exposition, 1893? Because of the superiority of goods exhibited, which are the same as those we are shipping our customers daily.

PRICE?—Ask your jobber about that, and you will find they are quite as cheap as the inferior makes.

THE **Starr Manufacturing Co., Ltd.**

WORKS—Dartmouth. P. O. ADDRESS—Halifax, N. S.



You will Insure Success

IN THE

STOVE

Business, by selling



"Souvenir" Stoves and Ranges

They are Leaders and Sure Profit Makers.

If you are not acquainted with the superior merits of these goods, order samples, and you will lead your competitor in sales.



The Gurney-Tilden Co. Ltd.

Successors to The E. & C. Gurney Co.

HAMILTON - - ONTARIO.



Dominion Wire Mnfg. Co., (Limited)

27 Front St. East, Toronto, Ont. 185 St. James St, Montreal, Que.

WORKS AT LACHINE, QUE., Near Montreal.

MANUFACTURERS OF

2 and 4 Barb Plain Twist and Strip Fencing

And Staples for same.

Write for Prices and Discounts.

ESTABLISHED 1880 INCORPORATED 1893 DOMINION TRADE MARK

BEST QUALITY

Iron, Steel, Brass, and Copper . . **Wire**

ALSO

Wire Nails, Wood Screws, and Jack Chain.

"Crescent" Coat and Hat Hooks.

Supplied in Coppered, Japanned, and Tinned Steel Wire, also in Brass Wire. Best Selling Hook made. TRY IT.

Adorn your Home

with a

"Pittsburgh" Lamp

Unparalelled as Holiday and Wedding

PRESENTS



Ornamental as well as Useful

One "Pittsburgh" gives as much light as six other lamps. It does not smoke and requires very little cleaning. It is simply a "Joy forever" to all who have one. Made in all sizes and styles of Banquet, Hanging, Vase, and Piano.

Write for Primer.

Gowans, Kent & Co.,

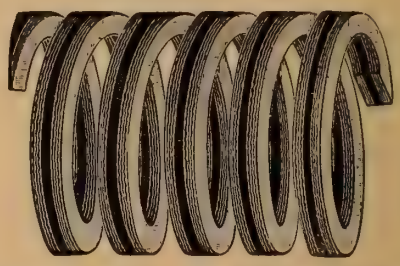
Sole Agents for Canada. TORONTO and WINNIPEG

Only Rubber Factory in Toronto.

H. D. WARREN, Pres.-Treas.
CHAS. N. CANDEE, Secy.

"GUTTAPERCH"

BRAND OF



SPIRAL PACKING

ANTI-FRICTION, SELF-LUBRICATING

Neatly packed in 14 in. telescope boxes, 12 feet to the coil and each size in a separate box. Full directions for use accompany each box. Most perfect, convenient and economical **Piston Packing.** Stock sizes 3-16, 1-4, 5-16, 3-8, 7-16, 1-2, 9-16, 5-8, 11-16, 3-4, 13-16, 7-8, 15-16, 1 inch. Will not deteriorate in stock.

Price per lb. $1.20. Special Discount to Dealers.

THE GUTTA PERCHA AND RUBBER M'F'G CO.

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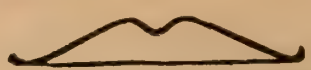
61-63 FRONT STREET W., Toronto.



W. & S. BUTCHER, Sheffield, England, Makers for over ***ONE HUNDRED YEARS*** of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND.

OR



OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VI. TORONTO, JANUARY 13, 1894. No. 2.

MAGNOLIA METAL

—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

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London Office: 75 Queen Victoria St.
Chicago Office: Traders Building.
Montreal Office: H. McLaren & Co., Agents

Owners and Sole Manufacturers,
74 Cortland Street, NEW YORK.

At The Top

IN ARTISTS' MATERIALS

WE beg to advise the trade that we have purchased the entire and well assorted stock of Artists' materials of Messrs. P. D. Dods & Co., Montreal, comprised chiefly of **Windsor & Newton's Oil and Water Colors, Canvas, Brushes, etc., etc.** Also **Pitet Aine's French Brushes and Specialties.**

This large stock added to our own gives us the most complete line of these goods of any house in Canada. Our prices will be found right and our discounts liberal.

WE ALWAYS PROGRESS—NEVER GO BACK.

Walter H. Cottingham & Co.

WRITE US FOR FIGURES.

MONTREAL

RICE LEWIS & SON

LIMITED.

ARTHUR B. LEE, President.

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BAR IRON, STEEL,

BOILER PLATE,

TUBES

WROUGHT IRON

Pipe and Fittings.

ROPE, CHAIN,

SHIP CHANDLERY,

BOILER MAKERS'

AND

Machinists' Supplies.

General HARDWARE **Merchants**

Cor. King and Victoria Sts.

TORONTO.

ANOTHER REVOLUTION!

In the Bath Trade.

"Steel Clad" No. 2

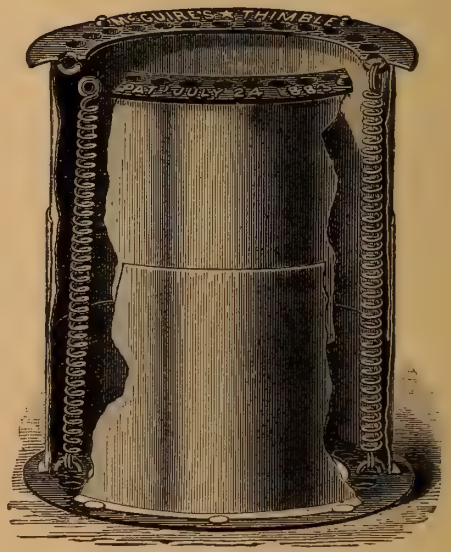
READY JANUARY 1894

Latest - - Best

MANUFACTURED BY

Toronto Steel-Clad Bath and Metal Co.
LIMITED

123 Queen St. East, **TORONTO**



THE ABOVE CUT REPRESENTS THE

McGuire Patent Stove-pipe Thimble

It is the same cut we have used in advertising and illustrating this Thimble for the last eight years. We desire to inform our customers, and the trade in general, that we have been and still are the sole manufacturers of this Thimble in Canada, the reputation of which is so well established. No other persons whatever have been licensed, under the patents covering this Thimble, to manufacture it. Anyone infringing will be prosecuted. And to beware of those who represent they sell McGuire's Star Thimbles, who have no right whatever to manufacture the same and cannot possibly supply the genuine article.

Kemp Manufacturing Co.

TORONTO, ONT.

. . HARDWARE . .

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

Vol. VI. TORONTO, JANUARY 13, 1894 No. 2

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: - - 10 Front St. E.
MONTREAL OFFICE: - 146 St. James St.
E. Desbarats, Manager.
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EUROPEAN BRANCH: Canadian Government Offices, 17 Victoria St., London, S.W. R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

Judgment was handed down in the High Court of Justice a few days ago in a long-pending and interesting case. About four years ago a consignment of plate glass, which was being shipped over the Canadian Pacific Railway to the Cobban Manufacturing Co. of Toronto was destroyed in transit. The railway company was held liable, but this the latter refused to recognise. The result was that the dispute was brought into the courts. At one time it got so far as the Supreme Court, and from there was sent back to the Assizes, to decide the question as to negligence. The jury found that the defendants were guilty of negligence, which led to the loss of the glass, and that such negligence consisted of running the freight train carrying the glass at too great speed, and in improper inspection at the last place of inspection. In the High Court last week Judge Street concurred in this verdict, holding the opinion that the evidence before the jury favored the contention that the train at the point where the accident occurred was running at a rate greater by ten miles an hour than that allowed by the rules of the company, there being a double curse at the place. Judgment was therefore given for the Cobban company for $1,487.17 with interest from June 30, 1890. In addition to this the railway company will have to pay the costs of B. & S. H. Thompson & Co. of Montreal, who were served by the defendants with a third party notice. The Cobban Manufacturing Co. are to be congratulated upon the plucky and persistent fight which they made. What is more, they deserve the thanks of shippers generally, in that they have succeeded in establishing a precedent governing an important matter.

* * *

A report has just been submitted at Washington regarding the mineral production of the United States in 1892; and an important feature regarding it is that it shows the production for that year to be the largest ever known. The metallic products were valued at $304,775,379, non-metallic products at $370,607,864, unspecified products at $10,000. The total value of the products was $685,377,383. Had, however, the prices of 1891 obtained the value would have been $700,000,000. The following gives the quantity and value of some of the most important products; Pig iron, 9,157,000 tons, $134,161,039; silver, 55,000,000 ounces, $74,989,000; gold, 1,596,379 ounces, $33,000,000; copper, 353,375,742 pounds, $37,977,142; lead, 213,262 tons, $17,060,960; zinc, 87,260 tons, $9,027,920; quicksilver, 27,993 flasks, $1,245,089; nickel, 92,252 pounds, $50,739; aluminum, 259,885 pounds, $172,824; tin, 102,060 pounds, $32,400; phosphate rock, 681,571 tons, $3,296,227; limestone for iron flux, 5,172,112 tons, $3,620,480; zinc white, 27,500 tons, $2,200,000; potters' clay, 420,000 tons, $1,000,000.

* * *

The condition of the merchants of this country is no worse than that of those in any other part of the world. In fact it is infinitely superior to the general condition of their fellow business men in either the United States or Great Britain. It was only a week or so ago that such an authority as the London (Eng.) Financial Times pointed out that the financial condition of Canada was healthier than that of any other nation. Such a fact as that should instil into the breast of every Canadian merchant not only confidence in his country but confidence in himself. It does a sailor no harm to acquaint him with the fact that a storm is brewing, for if he be a wise man he will put his ship in condition to ride it out. It is only faint-hearted ones and incapables that would become paralyzed and allow themselves to drift to destruction. The Canadian merchant is in a somewhat similar condition, only there is this difference: he is not anticipating a big storm. True, he has been passing through a period of depression, but the worst is evidently over; and what is wanted now is something of the Napoleonic courage, which was induced to rise higher by every obstacle encountered. What merchants need to exercise is caution, particularly in buying and in selling on credit.

* * *

But it is possible to exercise too much care in buying. This a merchant does when, in the effort to keep his stock down to a fine point, he allows it to deteriorate. But if he cannot keep his stock properly assorted it is just as well for him to be out of business. What should govern a merchant in ordering is the extent of capital he has at command or the requirements of his customers, or both. The great aim should be to keep the stock fresh and well-assorted. The next thing is to invite trade; and in order to do this push and energy should not be stinted. The store should be kept clean and inviting, the stock arranged neatly and with a view to making the best of it, while the window display should be made as attractive as possible and changed as frequently as is convenient. Of course judicious advertising must not be overlooked; nor in fact must anything else that will tend to bring a customer to the store. It is surprising what the expenditure of a little extra energy will accomplish. Try it.

THE MANUFACTURERS' MEETINGS.

THE different manufacturers' associations that began their annual meetings in Toronto last week have concluded their labors. The last of the business was transacted Thursday.

In our last issue it was stated that barbed wire and staples had been reduced to 4c. and 3¼c. respectively. Since then other changes have been made. The Cut Nail Association met Friday It was anticipated that some change would have been decided upon by this organization, but those who either thought or hoped for such a thing will be disappointed, the meeting deciding to allow prices to remain as they were and to extend the Association.

It took the Wire Nail Association, which began its sessions on Wednesday of last week, five days to conclude its deliberations. It was decided to make a reduction in the price of wire nails, the discount to the trade now being 75 and 5 per cent. off. Terms 4 months or 3 off 30 days.

Formerly there was an extra of 10c. per keg charged for blued wire nails over bright, but the makers decided that they will in future charge only 5c. extra. The discount on lining nails, in bulk, was fixed at 50 per cent.

The Bar Iron Association decided to dissolve, the members considering that it would be more to their advantage to do business just now uncontrolled by any agreement. In the meantime prices are open. One mill is reported to be offering bar iron at the base price of $1.70. "It is impossible for them to do business at any such price and live," said a representative of another mill. "But of course if they want to do business that way they can. One thing is certain, we shall not. O, let them go; they will soon get tired of it," he concluded.

The wire manufacturers decided to place coppered and plain wire on the 20 per cent. list, the same as annealed, annealed and oiled and galvanized. Both coppered and plain wire were formerly on the 15 per cent. list.

No changes were made in horseshoes, shoe nails, pressed spikes, tacks, bolts, rivets, or lead pipe. Tyre bolts are reduced 10 per cent. with balance of list as before.

White lead and prepared paints have proved to be veritable bones of contention; and the collapse of the agreements on both products is not at all improbable. It seems that certain of the manufacturers want prepared paints, as well as white lead, to come under the control of the Association. In fact, HARDWARE is informed, those who thus contend say that if prepared paints are not pooled, white lead shall not be pooled. Those, however, who take the opposite view are anxious enough to continue the fixed prices on white lead, but they draw the line at prepared paints. One of the latter, a Montreal man, left the city in a "huff" on Tuesday night, although that was the first day of the meeting. Meetings have been held every day since then, but up to the time of writing (Thursday afternoon) the manufacturers were still conferring. As far as the price of white lead is concerned, that has been settled, the grinders deciding to allow it to remain as before, namely at the base price of 5c. per pound. It was decided, however, to do away with the preferred list and to substitute for it a "quantity list." Under the new order of things a rebate of 2½ per cent. will be allowed on five tons and over with a proportionate increase for larger quantities.

HOPE OF BETTER ROADS AT LAST

AGITATIONS in favor of reforms often take a sudden and practical turn. This is evident at the moment in regard to the agitation that has been going on in this province for better country roads. For some years a running fire has been kept up by the press of the province of Ontario against the present condition of the roads, but beyond educating the public to an appreciation of what better roads mean, little appears to have been accomplished. For the consummation of such an object, organization is one of the first essentials necessary, and here is where has been the great want in regard to the movement in favor of better roads. Now there is a prospect of this essential being obtained, thanks largely to Andrew Pattullo, the editor and proprietor of the Woodstock Sentinel-Review. Mr. Pattullo has for some time been an active participant in the movement for better roads, and a few weeks ago he suggested that a convention be held to discuss the subject. This suggestion was taken up by the Canadian Institute of Toronto, and that body, in conjunction with Mr. Pattullo, has called a convention for the purpose of forming a Good Roads Association. Invitations to send delegates will be issued to municipal councils, farmers' institutes, dairy associations, wheelmen's associations and Patrons of Industry.

The fruit that will be borne as the result of the convention and the formation of the proposed association will depend upon the amount of energy exercised by the members thereof after they return to their respective localities. That better roads are necessary is obvious, while that they can be secured is equally certain. It is only a question of time, money and method. Good roads mean something more than comfort to vehicular traffic. It has a wider and economical aspect. Every thing which tends to hinder the movement of produce or merchandise adds something to the cost; and this is just as true of ordinary vehicular traffic as of railroad traffic. If therefore a farmer, on account of bad roads, occupies an hour longer in reaching the market or railway station with his produce than he would if the roads were in good condition, it is obvious that he loses that much time, let alone the extra wear and tear upon waggon, harness and horses. And time is money. Then there are the losses experienced in this respect by the great army of commercial travelers that have to travel, often with heavy trunks, a good deal over ill-kept concession roads or down side lines in their perigrinations from one village to another. It is in this latter particular that the interests of the country merchant are at least indirectly concerned. But there is still another way, and one more direct, in which the country merchant is injuriously affected by bad roads. During the spring and fall and the soft spells of winter, he well knows the condition of trade. The streets of the village or small towns are deserted, and his store is in much the same condition. He may have the usual quota of village philosophers sitting around his store discussing matters, political or religious, but they are not bringing him in dollars and cents, although knowledge they may be bringing him. And not only can he not sell his goods, but continuous wet weather and the consequent bad roads, means, not infrequently, inability to meet his financial obligations.

In order to secure better roads one of the first essentials is the doing away with the system at present obtaining in most country municipalities. The system of statute labor was all right in its day, but, except in sparsely settled districts, that day has long since gone by. We live now in a new dispensation, as it were; and a new order of things is necessary in road making or repairing. Evolution is as natural in road-making as in anything else. The primitive roads in the country wound in and out among the trunks of trees and skirted swamps and marsh lands, with no other road-bed but what nature had bestowed. Then it was the rule for the farmer to bring his produce to market during the winter, when sleighing obtained, and the exception to do so in the summer on account of the bad "wheeling." Eventually the roadways became less circuitous and the road-beds more substantial, first by brush-wood and then by logs, and so on until we have the macadamized roads of to-day. The material used to-day on the roads in the older parts of the country is probably as good as anything that can be used just now. The trouble is that it has not been used to advantage. And herein lies the reason for demanding the substitution of some other system for that of statute labor. That good roads can be made with ordinary macadam instances are not wanting. Through one township about one hundred miles from Toronto runs an excellent road of this description; and all because it is looked after with much the same exactness as section men practice in regard to the ordinary railroad beds. It is well known that the most prolific cause of ruts in roads

is wagon wheels jolting over loose stones which have got into the line of ordinary travel. Every time a wheel jolts over one of these stones it naturally makes an indention in the road, which becomes deeper as each vehicle wheel mounts the stone and drops into it. Then, when rain comes, the water gathers in the hole, which, by the passage of other vehicles is soon transformed into a deep and extensive rut. On the road referred to one or more men are constantly employed, except of course during the winter, in removing these loose stones and in repairing the damage they may have occasioned. Provided with a wheelbarrow and the necessary tools, each man covers on an average about five miles per day. In this simple and comparatively inexpensive way has been secured one of the best of country roads in the Province; and what has been done in one instance can be done in another.

THE GREAT PAINT CASE AGAIN.

READERS of HARDWARE will remember that one outcome of the great paint case between the Canada Paint Company and the Wm. Johnson & Sons (Ltd.) was an action for perjury by the Wm. Johnson people against Mr. Munro, the manager of the Canada Paint Company, on the ground that he had done so in the statements made in his affidavit on which the interim injunction against the Wm. Johnson & Sons (Ltd.) was obtained.

The case has been proceeding in enquete for some time, but on Monday last Judge Dugas, in the Court of Special Sessions, rendered his decision in the matter. Judge Dugas, after revising all the different circumstances and claims of the two contesting parties in the civil case, the facts of which have appeared in these columns, said: "The information against Mr. Munro for perjury alleges, first, that in his affidavit Mr. Munro swears that the name of the Johnson Magnetic Iron Paint Co. was duly changed to that of the Wm. Johnson Co. (Ltd.), and that in doing so he swore to what was not true. In looking over the papers produced as exhibits I find a copy of a deed of sale dated March 2nd 1892, by the Wm. Johnson Co. to the Johnson Magnetic Iron Paint Co., and that, therefore, there was a change of name from one into the other, but the information pretends to find a corrupt perjury on the part of Mr. Munro, because in his affidavit in the injunction he adds to the name Wm. Johnson Co. the word 'limited.' Besides the fact that this might be in ordinary circumstances a simple oversight, I find that on the same copy the same mistake is made by the notary who delivered it, the words 'The Wm. Johnson Co.' alone being in the body of the deed, whilst the words 'The Wm. Johnson Co. (Ltd.)' are on the endorsation; and it is explained, and reasonably too, that seeing the many different names through which that particular business has passed, there is no wonder that such a mistake should happen, and more particularly when that mistake is seen on the copy of the deed above mentioned. I may say that the complainant himself in his affidavit — which I have read all through — makes some of these mistakes, showing that with the best intentions anybody could sometimes under oath say what is not exactly true without committing wilfully a corrupt perjury. Therefore, on this point I find there is no case whatever. On the other points the information takes exception to the affidavit only in the fact that Mr. Munro has sworn to the intention of Mr. Wm. Johnson in assuming the name of Wm. Johnson & Sons (Ltd.), and he says 'although you affirm it I never had such intention,' and he brings a clerk of his, who was at that time in his employ, to show that his great aim was to let the public know that he had no connection whatsoever with the old company, and to that effect he gave as widely as he could notices to parties who had or might have dealings with either of the two companies. This may be true, but it is the right of everybody to judge of the intention of other people by their way of acting, and seeing that the name 'Johnson' had been offered to an incorporated body, that the labels and other means of advertisement had been, as much as possible, made similar to those which had been used by the old company or companies, and more particularly by the Canada Paint Co (Ltd.); seeing, also, that in fact there was so much confusion that not only the outside public but even the employees of Mr. Wm. Johnson did make mistakes and confuse the names, it can easily be understood that Mr. Robert Munro, representing the Canada Paint Co., did say, under oath, that this was done with the intention of putting the public under the impression that Wm. Johnson & Sons (Ltd.) were the succ ssors of the said Wm. Johnson & Co, or the said Wm. Johnson Co., or the successors of one or both of them. Therefore, I cannot see on the part of the accused, Mr. Robert Munro, any intention whatsoever, or any act of committing perjury, or any act reprehensible on his part, in swearing to the affidavit to which he has sworn, so much so that by the judgment of the Superior Court, rendered on the injunction, his pretension was for the most part sustained, as Mr. Johnson or the Wm. Johnson & Sons (Ltd.) were enjoined to discontinue the use of the name 'Johnson' as descriptive of the paints sold by them. I, therefore, find that the defendant, Mr. Robert Munro, is not guilty, and dismiss the case."

A request from the Hamilton Board of Trade that the Winnipeg Board should join in urging upon the Dominion government the extreme advisability of giving the public a two-cent postal service has been acquiesced in by the latter board.

CANADIAN PIG IN NEW ENGLAND.

OWING to the substitution of ad valorem for specific duties, the Wilson bill, in its present shape, would make Canadian competition particularly effective in our New England markets. Canada pays a bounty of $2 24 per gross ton on all pig iron made in the Dominion, with an ad valorem duty. Canadian pig iron manufacturers will deduct this bonus from furnace cost and pay duty on the remainder. It seems that heretofore this point has almost escaped notice. A gentleman connected with the eastern iron trade informs us that during the past summer he had to meet Scotch irons in Montreal, Quebec, Hamilton and Toronto. At that time the best brands of Scotch pig iron were shipped from Glasgow to Montreal at a cost of only 36 cents per ton freight. The duty was $4.48, which, with the freight added, put Scotch iron f. o b. in Montreal at $4.84. The selling price at Montreal was $17.50, which, less $4 48, made the selling price at Glasgow about $12.

Under a tariff law such as is proposed, Nova Scotia iron manufacturers will look to New England for their salvation. With cheap water freights they can afford to give up the Montreal and western market in exchange for one nearer home. The American Manufacturer is informed that there is a point near St. John, N.B., where Bay of Fundy ores yielding 52 to 55 per cent. and washed coal coke from Cumberland basin will make an iron costing not more than $10 at a furnace. Taking from this $2.24 bonus and with low water freights not over 75 cents per ton at the highest to Boston, it will be seen that this iron would have a sweep in the New England market.—American Manufacturer.

TAKING DOWN A BRICK CHIMNEY.

A RATHER ingenious method of taking down a 118-foot brick chimney is described in the Railroad Gazette as witnessed recently near Aachen, in Germany. A cast-iron box with an air-tight hinged door was placed in the interior of the chimney at its base; from the top of this box a wooden chute was carried up the shaft, being held in position by stays from the walls. The chute was made up of 10-foot lengths, with cast-iron couplings at the joints, which latter were wrapped with tarred rope for tightness. The clear sectional area of the chute was a trifle greater than the cross section of the bricks, and the latter were simply dropped into the chute and landed in the cast-iron box below without damage. The door at the base was fitted with a rubber packing ring to guard against air leakage, and the seams in the wooden chute were closed up with white lead. As the chimney grew shorter the chute was simply sawed off to keep its top within easy reach of the workmen.

CURTAILING THE JOBBERS' LIST.

THE article on "The Manufacturers' Meetings," in the last issue of HARDWARE, wherein was mentioned the strong and growing demand for a curtailment of the jobbers' list, has been the cause of much talk among Toronto retail hardware men. This was gathered by a reporter of HARDWARE in his perigrinations among the trade a few days ago.

A Yonge street hardware man, who does not wish his name mentioned, on being questioned by the reporter, answered: "There are two ways of looking at this subject—the moral and the business. From a business point it is a case of the survival of the fittest, or 'Man, mind thyself'; from a moral point, I suppose one man's dollar should be able to purchase as much as the next man's."

"Allowing that the jobbers' list evil exists, is there, in your opinion, any feasible way of stopping it?"

"No, I think there is none at present; it is merely a matter of evolution. Local associations, as far as I know, have been generally unsuccessful."

"It is my opinion that no one should be on the jobbers' list who retails," said J. T. Wilson, Queen street west. "There is always the temptation to use the advantage gained thereby, to the detriment of the retail trade in general."

"Do you think that there is any remedy for this evil?"

"Well, I hardly know, but I would have the manufacturers state the minimum amount of goods that the merchant would have to sell before he would be entitled to be placed on the list. If, at the end of the year, they had taken the quantity stipulated, they would then receive a jobber's rebate, on showing proper proof. Anyone should get the price who can take the quantity."

"I have nothing to say about the jobbers' list," said T. Meredith, King street east. "I am on the list in nearly everything, and all I can say is, that the man who is not has a hard road to travel. If I buy a thousand kegs of nails I expect to get jobbers' rates, if others wish to get the same prices, let them go and do likewise."

"That's right," said E. Clapp, of Clapp & Moses, Yonge street, pointing to the article in HARDWARE. "It is not only in wire and staples, etc., that these men who call themselves jobbers are cutting prices, but they are competing with us in sales to the consumers. Paint, oil and varnish manufacturers and jobbers are continually selling to picture framers, furniture men and small painters, right under our nose. Numbers of firms have gone under recently, trying in vain to compete with the prices that these jobbers are offering goods at. The victims of jobbery are to be found everywhere. A blacksmith came in the other day for some horse rasps and I gave him my price, which was a reasonable one. He said he had got them before from a merchant, who I know is on the jobbers' list, and named the price that they cost us. This is only one instance."

"Do you think there is any way of mending matters?"

"It is my opinion that all goods should be sold on a quantity basis, and any one who sells a certain quantity should get a jobber's rebate."

"No man should be on the jobbers' list if he retails," said Geo. Pearsall, Yonge street. "It enables them to undersell those who are not and puts a premium on dishonesty to the trade."

"Can you suggest any way of lessening the evil?"

"My opinion is that there is very little that the retailer can do. It lies with the manufacturers. If they would use discretion in deciding who are, and who are not, really jobbers, and the jobber would not use the privileges he receives to the detriment of the retail trade in general the evil would not exist, and we would be able to get fair profits. If a contractor wants locks or picks, shovels, etc., he can get these goods off nearly any of these so-called jobbers at the price that we pay for them."

"If a man is a wholesaler let him be a wholesaler," said Wm. Mathieson, King street east. "I don't believe in this half and half business. There is too much cutting of retail prices by these so-called jobbers, who can afford to undersell the regular retail man and still make the same profits."

"Do you think a retailers' association would be able to put a stop to this evil?"

"No; associated or not, retail men will not pull together. If there was a better feeling and more confidence amongst rerailers these evils would not exist."

"With reference to the curtailing of the jobbers' list," said Wm. J. Whitten, King street east, "I think there will always be a certain amount of friction and grumbling between those who are on the list and those who are not. This kind of thing can't be made to work like clockwork, and some irregularities will always exist."

"Do you think that these irregularities could be put a stop to by the retailers?"

"No; I think the remedy is with the manufacturers, who are very apt to let a man who buys a jobbers' quantity on one line have small orders on other lines at jobbers' rates. I think it is not within the province of the retailer to do anything in this matter."

A company is being formed in Vancouver to start a dog-fish oil refinery. They intend to erect premises up the coast in the spring and will go into the business on an extended scale.

TALKS WITH RETAILERS.

"I THINK business this winter has been equally as good with us as that of 1892," said T. Meredith, King street east. "There has been a large demand for cross-cut saws, many trees having blown down. No, we are not carrying anything new. Our trade is with the farmers, and is not one in which novelties can be successfully introduced."

"We are making improvements and enlarging the store," said W. L. Murray, Yonge street, Toronto. "I have just been reading a copy of HARDWARE and am much pleased with it. Here is the money for my subscription. Yes, we always make it our aim to have a neat window display; and that our efforts are appreciated is shown by the fact that a stranger lately came in to make a purchase, simply, as he said, because he appreciated the neatness of our windows."

"Business is moving, and there are a lot of skates coming in to sharpen," said George Pearsall, Yonge street. "I will soon be laying in a large stock of lawn mowers. With the low profit that there is now on nails, I think all retailers should make them a cash commodity. Contractors continually go into the merchant's debt to large amounts for nails, and perhaps do not pay him for six or eight months. During this time the merchant is carrying this money at a ruinous percentage."

"Trade is quiet around St. Lawrence Market," said one of Wheeler & Bain's assistants. "The markets have been small and the farmers have been having a hard time of it all round. They are satisfied with just what is necessary, and buy no luxuries. Things were not what they might have been during Christmas week, but what money the farmers intended to spend was spent then, and we are now suffering from the reaction. A few ranges are selling. We handle the Gurney ranges, and find that they always give satisfaction."

DISPLAYING JAPANNED TINWARE

A HARDWARE representative noticed that one of the large department stores in Toronto is devoting a window to cheap tinware. The goods displayed are mostly of the cheapest class of Japanned and embossed tinware, but they are arranged tastefully and attract some attention.

If this store can make a good showing with a lot of inferior stock, which they are simply trying to rid themselves of after the holidays, why do not the legitimate dealers, who have a variety of genuinely good and handsome wares in this line, and can consequently outclass the department stores in window displays of this kind?

OIL GAS FROM MINERAL OILS.

AT a meeting of the Royal Scottish Society of Arts, last month, J. Laing, F.C.S, read a paper on the above subject. In this he gave the results of extended experiments on the subject of destructive distillation, and began with a description of three methods which he had referred to in a previous paper, as follows: One method was by repeated distillation; another by distilling under pressure; and another by radiant heat—by passing the oil vapors from a still through a superheater, where those vapors come into contact with the radiant heat found there, and are further decomposed or broken down. While working with the last-mentioned apparatus, I had some trouble in regulating the heat in the superheater I used If I employed too high a heat I had my oil "cracked up;" but I also had too large a quantity of gas formed of an incondensible character. It was while facing this latter point that the thought struck me, Why not convert the whole of the oil into gas? I extended my superheater, and gave it the necessary temperature; and I was quite pleased with the results I obtained.

In order to have a perfect apparatus, several difficulties had to be overcome. When working at a very high temperature in the superheater, as I had it, I found that there was a tendency to have a deposit of coke; and as this was undesirable, the question naturally came to my mind, How can I prevent this tendency to deposit coke, and yet have my gas rendered permanent by using a lower temperature? It then occurred to me that if I could condense the heavier and more condensible hydrocarbon vapors before they reached the superheater, I could then deal with the lighter vapors and convert them into permanent gas at a lower temperature than what I would require to attack the full flow of vapors as they came from the still. I accordingly fitted up a condenser between the still and the superheater, and allowed the more condensible vapors to be condensed and return to the still for re-evaporation and condensation. By this method I got much better results, and no incrustation of carbon to speak of in my superheater. But here another difficulty met me—and a serious one, too,—in the presence of water along with the oil in the still. When the temperature of the boiling point of the water was reached, steam was formed and left the still; but, readily condensing in the condenser, it returned to the still in the form of water. As the temperature of the still was increasing, the result was that this water, on re-entering the still, immediately burst into steam, and was capable of doing mischief from the sudden pressure it exerted on the plant. To get over this I introduced a piece of apparatus between the lower end of the condenser and the entrance to the still, which acted as a water trap. This water trap caught all the condensed material from the condenser; and as water is heavier than oil, it accordingly sank to the bottom. The overflow of oil from the surface returned to the still perfectly free from water; and during the remainder of the distillation there was no possibility of further trouble or anxiety on account of water in the still. This trap is fitted with a cock at the bottom of it; and when you turn it on and find oil present, you may rest assured that no water is there to be dealt with. Sometimes it happens that water is present in the oil tanks from which the oil is barreled; and if the tank is well run down, some water may have got into the barrels among the oil unperceived. In this way water may find its way into a still when being charged from the barrels or tank; but, with the arrangement I have here mentioned, no harm can result from its presence in any form of apparatus for the manufacture of oil gas.

In the form of apparatus I have adopted, I get the benefit of a combination of the three methods of cracking oils I have already brought before you. Of course, you will understand that the conversion of oil into gas is nothing more than "oil cracking" carried to the extreme. There is the redistillation and condensation, as shown by the condenser coil in connection with the still. Then I get the back pressure on the still from the weight on the gas-holders, which enforces distillation under pressure; and then I have the direct action of radiant heat in the superheater.

In the form of superheater I am using at present I have a number of discs with holes punched over the one half of each disc; and the edges of the discs are vandyked, or niched. These discs are fitted to an iron rod, at regular intervals from each other. The end disc has its holes downwards, the next one has its holes upward, and so on to the end; thus giving the gas a zig-zag travel, and making it come in closer contact with the radiant superheater. My reason for giving the gas this kind of zig-zag travel is to ensure an uniform quality of gas being made. If you merely pass the gas through to the superheater direct, then the portion of it which is nearest the sides of the vessel is decomposed the most. The central portion is of a heavier nature; and I am strongly under the impression that this mechanical mixture of the molecules (if I may use such an expression) is one great cause why some makes of oil gas smoke so badly when being consumed in the burners. If the hydrocarbon molecules are of an uniform character, then you will have a gas which will give satisfactory results on being consumed. I am quite aware that a proper size of burner should be employed for burning very rich gases; but what I mean to convey is this, that using two makes of oil gas, and consuming them side by side under the same conditions in every respect as to burners, pressure, etc., you will find that the gas which has been the result of uniform decomposition will give more satisfactory results than the gas which is not so uniform in its composition—being more a mechanical mixture of its component parts than a chemical one. Oil gas of uniform composition blends immediately with coal gas, and, I believe, has no tendency to layering in large holders; and, accordingly, you should have no variation of illuminating value from different heights of the gas-holder.—American Manufacturer.

ECONOMY OF GAS IN COOKING.

IN a translation made from a French publication, The American Gas Light Journal states that a communication made to the Hungarian Gas Manufacturers at Presbourg was given a summary of the series of tests made by Mr. Buhe, chief engineer of the Continental Gas Company, last year, at Dessau, employing the cooking stoves made at that time in the shops of that company. The results of these tests showed that in a residence of ordinary importance cooking by means of wood and coal costs 14.3 cents daily, while this cost with gas amonnts to only 10.7 cents. From this it is argued that even without speaking of the convenience and the incomparable cleanliness which the use of illuminating gas presents, it has over solid fuel the advantage of making possible, even in the preparation of food alone, a monthly economy of about $4. According to the experiments made for several years by the municipal works at Leipzic, a consumption of 700 cubic feet per month, at a cost of 98 cents, is sufficient for families composed of three or four persons, for preparing all the ordinary food during the space of one month.

ELECTRIC-LIGHT METERS.

FREDERIC NICHOLS, second vice-president of the Canadian General Electric Company, Toronto; J. J. Wright, general manager, Toronto Electric Light Company; D. A. Starr and R. A. Ross, of the Royal Electric Light Company, Montreal; C. Berkley Powell, general manager of the Standard Electric Company, Ottawa; J. W. McRae and A. A. Dixon, Chaudiere Electric Light Company, Ottawa, and George F. MacDonald, superintendent of the fire alarm, Ottawa, waited on the Government last week in reference to the proposition of Controller Wood to pass legislation for the inspection of electric-light meters similar to that of gas meters. The delegation spoke of the advantages that would accrue from the proposed bill, and urged upon the Government its passage at the next session of Parliament.

Make yourself an honest man, and then you may be sure that there is one rogue less in the world.—Carlyle.

THE NEW INSOLVENCY BILL.

DRAFTS of the new Insolvency bill which has been prepared by the Minister of Finance have been issued and are now in the hands of the different Boards of Trade for their consideration. Among its provisions are these :

It shall be the duty of the liquidator, as soon after his appointment as practicable, to prepare a statement from the insolvent's books of accounts and other available sources, showing the assets come to his hands, the value thereof, the amount and ranking of the liabilities, and the accounting, so far as he shall be able to do, for the deficiency of the debtor's assets to meet his liabilities, and a copy of such report shall be delivered to the insolvent, who shall within fourteen days thereafter, which time may be enlarged by the court to not more than one month, make and deliver to the liquidator a declaration by him under oath as to the correctness of such statement. The liquidator shall receive such remuneration as shall be voted him by the creditors or by the inspectors, subject to the review of the court or judge, if complained of by the liquidator or any of the creditors.

If the debtor holds property under lease, the liquidator shall, notwithstanding any conditions contained in such lease, have the right to obtain possession of the premises for their use as liquidator for the period of two months next after the issue of a writ of attachment, and the liquidator, in the absence of a provision in said lease, rendering the same void by reason of the debtor's insolvency, may within that time, with the authority of the creditors, evidenced by a resolution in their behalf, passed at the first meeting of creditors or any adjournment thereof, or at any subsequent meeting duly called for that purpose, or with the authority of the inspector or inspectors, or a majority of them, evidenced in writing under his or their hands, elect to retain the premises for the balance of the term covered by any such lease, in which case the assets of the estate in his hands shall be liable to the landlord for rent, at the rate secured by such lease from the date of insolvency to the end of such term, or until he shall have disposed of said term to a purchaser, who shall secure such rent to the satisfaction of the landlord or of the court or judge. In the event of the liquidator not so electing to retain the premises, he and the assets of the estate in his hands shall be liable only for rent for the premises, at the rate aforesaid, during the time he shall actually retain possession thereof.

No landlord shall be entitled to distrain upon any goods in the custody of any guardian or liquidator, and any landlord having distrained upon any goods of the debtor before the same shall have come into the possession of any guardian or liquidator, shall be bound on demand to deliver up such goods, subject to the rights of the landlord to his preferential claim for rent. Clerks and other persons in the employ of the insolvent in or about his business or trade at the time of the assignment, or the issue of a writ of attachment, or within one month prior thereto, shall be collocated in the dividend sheet by special privilege for any arrears or wages due and unpaid to them at the time of the execution of a deed of assignment, or of the issue of a writ of attachment, not exceeding three months of such arrears.

If, after the expiration of one year from the date of insolvency, the insolvent has not obtained from the required proportion of his creditors a consent to his discharge, he may apply by petition to the court to grant him his discharge, and must at least thirty days before such application send to each of his creditors, whose claims amount to $100 and upwards, notice of such application."

A MAMMOTH STORE.

AMONG the many handsome business houses that now line both sides of Broadway none stand out more prominently than that of Messrs. A. & W. Johnston, the enterprising dry goods, hardware and general merchants, on East Broadway, opposite the Paisley house. For some months an army of masons, bricklayers, carpenters, painters and plumbers have been industriously laboring to complete these immense warerooms, and last week the firm took possession of their new premises. For days the large staff of employees were busily engaged removing the vast stock of goods from the stores in the Jackson block, and new goods were being rushed in from the railway sheds. Notwithstanding the immense quantity of merchandise of every description that has been handled everything is now shipshape. The building is 36 feet wide by 132 feet in depth, with a wing in the rear 40x50 feet. The plate glass front extends the full 36 feet, and there are two entrances, one leading into the dress and dry goods departments and the other to the hardware and stove departments, a double line of shelving running down the centre some 80 feet. The west front is devoted to dress goods, and the great plate windows give the purchaser every chance to examine the quality and color of these fine materials. Under large sheets of plate glass set in the counter top are brilliant exhibits of ribbons, rich and rare. Next we come to the notions —gloves, hosiery, corsets, etc.—and then the prints, tweeds and staple goods. On the same side of the main floor the centre shelving is filled with a fine line of footwear—boots, shoes, rubbers and overshoes—from the best makers, and further on a fresh stock of staple groceries fills up the shelving. Here will also be found ladies' fur coats and mantles, caps and muffs ; also gents' fur overcoats, in short, every description of fur goods, including robes. Descending to the basement, in the rear we find piles of ready-made clothing, in solid goods, beautifully finished, from the most reliable manufacturers, and a full line of gents' furnishings, hats, caps, etc. Here also is room for a great stock of crockery, which will be introduced within the next thirty days, and which the Messrs. Johnston propose to go extensively into. In the rear of the dry goods department and at the elevation of four feet from the main floor is the millinery shop and work rooms—24x30 feet. These handsome rooms are in charge of Miss Kerr. Ascending to the upper flat, we reach the carpet and curtain department, and here we find ourselves literally bathed in a flood of sunshine from a skylight 10x40 feet, which illumines the centre of both the ground and upper flats. This room, with its piles of carpets—Moquett, Axminster, Tapestry, Brussels, wools, unions and hemps—is luxurious to a degree. Returning to the front of the main floor we find on the east side table and pocket cutlery and plated ware, hall, library and hand lamps, shelf hardware of every description, carpenters' and carriage makers' edge tools, axes and cross-cut saws. A full line of coal and wood heating and cook stoves of all the standard makes, and a big assortment of manufactured tinware. Then we see paints, oils, glass and general builders' and painters' supplies, and shelves stacked up with ready-mixed house and carriage paints. The ready-mixed paints are very convenient. Ascending the elevation we find carriage-makers' and blacksmiths' hardware—springs, axles, etc. ; also steam and pipe fittings. In the rear there are two store-rooms, 22x50 feet. The lower floor is devoted to heavy goods, such as nails, horse-shoes, horse-nails, wire, and the reserve stock of heavy groceries. It is also used as a general packing, unpacking and shipping room. Upstairs is carriage and wagon-makers' woodwork—hubs, spokes, wheels, cutter and sleigh runners—and a reserve stock of harvest tools, spades, shovels and the like. The upstairs front, 36x60, is at present being used as a general storage room, and it is jammed to the doors with extra stock. The main cellar is 36x80 feet, the flooring is of Portland cement, and the whole is thoroughly drained. Bar iron and steel, iron piping and produce are stored here. The great building is heated by two large furnaces, one coal and one wood. To give some idea of the immense size of A. & W. Johnston's new premises, we may just state that whereas the floor space of the average store is about 1,200 feet, "Cheapside" includes no less than 12,636 feet of floor space, and every inch of this is or soon will be utilized. A. & W. Johnston commenced business in Orangeville about fifteen years ago, and ever since then they have been steadily increasing their trade and branching out into many different lines of trade, which they at present deal so extensively in, and are now gradually drawing the bulk of Orangeville's trade to the east end of the town.—Banner, Orangeville.

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Orders Solicited.

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LIMITED

MANUFACTURERS OF

Pure Prepared Paints, Carriage Varnish Colors,

Pure "Star" White Lead Coach Colors, Etc.

Are prepared to offer all their lines at lowest cut prices.

WE ARE NOT IN THE INJUNCTION BUSINESS.

We keep right on selling the finest grade of goods in the market.

14, 16, 18 and 20 Pearl Street, TORONTO, ONT.

The Toronto Lead and Color Co., Limited.

TRADE WITH TRINIDAD GROWING.

HON. MR. BOWELL, Minister of Trade and Finance, has received a report from Mr. Tripp, commercial agent for the Government of Canada at Trinidad, West Indies. Mr. Tripp says that the colony has just floated a loan for $2,000,000, of which sum $1,250,000 is to be expended in railway extension. These railways, by opening up new sections of country, will, it is thought, give a great impetus to agriculture. There are practically no manufactories on the island, and Mr. Tripp says that if there are any makers of fruit-drying machinery in Canada, they might with profit direct their attention to the West Indies, as machinery of this class is required, particularly for drying the cocoa bean. A consignment of Canadian plated ware was recently received in Trinidad, and compared both as regards price and artistic finish with the United States product. Mr. Tripp makes a number of practical suggestions for the improvement of the steamship service from Canada. He thinks that a number of the minor ports of call should be omitted in order to facilitate the service. Complaints are prevalent both as regards railway freights on small lots and steamship rates also. At times Pickford & Black's service is inadequate to meet the requirements of the trade, and it has happened that freight has had to be left behind owing to the overcrowded state of the steamers. One establishment in Trinidad was closed for a month on this account.

CLAIMS FOR LOST FREIGHT.

ONE of the annoying circumstances that merchants have to complain of is the delay in the adjustment and payment of claims for freight lost in transit. Losses of this kind will occur with greater or lesser frequency, but the transportation companies take their own time in looking them up and settling them. A merchant receives advices that certain goods have been shipped to him on a given date. He waits patiently for the arrival of his goods. He needs them, and by not having them disappoints his customers and loses trade. By-and-bye perhaps a part of the consignment comes to hand, but a package or two is short. He waits fearing to duplicate the part of the order that is short, thinking the missing goods will come, but he is disappointed. He then files claim for the amount. He is required to send with the claim the purchase bill, bill of lading, freight receipt, and what not. In due course he is advised that the claim has been received and recorded and numbered. He waits a month or two, thinks that time enough has elapsed for the adjustment of so simple a claim, and writes to the claim agent, calling attention to his claim. He is advised that the matter is in course of investigation, and will be decided upon in due time. He waits another month or two and writes again. After several months he is advised that the claim has been allowed, and that voucher for the amount has been ordered. He thinks surely now that he will soon get his money, but another month or two goes by, and still the claim is not paid. He is now thoroughly out of patience, and writes the claim agent a pretty sharp letter, intimating that he will appeal to the courts if the claim is not settled at once, and after another delay of greater or lesser length receives his voucher.

I do not know whether all merchants have such experiences or not, but the writer has had several of them, and it seems to be the rule with the transportation company that he is principally dependent upon to haul his goods. The only remedy is for merchants, when they have occasion to make claim for losses, to bring suit at once. This practice, if generally adopted, might induce transportation companies to pay more promptly.—J. C. Watkins, in Trade.

THE GASOLINE STOVE TRADE.

THIS year will be the fifth season for the new process gasoline stove. This stove was first tested by consumers in 1890, and met with immediate favor. There was much skepticism at that time among manufacturers of the old style generator stoves, who considered the new candidate for honors as a short-lived weakling who might command some trade for a year or two on account of novelty, and would then gently fade and pass into oblivion. The newcomer has, however, not only survived the perils of its first and second seasons but has made steady progress in supplanting the old system. It is estimated that about two-thirds of all the gasoline stoves sold in 1893 were new process stoves, and next year the proportion promises to be still greater, as all the manufacturers are bestowing most of their energy on new process goods. They are not neglecting the generator stoves, and continue to make improvements in that line so as to hold their trade at all points, but their greatest efforts are being made in their new process styles.

The results of the coming year are being awaited with a great deal of interest and some anxiety. While the stove trade, to a very great extent, moves in an orbit of its own, and is not usually much affected by prosperity or adversity in other branches of business, yet the depression in business now prevailing is of such an unusual character and so much more severe than any known for many years that the stove trade can hardly expect to escape from sympathetic influences which may restrict sales. It is true that in times of great prosperity stoves are not bought more freely, but only to meet the family necessity, and the argument may be made that necessities have to be provided for even when times are bad, but when rigid economy in domestic expenditures must be enforced it is surprising how the consumption of the greatest necessities can be curtailed. Still, it must be borne in mind that the largest part of the gasoline stove trade is done in rural communities either among farmers or those whose business is interwoven with that of farmers, and they are not so seriously affected by the business depression as manufacturing and commercial interests. Another point to be considered this year is the durability of the new-process stoves, which have now been used long enough to be fairly tested. It is expected by some manufacturers that this year may develop a very great demand for repairs to the new process stoves sold in the years from 1890 to 1892, and if such repairs are of a more serious character than for the old style generator stoves a reaction in favor of the latter might be looked for.

This contingency, however, will be met by the manufacturers with the evidence in the later constructions that weak points have been strengthened and greater durability insured. Whatever defects may have existed in the earlier stoves have all been corrected as they developed, and the new process stove of to-day is as thoroughly reliable an apparatus as the generator stove had become when its rival sprang into existence. The further fact has also been demonstrated in favor of the new process stove that, in case a poor quality of gasoline is furnished by a dealer, the new process stove will continue to work with fair satisfaction under conditions which would cause the old style generator stove to clog up and almost, if not entirely, cease to operate.

It is noteworthy in this connection that very few changes have been made in the new process stoves since they were first brought out. The principle has not been modified in any important particular. Changes have been made in the construction of parts of the apparatus, to insure greater durability, as mentioned above, but the new process stove of 1890 looks very much like the new process stove which is now being made for the season of 1894. It was not the case with the old style generator stove, in which modifications were being constantly made and new patterns were brought out almost as regularly as the season changed. It is not often that a new idea, such as that of the new process stove, is brought forth in such well conceived shape that it is retained by a variety of manufacturers, all of them ingenious and all of them ready to seize with alacrity any improvement on the methods of their competitors.—Metal Worker.

IMPROVED MILK CAN TRIMMINGS.

"I HAVE been anxious to see you," exclaimed Mr. Webb, representing Thos. Davidson & Co., Montreal, to a HARDWARE reporter the other day, "as I have found that any special lines that we have advertised in HARDWARE have been noticed by the trade. I told one of your people some time ago that we were getting out a new milk can bottom; here it is. You see the outside hoop is made of the best quality steel, tinned after it is cut into strips, the edges are specially tinned, making them easier to solder. Neither will they rust Then the hoop is flanged round (a patent is being taken out for this) the inside piece at the bottom, making the bottom practically in one piece, doing away with the last year's nuisance, namely, an inside riveted band, which was so easily torn off, besides making a smooth edge, which slides more easily along the ground, and does not damage farmers' waggons, etc. Between the hoop and the bottom proper sufficient space is left to allow the body to be inserted ¼ inch, flanging, so that once soldered a perfectly solid joint is obtained. Our trimmings this year are all that can be desired. These improvements will save time and make a stronger and better can when finished. These goods sell themselves," continued Mr. Webb;" in fact the only thing that bothers me is: if orders come in as quickly in the future as they have been in the past we will be taxed to our utmost capacity to fill them. By the way, there's our new steel creamer tap! You see it will not melt from the heat of the soldering iron, is perfectly tight, and is much cheaper than anything on the market."

ARTIFICIAL SUNLIGHT.

FOLLOWING is the account of the production of light by artificial means given in an exchange: In a dark room with alternating currents of 800,000 voltage, Nicola Tesla, by means of atmospheric vibrations, caused a faint glow of light to appear. Explaining the phenomena, he said: "If I can increase the atmospheric vibrations, say 10,000,000,000 times, I can produce sunlight in this room. Of course I can increase the vibrations by increasing the voltage. I can make the voltage 8,000,000 as easily as 800,000, but I am not ready to handle 8,000,000 volts of electricity. Currents of such strength would kill everybody in the room. I expect, however, to learn how to control a large voltage. When I have increased the atmospheric vibrations, perhaps 1,000 times, the phenomena will be no longer electricity. It will be light. I am satisfied that sunlight can be made from electricity without doing harm to anybody, and I expect to discover how it is done.

WHAT THE TRADE PAPERS DO.

IT is safe to say that trade papers are more carefully read by their patrons than any other papers published, because they give the classified news of the trades they represent, says an exchange. This is found not only in the reading columns but in the advertisements as well. In fact, the advertisements are usually scanned with more care than the remainder of the paper. There is no doubt that the trade press to-day exerts more influence in developing the manufacturing resources of the country and pushing forward the car of progress than all other papers besides. As such it is worthy of the generous support it is receiving and the endorsation it has from all classes of business.

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Correspondence Solicited. Estimates Given
Special Discount to the Trade.

SOLID EMERY WHEELS.

THE distinctive feature of the various makes of solid emery wheels is in the kind and quality of the cement used. They may be divided into, first, wheels in which are used gums like rubber and shellac; second, those cemented under hydraulic pressure, and dried and seasoned, like the Northampton and Tanite wheels; third, wheels made by pressure and moulding, and cured by heat, like the Hart or Detroit wheels; and fourth, the several vitrified makes, in which a flux is melted into a cement.

No one kind of wheel is the best for every kind of work. The rubber cement has to be softened and melted by frictional heat before the emery will cut without glazing, and this takes much extra power. Other cements are not good conductors of heat, and cause the surface of the wheel, if used dry, to flake out or "spall" off. Vitrified wheels have to be watched carefully, as they are of a brittle, glassy nature, easily cracked by a blow. In fact, emery wheels are like steam boilers—very useful, but must be in good condition to stand the strain, and should have intelligent care, with frequent inspection. They should also be kept round, as, if out of round, they cut only on the high side, and thus waste the time of the workman, and also are worn into cams and strike a dangerous blow, whereas a round wheel gives a continuous cut the whole circle. A careless workman, bringing his castings against the wheel with a blow as he starts grinding, causes many wheels to get out of round, while a careful grinder seldom gets a good wheel much out of round.

The best cement is one that binds the emery together with sufficient strength to resist the centrifugal strain due to the high speed at which emery wheels cut best, about 5,000 feet surface speed per minute. It must not soften by frictional heat, nor glaze, nor burst, nor become brittle and break with cold. It must not hold the cutting grains until they are too dull to cut; nor release them so readily as to waste away the wheel too fast. It must be capable of being thoroughly mixed evenly with the grain emery, so that the wheel may not have either hard or soft spots and be out of balance, and it must also be capable of being tempered to suit different kinds of metal or work. As great care and skill is required to select and use only pure and strong chemicals in these cements, and as careful, skilled workmen are necessary to manipulate and use them aright, one runs great risks in buying wheels to buy from any but well-known, experienced and thoroughly responsible makers.—J. Wendell Cole, in Cassier's Magazine.

THE ANCIENT TIN PEDDLER.

EVERY middle-aged person who has ever lived in the country has a vivid recollection of the old-fashioned tin peddler, writes an observant correspondent in an exchange. He was generally a long-limbed, lean man of uncertain age, chin whiskers, pepper-and-salt suit, unfailing good nature, and a propensity to peddle news as well as tinware. He had a faded red cart, drawn by a long sorrel horse, who was always sleepy, and did not mind standing half a day before a customer's house, while his master gathered up rags, old rubbers, old iron, butter, dried apples, eggs, and the various other things that the farmers' good wives had to exchange for new tin pans and pails and dippers. What a museum the inside of that cart was to the younger members of the rural families along the peddler's route, and how they liked to climb upon the wheel and peep, when the side flap of the cart was opened, at the bright and shining array of things stored within.

The tin peddler always had a store of news on hand. He knew who had died and all the particulars, and that kind of information used to be very acceptable to the community among whom he traveled. He knew all about the new enagements, and about the broken engagements; he could tell just what his folks said, and what her folks said, and what the couple under consideration would have for a "setting out," and who would be invited to the wedding. He knew all about how many bushels of potatoes each farmer had planted, and could foretell with tolerable accuracy the size of the crop he might expect. He weighed the rags with a big set of steel-yards, and paid a price for them that would strike the rag merchant of to-day with consternation. He always had a stock of compliments for the young girls; he gave the boys tops or tin trumpets in return for a couple of quarts of oats for old Billy, and he stopped to dinner at regular places, and paid for his meal in tinware. He was always jolly, he was never sick, his horse lived to die of old age, his cart always kept the same faded red color, though it was never painted after the first time, and the same old stock was always to be found in its capacious and delightful interior.

The old tin peddler has passed away, though occasionally specimens of his time may be seen in remote New England sections; but they are not the same — they are more modern, more full of the push and bustle of the nineteenth-century hurry — and they have no time for news or gossip, and they don't pay enough for rags to remunerate you for the trouble of saving them up.—N. Y. Hardware.

A UNIQUE GUN DISPLAY.

NEARLY a century and a quarter of gun making is shown in the window exhibit of a large firm down town that deals in firearms, says a New York exchange. There is an old flintlock musket of the kind used by the soldiers of 1776, and up to 1820; another of an improved type that was in use from 1820 until 1840; a Prussian percussion musket such as was used from 1840 until 1860; a Springfield rifle of the pattern carried by the Northern troops from 1860 until 1865; a Springfield breechloading rifle, a Spencer repeating rifle, and an up-to-date American rifle of the most recent sort. The collection also shows a Prussian needle gun of the earliest type, and during business hours it is always being studied by an interested group of spectators.

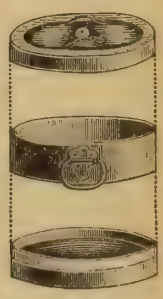


Milk Can Trimmings

Old Cuts but New Goods.

See our new improved

TRIMMINGS



BOTTOM PRACTICALLY IN ONE PIECE.

THOS. DAVIDSON & CO., - Montreal

A DEBT DUE THE BOYS.

RETAIL dealers do not always realize how much they owe to the traveling men, not in dollars, but for those suggestions which, when followed, are assured of producing profitable results, says Hardware Reporter. A traveling man covers a wide field and comes in contact with a great many people. He learns their methods, and can pick the good ones from the bad, knowing why one man has failed, or through what means another has achieved success. He gives his impressions to the dealer, not as if he were laying down the law, but with the kindliest intentions, and when these are received in a like spirit, and acted upon, the dealer will find that he has had something to learn, and can profit by what has been told him.

A retail dealer in one of the smaller towns is apt to become localized, to be influenced by his immediate surroundings, and not be able to see beyond his personal horizon and that of his neighbors. The traveler comes in from a broader field, possessed of broader ideas, and, if he is well up in his business, he can give the dealer more points about what is going on in trade, what is new and what is now in demand at other places, than the dealer could learn in a month by staying at home. The boys are traveling encyclopædias of fact, and, like all encyclopædias, they are ready to be consulted, yet the dealer does not always know how much of his own success is due to those who, he thinks, are only trying to sell their goods. The boys do more than this. They can, and will, show their customer how best to sell his goods in turn.

ANCIENT GLASS.

IT used to be cited as an historic paradox that the same men who carried the manufacture of glass beads, vases and other articles of glassware to such wondrous perfection never thought of glazing their windows, says an exchange. Arbuthnot caught the public fancy with this epigram, "The polite Augustus, Emperor of the world, had neither glass in his windows nor shirt to his back." But Arbuthnot's epigram is inexact, says The Connoisseur. Long before he wrote, the bathroom in Diomede's villa at Pompeii had been uncovered with four panes of glass in situ. Since that first revelation of window panes of Pompeii, which caused more excitement among the learned probably than any of the grand discoveries there, several other instances have come to light. A window in the roof of the public baths had one single pane no less than three feet eight inches high—dimensions which could not have been matched until a time comparatively recent. It is not surprising, however, that even scholars should have made such a mistake, for the glazing of windows—with glass—is nowhere mentioned by classic authors. They allude to the matter often enough, as in Juvenal's fourth satire, where Crispinus is told that he had better have "made up" to the rich old woman whose litter is glaced with transparent stones. Guided by this and other references, scholars took for granted that talc was used whenever glazing is mentioned. Such was the usage in Russia until Peter the Great's time. George Tuberville, resident there in 1568, sent rhymed descriptive letters to his friend, Master Edward Dancie, wherein he says:

They have no English glass; of slices of a rock
Called kuda they their windows make, which English glass doth mock.
They cut it very thin, and sew it with a thread,
In pretty order, like to panes, to serve their present need.
No other glass, good faith! doth give a better light,
And sure the rock is nothing rich, the cost is very slight.

IMPORTATION GLASS ORDERS.

NOW is the season of the year the trade are placing their import orders for window glass. It is necessary that these orders should go in at once that the factories may have time to select good glass and have it well packed; also that it may arrive in this country upon the opening of navigation and the season's trade. The trade, in placing their orders, should insist upon their being filled with some well-known brand, as without doubt there are upon the foreign markets large stocks of inferior qualities of glass and accumulations left over from last season. Inferior glass would not be cheap at any price; the trade in this country want a good glass.

There is also some talk of the Government making a decided change in the tariff on glass. There is no window glass manufactured in Canada at the present time, so that the Government could not injure any factory by a reduction in the tariff. Therefore, it will be in order when placing orders for glass to see that in the contract there is a provision for this change. All orders should be booked subject to any change which may take place in the tariff. These are points which no dealer should overlook.

A UNIQUE CURLING IRON.

CURLING irons with a flame in the handle, which keeps the iron hot all the time it is in use, have (says House-furnishings Review) just been introduced. The handle is of hard rubber, inside of which is a metal tube. The tube is filled with cotton, which a thumb-screw at the lower end of the tube permits being saturated with alcohol. The curler opens by means of a hinge at the metal bulb, at which end of the handle is a wick connected with the cotton. The wick burns all the time the curler is in use, thus saving time and annoyance of reheating. It is stated that the wick is so arranged as to produce and hold the proper amount of heat, and to distribute it equally so long as the lamp is kept burning, and that it cannot become too hot, as the flame is encased in the metal bulb, which protects the hair from being burned or injured. The point is made that lamp, stand and curler, being all in one piece, require no more room than an ordinary curling iron, and that by lighting the wick the curler is ready for use. The curler should be a time and labor saver at home, a great convenience at evening parties, and an addition to the traveling toilet.

THIS YEAR'S CYCLING OUTLOOK.

STRAWS tell the story the way the bicycle wind is blowing this coming year. Bicycles will be quite a bit cheaper. The result will be important changes all along the line. Profits being smaller, the exclusive bicycle agent will be forced to the wall and the hardware man will supersede him. Jobbers will undoubtedly sell wheels to retailers at a discount of from 10 to 25 per cent. from last year's prices, according to grade, the high grades showing the greatest falling off. A few firms, it is said, will stand by the old prices come what may, but where we see one firm making high-grade machines sticking firmly to the $150 figure we will see ten offering their makes at $135, $125, $115, $110, and even down to $100. Another important change in the bicycle business will be the mode of dealing between jobber and dealer. Heretofore the price at which a machine might be sold was fixed by the manufacturer, and the retailer had to take it or leave it. During 1894 the jobber will make net prices to the retailer, who will be at liberty to fix his own margin of profit and sell as closely as he may choose. This policy is sure to be followed by a further drop, for the same machine may be sold at as many different prices as there are dealers who handle it, the natural result being that the lowest price will be eventually adopted by all of necessity.

At present the season is, of course, quiet in the bicycle business, but manufacturers are busy trying to produce a better article for less money, and their factories are beginning to turn out next summer's supply. Jobbers are slow in making contracts, and retailers still slower. The trade later in the year is expected to be large, however, and on the reduced price for machines wheeling is certain to grow in popularity.—American Artizan.

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MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
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TORONTO CUTLERY CO.,

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NON-XLL	Pocket Knives	WARRANTED
IMPERIAL	Razors	
T. C. Co.'s	Nickel Steel Shears	
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We fully guarantee all goods named above.

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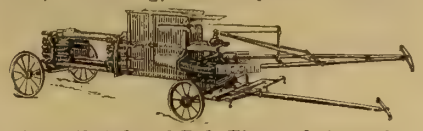
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DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, cheaper, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire.

Manufactured by BOYD & CO., Huntingdon, Q.

SALE BY TENDER

In the Matter of The Laidlaw Mfg. Co., (Ltd.), Hamilton.

STOVE FOUNDRY, PLANT AND STOCK FOR SALE

Tenders will be received by the undersigned up to noon of WEDNESDAY, the

24th JANUARY, 1894,

for the following, viz:—

(1) Stock of Stoves on hand, consisting of the celebrated "Peninsular" lines of Ranges, Cooking, Heating, and Self-Feeding Parlour Stoves.
(2) Hot Air Furnaces, "Boynton," stationary and portable; also the well-known "Little Giant" and "Tropic."
(3) Patterns. Fallow Boards, and Flasks for above.
(4) Hot Water Radiators, "Union" and "Royal Union," with patterns, flasks, and driers.

This would be a desirable opportunity of securing a well-known established business. The patterns are all new, of the latest design and improvements, and are favorably known to the trade. The premises can be bought or leased at very advantageous terms.

For further particulars and for permission to inspect the property, apply to GEORGE HOPE, Assignee, Hamilton, Ont. (2)

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Established 1864.

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Gas, Electric, Combination

Fixtures AND Brackets

English, Canadian, and American DESIGNS

A select stock of

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Drawings and prices on application.
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M. & L. SAMUEL, BENJAMIN & CO.,

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GLASS

Single and Double Thick.

Galvanized Iron, Gordon Crown, and cheaper brands, Charcoal, Tin, and Tin'd Iron, Milk Can Trimmings

We are now prepared to book orders for import and forward delivery. . .

WRITE FOR QUOTATIONS.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, Jan. 12, 1894.

HARDWARE.

THE week has been a quiet one in general hardware with very little movement to note. None of the houses have sent out their travelers yet, and there is little to note in the matter of direct local business. What the trade have been discussing chiefly is the annual meeting lately held in Toronto. The only changes of which the trade have been notified are those noted specially last week by HARDWARE, and were as to nails and bar iron, which changes we give below. It is considered significant by the general run of the trade, however, that the changes of which they have been advised are all in the direction of lower values. Payments continue much the same.

WIRE—There is no business doing, the only news here being a notification to wholesalers with regard to the reduction in barbed wire which HARDWARE gave last week.

CUTLERY—Jobbers are doing nothing at present.

WINTER GOODS—As noted before trade in these is about over and there is little to note.

NAILS—Cut nails were not altered by the makers at the Toronto meetings. The discount on wire nails however was increased to 75c. and 5c., but the jobbing trade here have not had time to ascertain what influence it will have.

TACKS—Buyers here have not been notified of any change in tacks.

HORSESHOES—No business doing. Horse nails are quiet and unchanged.

IRON PIPE—No business to note of importance.

SPORTING GOODS—No new feature to report in the absence of business.

CHAIN—This article is steady but quiet.

BUILDING AND PLUMBING SUPPLIES—No business to report.

NAVAL STORES—There is little doing in naval stores and few changes to note. Advices on turpentine state that prices are about 1c. higher at primary points, but there is no quotable change as yet on spot. We quote: Turpentine, 47 to 48c.; resins, $2.50 to $5.00, as to brand; coal tar, $3 75 to $4; cotton waste, 5½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep-sea line; pure Manilla, 11c. for 7-16 and upwards and 12c. for smaller sizes.

METALS.

The iron and metal market shows little or no change this week, business ruling very dull, while some of the leading lines have a heavy tone. Nothing definite is known here yet, aside from what has already appeared in HARDWARE, regarding the annual meeting in Toronto, but a decline in the price of bar iron is spoken of, the report here being that a leading concern in the West has withdrawn from the agreement, and will henceforth sell at its own figures.

PIG IRON—Business in pig iron is dead, and prices remain much the same. Scotch pig is held steady ex store, while Nova Scotia iron is as last quoted, although it is possible that our figures might be shaded for a round lot. We quote: Summerlee, $19; Eglinton, $18; Carnbroe, $17.50; Nova Scotia, $17 to $17.50.

SCRAP IRON—There is little or no demand for scrap iron at present, and values show the easy tone noted before. We quote: Wrought scrap, $12.

BAR IRON—Nothing is known definitely here yet regarding the decision on bar iron. It is the common report, however, in fact jobbers have been so notified, that a leading Western concern has withdrawn from the agreement and will in future sell at its own figures. The quotation now is $1.85, with the customary rebate according to quantity.

SHEET IRON—Sheet iron is dull, and it is said that in some cases prices have been shaded a trifle. We now quote $2.30 to $2.50.

HOOPS AND BANDS—Very little doing, and prices unchanged at $2.30 to $2.35.

STEEL—Business quiet. We quote as before: Best cast steel, 10½ to 12c.; sleigh shoe, $2.40; spring, $2.50; tire, $2.50 to $2.75, and round machinery steel, $3.

GALVANIZED SHEETS—There is only a small business doing in this article. Prices remain as before. We quote: 4¾ to 5c. for ordinary brands, Morewood, 6 to 6¼c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c.

TIN PLATE—There is very little doing, and it is said that there has been still further shading by some holders to induce business. Sales of moderate sized lots of coke being made at our inside figure. $3. We quote: Cokes $3 to $3.25, and charcoal $3.50 to $4, according to quality.

CANADA PLATE — Continues dull and nominal at $2 40 to $2.50.

TERNE PLATE—There is very little business doing on which to base a price in a round way, but it is likely that sellers would shade. In fact we give the inside price at $7 with the range up to $7.50, according to quality.

COPPER—An ordinary jobbing business on local account is all there is to note. We quote 11½ to 12c.

TIN—This line exhibits the same heavy feeling already noted, and there is no business of importance doing. We quote 19 to 21c.

SPELTER — Prices are unchanged and business quiet at $4 60 to $4.75.

ANTIMONY—Nothing to report. Prices are as before, 10½ to 12c.

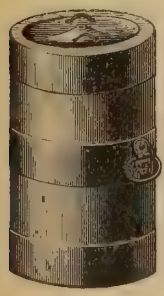
LEAD—Easiness is the predominant feature in this line. Prices are nominal at $2.75 to $3.

ZINC SHEETS—Nothing special to report. We quote $5 to $5.25.

CEMENT—The demand for cement is very slow and quotations rule as follows: English cement, $2.05 to $2.15, and Belgian, $1.90 to $2. Fire bricks are stiff at $17 to $21 per thousand, according to brand and quantity.

PAINTS AND OILS.

There is only a small jobbing business doing in leads, paints and varnishes, and prices as a rule are firm and unchanged.

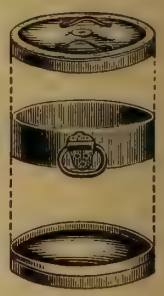


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Milk Can Trimmings
Delivery Can Trimmings
Creamery Can Trimmings
And **Milk Delivery and Creamery Cans Made Up.**

We have an entirely new idea in Creamery Can Gauges, easy to solder, perfectly tight, unbreakable.

All sizes and guages of Tinned Sheets for Cans and Vats. We have a full stock and can make prompt shipment.



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THE McCLARY MFG. CO., London, Toronto, Montreal, Winnipeg, Vancouver.

The Best is the Cheapest.

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GUARANTEED.

J. L. GOODHUE & CO., Danville, Quebec.

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CANADIAN MAKE

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BEST QUALITY

PRICE PER DOZEN, $26.00.

Order from your jobber, or send direct to

J. M. WARNER MFG. CO.

Send for Price Lists. TORONTO.

ADAM HOPE & CO., HAMILTON

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"Pioneer" and "Sloss" PIG IRON

These are fine foundry irons, being strong and large scrap carriers.

Also all the well-known—

Scotch Brands,
Broken Car Wheels,
and Railway Cast Scrap.



PAINTERS

Will find the cheapest Paint Brushes are those having our . . .

Flexible Bridles

Why? Because the bridle can be taken off and replaced in a moment. The paint circulates and the stump never hardens. You can wear the brush down shorter, therefore it will last much longer.

Ask your dealer for them. Made in round, oval, and flat. All sizes and qualities.

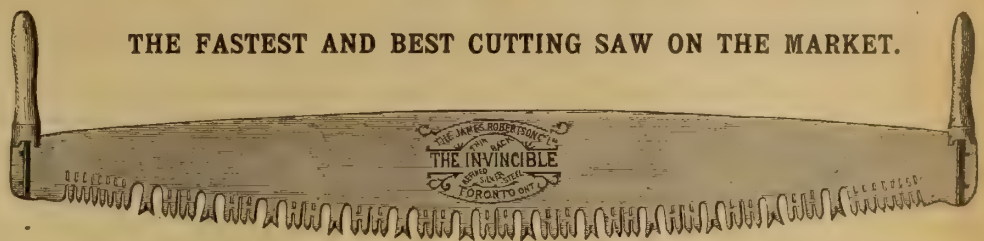
CHAS. BOECKH & SONS

Brush Manufacturers

TORONTO - - ONTARIO

THE **INVINCIBLE.** EVERY SAW WARRANTED.

THE FASTEST AND BEST CUTTING SAW ON THE MARKET.



Guaranteed four Guages Thinner on Back than Front and Made from the Highest Quality of Double Refined Silver Steel.

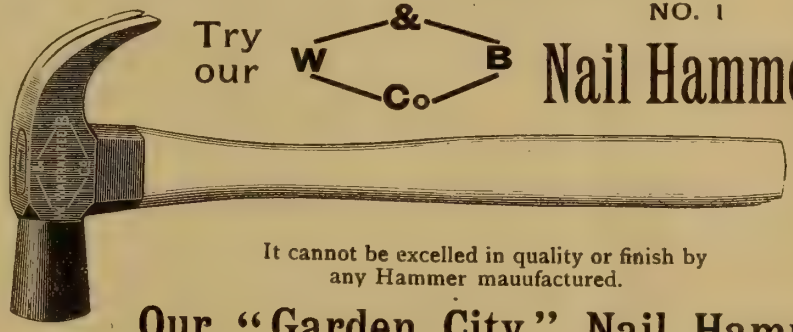
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SAMPLE ORDER SOLICITED. **Toronto.**

THE WHITMAN & BARNES MFG. CO.

Canadian Branch: St. Catharines, Ont.



Try our W & B Co NO. 1 **Nail Hammer**

It cannot be excelled in quality or finish by any Hammer mauufactured.

Our "Garden City" Nail Hammer

GET OUR PRICES AND TRY OUR GOODS

Is the best and cheapest "Solid Cast Steel" Hammer on the market. . . .

We aim to keep in stock a full line of Hammers, Sledges, etc., and will make prompt shipments. . . . . .

Boyd's Skeleton Skates



Expert Racer, Crystal Racer, Junior Crystal, Hockey Club, Eclipse Victoria Club and Dominion.

Best line of Skeleton Skates made. Send for Catalogue of Skates, Hockey Sticks, Snowshoes and Winter Sporting Goods. Ask for discount sheet.

T. W. BOYD & SON, 1683 Notre Dame St., MONTREAL

MONTREAL MARKETS—Continued.

Linseed oil is steady and fish oils are firm. We quote as follows: Choice brands of white lead, government standard, $5; No. 1, $4 75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4½c.; No. 1, 4¼c.; zinc white, pure, $7; No. 1, $6; No. 2, $5; linseed oil, raw, 60c., boiled 63c., steam refined oil 48 to 50c., cod oil 34 to 35c.

GLASS.

Window glass has met with fair enquiry during the week and prices are steady. We quote $1.25 for first break and so on. Putty in bulk is steady at $1.85.

PETROLEUM.

The movement of petroleum is better than usual for this season of the year, and prices for Canadian are well maintained. American has been marked down a trifle of about ½c. in case of car lots. We quote as follows:—Canadian crude at $1.05 per barrel f.o.b. at Petrolia; Canadian refined at 11¼c. in shed at Montreal, for round lots, and 12c. for small quantities. American petroleum, 16c. in car lots, 17c. in 10-barrel lots, 17¼c. in five-barrel lots, and 17¾c. for single barrels, net cash; American benzine, 23 to 25c; Canadian benzine, 10¾c. Petrolea; 12½c. Montreal.

MONTREAL TRADE NOTES.

Lewis Bros., of St. Sulpice street, have bought out the complete stock of general hardware of the late firm of Beury, Mac Pherson & Co. It is being moved into their St. Sulpice street warehouse.

Advices from the South on turpentine, to brokers and commission men here, report an advance of 1 cent at Savannah. Spot prices are not quotably changed, but may be before the close of the week.

The milk can trimmings manufactured by Messrs. Thos. Davidson & Co., of this city, possess special advantages, one being that the bottom is practically one piece. The firm report that the demand for these goods from the trade is increasing.

The Dominion Government have placed a large order with Jos. Darling & Co., of Montreal, for a supply of smokeless powder, which is controlled in Canada by the firm. The powder is wanted for the Government cartridge factory at Quebec.

Practically all the seal oil on the spot is controlled by one firm on McGill street, there being little, or none at all, in first hands. Values rule firm in consequence, the holders referred to placing their price for straight lots at 45 cents to 46 cents.

The stock of cement here is rather heavy, and many of the trade fear that if we have an early opening of navigation, there will be a lot of old stock weighing on the market. If work on the canal, and other smaller operations, however, commence early, the stock will not press very heavily.

P. D. Dod & Co., of McGill street, have decided to give up the artists' material branch of their business. It has been bought by W. H. Cottingham & Co., who has purchased all the stock that the Messrs. Dods had on hand. Buyers will, no doubt, find something to their advantage in this. Cottingham & Co. will let the trade have more definite particulars later in these columns in regard to the matter.

The advantages which the Globe stoves possess as a cheap and economic heater are well known. They throw out as much, and probably more, heat, according to their size, as any other stove in the market, and are just the thing for a warehouse or school. The Wm. Clendenning & Son Co. say that the demand for them this season is equal to last. Their moderate cost is another consideration. The firm call attention to their advertisement in last week's HARDWARE in this connection.

TORONTO MARKETS.

TORONTO, Jan. 13, 1894.

HARDWARE.

Trade enjoys a little more life than it did a week or so ago, but the volume of business is still small. The interest has of course centred in the meetings of the different manufacturers, which were continued from last week. The changes they made are referred to in extenso in our editorial columns. The coppered wire list has been reduced, and tyre bolts have been made 10 per cent. lower. Steel horseshoes are dearer. Orders are being booked for green wirecloth, screen doors, etc., and jobbers will in a few days be prepared to fill orders for lawn mowers. In plumbers' supplies there is a fair quantity of lead pipe moving, and dealers are looking for an improvement in builders' supplies soon. Remittances continue to show some slight improvement.

WIRE—There is a considerable quantity of annealed wire going out, but there is practically nothing doing in other kinds. At the meeting of the Association coppered and plain wire was placed on the 20 per cent. list instead of on the 15 per cent. list, as formerly. The coppered wire list has been reduced, and is now as follows: Nos. 11, 12, 13, 14, 15, 16, $3.40, $3.50, $3.75, $4, $4.20, $4.50 per cwt.

ROPE—There is very little doing and prices are unchanged. We quote: Sisal, 7-16 in. and larger, 8½ to 9c.; ¼, 5-16, ⅜in., 8½ to 9½c. Manilla, 7-16 in. and larger, 10 to 10¾c.; ¼, 5-16, ⅜ in., 10¼ to 11¼c.

CUTLERY—There is almost nothing doing in this line.

NAILS—Not much doing. The manufacturers have made a reduction of 5 per cent. in wire nails, the discount to the trade now being 75 and 5 per cent. Blued nails have been reduced 5c. per keg.

GREEN WIRE CLOTH, ETC.—Orders are being placed for green wire cloth, screen doors and window screens. Green wire cloth unchanged at $1.85.

TACKS—Demand is of a limited character. No change in the price was made by the manufacturers.

CHAIN—There have been some enquiries, but not much business has resulted therefrom.

STEEL HORSESHOES—An advance is announced in this line, and prices per keg of 100 lbs. are now f.o.b. Montreal, as follows: Nos. 1 and 2 hind, $5.50; Nos. 3 and 4 hind, $5; toe weight, forward, $6.

CORRUGATED IRON
ILLUSTRATED CATALOGUE FREE
METALLIC ROOFING Co.
MANUFACTURERS TORONTO

HORSESHOES—There are quite a number going out at the unchanged price of $3.80.

WINTER GOODS—The demand has been satisfied for such lines as skates, sleigh bells, snow shovels, etc., and quietude prevails.

WARE—Orders are being booked for peerless ware, and a good deal of white ware is moving, but blue and enamelled ware is dull.

LAWN MOWERS—Houses will be prepared to fill orders for lawn mowers next week, at the same prices which obtained last year.

SPORTING GOODS—A few rifles are being sold, but trade, generally speaking, is dull in sporting goods.

PLUMBERS' SUPPLIES—A fair quantity of lead pipe is being consumed, but otherwise trade is dull.

BUILDERS' SUPPLIES—Jobbers are making preparations for an expected improvement in trade next month, but at the moment business is about as dull as ever.

METALS.

The only thing worthy of special note is the dissolution of the Bar Iron Association, said to be due to the withdrawal of a Western manufacturer who wished to be left free to compete with a new competitor who has appeared upon the scene recently.

PIG IRON—There have been some carload lots of Nova Scotia iron coming in, but all of these were previously contracted for; also some American. New orders are still few and far between. We quote, nominally: Summerlee, $20.50 to $21; Carnbroe, $19.50 to $20; Siemen's, $19.50 to $19.75.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: There is still very little life in the pig iron market. The amount of iron moving is small and orders are entirely for current use, except in very rare instances, where some buyer considers it an opportune time to cover expected wants for six months or more at present prices. In the fierce competition for orders, furnace dealers have been willing to take long drawn out contracts in order to get the benefit of present deliveries, although their better judgment dictates that this may be against their interest. We quote below on the cash basis f.o.b. cars Toronto in bond: 1 X Foundry Strong Coke Iron, Lake Superior ore, $14.80; 2 X Foundry Strong Coke Iron, Lake Superior ore, $14.30; 2 Foundry Strong Coke Iron, Lake Superior ore, $13.80; Jackson County Silvery 1, $17.55 to $18.30; Jackson County Silvery 2, $17.05 to $17.80; Lake Superior Charcoal, $17.05; Southern Soft 1, $12.85; Southern Soft 2, $12.60.

BAR IRON—Owing to the dissolution of the Association, prices are demoralized, although the old figure of $1.95 is still the nominal price. Dealers now wanting prices will have to write for them.

CORRUGATED IRON—Quiet and unchanged. We quote: "Owl" brand at $3 to $4 per square for painted and $4.25 to $7 for galvanized, according to gauge.

MARKETS.—Continued

SHEET IRON –Is plentiful, but orders are only coming in slowly. Prices unchanged at the basis of $2.75 up to 20 gauge.

GALVANIZED IRON—Quite a number of orders are being booked for spring delivery. We quote Queen's Head and Gordon Crown brands at 5 to 5¼c, for 16 to 24 gauge.

SHEET STEEL—Prices are low, which is inducing large boiler makers to import plates and stock them, whereas previously they have bought from stock, the regular stock price not having changed in comparison with the import. Base price of boiler plates $2.25, and for heads $2.40

BOILER TUBES—There is quite an active market for them. There is said to be more work going on at the moment than for any time during the last six months.

INGOT TIN—Some large sales are being made at fair prices. We quote: Lamb and Flag, 22 to 22½c.; Straits, 21¼ to 22¼c.

INGOT COPPER—There are some enquiries, and a few orders are being booked for future delivery. We quote ton lots at 11¾ to 12c., and ½c. extra for smaller lots.

SHEET COPPER—Hardly anything doing, and prices are unchanged at 16 to 18c., according to sizes.

SPELTER—Demand is limited and prices unchanged. We quote 4¼ to 4⅜c. for domestic and 5 to 5¼c. for import.

TIN PLATES—Orders are being freely booked for import, but there is not much doing for present delivery. We quote as before at $3 85 to $4 for I.C., with the usual extras for I.X.

ZINC SHEET—Trade is almost at a standstill in this line; prices are unchanged at 5¼ to 5½c.

TERNE PLATES—Trade in this line remains dull with prices unchanged.

HOOPS AND BANDS.—Stocks are complete, and all orders can be filled with promptness. Prices are unchanged at the basis of $2.55 to $2.60 per cwt.

CANADA PLATES—A few small sorting up orders are reported, but virtually trade in this line is quiet. We quote: All dull, $2.60 to $2.65; half-polished, $2.75, and all bright, $2.90.

SOLDER—Much as before, with the ruling prices 14 to 16c, according to composition.

ANTIMONY—Cask lots have sold for import at 11¼ to 11¾c, and these prices can be shaded for ton lots.

LEAD—Continues dull and unchanged at 3c.

GLASS.

There is a fair movement in small lots, but most of the business being done seems to be for import. One house has received a shipment during the week. It is the first received on the Toronto market this year. The trade is living in hopes that spring shipments this year will arrive more promptly than they did last year. Prices are unchanged, at $1.20 to $1.25 first break. Plate glass is quiet.

PAINTS AND OILS.

Trade has improved slightly during the week, but the volume of business is still small. As far as is known the price of white lead remains unchanged at the basis of 5c. per lb., the manufacturers deciding to make no alteration. By a reference to our editorial columns it will be seen that a "quantity list" has been substituted for the "preferred list." Linseed oil has been in rather better request, but prices are as before, at 60c. for raw, 62c. for boiled, Toronto, Hamilton, London and Guelph, with 2c. added for delivery at outside points. Turpentine is reported to have again advanced slightly, but the price is unchanged here, the quotation still being 44c. Toronto, Hamilton, London and Guelph, with 2c. per gallon added for outside points, freight prepaid. Prepared paints dull and unchanged. The same applies to varnishes. Castor oil is moving in small quantities only, but an improvement is anticipated next month. A fair quantity of glue is moving. Payments fair.

OLD MATERIAL.

The dullness in trade continues, and prices are unchanged. We quote prices paid by dealers as follows: Agricultural scrap, 55c. per cwt.; machinery cast, 60c. per cwt.; stove cast scrap 40 to 42½c.; No. 1 wrought scrap 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 7½c.; heavy scrap copper 8 to 8½c.; old copper bottoms, 7½c.; light scrap brass 5c.; heavy yellow scrap brass 7c.; heavy red scrap brass 7½ to 8c.; scrap lead 1½ to 2c.; scrap zinc, 1½ to 2c.; scrap rubber, 3c.; country mixed rags, 75 to 80c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10 to 15c.

SEEDS.

The feature of the seed trade is the dullness and weakness assumed by alsike during the week in consequence of a falling off in the foreign demand. In red clover the movement is slow only, while there has not been enough doing in timothy to tell how the market does stand. We quote: Alsike, $5.75 to $6.25 for good to prime seed, and $6.50 to $6 80 for choice to fancy. Red clover, $5.50 to $5.75 ordinarily, and $5.75 to $6 for prime choice; extra choice to fancy, $6.10 to $6.20. Timothy, $1 to $1.25 for inferior, $1.50 to $1.60 for prime; choice to fancy, $1.80 to $2.

HIDES, SKINS, WOOL, TALLOW

HIDES—There is practically nothing doing in hides yet, the trade not being thoroughly opened up. But dealers are looking forward to an improvement in the near future. Prices remain unchanged at last week's quotations: Cow hides—No. 1, 3¾c.; No. 2, 2¾c. Steers, 60 lbs. and up, are ½c. in advance of the above quotations.

SKINS—Prices have advanced 5c. during the week. Trade is good and the supply fair. We quote first-class sheep at 80c.

WOOL—Rules rather quiet at present, owing to the mills closing during the holiday season. A few lots have been moving at prices varying from 17 to 21c., according to quality. Dealers are paying for standard wools a price which they think should cause a more active move in the market. We quote good pulled wool at 19c., fine combing at 17 to 18c.

TALLOW—Trade continues good and prices much as before. Dealers are offering 5 to 5¼c. for select quality and 2c. for ough.

PETROLEUM.

The Petrolia Advertiser, in its weekly report, says: "There is nothing of moment to report; the price of both crude and refined remains firm. The production of 1893 exceeds that of 1892 by 52,126 barrels." It quotes: Crude oil, $1.01 per brl.; refined, 6¼ to 6½c. in bulk, or 9 to 9¼c. in barrels in car lots f. o. b. here.

Trade continues brisk on the Toronto market at unchanged prices. We quote: 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; American water white, 18 to 19c.; photogene, 20c.

MARKET NOTES.

Stewart & Wood claim the honor of having received the first shipment arriving on the Toronto market this year.

H. S. Howland, Sons & Co. are just in receipt of a consignment of Nicholson files, for which they are the Toronto agents.

J. Johnston, hardware merchant, Napanee, purchased the stock of stoves, tinware, etc., of the late Angus McLeod at 25c, on the dollar. The sale was made by tender.

M. & L. Samuel, Benjamin & Co. have been appointed sole agents for the double truss cornice brake. A cut of the brake will be shown in our next issue.

Jos. Lea, manager of the Toronto Fence and Ornamental Iron Works, has resumed negotiations for the purchase of the Barnum Iron Works. He has made an offer, but the deal has not yet been consummated.

The Toronto Silver Plate Co. have closed down for a week to take stock. Work will probably be resumed next week. The firm says: "We were unable to close down for this purpose on the first of the year, as we usually have done, owing to the great increase in the demand for our goods."

The Gurney Foundry Co. have closed down their works, and will probably open up again about the middle of February. The firm expresses satisfaction with the business of the past season and reports that it will have some new lines in gas ranges to offer to the spring trade.

Chas. Boeckh & Sons, brush manufacturers, Toronto, report that their travelers are now starting out with a full line of brushes, etc. "Our goods in the past have always given satisfaction, and we feel confident of a great demand for them in the coming season." said a member of the firm.

The bankrupt stock of F. Moses, Yonge street, Toronto, was purchased by F. W. Unitt, Queen street west, at 30c. on the dollar. Mr. Unitt subsequently sold it by private sale to E. Clapp, who, in conjunction with Mr. Moses, will carry on the business under the style of Clapp & Moses.

The Kemp Manufacturing Co. report a large trade in steel sinks. The firm say: "The price of the steel is lower than that of the cast iron sink, and our sink is not breakable, which makes it much in demand. It is sold both painted and galvanized. We have also had a large run on our galvanized buckets."

The Toronto agents of Thomas Robertson & Co. of Montreal, Craig & MacArthur, report that the new rivet recently placed on the market by that firm is taking well. The rivet is manufactured from iron imported for the purpose and, in addition to this, a new machine has been placed in the factory to

turn the rivet out. "We claim," say the Toronto representatives, "that in this rivet we have an article equal to the finest American rivet."

The Toronto Cutlery Co. say: "Our travelers are again starting on the road, and are carrying many new lines, besides our old ones which have found so much favor with the trade in the past. Our goods have always given satisfaction, and we commence the year with the intention of doubling our trade before it is finished."

J. H. Farr & Co., manufacturers of fine varnishes, etc., Toronto, report their new factory almost complete. The firm say: "We have just received a large consignment of bronze powders from Germany, which makes our stock in this line complete in every particular. We have now the largest and best equipped melting room in the province."

The Gutta Percha & Rubber Mf'g. Co. report that they are already receiving extensive orders for large, special rubber belts for saw mill use, and add: "Mill-owners find it to their advantage to order these belts some time in advance of their actual requirements so as to avoid the rush incident to the opening of the season. Large rubber belts are also improved by lying unused for a considerable time after they are made in order to thoroughly season before being put into service."

The Toronto Fence and Ornamental Iron Works have secured the contract for enclosing the residence of W. H. Pratt, St. George and Bloor streets, Toronto, with an ornamental iron fence. The firm says: "This is the third fence we have placed on the corners of these streets. The other two enclose the residences of Mr. Geo. Gooderham and Col. Sweeny. Business is picking up, and the outlook for the coming season is good."

The McClary Manufacturing Co. report the outlook favorable for the coming season. Orders are already commencing to come in. "We have lately received a large stock of enamelled ware," said a member of the firm, "and are having a good run on it. It is known as the Sterling, and is far superior to any that we have been handling. We continue to receive large orders for milk can trimmings."

J. M. Warner Manufacturing Co. of Hamilton are manufacturing a complete line of carpet sweepers of the celebrated Grand Rapids pattern in all the various finishes and styles. The general construction of these sweepers is claimed to be superior to any now made in Canada, and equal in every respect to those imported, while the prices are much lower than American made goods. The trade should give this Canadian industry their support, and no doubt they will find the goods up to highest standard. An illustrated price list is now in press and will be forwarded to any dealer on application.

NEW YORK MARKETS.

NEW YORK, Jan. 12, 1894.

PIG IRON—The local market for pig iron continues to present those features of extreme dullness and apathy upon the part of buyers, which have now been of so long continuance as to become almost characteristic of the market. Aside from the usual number of small inquiries from consumers who are obliged to replenish depleted stocks there is no business of moment in sight. The failure of the Crane Iron Company in Philadelphia is looked upon in some quarters as a disturbing factor in the market, as it may possibly lead to the forced sale of a considerable quantity of the stock. There are rumors also that the Thomas Iron Company have been endeavouring to make sales to consumers at concessions, but these rumors cannot yet be confirmed.

Southern furnaces maintain prices on the basis of $9 for No. 1 at furnace, and Virginia irons are fairly firm at from $10 to $12 for No. 1 at furnace, according to quality and brand.

Reports from Eastern Pennsylvania would seem to indicate a rather improved demand from the smaller consumers of foundry pig iron, while the larger buyers are to some extent inquiring for forward deliveries. On the whole, their views are so extreme that in but few instances has business resulted.

OLD MATERIAL—The market presents no new features. Old steel rails have sold to the extent of 800 to 1,000 tons at prices ranging from $10.25 to $11, but the demand continues anything but brisk.

OLD IRON RAILS—Are saleable at from $12 to $13, cash, tide water.

WROUGHT SCRAP—Has been bought by out-of-town dealers from yard here at from $10.50 to $11, free to vessel.

OLD CAR WHEELS—Have sold at $10.50, with some sales of broken wheels at $11 and $11.50.

COPPER—New York market steady, at from 10⅛ to 10¼c. for Lake, 9½ to 9¾c. for electrolytic, 9¼ to 9⅜c. for casting.

LEAD—New York market very dull, $3.15 to $3.20; more sellers than buyers. Official bullion price, $3.10.

SPELTER—New York market dull and weak, at $3.45 to $3.50.

PERSONAL.

Mr. Seymour, of the Seymour Shear Co., was in the city this week.

W. V. Kish, of the Toronto Smelting Works, has gone to Halifax, N.S., on business for the firm.

G. R. Hannah of Shelburne, and J. A. Mather of New Lowell, are among the country merchants who have, within the last few days, been paying their respects to Toronto wholesalers.

Freeman Davis, who has clerked in the hardware stores of Foster & Hobbs and W. W. McGregor, Tilsonburg, intends leaving town this week, and will go first to his home in Mitchell. Mr. Davis made a lot of friends in town, who will be sorry to see him leave.

Mr. W. L. Ogle, the general representative of the Gutta Percha and Rubber Manufacturing Company of Toronto, arrived yesterday on his semi-annual trip. Mr. Ogle went on to Victoria, but will return here shortly. He is in the best of good health, and reports business as very fair.—Daily News Advertiser, Vancouver.

CORRECTION.

The following, from Walter H. Cottingham & Co., Montreal, explains itself: "We thank you for notice re our purchase from P. D. Dods & Co. of their artists' material stock, but the notice is misleading inasmuch as it would appear as if we had bought out Messrs. P. D. Dods & Co.'s general stock, while we have only bought their artists' material stock, one of the departments of their business. Will you please have this matter made plain, as we should not like P. D. D. & Co. to suffer anything by the announcement, which might be misunderstood."

TO PREVENT COLLISIONS.

AN apparatus for preventing collisions between trains has been invented by Prof. Pellat, of the Sarbonne. It consists essentially of a band of traveling paper impregnated with iodide of potassium. Over this paper moves a platinum stylus, and when a current of electricity passes through the stylus and the paper the iodide is decomposed, leaving a blue mark on the paper, as in the chemical telegraph of Bain. The moving train is said to send this current in the following manner: The wheels press down pedals placed at intervals along the rails and complete the circuit of a battery connected with the platinum stylus and paper of the apparatus, which is situated in the signal cabin, and the marks thus made on the paper indicate the position of the train and enable the signalman to trace its course along the line, and control and regulate his signals with greater accuracy.

COST OF COACHES.

ORDINARY coaches, cost, says the Railway Review, from $4,000 to $6,000, weigh from 40,000 to 60,000 pounds, and will accommodate from 50 to 60 passengers. A sleeper costs from $10,000 to $20,000, according to finish, weighs from 75,000 to 110,000 pounds, and accommodates from 12 passengers for a compartment car to 28 passengers for a sleeper. With the matter of cost the railroads have little to do, so far as the sleeping cars are concerned, but with the results they have much to do, as they will pull double the weight with half the capacity for the same price per passenger—a proposition at once illogical and unfair.

In the Tutelle office during the past year there were registered 969 ordinary partnerships of two or more persons, formed or dissolved; 371 firms composed of one person only, and 72 limited partnerships. During the year 4,987 new writs were issued in the Superior Court, as against 4,055 in 1892. In the Circuit Court there were 11,139 writs, as against 4,814 in the previous year. In the same court there were 2,707 executions issued in 1893, and 1,336 in 1892. From January 1st, 1893, to the date of its abolition, June 30, the Magistrates' Court issued 4,574 writs. During the year just ended there 217 demands of assignment, while the previous year the number was only 157.—Gazette, Montreal.

H. Boker & Co.

ARE FAMOUS FOR THEIR FINE QUALITY

RAZORS, SCISSORS,
—AND—
POCKET CUTLERY

TRADE MARK.

(TREE BRAND)

For Sale by Leading Wholesale Houses.

SOLDER.

Half-and-Half Solder.
Plumber's Solder.
Refined Metal Solder.
Triangular Solder.

We guarantee all OUR GOODS! If found unsatisfactory can be returned at our expense.

TORONTO SMELTING and REFINING WORKS

92 and 94 Queen St. E., TORONTO.

MIXED PAINTS



TRADE MARK

The Unicorn Brand

Has now the leading reputation for purity and durability in Canada.
They are sold all over the Dominion.

Manufactured only by

A. RAMSAY & SON, MONTREAL

ESTABLISHED 1842.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

CUTLERY.

Jos. Rodgers & Co's, E. M. Dickinson's and other Sheffield Makes. German Pocket Knives and Razors, "Hercules" Scissors. Import orders solicited. See our samples and prices.

A. C. LESLIE & CO.

MONTREAL and TORONTO.

ALMOST EVERY STYLE AND SIZE KNOWN TO THE TRADE



CLAUSS SHEARS AND SCISSORS.

Steel Laid. Tempered with Natural Gas. All Goods Guaranteed.

Highest Medals and Diplomas awarded by World's Fair judges. Catalogue mailed on application.

Clauss Shear Co.

67 Adelaide St. East . . TORONTO, ONT.

TO THE TRADE

Targets.

We control the sale of the famous **Hamilton, Blue Rock and Expert Traps**

Send for samples and get our prices. Targets well packed and no second handling. Shipped direct from factory in Hamilton.

THE BOWMAN HARDWARE AND SPORTING GOODS CO.
HAMILTON, ONT.

MUNN'S LIQUID GLUE

IS THE BEST.

THE ART METROPOLE, Agents.

131 Yonge Street, TORONTO.

OUR SALES OF

"DURHAM" Portland Cement

For the past 8 months have been

25,499 CASKS.

"BURHAM" Brand outranks all others
Try it and be convinced. . . . .

Sole Consignees for Canada,

McRAE & CO., OTTAWA

TRADE CHAT

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such nformation.]

All the shingle manufacturers in British Columbia have joined an association to keep up prices.

The new iron bridge at Dorchester Station over the River Thames, erected by the Peterboro' Bridge Company, has been completed.

The Laflin & Rand powder mill at Rifton, 10 miles from Kingston, N.Y., blew up on Saturday, and it is reported four men were killed.

The B. C. Iron Works Company, Vancouver, are now engaged in constructing a 100-horse power boiler 66 inches in diameter and 16 feet long for Tait's shingle mill.

A hardware novelty that is of especial use to any one using mucilage, consists of a T-shaped wire placed in the neck of the bottle, where it can be used for scraping the extra accumulation of mucilage from the brush.

Mr. McGillivray's iron pipes for the Horse Fly mine, Cariboo, are now being slowly teamed to their destination from Vancouver by way of Ashcroft. The journey will take fully three months, and be made slowly on sleighs.

Frank Holly, London, got his foot caught between the cogs at McClary's last Saturday afternoon. He was cleaning castings by machinery, and his foot was drawn into the wheels and crushed so severely as to render it necessary to amputate part of it.

Several shopkeepers were recently summoned for street obstructions in Halifax, N.S., but they failed to appear in court, and warrants were issued. Two of them were arrested on warrants, but when taken to the station they paid the necessary fines and were released.

The will of William Kitchen, blacksmith, of the Village of Schomberg, has been probated in the Surrogate Court. It directs that the estate, which is valued at $1,700, shall be given to the widow during her lifetime. At her death it is to go to her sons and daughters.

This is a good time for dealers in plumbers' supplies to intimate to their customers that a careful inspection of pipes, range boilers, and so on, would be timely. If it does not yield fruit now, when the disaster does come, the advice of the Hardwareman will be remembered to his advantage.

Four of the largest manufacturing concerns in Halifax, N.S., are closed down at present owing to the depression in trade, and a large number of men are temporarily thrown out of employment in consequence. Gordon & Keith's factory is closed down for two weeks, A. Stephen & Sons' factory for three weeks, Robt. Taylor's shoe factory for four weeks, and Dempster's mills for four weeks.

Cuero, Texas, was treated lately to an electrical display such as has never been seen or heard in that section. It began with distant thunder, getting closer rapidly, and in less than five minutes there were heavy peals of thunder, and lightning flashes, and sparks or balls of fire descending within five feet of the ground and bursting, making a loud report. The people were all frightened and are not anxious to have the same kind of treat again.

A new piece of flatware has made its appearance in London, called the "Masticator." Fastened to the back and prongs of a fork is a flat piece of metal in which are inserted sixteen small triangular cutters, which by pressing upon a steak or chop upon a warm plate will mince the edible, making the process of eating for the aged, the invalid and children a comparatively easy one. It is sold, when placed upon a white metal fork, at sixty cents, or upon an electroplated fork at $1.20 each.

There has recently been placed in position at the Symonds-Kaye mine, at Montague, a six-inch jack-head pump. It is one of the largest that is in Nova Scotia, and can work twenty-five strokes to the minute. At present the company only run it twelve strokes to the minute, and that keeps the mine perfectly dry. The pump was manufactured by Macdonald & Co. There are also two other four-inch pumps and another steam pump, which can be brought into use if necessary.

B. C.'s output of gold dust, as reported through the banks dealing in the same, shows a decline of value from $328,690.49 in 1892 to $302.340.57 last year. The apparent fall is, however, unreal, as much gold was shipped from the Kootenay country via Spokane, whilst some from the far Yukon went direct to San Francisco. It cannot, therefore, be doubted that B.C.'s real output of gold dust for 1893 would, if fully tabulated, record a moderate advance on the results of '92.

A new engine of war has been invented by M. Turpin. The chief point of the invention is the application of electricity. A very light wagon, drawn by two horses, contains two groups of projectiles, and with the aid of four gunners, four charges can be fired off in a quarter of an hour, each throwing 25,000 missiles over a surface of 22,000 square metres. In spite of its extraordinary power, the invention is said to be perfectly simple in design.—Invention.

A method of strengthening copper steam pipes by means of coiled metal wire is described by Mr. Nabor Soliani in the Rivisitta Marittinia. The practice is to serve the tubes over with one or more layers of closely laid metal wire, wound on under tension. Drawn tubes up to about 8-in. in diameter are made out of copper sheets by blazing in the usual way, and are then wrapped round with a close spiral of copper or Delta metal wire. It is understood that this method has been adopted in the Italian navy.

A unique sign has been received by Cornwall & Tilley, general agents for the Sun Fire Insurance Co. of London, Eng. It was made by C. W. Shonk of Chicago, and is of brass. On it is a representation of the ancient fire engine used in London, with the firemen formerly employed by the insurance company to protect the insured property and a representative of the Salvage corps, which appears to have been in existence nearly two hundred years ago. The sign is a very pretty and attractive one.

Mr. Vanbruissel, Belgian consul-general here, has asked for the co-operation of the Dominion Government in aiding committees organized in France, Germany and Belgium for the purpose of enquiring into the mineral resources of Canada. The object of these committees is to issue periodical reports upon matters of interest, dealing with the description of the deposits and mines, means of transportation, location, output, etc. The different provincial Governments have also been communicated with.

Mr. R. W. Hitchcock, who was engaged with the Westinghouse Electrical Company at the World's Fair during the past summer, has returned to town, and is now maturing a plan for the establishment of an Electrical Power Company to transmit power from the Moulinette dam for the purpose of running the mills here, and also of operating an electric street car system for Cornwall. A number of United States capitalists are interested with Mr. Hitchcock, and they are prepared to commence the work as soon as a right of way is obtained from the town. It is proposed to run the line from the station to Second street, by way of either Pitt or Sidney street, and run along Second street from the paper mill to Marlboro' street, and thence to the Canada Cotton Mill. The company propose to put in plant to furnish 5,000 horse power at the commencement. A petition will be presented at the next meeting of the town council, asking for the right of way for the street car line, and if this is secured Mr. Hitchcock hopes to be able to conclude his arrangements immediately.—Standard, Cornwall.

A tourist in the West saw over the door of a little shop in a small town this curious sign:

SAWS FILED, KNIVES SHARPENED,
ALSO
MILLINERY.

M. Langlasse, and ingenious Frenchman, has devised a simple arrangement of elec-

trical contacts for door locks, which, during the hours when no watch is kept, will give notice of any attempt at opening the door by means of false keys or pick-locks, by ringing a bell. It is this sort of invention that has ruined burglary as a paying profession. —Chicago Journal of Commerce.

MEXICAN FREE ORE.

MINE-OWNERS certainly have just cause for an uprising against the Wilson bill covering the section whereby the lead smelters on the borders of Mexico are especially selected to receive the benefit of free ores. Under the McKinley law, during the last three years, we have collected in duty on these silver ores about $2,000,000, and although lead has been exceedingly low in price, yet this large amount of ore has come in. Is it not fair to ask, if Mexico can afford to send us 30,000 tons in 1893, and pay 1½ cents duty, why should this favoritism be shown to this particular kind of lead ore? Why not let these ores bring into our Treasury the $750,000 to $1,000,000 that a duty of ⅜ cent per pound would bring in every year? If the bill, as it now stands, shall become a law, it will cause an immense amount of hardship to the miners of the West, most of whom are dependent for a living upon this business.—Metal Market Report.

NO MAN IS INDISPENSABLE.

"AH, yes," said an old commercial traveler to us the other day, "I've quite conquered the idea that my services are indispensable to my firm. The notion took complete possession of me once, years ago, but the experience resulting from it cured me forever.

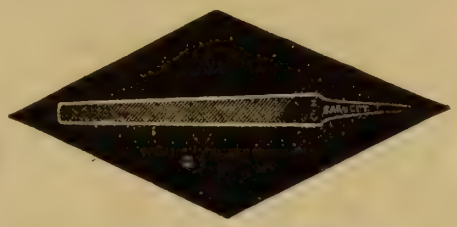
"I had a good trade, and, like many other young salesmen, fancied that I owned the house, and made demands that were altogether unreasonable. These not being granted, I threatened to leave the house and go to some other firm, and, to my surprise, was told to go. Smiling in derision at my principal's short-sightedness, and confident that the old concern would fail very quickly without my services, I went out. And then I began to experience other surprises. I applied for other positions in vain. They were all filled. The old house did not recall me, and seemed to run right along as usual. I was put to ssore straits, but found a cheap situation at last with a poor commission firm, and was glad to get it. Time passed. Instead of going to the wall the old house appeared to be doing better than ever. It didn't break worth a cent. One day the principal met me on the street and asked me how I was prospering. I told him frankly and acknowledged my fault. He took me back, and I've been with that house ever since. It was a needed lesson and will last me for a lifetime. Many men are valuable, but not indispensable.—Commercial Tribune.

Pure Southern **TURPENTINE** Our Specialty

Remember, we are headquarters for the pure article, and intending purchasers will do well to get our price before placing their orders.
Every barrel of Turpentine we ship is accompanied by our printed guarantee that it is ABSOLUTELY PURE.

We Are Not Members of any Combine.

FRANCIS, FROST & CO., 33 Front St.W., TORONTO

BLACK DIAMOND  **FILE WORKS,**

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. **Gulletting Sawfiles.**
Climax Sawfiles. **Lightning Sawfiles.**
—— AND ——
EVERY OTHER DESCRIPTION OF SAW FILES.

BUSINESS CHANCE.

Advertisements inserted under this heading two cents per word each insertion.

STORES and Offices to rent in The Thomson Bros. Block, Calgary, a three story stone building, plate glass front, heated with hot water, lavatory, closets, etc., most central location in the city, ready for occupation in about a month. Address, THOMSON BROS., Calgary.

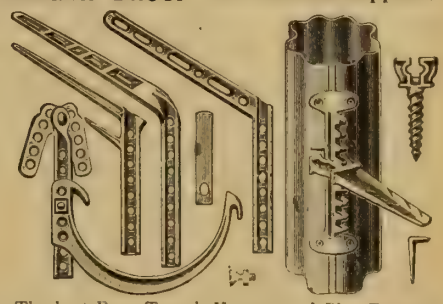
FEATHER DUSTERS

Our Dusters are away in advance of any other duster made by any other firm in America. Prices the lowest.

DEARBORN DUSTER CO., CHICAGO.

Frank Holt, Agent, 81 Colborne Street, **Toronto**

BERGER BROS. Tinners' Hardware and Roofers' Supplies.



The best Eave Trough Hangers and Pipe Fasteners on earth. Berger's Long Eave Gutter, Pipe Hooks and Fasteners of every description. Also Ridging, Crestings, Finals, Registers and Ventilators. Don't buy until you have our price. Samples and catalogue free.

237 ARCH ST., PHILADELPHIA, PA.



"BUILD TO-DAY THEN, STRONG AND SURE, WITH A FIRM AND AMPLE BASE." —Longfellow.

DO YOU?

WISH THUS TO BUILD, an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors.

YOU LOSE MORE THAN WE DO BY NOT ADVERTISING IN THIS JOURNAL

LUCIFER MATCHES.

WHO was the inventor of the lucifer match? At least as many countries are now disputing the honor of having produced the parent of the first friction match as there were cities claiming to be the birthplace of the Father of Poetry.

In the opinion ofthe London Chemist and Druggist there is no doubt that friction matches were known in England just after the close of the first quarter of the century. In fact, time will probably show that the real inventor of the lucifer was a Rritisher, though it is very likely that shortly after the discovery was made in England the secret was also found independently on the continent.

The first light-bearing matches, as sold in England in 1826, were made of strips of cardboard paper or of flat splints of wood, tipped first with sulphur and next with a mixture of chlorate of potash and antimony. They were lighted by being drawn smartly through a piece of folded glass paper. Needless to say, they were expensive, wasteful, offensive to the smell, and unsafe. A more effective form of match was introduced soon after by the name of "Congreve light" or "lucifer." It was in England also that machines for cuttiug the splints forming the body of the match were first brought out, though quite 30 years seem to have elapsed between the invention of matches and the advance of the industry to this stage of machine use.

Naturally the retail sale of matches was at first mainly in the hands of pharmacists, who probably were manufacturers themselves in most instances. One of the day-books of the late Mr. John Walker, who was in business as a chemist and druggist at Stockton-on-Tees, as early as the first quarter of the century, for instance, bears numerous entries relating to the sale of "friction lights." The first runs as follows:

DIE SATURNI, April 7, 1827.

No. 30.—Mr. Nixon.

Sulphurata, hyper oxygenate, frict.

100 ..... 1s. 2d.

Tin case ..... --s. 2d

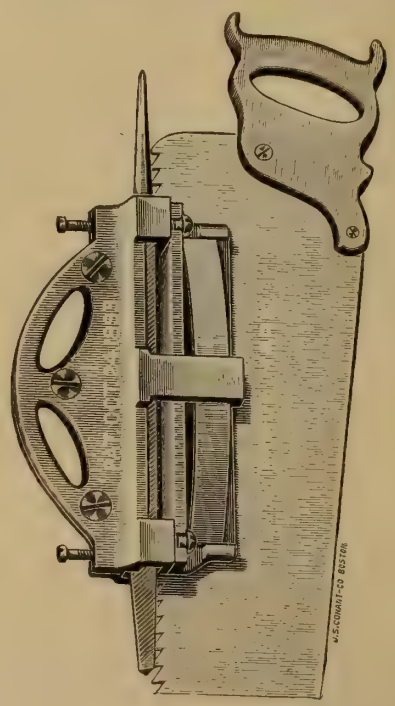
And from that day onward until September 23. 1829, no fewer than 164 boxes of the same kind were sold by Mr. Walker, who made a solemn entry in Latin each time to record the fact.

In some quarters, in fact, this Mr. Walker is said to have been the original inventor of the lucifer match, and it is even stated that he hit upon the idea of the preparation while engaged in the manufacture of some chemical compound in his laboratory, after observing that a stick which he had used for stirring took fire when accidentally rubbed upon the hearthstone.

Another claimant for the honor of having invented the friction match is Sir Isaac Holden, who is now, at the age of 86, an active politician and business man. Sir Isaac, in evidence he gave some years ago before a parliamentary committee on the patent act, stated that in October, 1829, when engaged as a teacher of chemistry at Reading, he was in the habit of rising at 4 a.m. and of lighting up, as everyone then did, by means of a flint and steel. He often thought of the desirabillty of improving this cumbersome process, and the idea occurred to him to place sulphur between a piece of wood and some chlorate of potash, the explosive nature of which was well known at the time. He tried this plan in the classroom, and one of his pupils, the son of a London chemist, immediately wrote to his father about the experiment. Shortly afterwards Sir Isaac had the satisfaction of hearing that lucifer matches prepared upon his system were being offered for sale in London. He was then urged to apply for a patent, but he thought that the matter was too small to trouble about.

A PERFECT SAW JOINTER.

THE accompanying cut is an illustration of a unique saw jointer that is being put on the market by E. Bertram Pike, of Pike Station, W.H. It is claimed to be the only perfect jointer made, and is adjustable to any saw. Among its commendable points are these: It joints the teeth absolutely square; it does not require



a special file, as a common triangular or flat file can be used in it; it can be adjusted in a moment to the largest cross-cut or finest hand saw — always setting square on the teeth. The "Perfect Saw Jointer" is a tool that no wide-awake carpenter or mechanic can afford to do without, as it saves much time and insures accuracy in jointing the teeth to an equal length — preventing the wear and tear on the hands caused by the old-time methods.

THE MEN WITH THE PIG.

A FEW days ago two men, who were afterward found to be Detroiters, arrived in town, about 50 miles to the west of Detroit, leading a pig. It was, perhaps, big enough and heavy enough to be called a hog, but they termed it a pig, and as they turned it over to the care of the landlord, at whose inn they proposed to rest for the night, one of the men explained:

"Be awful careful with that pig. He's a daisy—a new breed just from Scotland. We've sold him to a farmer out here for $50, and we don't want anything to happen to him."

The landlord locked the pig up and then began to think and cogitate and suspect. When the strangers had gone to bed he called in some of the boys and said:

"I've twigged the racket; them two fellows are sharpers, and that's a guessing pig. To-morrow they will give you a chance to guess at his weight at 10 cents a guess, and you'll be cleaned out—only you won't! As the fellows sleep we will weigh their pig and beat their game."

Nobody slept until the pig was taken over to the scales and weighed. He pulled down 170 pounds to a hair, and the villagers went home and hunted up their nickels and dreamed of pigs and scales and sharpers through the remainder of the night.

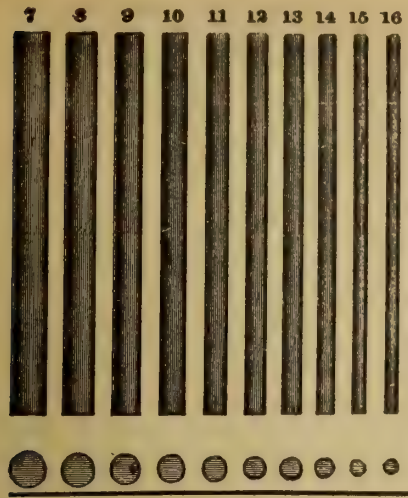
Next morning the pig was led around in front, and before starting off on his journey one of the owners remarked to the assembled crowd:

"Gentlemen, I'm going to weigh this pig directly. Maybe some of you would like to guess on his weight. I'll take all guesses at 10 cents each, and whoever hits it gets 50 cents."

This provoked a large and selected stock of winks and smiles, but no one walked up until the pig man said that any one person could guess as many times as he cared to, provided a dime accompanied each guess. Then a rush set in. Three or four merchants put up 50 guesses each. A justice of the peace took 30. A lawyer said about 20 would do for him. Before there was any let up in the guessing about 600 had been registered and paid for. Every soul of 'em guessed at 170 pounds. It was curious what unanimity there was in the guessing, but the pig men didn't seem to notice it. When all had been given a chance the pig was led to the scales, and lo! his weight was exactly 174 pounds!

"You see, gentlemen," explained the spokesman, "while this animal only weighs 170 pounds along about 11 o'clock at night, we feed him about five pounds of corn meal in the morning before weighing! You forgot to take this matter into consideration!"

Then somebody kicked the landlord, and he kicked the justice, and the justice kicked a merchant, and when the pig men looked back from a distant hill the whole town was out kicking itself and throwing empty wallets into the river.—Detroit Free Press.



Wire. Wire.

Coppered Steel Spring Wire, Tinned Mattress Wire,
Broom and Brush Wire, Hay Baling Wire,
Flat Wires, Soft Coppered Wires.

WE GUARANTEE THE QUALITY OF ALL OUR WIRES.

The **B. Greening Wire Co. Ltd.**

Write for Catalogue. HAMILTON, CANADA.

CORPORATE MARK



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

Hard Wear Paper

FOR

Hardware Men

Manillas, Brown Wrapping,
Hardware Manilla . . .
Leather Manilla, Etc., Etc.

PAPER

We can supply Paper of all Grades, in any size or weight, at the best prices and most favorable terms. Write us for samples and quotations.

TORONTO BRANCH : 29 Front St. West.
MONTREAL BRANCH : 318 St. James St.

THE

E. B. EDDY CO., Hull, Canada

MOUNTING THE LADDER.

A YOUNG man who starts out with a clear conviction that there is "plenty of room at the top," and who is industrious and saving, says Merchants' Review, will be pretty apt to reach the topmost rung of the ladder of success. The trouble is that so few young fellows are capable of self-denial, or else are not willing to exert themselves sufficiently to achieve success. Some, too, are not willing to begin at the bottom of the ladder, and therefore are handicapped by their ignorance of their vocation. It takes more than a smattering to rise in any pursuit in these days of active competition, when for every vacancy there are a score or more applicants. It is a very common practice of writers and lecturers on topics such as "How to Achieve Success," to illustrate their remarks by examples taken from life. The career of some leader of trade or industry, or of some statesman, who started out in life with the traditional shilling or fifty cents, and, by severe self-denial and the most active exertion and iron resolution, finally gained a world-wide fame, is instanced, but generally only a slight impression appears to be made upon the youthful reader or hearer. Yet similar opportunities are open to the aspirant of to-day as were opened to the most successful men in the past. In fact, the opportunities always exist, but the man is not always ready to grasp them. Perhaps the reason why such illustrations usually fail of the object of the writers or lecturers is, because those for whose benefit they are presented cannot convince themselves that they have a ghost of a chance of succeeding where so many apparently superior men have failed ; for those at the top have still reason to feel lonely ; it is by no means crowded up there yet. But if the young men in business who doubt their own powers would only try to fit themselves for a position a grade higher than that which they fill, they would find that their progress up the ladder would be more rapid, and that many of the obstacles of which they have been apprehensive would disappear. Step by step, rung by rung the ladder must be mounted, but one will never rise unless the first step is attempted, and progress is the surer, the nearer the bottom of the ladder one grasps the rung. One will never rise by shirking one's duties ; it is the willing, industrious clerk who becomes the senior clerk or the partner of his employer, and who has the best chance of success in starting in business alone. Some men have a special aptitude for quickly acquiring a knowledge of any branch of the mercantile business, but as a rule an intimate acquaintance with either of the branches is only obtained at the expense of considerable time and labor. Nevertheless such an acquaintance is essential to any person entering mercantile life, whether with a view to permanently remaining therein or merely using it as a stepping-stone to success in other walks of life. Therefore we say to the young aspirants in the store, first learn the duties of your present position thoroughly, making yourself indispensable to your employers, and acquiring their confidence as well as the confidence of their customers, before attempting to set the waters of the nearest river on fire. By so doing you will not only preserve your own self-respect and gain the esteem of your acquaintances, but you will also be fitting yourselves for more responsible and more profitable duties to come.

SELLING AS AN ART.

CARELESS and indifferent salesmen can neutralize the effect of the most clever advertising. The largest users of printers' ink take pains to instruct their salesmen in the proper treatment of customers, and a good article for such use recently appeared in the Washington Evening News, over the signature of Isaac Gans, of the well-known local firm of Lansburgh & Bro. The following is a portion :

A sales-person should strive to gather the knowledge and workings of all stocks though he be confined to one department. He should strive, first of all, to work through the different grades until he is at the head of his special line. He should learn to obey, not because he must, but because he ought to. A man who cannot obey cannot command. He will be unfit even to assume the charge of his stock, should opportunities ever give him this chance. He must act, in carrying out his instructions, with the expectation that some day he will have a place of business of his own, and must learn to run it successfully. Shoppers nowadays are intelligent. They know well the value of merchandise, and, therefore, it does more harm than good to enlarge too much on what you are showing. A pleasing explanation of the fashion, a general suggestion, and then the salesman should allow the customer an opportunity of exercising unbiased judgment. Sales are often ruined by overmuch talk. Be honest in your suggestions ; never overdo anything ; show your wares to the best advantage ; make your stocks look presentable, and you will be a success. Many clerks make mistakes by being forced into submission. It is far better to do what is expected of you in a graceful manner than to be coerced. Promptness is another factor in the "make-up" of a good sales-person. That employee who lags a few moments in the morning or noon-time will lag all through his life. Discretion in waiting on a customer is another rare quality. To a neat person show neat patterns. To one who is a little more lavish in style of dress, show goods according to such tastes. Never try to convince a customer that your way of thinking is right. You can advance your ideas if you find they do not conflict with your patron's views.

A FAITHFUL CLERK'S REWARD.

"JAMES," he began, as the clerk entered the private office, "the new year is close at hand." "Yes, sir."

"How long have you been with us ?"

"Twenty years, sir."

"Ah ! Twenty years. You came in from the country with all your worldly possessions tied up in a cotton handkerchief."

"I did, sir."

"You left home determined to achieve success ?"

"Yes, sir."

"You believed that honesty and integrity would be rewarded, and that faithful service would meet its reward."

"That's the way I reasoned, sir."

"Ah ! I remember the morning you applied for a situation. I liked your looks and and the way you talked."

"Thanks, sir."

"Now, James, my partner goes out with the new year ; I've been thinking of you."

"Y-yes, sir."

"Of your long and faithful service."

"Yes, sir."

"And I'm going to reward you. I'm glad it's in my power to do so. I shall commence the new year alone."

"Exactly."

"With limited capital."

"Ah !"

"And it will, therefore, be necessary to reduce all salaries. On all the others I shall make a cut of 15 per cent. Owing to your long and faithful services I shall make the cut in your case only 10. That's all, James, and I hope you will try and get down half an hour earlier in the morning, and also be a little more economical with the gas and fuel."—Ex.

HE HANDLES EVERYTHING.

The typical store in an Irish village contains everything, from second-hand coffins to false teeth. An English contemporary has received some curious bill-heads of Irish storekeepers which emphasize the point. This one is fairly comprehensive :—

Kildorrery.

To P. MAHONY, Dr.

MILL OWNER.

Wholesale and Retail Flour Stores, Bakery and General Drapery; Farm Seeds and Artificial Manures in variety; Grocery, Wine and Spirit Stores; Agent for Beamish and Crawford's Porter, Guinness's XX Stout and Bass's Ale, on draught and in bottle; Window Glass, Oil, Paints, and Dye-stuffs; all size Slits and Deals, and cut to order at own Saw Mills, Rockmills; all sizes of Crown and Common Iron; Nail Rods and Metal Castings, Nails, Bolts, Locks, Hinges, &c., &c. All sold at lowest rates for cash. Post Cars for Hire.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

CURTIS & Newson, hardware merchants, Vancouver, B. C., have satisfied a chattel mortgage for $4,500.

E. Chanteloup, brass founder, Montreal, is liquidating.

Joseph Nevison, saddler, Fenelon Falls, has assigned to W. E. Ellis.

Greenway & Richards, general merchants, Crystal City, Man , have assigned.

George Stothart, hardware and crockery, Chatham, is offering to compromise.

Mrs. M. Ringrose, general merchant, Renfrew, has assigned to Arthur Grenville.

PARTNERSHIPS FORMED AND DISSOLVED.

Robert, Frere & Co., tinsmiths, Lachine, have dissolved.

Longueil, Eubley & Co., plumbers, Halifax, have dissolved.

Berg & Fembery, repairers of sewing machines, Montreal, have dissolved.

Lorner & Rose, iron, steel and general agents, Montreal, have dissolved. Each continues on his own account.

Ferdinand Robert and Amadee Robert, have registered a partnership in Montreal to carry on business as tinsmiths under the style of Robert, Frere & Co.

SALES MADE AND PENDING.

J. H. Robinson, blacksmith, Toronto, has been sold out under chattel mortgage.

Bracken & Co., housefurnishings, etc., Toronto, have been sold out by the bailiff.

Lewis Bros. & Co., Montreal, have bought the balance of the stock of Robert Benny.

The stock of George Duthie & Co., roofers, Toronto, is advertised for sale by tender.

The general stock of McLean & Irwin, general merchants, Kingsbury, Que., is advertised for sale by auction 19th inst.

The plant, stock, etc., of the Laidlaw Manufacturing Co., manufacturers of stoves, Hamilton, is advertised for sale by tender.

The Mattawa stock of Dunlop & Chapman, hardware merchants, Pembroke and Mattawa, is to be sold by auction, Jan. 18.

CHANGES.

Mrs. D. McKay, general store, Craighurst, is giving up business and is advertising stock for sale.

James Wilson has been registered proprietor of James Wilson & Co., railway supplies, Montreal.

Sherman & Hinchcliffe, general merchants, Portguichon, B.C., have been succeeded by the Fisherman's Canning Co. (Ltd).

FIRES.

Anderson & Annsbury, plumbers, Quebec, have had their stock damaged by fire.

The loss by fire at Wood's general store at Forest Station, Man., Sunday, was $4,500.

There have been burned out at Miami, Man.: S. A Cowan, hotel, insurance $5,000; Collins & Munro, general merchants, insurance $5,250; G. T. Homberger, harness, insurance $1,500; Lawrence & Campbell, hardware, stoves, etc., insurance $2,000 on stock and $1,000 on building.

DEATHS.

J. Graham, of J. Graham & Son, general merchants, Miami, Man., is dead.

A SLAG STEAM GENERATOR.

SLAG steam generators, for utilizing the waste heat contained in the furnace slag for the production of steam for motive power purposes, have, according to an exchange, been designed by an Australian inventor. The machine consists of a steel shell in the form of a strong egg-ended receiver, having flattened faces on the top and bottom, and through these flat portions a number of Galloway tubes, arranged in two rows and tapered from five inches at the top to ten inches at the bottom, are passed, secured to the shell by flanges. The lower or larger end of each tube is closed by means of a cast-iron door manipulated by means of a convenient lever, and the upper end of each tube is provided with a funnel for conveying the slag into the tubes, a pair of iron rails also passed across the upper face of the boiler and all the funnels, thus serving as a track for the slag pots. At each end of the boiler a bin is provided, into which the skin of the slag is dumped, which always sets on the cast-iron pots from which it is poured, and this red hot material lying against the ends of the boiler plates serves to conserve the heat.

AN IDEAL LEMON SQUEEZER.

THERE are lemon squeezers and lemon squeezers. One that is of the ideal description is that shown by the accompanying cut. It is known as the "Rapid," and is handled by M. & L. Samuel, Benjamin & Co., of Toronto. Its advantages are many. These, as stated by the manufacturers, are some of them: 1. It is the simplest and best ever made, as it automatically presses and revolves the lemon on the cone, extracting every particle of juice with one motion. 2. The cup and cone are covered with sheet aluminum metal, which is not affected by the acid of the lemon. 3. The cup and cone can be easily removed for cleaning. 4. The glass holder is adjustable for any height of glass. 5. The machine is so simple that there is nothing about it to get out of order. 6. The cup and cone form a strainer, which will not clog like the perforated strainers on other machines.



REASONS FOR A CASH SYSTEM.

A LEADING hardware firm thus announces its reasons for adopting the the cash system:

"A long experience in the hardware business has convinced us that the system of selling goods on credit, to be paid for when convenient, is a most vicious one. The increased expense of doing a credit business, on account of bookkeepers and collectors, the amount of inevitable losses every year on account of bad debts, which will occur notwithstanding the most careful discrimination, and the loss of interest in having a large amount of capital tied up in book accounts, all render necessary a large margin of profit, which has to be considered as business expenses and be paid for by the cash buyers. Besides this, the bad feelings constantly occurring because credit is given to one customer and refused another, and the disagreeable necessity of being obliged to dun customers for past-due accounts, confirm us in our determination in the future to sell for cash. In these times of close competition cash buyers expect and are entitled to the very lowest prices, and should not be required to pay the losses incident to a credit business."

All of the foregoing is unfortunately too true, but in a country town of 10,000 to 30,000 inhabitants, where the town is supported partly by small factories and partly by the surrounding agricultural community, a strictly cash system could not, we think, be successfully carried out. Hardware merchants in general would be only too glad to adopt a cash basis, but in many instances and in some towns there are insuperable obstacles in the way of reform—which is really a matter of education. Hence, while our merchant is doing the educating, the others are doing the trade.—Industrial World.

The revenue of Canada for the past six months of the fiscal year amounted to $18,315,000, and the expenditure from consolidated fund to $13,838,000, or a surplus for the half year of over $4,000,000. The receipts from customs show a decrease of half a million in December.

THE SEWAGE OF A LARGE CITY.

GLASGOW is now resolutely grappling with its sewage problem, a difficulty which, sooner or later, every city, large or small, is compelled to face. The efforts to satisfactorily solve what has been aptly described as the puzzle of the sanitarian and the despair of the engineer may be viewed on broader lines of interest, says Industries, than on the merely local grounds connected with the municipal affairs of that city. For full half a century the legislators of Glasgow, though inactive, have been keenly alive to the importance of the problem. It is now nearly forty years ago since the opinions of Sir Joseph Bazalgette, Mr. Bateman and Professor Anderson were sought; while in 1874 Sir John Hawkshaw, as royal commissioner, took the matter up, and reported fully on the whole scheme. Nothing, however, was done, and to this day—though the imperative necessity of action is as fully admitted as fifty years ago—the Clyde remains, to put matters plainly, a huge open sewer—a fact which fully demonstrates itself with every recurrence of warm weather, more especially if accompanied by drought.

Turning to the various modes now in vogue for sewage disposal, the first, viz., gravitation, is considered quite impracticable for Glasgow, owing to the strenuous opposition offered all along the coast to any project which, by detracting from the amenity of the neighborhood, might in the least degree depreciate the value of residential property. The second method—irrigation—is, for a variety of reasons, deemed hopeless in Glasgow; while a third mode, viz., filtration, has been likewise discarded, on the ground of excessive cost.

The only feasible course open to Glasgow appears, therefore, to be that of precipitation, and the first practical effort to solve the problem by chemical treatment will be watched with keen interest not merely by those locally concerned, but also by sanitarians of every shade of opinion throughout the kingdom. Parliamentary powers were sought and obtained in 1891, and some 30 acres of land at Dalmarnock were acquired for the erection of works capable of dealing with about one-fifth of the sewage of Glasgow. Mr. G. V. Alsing, who has had valuable experience at Bradford and Sheffield with the system adopted, was appointed engineer, and early last year the tender of Messrs. John Goldie & Son, contractors, for the sum of £45,000, was accepted, and the work is now in course of execution. The mode in which the sewage will be dealt with may be briefly summarized as follows:

On entering the works it runs direct into the catch-pits, where the heavier constituents are precipitated by gravity, and removed by the same agency into sludge tanks, whence in the form of cakes, moulded in presses by compressed air, it will be utilized as manure for agricultural purposes. The lighter and more aqueous flow from the catch-pits will be lifted by centrifugal steam pumps into the mixing chamber, where the chemicals—sulphate of alumina and milk of lime—are added for the precipitation of the sewage. The liquid then passes into the precipitation tanks, twenty-four in number, each 45 feet by 50 feet, by 6 feet in depth, and with a capacity of 80,000 gallons. The work of separation over, the fluid on the surface is emitted through self-floating valves—the invention of Mr. Alsing—into a corresponding number of aerating tanks of similar dimensions. The effluent is then discharged as a clear and colorless stream into the Clyde, after filtration in sixty filters covering some three acres of ground.

When in full operation ten million gallons of sewage will be treated every 24 hours; while provision is made for extensions capable of dealing with double that quantity. The total estimate, inclusive of land, is £100,000. The authorities of Glasgow have to cope with fifty million gallons of liquid sewage per diem, in addition to 1,000 tons of solid refuse; and any system which promises to aid them in their arduous duties and to purify the Clyde will be watched with keenest interest on all hands. This river at present is in a condition which most adversely affects the steamboat companies who make Glasgow their port.—Scientific American.

MAKING LARGE STEAM PIPES.

AT the New York meeting of the American Society of Mechanical Engineers Mr. C. H. Manning read a paper in which he described a method of manufacturing large steam pipes, which he employed 11 years ago for several thousand feet of 20-inch pipe, with very satisfactory results. The pipe was made of mild steel quarter-inch thick, double riveted, and with die forged flanges three-eighths and half-inch thick. The pipe was riveted with an Allen pneumatic riveter having 70-inch reach of arms which limited the length of sections. The longitudinal seams were placed quartering 45° from top of pipe, with the laps pointing up so as to be readily accessible for calking. The quarter turn was made of two 5-16-inch sheets curved on a cast iron former, and having a row of rivets along the back and another row along the throat. The tees were made of 3 sheets, shaped over similar formers, and the rivets were all on the sides. A serious difficulty had been previously experienced in keeping the roundabout joints tight. Leaks had been caused by condensed water retained by these seams, which caused unequal expansion, as the portions covered by them heated much slower than the unprotected or dry surfaces, This was remedied by making the section conical, and bringing all the laps in one direction, and then laying the pipe on a down grade with the smaller ends the lowest, so that the water ran out. The last course of the pipe was not coned, to avoid having two cases of flanges. Mr. Manning has never known a riveted pipe to give out under water-hammer, and a hammer that would completely wreck a cast-iron pipe or split a welded pipe would only strain the longitudinal joints of a riveted pipe.

THE PILOT BAY SMELTER.

DR. WILBUR A. HENDRYX, the manager, and one of the chief shareholders in the smelter at Pilot Bay, says: "If you can tell me when we will get cheap transportation into that district, I will tell you when the smelter will start up. It all depends on that." All the necessary machinery is on the spot, but it has not yet been set up. In about three months' time, however, it could be put in running order, with a capacity of about 200 tons per day. The building and wharves have all been erected in a most substantial manner, and are fully equal to those of any smelter in the States.

In speaking about running operations in the Kootenay, Dr. Hendryx said that quite a number of mines would be worked all the winter. Amongst these were the Idaho, Bluebird, Lucky Jim, Mountain Chief, Noble Five, Washington and Freddie Lee. At the present time 20 tons of ore were being shipped out daily, and this amount will probably be largely increased before winter is over. All shipments are being made via Kaslo and in consequence Kaslo is coming up again. Though snow does not usually fall in that neighborhood till Christmas, there was a heavy fall several weeks since, and as it has frozen hard, the ore is being brought out in sleighs.

Ore has been shipped in considerable quantities to San Francisco via the C. P. R. during the last few months, but now that navigation via Revelstoke is closed, all has to be shipped via Spokane and the bulk is being sent to Kansas City.

Dr. Hendryx predicts that Kaslo will come to the front again in the spring, and that the whole district will go ahead as soon as means of communication are established. He has hopes of early C. P. R. development in the region.

NEW METAL-CUTTING SAW.

W. Hartman, of Fulda, Germany, has invented a new metal-cutting saw, the edges of which are inclined alternately in opposite directions, all the leading points and all the succeeding points of the cutting edges being at an equal height. The sides of the blade may be ground behind the cutting points to the surface of a hollow cylinder. The leading cutting points may be deeper than the succeeding points of the same cutting edge, so that each single tooth is set in the manner of a turning or planing tool with regard to its cutting edge.

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Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

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Best Crucible Cast Steel.

STEEL, PEECH & TOZER, Ld.

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Open Hearth Steel.

Agents,

James Hutton & Co.

MONTREAL.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 21, 22
Straits ..... " 20½, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
M.L.S. equal to Bradley		
I.C., usual sizes	$5 75	$6 00
I.X., "	7 00	7 25
I.X.X., "	8 25	8 50
Raven & P.D. Grades—		
I.C., usual sizes	4 00	4 25
I.X., "	5 00	5 25
I.X.X., "	6 00	6 25
I.XXX., "	7 00	7 25
D.C., 12½ x 17	3 75	4 00
D.X.,	4 75	5 00
D.X.X. "	5 75	6 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	4 00	4 25
I.C., special sizes	5 00	5 25
B.V. Grade, I.C., usual sizes	4 85	5 00

Note.—Round lots of 14x20 might be purchased of 25c. box

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	7 50	7 75
I.X. Terne Tin	9 50	9 75
Old process I.C.		13 00
" " I.X.		16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X., 14x56, 50 sheet bxs	
" 14x60, "	6½c, 7c
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½	6½
26 "	6¾	7
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 95	....
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 60
Hoop " "	....	2 60
Swedish " "	4 00	4 25
Sleigh Shoe Steel	.....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
3/16 "	2 35
¼ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¼, 2½
26 "	2½, 2¾
28 "	2¾, 3

Canada Plates.

All dull	2 65
½ polished	2 75
All Bright	2 90

Iron Pipe.

Wrought 62½ and 5 p.
Galvanized, 40 to 40 and 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 5
" 5-16 " "	4½ 4¾
" ⅜ " "	4¼ 4½
" 7-16 " "	4 4¼
" ½ " "	3¾ 4
" ⅝ " "	3⅜ 3⅝
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15 ....
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ..... ton lots	0 11¾ 0 12
Lake Superior	0 12¾ 0 13

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 22 $0 25
" round & square 1 to 2 in	0 20 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16 0 17
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 18 0 19
" 35 to 45 " "	0 16 0 17
" 50 lb and above per lb	0 15 0 15½

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelte .

Foreign, per lb	0 04½ 0 05
Domestic "	0 04⅝ 0 04¾

Zinc Sheet.

5 cwt casks	0 05½ 0 05⅝
Part casks	0 05½ 0 05¾

Lead.

Imported Pig, per lb	0 03 0 03½
Domestic "	0 03
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.	
Bar Half-and-half (guar.)	0 15	0 16
Standard	0 14	0 15
Wire	0 17	0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 12 0 12½
Other makes "	0 11 0 12

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	5 00
No. 1 Do. "	4 75
No. 2 Do. "	4 50
No. 3 Do. "	4 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 00	1 20
2nd qualities "	0 90	1 00
Barn (in bbls)	0 80	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre(J.C.) bbls,p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } " "	1 25 1 90
Canadian " }	
Paris Green, per lb	0 13½ 0 15
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 69
Extra "	0 90
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 85
No. 1 Carriage "	1 30
Gold Size Japan "	1 00 1 20
Pure Orange Shellac "	1 95 2 05
Hard Oil Finish	1 30
Oil Shellac	1 40
White Shellac	2 25

Linseed Oil (in bbls)

Raw, per gal	0 60 0 62
Boiled "	0 63 0 65

Turpentine (in bbls)

Selected Packages, per gal	0 44 0 46

Castor Oil.

Best, per lb	0 07½ 0 08

Cod Oil.

Cod Oil, per gal	0 50 0 51

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet	0 13 0 15
White, extra	0 16 0 18
Gelatine	0 20 0 30
Strip	0 16 0 17
Coopers	0 17 0 19

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, common, 15 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 85
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " ... 0 65 1 25
Brad, ... 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 35 to 40 pc. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 per cent.
Best, ditto, 30 to 33½ per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking. 9 00
" 2, " " 4 50

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 pc.,
Loose Pins, " 65 & 10 to 70 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardin Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White, lump, per cwt 0 60 0 65
Red..... ..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. from factory 60 and 2½ per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 o 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft
16 to 25	1.20-25	2.40	1.75	
26 to 40	1.40	2.70	2.00	
41 to 50		3.10		4 50
57 to 60		3.40		5.00
61 to 70		3.70		5.50
71 to 80		4.10		6.25
81 to 85		4.50		7.00
86 to 90				8.00
91 to 95				9.00
96 to 100				10.00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary.

st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.

Pilkington's ordinary.

1st break	4 0
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each 0 30 0
Enamelled " 0 55

Grindstone Fixtures.

P. S. & W., per doz 3 88 4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 13

Ball Pean.

English and Can., per lb 0 25 0 30

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c

Hoe.

C.&B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 45 to 47½ p.c. dis

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c.
" Shepard's Noiseless, dis. 60 p.c.
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 05 0 05½
Screw hook and hinge—
6 to 10 in., per set 0 00 0 04½
12 up " 0 00 0 03½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's..... 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 to 45 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 65
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 40 and 5 to 40 and 10 per cent

NEW ARRIVALS

30 Cases CUTLERY AND GUNS

ALL NEW GOODS.

Finest Finish. Best Value.



NEW ARRIVALS

20 Casks Cattle and Trace CHAINS

10 Tons Coil Chain.

Five Cars Window Glass.

Bowman, Kennedy & Co., London, Ont

Wrought Hooks and Staples, Amer. dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 50 to 55 per cent.

Horse Nails

Canadian, dis. 65 to 70

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 27½ per cent. to 30 per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.
   - Basis—50 to 60 dy..... 2 30
   - 40dy..... 2 35
   - 30 dy..... 2 40
   - 20, 16 & 12 dy..... 2 45
   - 10 dy..... 2 50
   - 8 & 9 dy..... 2 55
   - 6 & 7 dy..... 2 70
2. American Pattern Only
   - from 4 to 5 dy 2 90
   - 3 dy. (lath)..... 3 30
3. Canada Pattern Only
   - from 4 to 5 dy 2 80
   - 3 dy. (lath)..... 3 20
   - 3 dy. A.P. Fine 3 90

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92 Extras as per List for special nails Terms, 4 months or 3 per cent. cash.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.

Poultry, 50 and 10 per cent dis.
Import 60 p.c.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W " 0 20 0 22
American W.W. " 0 25
S. R. Seal ..... per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... .... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 33⅓ to 35 p.c. dis

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent. cash.
Copper Rivets, dis. 55 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	8	10 10½
¼, 5-16, ⅜ in.....	8½	10½ 10⅝
Cotton, per lb.....		18 20
New Zealand		8½ 9
Russia Deep Sea, per lb..		12½ 13½
Jute ..... " ...		06¾ 07½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B.& A., sand, 35 to 37½ per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1½ 1¾

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent. to 40 per cent
Cross Cut, Disston's, per ft. 35 to 55.
S & D dis. 35 per cent.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H 70 " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ½ or ¼ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4½ 4¾
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2 " " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07

Slips, per lb

Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 55 per cent
" tinned, dis. 57½ per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 60 per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 p. c to 65 p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p.c.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p c

Ties.

Cow, per doz ..... 1 .. 2 50

Tinner's Shears and Snips

P.S.&W., net list.
Canadian 10 to 15 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ pe cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ p.c. to 35 p.c
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz..... 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9 00

Twines.

Bag, per lb..... 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown..... ..... 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz..... 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Annealed, annealed and oiled, galvanized 20 per cent. dis.
Bright, Coppered steel and spring 15 per cent f.o.b. Montreal
Plus 10 cents f.o.b. Hamilton.
" 10 " " Toronto.
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Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } 4½ 4¾
" 4 " 4 & 6 " }
" Plain twist, 2&3 wires
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 04½ 0 04½
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p.100 sq ft 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 5 to 70 and 10 p c
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 ..
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE HOLLOW WARE.

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Finest Quality Electro-Plated Ware.

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WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager

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RAZORS, SCISSORS

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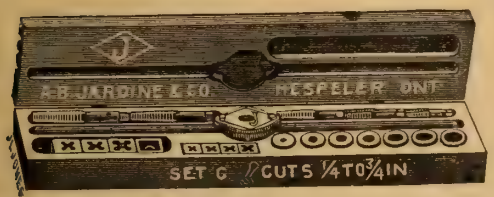
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BUTCHER'S KNIVES

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SAW GUMMERS.

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A. B. JARDINE & Co.

Manufacturers of Blacksmith's Tools and Tube Expanders.

HESPELER, ONT.

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Well, We Rather Think So!

What About our Hockey? The most elegant and suitable skate for the purpose ever made.

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Why have we secured first honors at Philadelphia, 1876—Paris, 1878—London, 1886—and now Medal and Diploma World's Columbian Exposition, 1893? Because of the superiority of goods exhibited, which are the same as those we are shipping our customers daily.

PRICE?—Ask your jobber about that, and you will find they are quite as cheap as the inferior makes.

THE **Starr Manufacturing Co., Ltd.**

WORKS—Dartmouth. P. O. ADDRESS—Halifax, N. S.



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IN THE

STOVE

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"Souvenir" Stoves and Ranges

They are Leaders and Sure Profit Makers.

If you are not acquainted with the superior merits of these goods, order samples, and you will lead your competitor in sales.



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Successors to The E. & C. Gurney Co.

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WORKS AT LACHINE, QUE., Near Montreal.

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2 and 4 Barb Plain Twist and Strip Fencing

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"Crescent" Coat and Hat Hooks.

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ALSO

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Made in all sizes and styles of Hanging, Banquet, Vase, and Piano.

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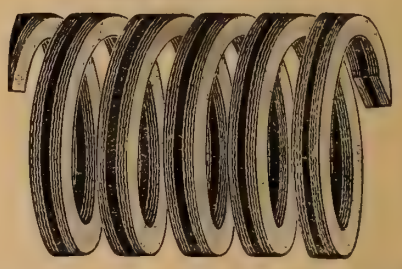
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SPIRAL PACKING

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OF TORONTO, LIMITED.

61-63 FRONT STREET W., Toronto.

THE BEST

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Improved for 1894.

10½ in. Wheel.

12, 14, 16, 18 and 20 in.

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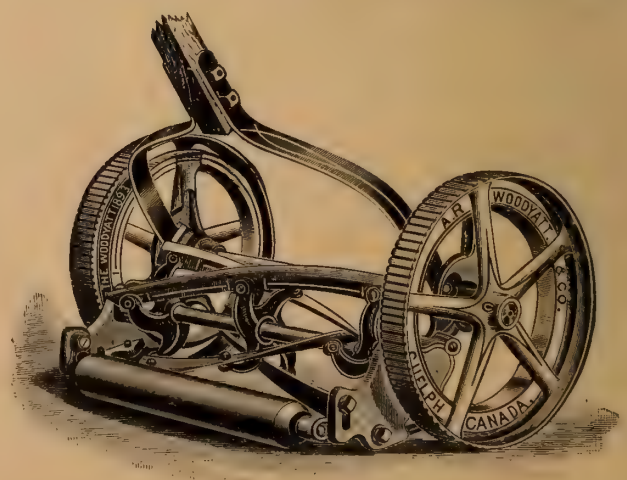
Patented in England May 15th, 1893
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For Sale by all Wholesalers.

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GUELPH, CANADA.



CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VI. TORONTO, JANUARY 20, 1894. No. 3.

MAGNOLIA METAL

—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

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At The Top

IN ARTISTS' MATERIALS

WE beg to advise the trade that we have purchased the entire and well assorted stock of Artists' materials of Messrs. P. D. Dods & Co., Montreal, comprised chiefly of **Windsor & Newton's Oil and Water Colors, Canvas, Brushes, etc., etc.** Also **Pitet Aine's French Brushes and Specialties.**

This large stock added to our own gives us the most complete line of these goods of any house in Canada. Our prices will be found right and our discounts liberal.

WE ALWAYS PROGRESS—NEVER GO BACK.

Walter H. Cottingham & Co.

WRITE US FOR FIGURES. MONTREAL

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BAR IRON, STEEL,

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ROPE, CHAIN,

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General HARDWARE **Merchants**

Cor. King and Victoria Sts.

TORONTO.

Copper Cider Kettles

(BRAZED AND HAMMERED.)



PLATE 237.

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MANUFACTURERS OF

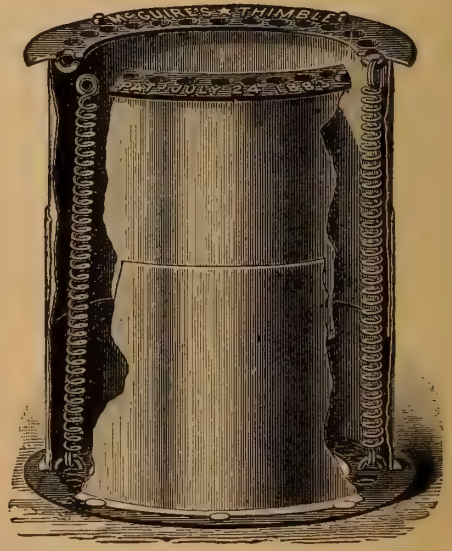
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BOOTH & SON.

122 Adelaide Street West, **TORONTO**



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It is the same cut we have used in advertising and illustrating this Thimble for the last eight years. We desire to inform our customers, and the trade in general, that we have been and still are the sole manufacturers of this Thimble in Canada, the reputation of which is so well established. No other persons whatever have been licensed, under the patents covering this Thimble, to manufacture it. Anvone infringing will be prosecuted. And to beware of those who represent they sell McGuire's Star Thimbles, who have no right whatever to manufacture the same and cannot possibly supply the genuine article.

Kemp Manufacturing Co.

TORONTO, ONT.

. . HARDWARE . .

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

Vol. VI. TORONTO, JANUARY 20, 1894 No. 3

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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THE retail hardware merchants in Canada appear to be in a healthier condition than the retail men of most lines of trade. One reason for this is that they probably know their business better. It is not the same in hardware as it is in—say groceries. In the latter instance men who have never put up a pound of sugar or tea in their lives presume that they know enough to begin business as full-fledged grocers. There are of course exceptions to every rule, but the man who essays to become a hardware merchant is usually more or less conversant with the trade. Stocks in retailers' hands are not large; in fact, they are in such a condition that much of a demand would set retailers buying rather freely. In any event, active demand or not, there will need to be a steady replenishing of stocks. But to be sure of their position country hardware dealers seem to be taking more than usual precautions. The most careful are cutting down expenses wherever possible, and in pursuance of this many clerks are seeking situations. Toronto wholesale hardware men say that the number of country clerks at the moment seeking situations in their warehouses is unusually large. That in the process of economising, young men should be compelled to seek situations elsewhere is to be regretted; but still it is one of the inexorable features of the law of supply and demand. Merchants, however, need to be careful, while exercising the pruning knife of economy, that they do not loop off too many branches and thus weaken instead of strengthen the business tree. Really efficient assistants are none too plentiful, and such should only be parted with when absolutely necessary. A first-class and obliging clerk brings business; and takes it away too, sometimes, when he goes. By all means economise, but be careful.

* * *

Everybody—at least everybody connected with the iron and steel trades—is aware that the tendency of prices in iron and steel and its manufactures of has been downward, but few people however have probably followed the markets so closely as to make themselves acquainted with all the eccentricities of the prices of the various staples, raw and manufactured. What people may have however failed to do for themselves has been done for them by Iron Age. In its issue of the 11th instant it published two large colored charts, which not only show the ups and downs of prices in the United States for the past year, but it goes back for five years in order to furnish information in regard to the fluctuation of values. Both diagrams shown are divided into two series, one of which describes the monthly flucations during the past five years and the other the weekly fluctuations during 1893.

* * *

Taking steel billets, the diagram shows that at the end of last year they were some $6 lower than in January and more than 50 per cent. below the highest point touched in 1890. Bessemer pig shows a drop of about $3 for the year and of about $10 from the highest point of 1890. Bessemer pig, which was formerly relatively dearer than fonndry iron, has fallen at a more rapid rate than any other grade. Beams declined about 40c. during the year, and compared with the highest price in 1890-1 about 50 per cent. Beams too were ruled by a combination. Steel tank plates fell off 40c. during 1893 and nearly 50 per cent. since the maximum figure of 1890. The fluctuations in bar iron during 1893 were but few, at the close being but a couple of points lower than at the beginning of the year. Compared with the highest price in 1890, however, the diagram shows a decline of about 60c. in this article. Barb wire closed about 20c. below the price ruling at the beginning of the year, but nearly $2 lower than the highest point touched in 1890. Wire nails declined something like 30c during 1893, and over 66 per cent. from the maximum point of 1889. Cut nails, which were put under a new base in March last, fluctuated but little, but, like every other staple, closed lower than the opening price.

* * *

Is there ever going to be an end to the application of these penny-in-the-slot machines? It looks as if there is not; and people are wondering what next will come under its influence. A short time ago a Liverpool inventor applied it to the regulation of gas for grates. Now the slot machine has been applied to the cars in the underground railway in London for the purpose of supplying electric light to the passengers. There are four electric lights in each compartment. If a passenger wants to read and the ordinary light is insufficient, which it usually is, he merely drops a penny in the slot, and on is turned the electric light, which lasts for half an hour. If a further supply is wanted at the expiry of the time limit another penny dropped in the slot will produce it. The lamps are conveniently placed at the back of the seat so as to throw the light on the book or paper. The innovation has proved popular. There is room for a similar device on the railways and street cars in this country.

* * *

The financial condition of this country is such that the more it is contemplated upon the greater ought to be the confidence in it. True the wheels of trade are not moving as

briskly as desired, but indisposition periodically comes to nations as well as to individuals ; and what is wanting to a return of the better and more desirable conditions are patience and confidence. Unlike the United States, no extensive and elaborate schemes for the salvation of people from death by starvation are necessary. Severe cases of destitution there undoubtedly are, but they are confined largely to the larger centres of population. At the same time it is questionable whether the number of those seeking charity is larger than is usual at this time. In fact it is within the memory of every middle-aged man when destitution was much more acute in this country than it is now. There is nothing discernable in the lap of the future which forebodes a crisis. Our banks are sound, our loan companies are strong, our wholesale houses are on the whole healthy, and where there are weak places in the retail trade the cause is traceable as a rule to conditions from within rather than from without. Long and indiscriminate credits, inattention to business, incompetence, may be cited as influences of the former character.

* * *

Somebody has said, in effect, that bad years help to correct pernicious extravagance. And there is no doubt about it. Then, were it not for the bad times we would not be able to appreciate the good, just as if it were not for the cloudy days we would not realize the blessings of the days of sunshine. When times are good and money circulates freely, business men, both wholesale and retail—yes, and even bankers—become more or less careless in the management of their affairs and extravagant in their manner of living. In fact it is these things that help largely to create hard times. When the adverse periods obtain people learn to cut their garments according to their cloth. And that is where their advantage is apparent. It is the "ups and downs" of business that develops the sharpest, most pushing and most competent business men, just as it is the storms and hurricanes that develop the best sailors. Bowlders became polished by rubbing against their fellows ; so do men of business.

* * *

It would not be advisable to judge the financial condition of the country by what obtains in Toronto. Taking the country as a whole the prevailing quietude is due largely to the general depression which rules the world over in general and the United States in particular ; in Toronto we are reaping the aftermath of an unfortunate real estate boom as well as sharing in the general depression. But congested as is the condition of affairs on account of the money that is tied up in real estate instead of being available for legitimate trade purposes, matters will assume their normal condition again eventually. The "Queen City" is surrounded by one of the best farming districts on the continent, while her importance as a railway and navigation centre is recognized far and near. Toronto will be all tight ; but in the meantime it behooves everybody to economize.

CHANGES IN PREPARED PAINTS.

The white lead grinders and prepared paint makers, whose differences were noted in last week's HARDWARE, are not yet fully settled, although some progress in that direction seems to have been made. The meetings held in Toronto last week terminated Friday, to be resumed in Montreal the following Tuesday. But still the settlement of some matters of detail is in suspense, and one or more meetings of the different elements will be necessary before the reorganization of the association is consummated.

In our last it was noted a "quantity list" had been substituted for the preferred list on white lead. Since then the same thing has been decided in regard to prepared paints, while the price has been reduced to $1 05 ger gallon for pure, with second quality 15c. per gallon lower. Under the terms of the "quantity list" purchasers of 500 gallons of prepared paints taken within the year are entitled to a rebate of 10 per cent., payable at the end of the year.

ADVANTAGES OF STOCK-TAKING.

STOCK-TAKING is as necessary to the merchant as is the taking of observations to the mariner.

Ninety-nine per cent. of those in business know this, but the trouble is they do not all put into practice what they know is the proper thing.

Stock-taking is the only reliable medium whereby the results of the year's business can be accurately ascertained, or the merchant's condition diagnosed.

It is not enough for a man to know at the end of the year that he has so much money in the bank to his credit, and that he possesses the ability to meet all his liabilities. A merchant should try to make his business methods as perfect and his business as successful as it is possible. But if he neglects to make an inventory of his stock and take a retrospect of his business generally he is pursuing a course which tends to bring about the opposite results.

Men cannot sow thorns and gather grapes therefrom. Nor can men achieve success in business if they neglect those things that are vital thereto.

In these days of extreme competition it is more necessary than it ever was that merchants should know to a nicety where they stand. If there are leaks, stock-taking is the only way in which they can, with any degree of certainty, be discovered. And where is there the house that has not got a leak of some kind? None. It is evident, therefore, that in every business there are one or more apertures through which a proportion of the profits percolate; and it is equally certain that the location of at least the greater number of them will mean the closing of them.

The beginning of the year is the most convenient time, as a rule, for taking stock. Business is then quiet. January, 1894, is now in its third week, and those merchants who have not yet began taking stock, or do not contemplate doing so, should not hesitate to begin at once. The work is no easy task. In fact, it is, as a rule, positively laborious, but that should not deter any one undertaking it. The more valuable the knowledge, as a rule, the more difficult is its attainment. And for a merchant to be able to ascertain just where he stands in a financial sense after the year's business and to have discovered the cause of his losses, if any, and the means of preventing them or minimizing them in the future, is worth the expenditure of a little extra energy.

In taking stock there should be no economizing in allowing for depreciation in stock carried over. Mark it down to a point rather below than above its value. It is safer to err on the right side in this respect; and then, of course, if the goods should sell at a higher price than then estimated, that is so much the better. The same course should be pursued in the appraising of accounts.

The necessity for taking stock is more imperative now than ever it was. The year 1894 promises to be a year of small profits; and the merchant who hopes to even reap small profits will need to be wide awake, cautious, and economical. These he can scarcely be if he fails to use the opportunities at his disposal to ascertain what his present financial condition is and the measure of the efforts he is warranted in putting forth during the year that is before him.

PROFITABLE BUT UNPLEASANT.

"STEP back into the tinshop and I will show you a metal casing that we are making for a burial casket," said a Toronto hardware merchant to a HARDWARE reporter.

"Do you do much of this kind of work?"

"Yes, we do quite a lot, but it is unpleasant work, and not many care to undertake it. If a man undertakes to do this work he must be available at all times, and be prepared to turn out of his bed at all hours and commence work. It is often hard to get journeymen tinners to undertake the job, and in all cases it has to be superintended personally by the proprietor of the shop, the relatives of the deceased always being afraid that it will not be properly done."

"Of what material are these casings generally made?"

"They are made of zinc or lead. Zinc is the cheaper, and we make more of them, but we occasionally make one of lead."

"Is there anything in the way of upholstering placed on the inside of these cases?"

"Oh no; the body is laid on the zinc, with, perhaps, something under the head to raise it, and the lid is soldered on, either at the residence or at the burial ground."

"Do you have to superintend the soldering on of the lid?"

"Yes, I am always there, and often it is from compulsion more than choice, for you cannot always get a man who will go. The work at the burial ground or residence has to be done expeditously and well, as the casket must necessarily be air tight. I had a man working for me once who did a good bit of this work for me, and all went well until I sent him up to the Medical College to seal up a corpse that was to be shipped away. He went there, but the dissecting room was a little too much for him, and the result was, that I had to go myself. This work is very unpleasant when the deceased has died of some contagious disease."

"Are there good profits in this line of business?"

"Well, profits are fair, but one has to put up with a lot of inconvenience. I have been turned out of bed at one o'clock in the morning, and have come right down and started to work."

"Are there many of the zinc cases used when bodies are to be shipped to distant parts?"

"Yes, orders often come in when the corpse has to be shipped away. We have made several for shipment to the Old Country. Metal casing are mostly used where the coffin is to be placed in vaults."

"How much material is used in making a casing, and how long has the practice been in vogue?"

"About three sheets of metal as used in an ordinary casket. It is about fifteen years since I made the first, and there are more used now than ever, but the man who undertakes to do this kind of work must be prepared to put up with much that is unpleasant, and must make up his mind to be ready to answer a call, be it night or day."

THE CANADIAN IRON INDUSTRY.

AT the meeting of the Quebec Mining Association, held in Montreal last week, a very interesting paper on the Canadian iron industry was read by Mr. Geo. E. Drummond, the president of the Canada Iron Furnace Co. The pamphlet showed how thoroughly Mr. Drummond had the matter at his fingers' ends, and was an able resume of what had been done in Canada towards developing our magnificent iron resources.

Perhaps the best way to convey to the readers of HARDWARE what this development has been will be an abstract of the more important points of Mr. Drummond's address. He pointed out that the iron industry in Canada was still in the pioneer stage, but that under the encouragement afforded by the Dominion Government it had shown an increase in the last two years of 100 per cent., and that to-day Canadian pig iron had made a place for itself in the home market and was gradually displacing, in the face of many difficulties, the product of British and American furnaces. The heavy import expense necessary in the development of pig iron production, the basis of all stages of industry, was referred to. The industry in Canada was now in its most critical stage, and any reduction in the current protective duties, which some were asking of the Government, would, if acceded to, surely prevent further progress if it did not entirely annihilate the industry, by exposing it, before it is yet established, to the hostile competition of foreign producers, particularly American furnace men, who of late have been dangerous competitors in the most important territory, the market of Western Canada.

As an illustration of how necessary protection was to an iron industry in its experimental stages, it was shown how Great Britain, whose position as an iron producer is too well known to require comment, had in 1787 adopted a strong protective tariff, imposing a duty on pig iron of 67½ per cent. The result of this was that from a production of 17,350 tons in 1840 her output had steadily increased, and not only had the duty been increased in 1819 and 1825 and maintained down to 1845, but the statute showed that colonies were prevented from making iron.

The phenomenal increase of the American Industry during the last forty years—which Mr. Drummond attributed to protection—was also referred to, it having increased from 736,218 tons in 1854 to 10,307,028 tons in 1890, all of which was, in his opinion, a strong argument for the maintenance of protective duties.

With this assistance, Canada's natural fitness for the successful establishment of the iron industry was beyond question. It had been established byond a doubt that throughout a very large portion of her vast territory of three and a half million square miles, she was rich in iron ores of almost every variety known to metallurgy. Cape Breton possessed brown hematite, magnetic and spathic ores alongside of great coal deposits, and Nova Scotia was even more liberally endowed. New Brunswick had large deposits of magnetic and bog ores, and a plentiful supply of coal and hardwood for charcoaling. In Quebec the bog and lake ores were probably the most extensive of a like nature in the world. The ore bearing area extended from the borders of Ontario on the west to Gaspe on the east, and from the Laurentian mountains, with the historical Three Rivers district on the north to the American border on the south, there being good deposits of magnetic iron throughout the district south of the St. Lawrence, especially in the vicinity of Sherbrooke, Leeds and Sutton. Nor were the necessary accompaniments wanting for an almost inexhaustible growth of hardwood suitable for charcoal, it being everywhere found side by side with the ore deposits, while limestone for flux was equally abundant. In Ontario the conditions were equally favorable, for that province had exhibited at the World's Fair 120 samples, all averaging 60 per cent. and over of iron. Manitoba also had immense deposits of magnetic and bog ore on Lake Winnipeg with abundant hardwood contigious, and the resources of British Columbia were equally remarkable.

With regard to the market in case of the development of these resources, Mr. Drummond held that the natural market for their product lay for many years to come in Canada's own borders. Facts and figures in his opinion proved this. Canada uses 250 pounds of iron per capita, and this meant a consumption of 600,000 tons. There was 15,000 miles of railway in Canada, and when these were all laid with standard 72 pound rails she would have 1,500,000 tons of rails. The life of a rail was fifteen years, and therefore renewals were being continually made in this department alone of 100,000 tons of iron products yearly. Mr. Drummond held that the Canadian railways, if they followed the example of their American rivals, would heartily support the production of steel rails in Canada from Canadian ore and labor. The revenue which they would derive from the other business this would incidentally lead to, such as the transportation of raw material to and the finished product from the furnace, etc., would fully compensate for the extra price they might be called upon to pay for rail equipment during the next few years. The rolling mills of Montreal, Hamilton, Swansea, New Glasgow, N.S., etc., were producing 80,000 tons of the products of iron, but

unfortunately the raw material was largely foreign, and there was no good reason why in a few years every ton should not be from Canadian ore and labor. Iron founders used 80,000 tons for stove castings and machinery, but only half of it was Canadian. Canada held her own in shipping etc., and having the raw materials, etc., she should hold an equally prominent position in her iron industry if reasonably protected.

It was pointed out after this how the present duty on scrap iron was an injustice to the Canadian furnace men, Mr. Drummond taking the same ground which Mr. Patterson took in an interview already published in HARDWARE. He pointed out that despite this the iron industry had made creditable progress since 1889, and more especially within the past two years. In 1891 the output was 23,891 tons, and within eighteen months it had increased to 51,000 tons for 12 months, a gain of over 25 per cent. A fair estimate for 1893 was 60,000 tons. The Londonderry Iron company employed 480 men and made 28,052 tons of pig iron in 1892, while the New Glasgow company gave work to 425 men and produced 22,500 net tons in nine months. Allied with this company was the Nova Scotia Steel and Forge company, of New Glasgow, which had an output of 100 tons of steel ingots per day and supplied 97,000 axles to railway companies and gave work to an average of 425 men. The Pictou Charcoal Iron company had only begun work, but so far had made 700 tons and given employment to 300 men. In Quebec, John McDougall & Co., of Drummondville, employed 200 men and used their whole output in making car wheels in Montreal. The Canada Iron Furnace company, of Radnor Forges, during 1893 produced 7,423 net tons of pig iron and employed on an average 650 men and about 400 horses. Each and every one of the Canadian blast furnaces were located in rural districts, and in a very peculiar degree the pig iron industry was one closely identified with the interests of the farmer. The coke furnaces of Nova Scotia drew a large proportion of their employees at their mines and furnaces from the farming class. In many instances farmers took work in the mines. The charcoal iron furnace especially was the farmer's industry. For example, in the case of the Canada Iron Furnace Co. at Radnor Forges, out of a staff of 850 men employed at the present time, 700 at least were farmers or habitants who worked for the company during the winter months and in their slack seasons. The same was the case at Drummondville, and it would be largely to the interests of the agricultural classes in Ontario and Quebec if the charcoal iron industry was allowed to grow and prosper. In fact the Canadian Government and people should go steadily onward, and by every energy and sympathy build up great national industries of which that of iron was one of the most important.

ANCIENT COAL WORKINGS.

AN interesting discovery of ancient coal workings has recently, according to an exchange, been reported by Mr. Meacham, mining engineer, at Sedgley, in South Staffordshire. The coal measures in that part of the district lie near the surface, and very old shafts have been found sunk through the coal and then filled up again, the material used for filling being coal, slack and shale, indiscriminately mixed together. The inference is that the primary object of the mining was not in search of coal—which in those days would be of little value—but of ironstone, which was deposited in that district in rich beds. The shafts now discovered are 15 to 20 feet deep, 5 feet diameter at the top and 12 feet at the bottom. Very near the shafts, and a few feet below the surface has been unearthed a basin-shaped hollow 4 feet in diameter, and 2 feet 9 inches deep, with a 6-inch lining of hard burnt fireclay. It contained fragments of coal ash, charcoal, and calcined iron ore, and wood was evidently used for fuel, for it was long generations before the ingenius Lord Dudley incurred the wrath and fury of the nation for presuming to experiment in the smelting of iron with "sea coal."

BUSINESS DETAILS.

BUSINESS is made up of details, remarks a contemporary. The mill owner who has mastered all the details in his business can bid more intelligently for work than he who simply guesses. He knows where he can save. He knows the cost of each step to a fraction. When he reaches his conclusions he knows exactly what figures will give him a fair profit. Such a master of his business will never be caught doing unprofitable jobs. Knowing exactly what he must expend on a required job, he will pass the job along to his guessing neighbor, and allow him to run his plant on the non paying work.

One day last week I saw two sets of figures on one contract. One of the men who figured understood his business, and his figures were to a cent. The other one guessed at the cost. Their figures were not far apart, for the job was not large. The guesser's bid was below the exact figurer's bid, and he got the job. He has since told me that "there is no profit nowadays in this line of work." The other man assured me he knew "exactly how much Mr. Guesser would lose on the job." His figures agreed almost to a cent with what the "lucky" bidder confessed he was "out" on the work.

These two men represent the two classes of mechanical workers—those who fail and those who succeed. These classes are distinct. The guessers "get the work at any figure." They soon do enough work to lose all they possess. The exact figurers "get a fair profit or let the job go to someone else." They may work less, but they make a profit on all they do, and they soon do little enough to roll up a good bank account. It may sound paradoxical to say that one man succeeds in getting so much work that he fails, and another succeeds in getting so little that he grows rich, but there are enough examples of both to prove that the seeming paradox covers an important business truth.

The man who is master of the details of his business is a powerful competitor. He knows when he reaches the point in bids below which he will not, can not, go. His guessing competitor has only one limit in view. He aims to go below his competitor, no matter how low the competitor sets his figures. How many men can tell to which class they belong?

COLLECTION OF DEBTS.

WHEN so sober a journal as the Manitoba Free Press backs those who are asking for further exemptions from seizure for debt it is an evidence that the agitation has taken a strong hold on the farmers of the province, says the Toronto Globe. Some protection, says the Free Press, is required "against the too active enterprise of merchants, the too costly operations of the law, and the too optimistic tendencies of the farmers themselves. It must not be almost certain perdition to examine the contents of an agricultural implement warehouse; some risk in inconsiderate buying should rest with either side. It is not to the interest of the province that a man should be ruined and his family turned off the farm because he could not resist the temptation to load himself up with implements for which he merely hoped to be able to pay." It argues, also, that the woman of the household has often done as much to make a homestead as has her husband, and that it is not right that she and her children should be turned upon the world because the husband has been foolish. To the argument that further exemptions will impair the farmers' credit, The Free Press says: "So much the better for the farmer, and, in the end, for trade." There are people who believe in the abolition of procedure for collection of debts, which would, of course, destroy all credit except faith in honesty. Something less than this extreme measure ought to meet the case in Manitoba. The Free Press advocates increased exemptions and reduction of law costs. On several occasions, it says, valuable property has been sold for a sum which gave the creditor nothing, and barely covered the cost of seizure.

The collection of debts by the courts is a big problem all over the United States and Canada. The function of the court is supposed to be to settle questions in which there is a dispute as to a point of law, or as to the hearing of evidence. But in reality, in a large number of the cases which keep them busy, there is no dispute at all; the debtor simply cannot or will not pay, and the creditor uses the machinery of the court to enforce payment of his debt, or to obtain priority over other claimants. It stands to reason that in these simple cases, in which the majesty of the law is represented mainly by the bailiff, the procedure ought to be simple and the costs very light. There may be room for reform in this respect here as well as in Manitoba.

FIRE-RESISTING GLASS.

AN interesting test of fire-resisting materials and construction, recently carried out in Berlin under the auspices of the fire brigade and the insurance companies of the city, is recorded in Fire and Water. The idea of the tests was mooted as far back as 1889, but there was considerable difficulty in arranging for a series of "fires," which were intended to be as "natural" as possible, and yet not be dangerous. Finally, the municipality gave the experimenters the use of an old warehouse for their purpose, and this building having been fitted up to represent various types of fire-resisting structures, was duly set on fire. Care was taken to subject the exhibits to the temperatures, irregularities of heating, sudden shocks to falling weights or jets of water, etc., which generally occur at conflagrations, and it was found possible to take fairly exact observations. Among the most satisfactory results obtained were with the fire-resisting glass made by Messrs. Siemens, of Dresden. The assessors declare it to be most suitable for any sky-light or window necessary in a division between separate risks, as it will resist a temperature of 1,300 deg. C. for half an hour or more, bearing all manner of shocks and strains without suffering appreciable damage. Care is required in fixing this glass, however, as the iron frames generally used for the purpose buckle under heat and snow, between the glass and iron; openings through which flames can pass. Some of the so-called fire-proof floors made of iron girders and concrete came to speedy grief in these tests; while iron and brick floors stood very well, as did the "Monier" construction. As regards fire-proof doors, nothing stood better than double oak covered with thin sheet iron, between which and the wood there should be a layer of asbestos cloth. Seeing how many warehouse fires are propagated through windows, the assessors attach great importance to their demonstration of the capability of Siemens glass for withstanding flame.

GALVANIZED IRON FOR STACKS.

Complaint is frequently heard, says the Boiler Maker, that the life of iron and steel smoke-stacks is so short. This is especially marked where soft coal is the fuel used, the presence of sulphur acting so as to rapidly rust it away. Paint offers but a short relief. We have in mind two roofs near by, both of the same thickness of iron and put on at the same time. One was painted, but is now destroyed by rust. The other, of galvanized iron and not painted, shows no evidence of deterioration. This suggests the use of galvanized steel for stack, for pipe, for water, gas or compressed air. Our records show that the price of galvanized iron or steel sheets to-day is no more than the black sheets sold for five years ago. A safe difference to figure on is 1½ cents per pound advance over the price of the black for galvanized sheets. This difference will undoubtedly be lowered in process of time.

HINTS TO YOUNG CLERKS.

WHEN a boy first finds himself the possessor of a bank book of his own, with even a very small entry in it, he feels, says an exchange, that he stands on quite different ground from what he did before. He takes rank among men of business. More than this, a new determination is almost sure to be formed to add to the sum. The mind becomes active to devise ways and means of increasing it, and a door is resolutely shut against foolish outlay. A careful system is commenced regarding all expenditure, and this system is the very keystone of success. One who will carefully note down every penny of expenditure for a month, and at its close go through it and draw a line through those that could without any real disadvantage have been avoided, will be surprised at the footing up. That sum might just as well have gone into the bank book. I am confident that one month's trial of this system would be very convincing to any young man.

It is told of life insurance, that the very objection urged against it, which is the very difficulty of making the regular payments, is one of the strongest arguments in its favor. It leads a man to be careful and circumspect in his spending, and to have forethought in saving, which habits are of the highest value.

Habits of inaccuracy are the main cause of the poverty of many of our laboring men. If affairs were strictly looked into week by week, not with a miser's eye, but with a calm, cheerful understanding of just how matters stood, it would be to the great advantage of a laborer and of his family. They could live better, and enjoy that peace of mind which comes in with the thought that something is laid by for a rainy day.

Those random expenditures that are neither for food nor clothing, nor any of the necessaries of life, are those in which most danger lurks. All evil habits cost money, and there is no limit to their absorbing power. By cutting off these temptations to waste, a bank book becomes a real teacher of morals to the young. The habit of prudence formed is worth more than the money saved. Save with a definite end in view, guarding against a spirit which loves money for its own sake. When a young man has others depending on him, whose needs require all and more than his earnings can supply, let him cheerfully devote it to so sacred a purpose. He is laying up stores in a safer bank than the Sub-Treasury of the United States, with all its doors of steel and clockwork locks. God notes such filial and fraternal conduct, and has pledged his word to reward it. Every observing person who can look back a score of years can recall marked instances where His providence has largely rewarded with temporal blessings such dutiful children.

SELLING AND USING STOVES.

PHYSICIALLY speaking, says Hardware Reporter, the human body is a machine the operations of which depend upon the sustenance that is given it. If this sustenance is of an inferior quality, and especially if it is not properly prepared, the actuating force that it is intended to impart will of necessity lose a corresponding percentage of strength and to this extent will fail of its purpose. The system absorbs the good in the stomachic fuel that is supplied to it and discards the bad in accordance with natural laws, so it is evident that if the sustenance or food is inferior in quality, either in matter or in preparation, the system can not properly perform its functions. And right here is a question of interest for the stove trade.

Every manufacturer of stoves will admit that if he does not know how to use his own cooking apparatus in order to obtain the best results—in other words, if he does not know how to cook—he had much better go into some other business. He is thus candid in his admissions because he is fully aware that if he had not learned how to cook he would not have succeeded in selling any of his stoves. But this is unfortunately not the case with the average dealer. He is too apt to treat his goods as nothing more than merchandise whose mission, where he is concerned, comes to an end when he delivers them to the purchasers. He argues, perhaps, that it is not his business to teach people how to cook and that if they fail in the proper use of the stoves, why, it is their fault and not his. This might be logic if the dealer intended to sell one lot of stoves only and then retire to a pleasant contemplation of his profits, but it is the worst kind of logic for the dealer who wishes to maintain his trade in the community where he is established.

A stove is like the human body in that if it is not properly managed it will fail in its work. The dealer should, for this reason, place himself in the position of the manufacturer and know not only what he sells but also how to use and how to instruct others in using it. If he wishes to try an object lesson, let him take dinner some day with a family who has bought one of his stoves and who have complained to him about it. He will find in the first place what badly cooked food tastes like and the effect it has on his own system, but his most important discovery will be that the art of selling stoves is of secondary importance to the knowing how to use them. If he learns this lesson thoroughly he will at once improve his trade and become a practical philanthropist.

TRADE CHAT

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

The Halifax shovel factory has been destroyed by fire. Loss $23,000, insurance $12,000.

In France 24,080 women are employed by the railroads for tending safety gates over crossings.

Mr. D. B. Palmerton, of the firm of Palmerton & Madden, Simcoe, had his hand smashed in loading a large stove.

St. Louis has a novelty in the shape of an electric ambulance. It is faster and steadier than similar vehicles drawn by horses.

Rubber trees come into bearing in about seven years after planting, and with proper care the tree is good for fifty years of production.

The Subsidy Committee of the Board of Trade have elected Robert Cruikshank chairman. The committee organized for the year's business.

Nearly all the juvenile employees of the Burlington Glass Co., Hamilton, Ont., are out on strike as a protest against the discharge of one of their number.

The Hamilton, Grimsby and Burlington Electric Railway has purchased two 250 horse-power Corliss engines for its power house from Inglis & Son, Toronto.

A. H. Swails, a well-known commercial traveler, has gone into the furniture and undertaking business at Brockville in partnership with F. E. Deek, late of New York city.

At a banquet following a recent convention of railroad men the following apt toast was one of the list: "Our mothers—the only faithful tenders, who never misplaced a switch."

The Drummond Colliery, N.S., did the biggest business last season that it has ever done, the output of 200,000 tons, being the largest business ever done by any colliery in the country.

The new iron and stone bridge across the Trent river, at Trent Bridge, or the Narrows is now finished. It is a substantial structure, and cost about $14,000. About $9,000 of this sum will be paid by Government.—Norwood Register.

Mr. McKay, M.P., was in Ottawa last week, accompanied by Mr. J. J. Moorhouse, of New York, and John Milne, of Hamilton. Thsy had an interview with the Minister of Finance and the Controllers of Inland Revenue and Customs on behalf of the American company, of which Mr. Moorhouse is a member, which proposes to establish smelting works in the city of Hamilton. The deputation urged, with a view to facilitating the establishment of the works, that coke required in the process of smelting iron be admitted free, as well as the machinery required in the same connection.

The Dominion Government will entertain proposals for a fast Atlantic service on a basis of a subsidy of $750,000 per year instead of $500,000, as at present provided by the statute. Parliament will be asked to sanction the increase.

It is worthy of note in these hard times that the Dun Mercantile Agency made a clear profit of over $400,000 last year. R. G. Dun, the millionaire and sole owner of the concern, takes about $350,000 of this, his working partners about $20,000.

Hedley J. Donahoe, representing the Chicago Steel Wheel and Waggon Works, is credited with saying that the location of the Canadian branch of the company at Hamilton, Ont., is more than a probability, providing reasonable terms are offered.

Probably the only marble bridge in the world is on the Marietta & North Georgia railroad, in Whitefield county, Ga. At the time of its erection, Southern marble, which now ranks high for building purposes, was supposed to be of little value, as it was thought to be too hard.

The J. W. Mann Manufacturing Co., of Brockville, last week received from a firm in Glasgow, Scotland, a large order for their Prout cultivators. This will it is expected, lead to the opening up of quite an extensive export trade for the company, as the firm ordering the machines has a large connection throughout Great Britain.

A well known Montreal firm recommend to merchants this plan of keeping frost off windows: "An electric fan is placed in the window, one of the incandescent lamps removed. where the windows are so lighted, and the fan placed in connection; a current of air thus directed against the glass dispels the moisture and the result is, glass as clear as in midsummer."

How large are some of the hydraulic mining ventures of this Province is exemplified by the fact that the Kootenay Hydraulic Mining Co. in 1893 expended nearly $80,000 in development work and will this year spend a large additional sum in making a ditch nearly four miles long between Salmon River and Sixteen Mile Creek.—News, Vancouver.

Thomas Head of Copetown, Wentworth County, who is well-known throughout the Province under the name of "Bishop" Head, an inventor, instituted an action for $2,000 against the Toronto Globe on account of certain observations made by a correspondent at Simcoe on a charge of false pretenses preferred against Mr. Head in connection with a potato digging machine, of which he was the inventor. The charge was wholly unfounded, and Mr. Head was acquitted. The suit followed, and last week it was settled, a fair compensation being paid Mr. Head.

The B. C. Iron Works Co. have secured the right to construct a patent wiping machine for use in the canneries, the patentees being Messrs. Letson & Burpee of New Westminster. It is estimated that this machine saves $30 a day on an average, as by its use a good deal of labor can be dispensed with, and that the whole cost of the machine, $600, can be saved twice over in one season.

The Builders' Exchange, Toronto, has elected these officers: President—William Pears, unanimously; first vice, William Park; second vice, George Oakley; treasurer, David Williams; secretary, John L. Philips; board of direotors, John Aldridge, T. Thompson, William Booth, James Crang, Henry Martin and the offcers; auditors, George Clay and Fred. Holmes.

Robert Morton of Detroit advanced several sums of money to H. F. White, ex-secretary of the Walkerville Malleable Iron Works, and also for his defence. In return, therefore, Mr. White assigned to Mr. Morton $700 worth of shares in the Ontario Malleable Iron Co. of Oshawa. The company refuses to turn the stock over, and Mr. Morton has instituted proceedings to recover.

The reorganized Victoria Chemical Works will shortly enter upon a very large extension of business. Sulphate of copper, nitric and muriatic acid will there be manufactured in large quantities, whilst as a subsidiary result of the Company's work large quantities of Texada Island copper will be profitably used. Much of the muriatic acid manufactured will be utilized by the salmon canneries of the province.—News, Vancouver.

Notice is given of application for letters patent to incorporate the Dominion Chemical company for the purpose of manufacturing, selling and dealing in all kinds of glue, grease, animal charcoal, bone products, fertilizers and similar articles, with headquarters at Montreal and a capital of $10,000. Applicants are Alfred Conn, agent; Adolf Schweizer, chemist; Osborne Minty Harris, merchant; Christopher Benefield carter, Queen's counsel; and Maxwell Goldstein, advocate, all of the city of Montreal, the said Alfred Conn, Adolf Schweizer and Osborne Minty Harris to be provisional directors of the company.

At the annual meeting of the Winnipeg Grain Exchange these officers were elected: President, S. A. McGaw; vice-president, D. G. McBean; secretary-treasurer, C. N. Bell. Council — A. Atkinson, F. W. Thompson, G. R. Crowe, S. Nairn, J. A. Mitchell, Joseph Harris, N. Bawlf, S. S. Spink, Col. McMillan, A. Cavanagh, S. W. Farrel. Board of Arbitrators—A. McBean, G. R. Crowe, S. Spink, W. Martin. A. Atkinson, F. W. Thompson, Farrell. Committee of Appeals - S. Nairn, Col. McMillan, Jos. Harris, J. A. Mitchell, S. P. Clarke, Robert Muir. Call Board Committee—S. W. Farrell, chairman; G. R. Crowe, S. Spink, A. Cavanagh, A. Atkinson.

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TALKS WITH RETAILERS.

"I THINK business in the country is better than in the city," said a salesman at James Thomson's, College avenue. "The merchants in small towns have not the department store evil to contend with. This weather has, no doubt, a depressing effect on trade, trade usually being better when we have a cold snap. I guess we are doing as much as the next out this way, and by using our customers well, and waiting on them properly, we manage to retain the patronage of all those who have once dealt with us."

"Holiday trade was good with us this year," said E. W Maas, Spadina avenue. "The call, this year, was mostly for house furnishing goods. Shelf hardware is moving slowly. No, I am not taking any special steps to push my business."

"Yes, we do quite a business in coal oil," said a Yonge street hardware merchant, "but there is no money in it now. The price of coal oil was recently cut down to 12½c. a gallon, when it was costing 11½c. Wholesalers have now raised it 1c. a gallon, and retail dealers are uncertain how to act, no one wishing to be the first to raise the price in the neighbourhood. Trade in shelf hardware will continue dull until spring comes, and there is some building going on, to start a little money in circulation."

"We are down to our slackest time now, but we are still kept going," said A. G. McIntire, of Queen street west. "No doubt trade is dull, but we manage to keep our hands busy, and seldom lack work in the shop. If you will step into the shop I would be pleased, as you will see, I have plenty to do, and have no time to stand idle."

"Yes, trade might be better than it is at present," said Mr. Harrington, Yonge street. "We Toronto merchants are suffering from the calm that inevitably follows a big boom. I do not think that trade is duller than usual at this season. We have very little trouble with collections this year, as we have run chiefly a cash business. Travelers are already around talking lawn-mowers and fly-screens. I see some of the jobbers have been cut off the list for cutting prices. It is a pity more jobbers were not ousted. No man should be on the jobbing list that retails, and this cutting business is all foolery. A man does not buy nails, etc., because they are cheap, like a woman buys ribbon. He buys because he needs them. I could name numbers of firms who have gone under lately trying to run their business without reasonable profits."

"Business in all lines is moving slowly," remarked John Castor, Queen street west. "I do not think there is less doing than there was this time last year. This is always a dull season, and trade does not pick up to any extent until about March. It is my opinion that we will have an early spring. We have pretty well cleaned out our stock of skates, and agents are already around taking orders for fly-screens. That looks spring-like, doesn't it?"

The present is a good time to test the value of printers' ink, says an exchange. Advertising in dull times usually pays well, because so many business men reduce their expenditure for printers' ink as soon as trade falls off, and do not increase them until the revival is well under way. Business must soon expand, and it's the early bird catches the worm.

VARIOUS FORMS OF STEEL.

STEEL is a compound of iron and carbon, the latter being in the proportion of one to five, or even less, says an exchange. It has a fine grain, by which it is distinguished from iron, and diluted nitric acid will leave a black spot upon it. There are several varieties, the principal of which are: Natural steel, which is used for files and other tools, and made by reducing the rich and pure descriptions of iron ore with charcoal, refining the cast iron, which deprives it of a portion of the carbon sufficient to bring it into a malleable state. Blistered steel is a direct combination of carbon and iron. It is made by placing the iron in bars in layers covered with powdered charcoal, and exposing them to a heat of about 9,000 degrees for a week or more, and then cooled for an equal length of time. These bars are, when taken out, covered with blisters. A blistered steel is sometimes heated moderately, and then placed under a tilt hammer, increasing thereby its tenacity and density. Shear steel is refined by piling the bars into fagots, bringing them to a welding heat in a reverbatory furnace, and then hammering them again into bars, repeating the process one, two or three times to make half shear, single shear or double shear, as the case may be. Cast steel is made by breaking blistered steel into small pieces, and melting them into close crucibles, after which the product is run into moulds and reduced to a bar by hammering or rolling. It is generally the best kind of steel. Various chemical substances are incorporated by makers in steels, in proportions usually secret, giving superior qualities. For instance, the celebrated Damascus steel is made by forging together steel and iron, the damask appearance being produced by a diluted acid, which gives a black tint to the steel, while the iron remains white.

ELECTRICITY ON THE CANAL.

C. A. BARNES, electrician, having in charge the special experiment of electricity as a motive power on the Erie Canal, has made his report to the Public Works Department. He says: "An average of 24.87 electrical horse-power was required to propel the boat at the rate of 2 65 miles per hour, against both the current in the canal and a strong head wind, while 26.21 electrical hose-power was required to attain a speed of 4.24 miles. It should, however, be remarked that the machinery was not in proper condition nor well adapted to the purpose, inasmuch as it required 5.35 electrical horse-power to revolve the wheel at the same rate of speed out of water as it did while making the test in the canal. The loss of efficiency in the motors may fairly be ascribed to the fact that they were operated with a current of only about 300 volts on the average during the test, whereas they were designed to be operated with a current of 500 volts. Taking all these circumstances into account, it may be estimated that with a stronger current and better machinery the same speed would have been reached with an expenditure of not more than 21 elecrical horse-power. In regard to the cost of electrical propulsion but little definite knowledge can be deduced from these experiments. Ths essential element in the case is the cost of establishing and maintaining the necessary power along the line of the canal; and this will necessarily vary at different places and with different methods of production. Where water-power is available and can be cheaply developed, the cost of power will obviously be much less than where it must be produced by steam engines."

HINTS TO THE BUYER.

BY A SUCCESSFUL SALESMAN.

THE proper buying of goods for the store is recognized by all hardware dealers to a greater or less degree, and the old adage that "Goods well bought are half sold," expresses the truth, says a "Sensational Salesman" in Hardware Dealer.

It is at times annoying to a dealer, who is short-handed and hurried, to be interrupted by a call from a "Drummer," yet it is time well spent to "curb the impatience" and hear what the representative of the manufacturer or jobber has to say.

As all are not born "Astors," so few, comparatively, of the multitude of hardware dealers can afford to employ a buyer, whose sole business is that and that alone, yet the art of buying is one that all dealers may profit by observation and study.

Take for example a large representive house of the West like Hibbard, Spencer, Bartlett & Co., of Chicago, where a solicitor for trade is always received politely, and if the buyer is busy at the moment an appointment is readily made for another time. From such regularly employed buyers any dealer can gather very valuable hints as to the proper placing of his orders, some of which are briefly noted, as follows:

It is best that the buying be left as far as possible to one individual, the head or a member of the firm being preferable to any employee. No matter how hurried or worried, treat the traveling man politely, and if unable to talk to him at the time of his call, appoint a time to see him, but don't "fire him" abruptly, but remember that his business is as important to him as yours is to you, and it is his interest and wish to serve you.

Treat all "special offers to you" with suspicion. The traveling man who tells you that you are the only one in town that he gives so low a price, etc., is more to be doubted than the one who tells you that his price is the best that he gives anybody in your line. Be satisfied to get as good as your neighbors. The "smart buyer" is the one who generally gets "salted."

Always have sufficient respect for yourself to be the sole judge of your wants. The dealer who over-buys beyond his legitimate necessities becomes a speculator for the future.

The present is about all the average man can take care of, and he had better leave "futures" severely alone.

Never "give away" prices and your reputation as "close-mouthed" and a person to be trusted will often get you an inside on a prospective cut by a manufacturer or jobber that will be to your decided advantage, and when the "open-hearted" dealer would not "be in it."

Keep posted as to the market yourself, especially on the "leaders," which often have violent fluctuations according as the "manufacturers' combine" is strong or weak.

SOME USES OF HOT WATER.

HOT water, remarks a Western exchange, is far more of a medical property than many believe or know. Because it is to be had for the making, thousands think it valueless, on the theory that what comes easiest is oftentimes least thought of. The uses of hot water are, however, many.

For example, there is nothing that so promptly cuts short congestion of the lungs, sore throat or rheumatism as hot water when applied promptly and thoroughly.

Headache almost always yields to the simultaneous application of hot water to the feet and back of the neck.

A towel folded several times and dipped in hot water, and quickly wrung out and applied over the toothache or neuralgia, will generally afford prompt relief.

A strip of flannel or napkin folded lengthwise and dipped in hot water and wrung out, and then applied around the neck of a child that has croup, will sometimes bring relief in ten minutes.

Hot water taken freely half an hour before bedtime is helpful in the case of constipation, while it has a most soothing effect upon the stomach and bowels.

A goblet of hot water taken just before rising, before breakfast, has cured thousands of indigestion, and no simple remedy is more widely recommended by physicians to dyspeptics.

THE CONSOLIDATED
PLATE GLASS
COMPANY OF CANADA (Limited)
HEAD OFFICE:
73 and 75 Wellington Street West, TORONTO
BRANCHES:
MONTREAL, 338 St. Paul St. LONDON. OTTAWA
FRANK J. PHILLIPS, Toronto, President.
WM. R. HOBBS, London, ALEX. RAMSAY, Montreal, } Vice-Presidents
Correspondence Solicited. Estimates Given
Special Discount to the Trade.

RAMBLER'S REAPINGS.

RE COLLECTING DEBTS.

WHAT is wanted in regard to collecting debts is greater simplicity of law proceeding. For instance, suppose I am a small trader. A customer deals with me and gets credit. After owing me a balance the customer quits and I lose his custom and the balance. As a matter of course it goes with the customer. I, of course, lose both unless I invoke the expensive and intricate machinery of the law. Now what is wanted is some simple, inexpensive process, and I would suggest the following: Appoint a judge at $2,000 a year and an assistant at $800 a year. Let the court be styled the Court for the Collection of Debts. The process would be something like this: I send my bill with a fee to the court; a paper is made out and served on the debtor by the court assistant, and at a specified time the creditor and debtor appear before the judge. If the creditor fail to appear or send a friend to represent him, then the debtor is dismissed. The judge should have power to decide the case, and non-compliance with the order of the court by the debtor should incur a penalty of seven days in jail. If a man cannot pay a debt, and this is proved to the satisfaction of the judge, he can dismiss the case, and the creditor is at liberty to send his bill again after a lapse of two months, in all cases the fee to be paid by the creditor, with privilege of charging it in his bill. Scale of fees: Up to $10, 50c; $15, 75c; $25, $1; $40, $1.25; $80, $2; $100, $2.50. One hundred dollars would be the limit of this court.

GARNISHEE.

"We are going to get the law regarding garnisheeing of wages put right after all," said a man to me the other day. "Yes, when the moon is made of green cheese,' said I. "Well, you wait and you'll see," said he. "Why, the Government don't want it," I said. "Their idea is, if you cannot collect a debt you are not likely to give credit.' "That is all hanged nonsense," said he, "for the Government to think anything of the kind. Suppose now you are out of a job and you are starving. You come to me, and by the look in your eyes I can see when you ask me to trust you for two or three weeks till you get a job, that you are really in want, and I can't see you starve. I give you credit to help you out of your difficulty. After a while you get something to do, and instead of remembering my kindness you forget it, and you go and deal somewhere else. Would it not be pretty hard if I could not make you by some means or other pay up? Well, I should think so Well, that is just the state of affairs at present, but it is going to be changed. What is going to change it? Why, the P.P.A, of course.

COLLECTING.

"You talk about funny experiences in collecting. I'll give you one of the strangest that ever happened to me. I was in the habit of collecting numerous accounts, and amongst the number was one on Blank street. I had called there before, but without success. I had got pretty well through with my work and was just returning home, when I thought I would make another attempt to collect this particular account. I stepped up to the door and, knocking, I awaited the arrival of the lady. Presently the door opened and the lady nodded and asked me to come in, which I did, but imagine my surprise when I got inside to see her turn, lock the door, and yell, "Murder, thieves, robbers, help, help!" as loud as her lungs would let her. The neighbors all came around the door and presently a policeman arrived upon the scene. The woman unlocked the door and told the policeman I was trying to commit an assault upon her. He believed her, of course. Circumstances looked dark against me, and I was taken off to the police station. After explaining the matter to the officers they made enquiries, and found out the facts of the case. I was then allowed to go, but was the strangest experience I ever had."

RAMBLER.

LUMBER AT THE PACIFIC COAST.

THE PUGET SOUND LUMBERMAN, in an editorial on the Wilson Bill, says: "In regard to the timber in British Columbia, it has been stated by some that the fir and cedar of Washington and Oregon are far superior to that across the line, and that the lumber turned out on Puget Sound is better manufactured. In regard to the first proposition it is a fact that Barney & Smith, of Dayton, Ohio, take several cargoes during the year from Vancouver, B.C., ship it around Cape Horn to Wilmington, Del., pay duty on the same, and haul it by rail to their car shops at Drayton, simply because "it is better than Puget Sound fir." So far as the latter proposition is concerned there is some truth in it. Skilled workmen command better wages on this side of the line, and thereofre we generally get the best workmen. In British Columbia and Canada timber limits are rented to lumbermen for a certain term of years, varying from ten to thirty years. In British Columbia there were on December 31, 1891, 64 timber leases, comprising 273,428 acres, yielding an annual rental of $20,404.23. On these leases were cut 83,108,335 feet, on which a royalty of $31,479.06 was paid, or 28 cents per 1,000 feet. There timber leases are on lands tributary to streams, and only the very best timber is cut. This places the American lumberman at a disadvantage, because he has to purchase land, and when the timber nearest the waterway is cut he must put in logging roads, which add materially to the expense of logging. Lumber carried from Washington and Oregon to any port within the United States must be carried in American bottoms. This places the Washington and Oregon lumbermen at a disadvantage in case of competition with British Columbia, and the California market, which takes fully one-half of the exports of lumber from Washington and Oregon, will be practically given over to British Columbia if the Wilson Bill becomes a law.

In the eastern markets the influx of Canadian lumber can be depended on to retard the introduction of Washington and Oregon lumber, and the shingle industry will also suffer from the same cause.



Milk Can Trimmings

Old Cuts but New Goods.

See our new improved

TRIMMINGS



BOTTOM PRACTICALLY IN ONE PIECE.

THOS. DAVIDSON & CO., - Montreal

A GRIM WINDOW DISPLAY.

A. G. McINTIRE, a Queen street hardware dealer, is nothing if not original; and for eccentricity in window display he certainly heads the list.

Mr. McIntire recently took out an agency for slate vaults, and, thinking to attract attention to his show window, and the vault in particular, he placed the vault, which is a box made of four slabs of slate, and a little larger than the ordinary-sized coffin, in the window. He then placed a block under the inner end, so that the inside might by plainly seen, and obtained a human skeleton, which he laid in it, in full view of the passing public. Above the vault he hung a large placard, upon which was printed the following notice:

SLATE VAULT.

Advice to my friends who follow me, which I assure you, to my solid comfort in this new and stylish dwelling, manufactured expressly to preserve your BONES from INSECTS, MOISTURE and ROT. It will you protect from the above, and will also afford you the same comfort until the trumpet sounds and we that use the SLATE VAULT will arrive together never more to part again."

I remain, YOUR FRIEND.

A. G. McINTIRE, Agent.

That it attracted attention is obvious. The sidewalk was continually thronged with people, attracted by this novel and somewhat grim exhibition. At last some of the neighbors began to complain, alleging that it was improper to have such a ghastly sight where persons were continually passing. A story got round that one woman was so frightened that she had to be removed in a cab. Some person went to the police and asked them to have the vault and skeleton removed. A police officer called on Mr. McIntire and asked him if he would be kind enough to remove it, stating that it frightened women and children at night. Mr. McIntire's assistant vouched for the fact that he had seen one old lady stop and cross herself and then hurry down the street as fast as she could.

Mr. McIntire, however, complied with the request of the police and removed the skeleton, but the vault and placard are still in the window, and continue to attract attention.

NEW FURNACE LINING.

B. Richards, of Swansea, Wales, is the inventor of an improved lining for blast, reverberatory and other furnaces used in smelting copper and other ores. It is intended to provide a means for preventing the metals penetrating the sides and walls, as is said to occur in the present construction of furnaces. In carrying the invention into effect the inventor provides on the sides and walls a layer of asbestos, fixed in any suitable manner, and of a thickness corresponding to the requirements of the furnace. The asbestos is sewn together with strings of asbestos to the shape of the furnace, and laid on the claw bottom and up to the sides of the furnace bridge and foreplates, and a layer of sand 7 inches thick is placed on the asbestos and the sides to be clayed. By thus preventing the penetration of the metals into the walls a great saving is said to be effected.

NEW INVENTIONS AND DEVICES.

COMBINATION tool. A tool especially adapted for use as a pipe wrench and cutter. By its use a pipe may be firmly gripped and turned without injury, and it may also be quickly adjusted to cut a pipe of any size, while by separating the head from the remainder of the tool, it may be made into a convenient hammer and screw-driver.

Tool handle fastener. This improvement is especially designed for fastening the handles on picks, hammers, etc. A collar slides over the tool handle nearly to the eye of the tool, and the collar is then connected by braces with the tool proper at each side of the eye, very firmly securing the tool to its handle.

Door check. This is an adjustable fastening device comprising a locking link with an eye contracted at one end, the link being offset to bring the contracted end of the eye at an angle to its larger portion of the eye, but interlocking with the link when in its contracted end.

A horsehoe having two sections of unequal length pivoted together, each section having an inwardly and upwardly extending flange, the longer section with a recess at its pivoted end and shorter section, with a latch head entering the recess, a rod passing through apertures in the end of the sections. The shoe also has removable calks, readily placed or removed, the shoe being adapted to fit the foot perfectly, and so shaped that the weight of the animal will hold the calks in position.

Wire stretcher and holder. A chain having a hook plate on its free end is shackled to a forked handle bar, another chain in two sections being shackled to the bar near its opposite end, a snap hook connecting the chain sections, and there being a claw hammer head on the straight end of the bar. The implement is especially adapted to hold a wire taut while being secured to a post, to hold loosened wires in position while a post is being removed, and also to readily remove fence wires, serving also as a reel shaft when old wire is to be reeled for use again.

A tool for determining the sizes of round iron and shafting. It is made on the end of a small handle, and resembles very much a miniature bookjack, with a centre piece for a stop-motion. When placed over a shaft, the jaws open till the centre piece strikes, when the exact size can be read through a high power glass on the back, making it equal to and far more handy than any calipering device on the market.

A window seat and standing chair for outdoor window work. This seat folds into a small, simple and light compass, so that a boy can pick it up in the cellar, get to the top of the house, unfold, attach and mount it ready for work, in a space of two minutes. By it all possibility of slip or accident is prevented. The most timid servant can adjust it to sit or stand upon, and, while cleaning windows, pursue her work with safety.—Hardware Reporter.

ABOUT "GOOD ROADS."

"The advantages of properly-built and well-maintained dirt roads seem to have been largely overlooked in the movement for the improvement of our country roads," says the New York Engineering News, "and it has been said, with some reason, that the movement in favor of good roads has been hampered to some extent by a somewhat too enthusiastic advocacy of broken stone roads, either macadam or telford. The cost of such stone roads is absolutely prohibitive of their adoption in many parts of the country, where, however, improved roads are urgently needed. Comparatively little is said about dirt roads in the discussion on improved construction, but it is certain that very excellent roads may be made of earth by a proper system of construction. Both surface drainage and subdrainage are essential in obtaining a durable road, and intelligent maintenance is another essential, which latter is rather difficult to insure. The mere dumping of piles of earth in wet spots or low places is not maintenance, but is mere waste of energy due to carelessness or misdirected zeal. With a good dirt road once completed, it would prabably be found economical and advantageous to intrust its maintenance to a few skilled and intelligent men paid for their services, instead of leaving the maintenance to the spasmodic attention of the farmers and their hired men."

Advices from England by the last mali are to the effect that Mr. Hector Cameron, ex-M.P., is making good progress in organizing the syndicate which proposes to negotiate with the Government for the establishment of a fast mail service across the Atlantic. At the present time the appropriation upon the statute book for such a service is $500,000, but it is understood that, with a view of securing a really first-class service on the basis of 20 knots an hour, the Government will entertain proposals based on a subsidy of $750,000, and ask Parliament to go to that expense if necessary.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton. Ontario.

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TORONTO CUTLERY CO.,

65 and 67 Yonge Street, Toronto

M. MAYER, Propr.

NON-XLL	Pocket Knives	WARRANTED
IMPERIAL	Razors	
T. C. Co.'s	Nickel Steel Shears	
WILLIAMS	Dble Shear Steel Butcher Knives	

We fully guarantee all goods named above.

BERTRAM & CO.

TORONTO — Hardware and Iron Merchants

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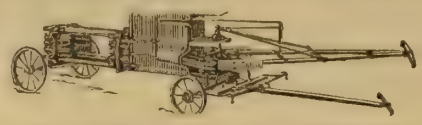
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Quality and finish of our Files and Axes unsurpassed. . . .

Special Attention to Letter Orders.

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, cheaper, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire.

Manufactured by BOYD & CO., Huntingdon, Q.

THE OAKVILLE BASKET CO.,



Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE BASKET CO.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

Gas, Electric, Combination

Fixtures AND Brackets

English, Canadian, and American DESIGNS



A select stock of

Gas and Electric GLOBES always on hand

JAS. BARWELL, 88 Bay Street, Toronto

Drawings and prices on application.
The trade supplied.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, TORONTO

ENGLISH HOUSE: **SAMUEL, SONS & BENJAMIN** 164 Fenchurch St, London, E. C.



Milk Can Trimmings and Cans
Creamery Can Fixtures and Cans
Dairy Pail Bottoms . . .

SAP BUCKETS AND SPILES

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, Jan. 19, 1894.

HARDWARE.

There has been no improvement in business in the general hardware market since the time of our last. Very few of the houses have got their travelers out yet, in fact some of the leading houses that were called on had only sent out one man as yet. The city trade also is quiet, and there are few letter orders. No one is complaining, however, it is the usual thing at this time of the year, and traders don't expect anything else. There has been more or less discussion with regard to the changes decided upon at Toronto, but as they were all in the direction of easier values no one is kicking. Payments remain much the same.

WIRE—There is nothing much doing in this line in the matter of actual business. Since the meeting however decided the uncertainty, and the jobbers stock taking showed now stocks were, some orders have been placed with makers on the reduced bases for annealed wire. In a general way however the trade here have been unable to gauge exactly what effect the changes in the wire list has had. The trade here were notified of the change in coppered and plain wire on the 20 per cent. list as already announced.

CUTLERY—Nothing doing in cutlery and no features to note.

WINTER GOODS—Trade is over in this line, and there is nothing at all to report.

NAILS—Makers report some orders for future delivery since the annual meetings for both cut and wire nails. In a jobbing way there is nothing doing at all.

TACKS—The same remarks appliy to tacks.

HORSESHOES—No change was decieed npon in either horshoes or horse nails at the annual meetings. Makers say that business is quiet as jobbers stocked up prettv well previous to the close of the year in both lines. Business in a jobbing sense is quiet also.

IRON PIPE—A few small lots have been placed in the city, but otherwise business is very dull.

CHAIN—Continues quiet and steady.

PLUMBING AND BUILDING SUPPLIES—Nothing to report in either line.

NAVAL STORES—Business in naval stores continues quiet. The firmness in turpentine at the South that we referred to last week has, however, resulted in an advance of 2c. on that article. We quote: Turpentine, 48 to 50c.; resins, $2.50 to $5, as to brand; coal tar, $3.75 to $4; cotton waste, 5½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep-sea line; pure Manilla, 11c. for 7-16 and upwards and 12c. for smaller sizes.

METALS.

There has been no change or improvement in the heavy iron or metal market during the week. In fact both in importing and jobbing circles business is very quiet. There is little doing on the former account, as it is a little too early yet for business for spring importation, while in the latter the quietness in general hardware is if anything accentuated in the heavier lines. Values generally continue much the same, while advices from primary markets state that values are generally considered to be down to bed rock. This is more especially the case in tin plates in Great Britain than in other lines.

PIG IRON—Only a few small quantities are moving ex store. We note sales of Carnbroe and Summerlee at $18 and $19 50 respectively, and stocks of Scotch pig are very light in Montreal at present. Eglinton is held for $18.25 and there is little of it to be had here. We quote, ex store: Summerlee, $19.50; Eglinton, $18.25; Carnbroe, $18; and Nova Scotia, $17 to $17.50.

SCRAP IRON—This line is dead, and we quote $12 as the nominal outside figure for both wrought and cast scrap, because there is simply no demand at all for it at present.

BAR IRON—The price we mentioned last week of $1.85 has been disputed by some traders, but we know for a positive fact that it has been the basis for sales that transpired this week, and not for large quantities either.

SHEET IRON—There is a moderate business passing in this line for small parcels. Prices are steady and unchanged at $2.30 to $2.50.

HOOPS AND BANDS—Little or nothing doing in large lots. Prices are unchanged at $2.30 to $2.35.

STEEL—No business of moment aside from some ordinary trade in a very small way for actual wants. We quote as before: Best cast steel, 10½ to 12c.; sleigh shoe, $2.40; spring, $2.50; tire, $2.50 to $2.75, and round machinery steel, $3.

GALVANIZED SHEETS—No business of importance has been put through in this line, only a few small jobbing sales being to note. We quote: 4¾ to 5c. for ordinary brands, Morewood, 6 to 6¼c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c.

TIN PLATES—Business rules very quiet and prices are more or less nominal in the absence of any large dealing of a strictly wholesale kind. We quote:—Cokes $3 to $3.20, and charcoal $3.50 to $4.

CANADA PLATE—Rules dull and unchanged at $2.40 to $2.50.

TERNE PLATES—No business in this line and it is difficult to quote a range on it. In a nominal way we give $7 to $7.25, which is a decline for the simple reason that there is absolutely no demand.

COPPER—A moderate jobbing movement is to note in copper, which is as last quoted, 11½ to 12c.

TIN—There is no change in tin and we quote our former prices of 19 to 21c.

SPELTER—Business dull and prices as before, $4 60 to $4.75.

ANTIMONY—Featureless and unchanged, at 10½ to 12c.

LEAD—Dull and easy, at $2.75 to $2.90.



BROAD HOOP PATTERN.

Milk Can Trimmings
Delivery Can Trimmings
Creamery Can Trimmings
And **Milk Delivery and Creamery Cans Made Up.**

We have an entirely new idea in Creamery Can Gauges, easy to solder, perfectly tight, unbreakable.

All sizes and guages of Tinned Sheets for Cans and Vats. We have a full stock and can make prompt shipment.



IRON CLAD PATTERN.

THE McCLARY MFG. CO., London, Toronto, Montreal, Winnipeg, Vancouver.

The Best is the Cheapest.

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STANDARD BELT

GUARANTEED.

J. L GOODHUE & CO., Danville, Quebec.

A full stock of our goods kept on hand by our Western representative,

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Telephone 2164. 85 York St., Toronto

AMERICAN CARPET SWEEPERS

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BEST QUALITY

PRICE PER DOZEN, $26.00.

Order from your jobber, or send direct to

J. M. WARNER MFG. CO.

Send for Price Lists. HAMILTON.

ADAM HOPE & CO.,

Offer for Sale HAMILTON

"Pioneer" and "Sloss" PIG IRON

These are fine foundry irons, being strong and large scrap carriers.

Also all the well-known—

Scotch Brands,
Broken Car Wheels,
and Railway Cast Scrap.



PAINTERS

Will find the cheapest Paint Brushes are those having our . . .

Flexible Bridles

Why? Because the bridle can be taken off and replaced in a moment. The paint circulates and the stump never hardens. You can wear the brush down shorter, therefore it will last much longer.

Ask your dealer for them. Made in round, oval, and flat. All sizes and qualities.

CHAS. BOECKH & SONS

Brush Manufacturers

TORONTO - - ONTARIO

Pure Southern **TURPENTINE** Our Specialty

Remember, we are headquarters for the pure article, and intending purchasers will do well to get our price before placing their orders.
Every barrel of Turpentine we ship is accompanied by our printed guarantee that it is ABSOLUTELY PURE.

We Are Not Members of any Combine.

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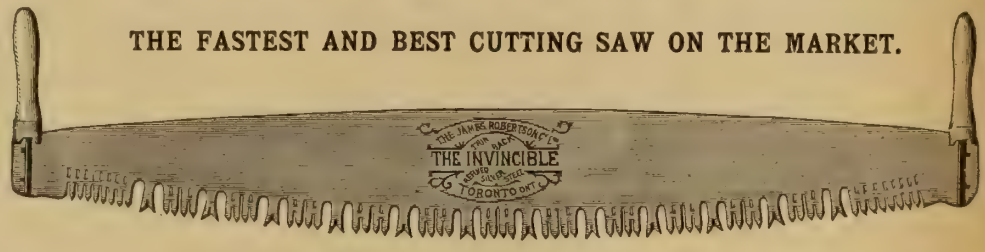
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THE **INVINCIBLE.** EVERY SAW WARRANTED.

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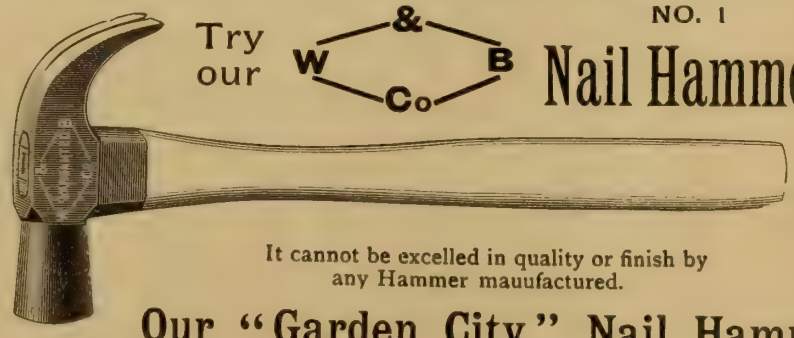
The James Robertson Co. (LIMITED.)

SAMPLE ORDER SOLICITED. **Toronto.**

THE WHITMAN & BARNES MFG. CO.

Canadian Branch: St. Catharines, Ont.

Try our W & B Co NO. 1 **Nail Hammer**



It cannot be excelled in quality or finish by any Hammer mauufactured.

Our "Garden City" Nail Hammer

GET OUR PRICES AND TRY OUR GOODS

Is the best and cheapest "Solid Cast Steel" Hammer on the market. . . .

We aim to keep in stock a full line of Hammers, Sledges, etc., and will make prompt shipments. . . . . .

MONTREAL Markets continued

ZINC SHEETS—No business doing ; prices the same, at $5 to $5.25.

CEMENT—There is nothing doing in cement, and it is not likely that there will be now until the spring prices are filed, except an occasional cask for positive wants. Stocks are generally conceded to be large. We quote : English cement, $2.05 to $2.15, and Belgian, $1 90 to $2. Fire bricks are stiff at $17 to $21 per thousand, according to brand and quantity.

PAINTS AND OILS.

Only a few travelers are yet out with spring samples in this line, and the trade are not able to speak yet with any degree of certainty. Linseed oil is unchanged, and practically all the seal oil on this market is controlled by two people who hold it very firm.

GLASS.

There has been some movement in glass on city account, but in a general way the market continues dull. We quote as before, $1.25 for first break and putty in bulk $1.85.

PETROLEUM.

There is a fair movement in petroleum at steady prices. We quote : Canadian crude at $1.05 per barrel f.o.b. at Petrolia ; Canadian refined at 11¼c. in shed at Montreal, for round lots, and 12c. for small quantities. American petroleum, 16c. in car lots, 17c. in 10 barrel lots, 17¼c. in five-barrel lots, and 17¾c. for single barrels, net cash ; American benzine, 23 to 25c ; Canadian benzine, 10¾c. Petrolea ; 12½c. Montreal.

MONTREAL TRADE NOTES.

Turpentine has been advanced 2c all round owing to firmness in the South.

Stocks of Scotch pig-iron are, according to brokers, the smallest ever held at this port at this time of the year. This is an indication of how the native product is driving the former out of the Eastern market, as cheap American pig has driven it out of the Western.

The stock of cement here is generally conceded to be larger than it was at the same time last year.

Geo. E. Drummond, the president of the Canada Iron Furnace Co'y, delivered an interesting paper at the meeting of the Quebec Mining Association here last week. An abstract of it is given elsewhere.

John Thorpe, Canadian manager for Pilkington's, the glass people, expects to have the Toronto branch open in the course of a fortnight or so.

T. W. Boyd & Son, of Notre Dame street, are fitting up a fine showroom for their bicycle department in the basement of their Notre Dame street warehouse.

The half-yearly meeting of the Brass Manufacturers Association of Canada was held in the Queen's hotel here last week. The gentlemen present were : Messrs. John Brown, G. McAvity, F. Church, T. L. Clark, James Essex, A. W. Glossford, and Thomas Stevens. The tariff was the topic of paramount interest. It was decided to send a deputation to the Minister of Trade and Commerce to ask that ingot copper, scrap copper, brass and copper tubing and brass strips be placed on the free list. Otherwise it would be impossible to compete against American imports. But as to the reduction of duties on other goods of finished manufacture the association would have none of it. If there was to be a change as regards these articles it should be in the direction of higher duties. The association is said to be on a firmer footing than ever.

TORONTO MARKETS.

TORONTO, Jan. 19, 1894.

HARDWARE.

During the week trade has been pursuing the even tenor of its way, devoid of any new and striking features. Clerks around the warehouses have had their energies but slightly taxed waiting upon customers, for the reason that there have not been many customers in the city. Quite a few orders are, however, announced through travelers and letters, but the parcels are small. Cutlery is picking up a little again, but business is yet confined to a few small sorting-up lots. In nails only small quantities are going out. Orders are being freely booked for green wirecloth, screen doors and windows. A considerable improvement is noted in coil chain. In horseshoes the only kind receiving attention is iron. Some changes are announced in the price of prepared paints and turpentine, in both instances there being decline. Most of the houses are through taking stock and most of them have their full staffs of travelers on the road again. Reports regarding payments announce further slight improvement.

WIRE—Bright iron wire for tinners' use is the only kind selling, and in this the principal demand is for Nos. 14 and 16, which is used for hay-boiling purposes.

ROPE—Trade is quiet and prices unchanged. We quote : Sisal, 7-16 in. and larger, 8c. ; ¼, 5-16, ⅜ in., 8½c. Manilla, 7-16 in. and larger, 10 to 10¼c. ; ¼ 5-16, ⅜ in., 10½ to 11¾c.

CUTLERY—Trade in this line is picking up nicely, travelers having gone out with fresh samples.

NAILS—There is a demand for small quantities of cut nails; and dealers will not order in large quantities until reduced freight rates come into force.

GREEN WIRE CLOTH, ETC.—Orders are being freely booked for green wire cloth at $1.85 to $1 90 per 100 square feet ; also for screen doors and windows. Prices in the latter have changed somewhat, but it is said that a better article than last season will be supplied.

TACKS—Trade continues inactive and featureless in this line.

CHAIN—There has been considerable improvement in coil chain, some fair orders having been taken both from stock and for import. Price are unchanged.

HORSESHOES—While iron horseshoes are still going out the demand for steel shoes is exceedingly limited.

WARE—Nothing new to report, orders still being booked for peerless and white ware, while blue and enamelled are dull.



LAWN MOWERS—Samples are now in the hands of jobbers, and a few orders have been booked by representatives. A much more active business is anticipated in this line during the course of the next week or so.

SPORTING GOODS—Business in guns and rifles is exceedingly flat, but ammunition is still being called for, although in quantities that are small.

PLUMBING SUPPLIES—Dullness marked is the present condition of this line and prospects are not very bright. A slight change has been made in the discount on wrought iron pipe.

BUILDERS SUPPLIES—Business continues dull, and there is no prospect of an improvement for some time.

METALS.

Metals generally rule quiet and featureless, and it will be some weeks before an improvement can be expected.

PIG IRON—There is no improvement to note and prices remain nominally as before. We quote, nominally : Summerlee, $20.50 to $21; Carnbroe, $19.50 to $20 ; Siemen's, $19.50 to $19.75.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows : The principal activity to be noted during the week has been among the sellers of iron. Consumers persist in their now well known policy of not consuming. The result has been that liberal slices have been taken off of prices and some iron sold. We quote for cash f.o.b. Toronto in bond : 1 X Foundry Strong Coke Iron, Lake Superior ore, $14.80; 2 X Foundry Strong Coke Iron, Lake Superior ore, $14.30 ; 2 Foundry Strong Coke Iron, Lake Superior ore, $13.80; Jackson County Silvery 1, $17.55 to $18.30 ; Jackson County Silvery 2, $17.05 to $17.80 ; Lake Superior Charcoal, $17.05 ; Southern Soft 1, $12.85 ; Southern Soft 2, $12.60.

BAR IRON—There is no further information to furnish in regard to this article, prices still being open, and business is confined to a few small lots. Stocks are said to be exceedingly low in most lines.

SHEET IRON—Stocks are complete in this line. Business is improving nicely, some fair quantities having being forwarded this week. Prices are unchanged at the basis of $2.75 up to 20 gauge.

CORRUGATED IRON—Dull and unchanged. We quote : "Owl" brand at $3 to $4 per square for painted and $4.25 to $7 for galvanized, according to gauge.

GALVANIZED IRON—Business has fallen off in this line. Orders now coming in are for small quantities, most dealers having booked import orders to arrive next month. We quote Queen's Head and Gordon Crown brands at 5 to 5¼c., for 16 to 24 gauge.

BOILER TUBES—There is still a fair demand and prices remain much as before.

SHEET STEEL—Much as before, business being fair and prices unchanged. Base price for boiler plates $2.25 and for heads $2.40.

INGOT TIN—This line is somewhat quieter than it was, and quantities that have changed hands have only been small, although

MARKETS—Continued

good import orders have been taken. We quote: Lamb and Flag, 22 to 22½c.; Straits, 21¼ to 22¼c.

INGOT COPPER—Not much doing, most of the manufacturers using this have shut down for the purpose of taking stock. Prices are unchanged at 11¾ to 12c. for ton lots and ½c. extra for smaller lots.

SHEET COPPER—There has been a little change for the better in this line, and some good-sized import orders have been taken; shipments from stock are small. Prices are unchanged at 16 to 18c. according to sizes.

ZINC SPELTER—Market quiet and prices unchanged. We quote 4¼ to 4⅜c. for domestic and 5 to 5¼c. for imported.

TIN PLATES—This line is going out freely. Demand is principally for 20 x 28. Fair quantities of coke are also going out daily. Stocks are comparatively well filled. We quote $3.85 to $4 for I.C. charcoal and $3 40 to $3.50 for coke tin, 14 x 20 basis.

ZINC SHEETS—There is very little doing in this line, although a number of orders for cask lots have been received. Some orders have been booked for import. Stocks are in fair condition. Prices unchanged at 5¼ to 5½c.

TERNE PLATES—A few orders have been received, the first for some time.

HOOPS AND BANDS—There is a little more life in this line. Stocks are heavy now, as during the strike in England orders that had been placed remained unfilled until lately. Prices are unchanged at the basis of $2 55 to $2 60.

CANADA PLATES—Volume of business is light, as stove-pipe manufacturing is over, and most of the dealers have still some of their import orders left. Prices are unchanged. We quote: All dull, $2.60 to $2.65; half-polished, $2 75, and all bright, $2 90.

SOLDER—Demand is increasing, most of the tinsmiths finding it to their advantage to purchase the ready-made article instead of making it themselves. Qualities vary according to composition and grade. We quote 14 to 16c., according to composition.

ANTIMONY—A few sales have been made, but in small lots only; 11¼ to 11¾c. are the ruling figures for small lots, but quantities can be obtained at lower prices.

PIG LEAD—There is more activity in this line, and a few good sales have been made. Shipments from stock have also been more numerous. Prices remain unchanged at 3c. for small lots, but ton lots can be shaded a fraction.

GLASS.

Import orders have been freely taken, but these will not last much longer because they would not be able to obtain early delivery. Prices are unchanged at $1.20 to $1.25 for first break.

PAINTS AND OILS.

One of the features of trade this week has been a reduction in quotations on prepared paints, the price now being $1.05 for pure and 90c. for second quality. This was one of the acts of last week's meeting of the manufacturers. The preferred list has also been removed and a quantity list supplied. According to the conditions of the latter purchases of 500 gallons during the year will get a rebate of 10 per cent. at the end of that period. Trade in prepared paint is as quiet as ever. Another feature in trade is a jump in the price of turpentine to 48c., Toronto, Hamilton, London and Guelph, with 2c. added for shipment to outside points, freight allowed. The reason for the advance is ascribed to a higher market in the South. A little better demand is reported for turpentine, although the volume of business is still light. Linseed oil remains quiet and unchanged at 60c. for raw, 62c. for boiled Toronto, Hamilton, London and Guelph, with 2c. added for delivery at outside points. White lead continues dull and unchanged at the 5c. basis. A fair business is reported in glue. Payments are fairly good.

OLD MATERIAL.

Business continues dull, and dealers are carrying large stocks, which they are offering at low prices. We quote prices paid by dealers as follows: Agricultural scrap, 55c. per cwt.; machinery cast, 60c. per cwt.; stove cast scrap 40 to 42½c.; No. 1 wrought scrap 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 7½c.; heavy scrap copper 8 to 8½c.; old copper bottoms, 7½c.; light scrap brass 5c.; heavy yellow scrap brass 7c.; heavy red scrap brass 7½ to 8c.; scrap lead 1½ to 2c.; scrap zinc, 1½ to 2c.; scrap rubber, 3c.; country mixed rags, 75 to 80c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10 to 15c.

SEEDS.

Alsike continues weak in absence of foreign demand. Timothy is dull, and clover is firm. We quote: Alsike, $5 75, to $6.25 for good to prime seed, and $6.50 to $6 80 for choice to fancy. Red clover, $5 75 to $6 for ordinary to prime; $6 to $6.25 for choice to fancy. Timothy, $1 to $1.25 for inferior, $1.50 to $1.60 for prime; choice to fancy, $1.80 to $2.

HIDES, SKINS, WOOL, TALLOW

HIDES—Quiet at present, as the tanners are in a great measure overstocked. One of the largest dealers in Toronto, when speaking about the importation of hides, said that he had received from the United States over 13,000 hides since the first of January. This of course has a sore effect on the domestic market. Hides at this season of the year are far inferior in quality to what they are in June and the last half of the year, on account of the grubs which work in the hides and the thinness of the texture caused by stabling during the winter months. Dealers are paying from 4 to 4¼c. for cows and 5½c. for steers.

WOOL—There is a good demand for Mediterranean wools, and some enquiry for B.A.'s, but Canadian wools are stationary at present owing to the unsettled state of affairs in connection with the Wilson Bill. Should this, as it likely will, become law, Canadian wool will be admitted free into the American market, and free us of an immense quantity of domestic wool, especially as Canadian fleece is wanted by manufacturers on the other side of the line. Prices are much the same as last report. We quote: Foreign Wools—Greasy Cape, 11 to 13c.; B. A. Clothing from 27 to 29c; yellow B.A. clothing from 24 to 26c. East India wools—White, 17 to 18c.; yellow, 10 to 14c.; black and grey, 11 to 12c. Mediterranean wool—Whites from 15 to 17c. according to grade, and greys and fawn colors from 10 to 12c. Domestic wools—Domestic fleece, 17½ to 20c.; fine selected clothing fleece from 23 to 24c.; fresh clothing, 20 to 22c; Southdown, No. 1, 25 to 26c.

SKINS—There is a fair trade doing in sheepskins and pelts, but prices remain about the same, dealers paying about 80c. for a good grade.

TALLOW—Is in good demand, in fact a little too good for the supply, as some of the largest dealers say they have not a pound in stock. They are offering from 2½ to 5½c. according to the grade.

PETROLEUM.

Trade continues brisk on the Toronto market at unchanged prices. We quote: 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; American water white, 18 to 19c.; photogene, 20c.

MARKET NOTES.

Advices have been received from England, by Canadian brush manufacturers, of a further advance in the price of some lines of bristles.

Charles Boeckh & Sons are manufacturing a new line of wire brushes, such as are used by moulders, street railways, etc. The firm intends issuing to the trade a handsome show card illustrating its flexible bridle brushes.

The Consolidated Plate Glass Co, report a steady increase in the demand for plate glass, etc. "It is rather early for large orders, but the number of smaller ones received daily is on the increase, and the outlook for the coming season is good," say the firm.

The Canadian Mineral Wool Co., Toronto, report having made a large shipment of steam pipe covering this week to the H. W. McNeil Mining Co., Kanmore, N.W.T.; also a constant and large demand for their steam-packing and other asbestos goods.

Chas. Boeckh & Sons, brush manufacturers, Toronto, have taken out a patent in the United States for their flexible bridled paint brushes. The firm report that these brushes are finding good sale on the American market; also that it is having an increased demand for its solid-back brushes.

The Collins Manufacturing Co. are busy working on a new dome bottom, copper kettle, which they say will be an improvement on the one that they have been handling, both in pattern and strength. They have placed all orders with a Pennsylvania firm for 100 tons of galvanized wire, and anticipate a large demand for their Hathaway fence wire the coming season.

The latest thing in the way of oil heaters that is being offered to the Canadian retail trade is the Rochester Parlor Oil Heater. It is claimed that the cost of burning it is no more than the ordinary circular wick, draft burner lamp. It is portable, being surrounded by a Russia iron cylinder heater which is perforated at the top and bottom, thus heating the room by circulation of air through the heater and not by radiation. The cylinder can be lifted off and the heater is immediately turned into an ordinary Rochester lamp and can be used for lighting purposes. There is an ornamental dome on the top of the cylinder which can be removed, and ordinary cooking and boiling can be

done in a small kettle, basin or pan. The H. P. Davies Co., 81 Yonge street, Toronto, have secured the selling agency for Canada.

Coil chain is quoted fractionally lower.

Prepared paints are lower, at $1.05 for pure.

Turpentine is higher at 48c, Toronto, Hamilton, London and Guelph.

The Rat Portage Hardware Co. (Ltd.) has obtained charter of incorporation.

The Hamilton Hardware Co. (Ltd.) is applying for charter of incorporation.

The Palmer Pneumatic Tire Co, of Toronto, is applying for incorporation.

New Prices lists have been issued by the Dominion Wire Manufacturing Co. (Ltd.)

The Winnipeg Natural Gas and Petroleum Co. has obtained charter of incorporation.

H. D. Simmons & Co. report the receipt of some good orders for the Goodhue leather beltings.

A fresh supply of "Perfection" horse and hair clippers have been received by H. S. Howland, Sons & Co.

Changes have been made in the discounts on wrought iron pipe, sheet copper, wire, bolts, churns, poultry netting.

H. S. Howland, Sons & Co. announce that they will shortly have in stock a new steel hayfork which is being manufactured by the Hartz Company.

M. & L. Samuel, Benjamin & Co. report that they are booking orders freely for screen doors and windows. From the samples shown the stock will be exceptionally nice this season.

The 9th annual meeting of the Metallic Roofing Co. of Canada Ltd., was held in Toronto on the 15th inst., when Mr. E. Samuel was elected president, Mr. A. D. Benjamin, vice-president, and Mr. J. O. Thorn, sec.-treas.

Samuel, Benjamin & Co. invite the roofing trade to send sample orders for eave-trouching made of their special brand of Gordon Crown galvanized iron, which they claim is equal to any in the market.

Ecclestone & Ramsay are opening up a store at Bracebridge with a general of hardware and tinware. Mr. Ecclestone was formerly with H. S. May of Huntsville, and is au experienced hardware man. Friends of the firm predict that its venture will be successful.

An order has been received from Winnipeg by Samuel, Benjamin & Co. for one of the double truss cornice brakes, for which that firm are sole agents. The firm expects to ship a number to the prairie Province this season.

The McClary Manufacturing Co. report that they are carrying a complete stock of enamel ware, having lately added several new lines in this class of goods. "The perfection marble ware, for which we have the right of exclusive sale for Canada, and which we carry in coffee and tea pots," said a representative of the firm, excels anything in this line which we have seen. They are stamped from one piece, which enables them to be given a better finish, and are also much stronger."

The Metallic Roofing Co. of Canada Ltd., are putting several new specialties on the market this year, descriptions of which will appear in their fine new catalogue, which will be issued shortly, and which, by the way, promises to be the finest catalogue ever issued by any roofing concern in America.

A new hardware journal has made its appearance in the United States. It is named the "Hardware Dealer," and is published by D. T. Mallett of New York. It is to appear monthly and is issued in the ordinary magazine form. The initial number has just been issued and is most creditble both in appearance and subject matter.

A. C. Leslie & Co. are removing to more commodious premises, having rented the first floor at No. 59 Bay street. Their stock of cutlery, etc., is more complete than ever, and they are anticipating a good trade this year, as their last year's customers are all delighted with the goods supplied. Dickinson's improved ivoride handle table knives and carvers are reported as giving special satisfaction.

NEW YORK MARKETS.

NEW YORK, Jan. 18, 1894.

PIG TIN—The market is quiet, a better demand from consumers is reported, and orders are being booked at 20.00 to 20⅜c. The market closed weak, with sellers at $19.95. The London market is steadier, with futures 2s. 6d. higher. The Metal Market Report announces that there is a slight discrepancy in the figures for the first half of January. Boustead & Co. cable to the Exchange 675 tons to England and America, while Boustead's agents in this city report only 425 tons (375 to England and 50 to America), while Behn, Meyer & Co. of Singapore report a total of 450 tons (400 to England and 50 to America).

COPPER—The market is dull and easier, with sellers at 10c. The official figures show an increase in the visible supply since January 1st of 320 tons.

LEAD—The market is dull and inclined to be easier, with holders asking 3.20, and no buyers at better than 3⅛. The London market is dull, prices having declined 13s. 3d.

SPELTER—The market is quiet, with prices unchanged at $3.45 to $3.50.

METAL PRESERVATIVE COMPOUND

M. Ghesh of Paris has discovered, according to a contemporary, a new preservative composition which adheres strongly to iron, steel, zinc, copper and other sheathing metals. The preserving coating does not easily crack or peel, and sheets covered with it may be bent or twisted without showing any signs of cracking. The most violent vibration of bridges and viaducts is without effect. It is applied cold like ordinary paint. When dry, a layer of colored paint may be added if desired. Metal sheets, when covered with it, are proof against the strongest acids, sure as hydrobromic, hydcrochloric, hydroiodic sulphuric, sulphurous, nitric, etc. A brass sheet remained three months in a sewer, and afterward thirty-six hours in a bath of nitric acid, without the slightest change. Wood impregnated with this product is said to be insensible to change from water, damp or insects. Samples of oak, pine and porous woods have been buried for sixteen months in damp earth without showing any signs of decay.

PERSONAL MENTION.

MR. AND MRS. M. FRANKEL have returned from their wedding trip in the Southern States, and are residing at the Arlington hotel.

M. Mayer, of the Toronto Cutlery Co., is in the United States transacting business for the firm.

L. Frankel has returned from the United States, where he has been on business. He says: "I found business very flat over there, and the quantities of metal held by dealers are simply enormous. Iron and brass foundries are working with about 20 per cent. of their usual staff."

Mr. Chapman, of the Wellandvale Co., St. Catharines, was in Toronto this week looking up business for the firm.

C. H. Greenshaw, of Hamilton, Man., is in Toronto on business.

The making of perfect aluminum castings in any but small sizes has been so much a difficulty as to hinder the wider uses of the new metal. According to a contemporary, this difficulty has been practically overcome, a Philadelphia firm being now able to manufacture pure aluminum bath tubs. This bath tub is described as having an outside length of 5 feet 10 inches, an outside width of 2 feet 9½ inches, and an inside depth of 1 foot 10 inches. The thickness of the tub is ⅞ of an inch and the weight 140 pounds. In consideration of the fact that aluminum can always be kept bright, and that it will neither break, chip, crack, warp or corrode, its use in the manner stated gives it a new commercial value, as in every added form of service it has a new demand and a wider market.—Age of Steel.

Uniformity of price is best in the long run, notwithstanding the temptation to vary, says an exchange. It is such an easy matter to take advantage of the ignorance of unsuspecting customers by charging an excessive profit, and so be enabled to underbid rivals when in close and direct competition, that the practice is deplorably common. This sort of thing suggests smartness, and is very apt to trip the young plumber who thinks himself much brighter than he is. Apparently a few dollars may be gained by the method; but in the end it is a crippling loss. The customers who eventually discovers he has been overcharged, or that his purchase was misrepresented, is not likely to go back to make complaint, and he is certain not to return for the purpose of buying. Neither will he advise his friends to do so. The price charged should afford a fair, but not exhorbitant margin, and the customers should be treated impartially.

VIEWS AND INTERVIEWS.

"YES, stocks in country hardware dealers' hands are small," said a wholesaler to me a couple of days ago during a brief conversation. "In fact, however, they have not been carrying large stocks for some time. The last time they got loaded up was about two years ago. That was just before the nail men formed their associations; and people stocked themselves then in anticipation of an advance in price. Some of those people have not got rid of all they bought yet."

"People are talking a good deal about hard times," remarked the head of a well-known wholesale house, "but payments do not reflect it, as far at least as our firm is concerned. Our payments are coming in nicely. Do you know," he added as he laid down his pencil, "that the financial condition in this country is far ahead of what it is in the United States. But I think that even over there you will see an improvement before long. The manufacturers across the line are now turning out goods at very near the cost price; in fact in some instances below. It stands to reason that they cannot go on that way much longer; and then when trade begins to quicken you will undoubtedly see an appreciation in values."

"I had a talk to-day with Mr. A. Dowker, who represents some Belgium glass factories," said a friend of mine the other day. "You know he is in town. He says that if the Wilson Bill goes through and the American market is open to Belgium factories there will, in his opinion, be a decided advance in ptice. His reason for claiming so is that the manufacturers in the United States having anticipated that a change in the tariff must come, have allowed their stocks to run low. 'You can realdy understand,' said Mr. Dowker, 'that if the Belgium manufacturers get into that country under these conditions they are bound to get better prices. Glass at the figures which importers are now quoting the retail merchants of Canada, will be a good asset. In the meantime the Belgium factories are not anxious to book orders at to-day's prices.'"

C. H. Greenshaw of Harniota, Man., is visiting here. He says that he has not come to town prepared to make any large purchases, but reports that his particular district was favored with better crops than most of the adjoining sections of the country. Collections, he says, are slow.

"The usual change in the freights not having been made, we are still bringing boiler plates in under summer rates," said a broker, and then he added: "American plates have dropped so low that both steel and iron plates are being brought into Canada."

I had a brief chat with a leather belting man one day this week, and to a query of mine he said: "Yes, we are doing a fair business, but goodness me, the competition is terrible; in fact some of it is nothing less than dishonest. But—Well I guess I'll say no more." And then he turned the subject.

BYSTANDER.

ENAMELLED WARE IN CANADA.

THERE are now on the Canadian market at least seven different lines of German enamel ware.

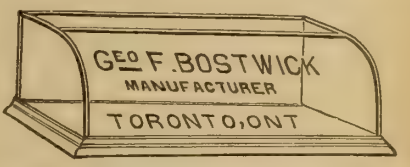
German enamel ware was first imported about two years ago, and though it found considerable sale, it did not materially affect the United States manufacturers of these goods. Since then, however, other lines of German enamel ware have appeared from time to time, each line being an improvement on the preceding one, and they have gradually forced the bulk of the United States trade in these lines from the Canadian market, and the American manufacturers have found it necessary to lower their prices in view of the strong competition.

Several of the largest jobbers in the country are now handling the German enamel ware entirely. Of course there are different qualities in these goods, and the prices for these different lines vary.

The patterns of these goods also vary greatly, some of which greatly resemble the American granite agate ware, while others resemble more the pearl agate ware. There are many patterns which must be seen to be appreciated.

The manager of a large jobbing and importing firm, who claims to handle more enamel ware than any other firm in the Dominion, speaking on the subject to a representative of HARDWARE, said: "There is no mistake about it. The American manufacturers are entirely outclassed in the lines, and we are not any, by the Germans at present. We find them equal in every respect to that imported from the United States, and they have a more attractive appearance, and are far better coated on the edges and seams. We can afford to sell these goods at less than the other goods can be bought; and they are at present being sold by wholesalers at ⅓ less than the American. We think that it is only a question of time when United States manufacturers will be compelled to again lower their prices and improve the quality of their goods, or retire entirely from the Canadian market. At present very little first quality goods of American manufacture is imported, nearly all of the enamel ware that is imported from the United States being seconds, the finish of which is rough and but thinly coated on the edges and seams."

The lines of German enamel ware that are at present on the Canadian market are practically barred on the American market by patents. The Lause & Gros Jean Manufacturing Co. having purchased rights in many cases for their exclusive manufacture.



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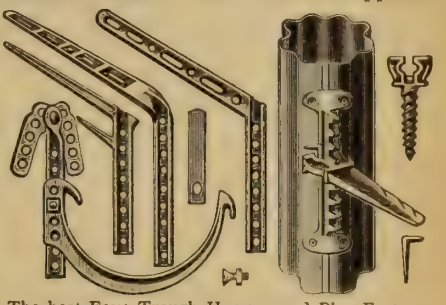
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HIGH-SPEED LOCOMOTIVE TEST.

THE famous English locomotive, 'James Toleman,' built by Westwood & Winby, of London, and which Mr. Winby, its designer, claims is superior to any English or American engines ever built, is to be put into service shortly upon the Chicago, Milwaukee and St. Paul road between Chicago and Milwaukee. It will be run in the fast passenger service between these points. Mr. Winby (says an exchange) has been trying for some time to get up a trial of speed between his and some other well-known engine, preferably the New York Central No. 999, the Columbia of the Baldwin Locomotive Works, now in freight service on the Milwaukee road, or the Queen Empress of the London and Northwestern, but, apparently, on the ground that such a test would really prove nothing, there has been no acceptance to his challenge. Such a test as is now settled upon will be of infinitely greater value to Mr. Winby and the railway public at large than any single test possible could be; and whether it proves what Mr. Winby expects or not, the value of his type of engine will be more definitely determined than in any other way. Certainly no man ever exhibited a more abiding faith in the machine of his design, or followed it to a decisive test with greater ardor, than has Mr. Winby in the present instance.

GROUP OF NIAGARA INDUSTRIES.

THE harnessing of Niagara to the industrial service of man, says Age of Steel, is so far and so assured a fact that capital and enterprise have grouped their several industries in the vicinity of the Falls. The first on the list to appropriate the power will be the Niagara Falls Paper Company, prepared to use 3,000 horse power as a commencement.

Another of the largest and earliest consumers of power will be the Pittsburg Reduction Company. They will use a current equivalent to about 3,000 horse power in the reduction of aluminum. The transmission of power on the completion of the necessary plant will be extended to factories to be erected in the locality. It will also be carried to Buffalo and other points. Plans are also being formulated and experiments made to determine the practicability of its use in propelling boats on the Erie canal. There can be no question but that as success in initial plants is demonstrated the demand for service will gradually increase. As an engineering achievement it is already a triumph of practical science, and as a servant to industry it will be equally conspicuous.

According to Prof. Unwin power can be transmitted by compressed air to a distance of 30 miles in a 30-inch main, with an efficiency of from 59 to 73 per cent. if reheated, and 40 to 50 per cent. if used cold. The Niagara Falls Power Company are erecting a 50,000 horse-power electric station on the main canal. The main canal is 188 feet wide, 17 feet deep at the river, narrowing to 116 feet in width, but keeping the same depth throughout its entire length of 1,260 feet. The power house being built is of stone, with a steel frame, and lined with enameled brick. The distribution of power will be through underground conduits radiating to the points where service is needed. It is needless to say that the best of engineering skill has been employed in this wonderful enterprise, and that in all its departments of service the same master hand is observable, and that so far as the transmission of power is susceptible of development it will be utilized to the utmost. It is impossible to predicate the economic results of this enterprise, not only in local industries, but as compelling like methods where available elsewhere.

LIGHT WITHOUT HEAT.

TO the speculative mind, writes Lieut. F. Jarvis Patten in The Electrical World, none of the possible future applications of electricity is more attractive and none so full of immediate interest as the possibility that seems almost within our grasp of obtaining light without heat, of making the light waves without the heat waves that have thus far always been at the same time the companion and the burden of all artificial light. The time is ripe, and the exact science of the day seems all but ready and willing to give the analysis of two great problems, the answer to either of which would stand the crowning achievement of a century of progress in the application of nature's secrets to the requirements of daily life. One of these—the navigation of the air—seems to be a mechanical problem only, while the other—the production of light without heat—we may as confidently say is only a question of properly handling the electric current. Nature presents us with beautiful examples of both solutions, but guards jealously the key to her method of operation, by which well-known forces are made to do the apparently impossible thing, and it is equally beyond our science to-day to explain how the bird soars aloft on motionless wing and how the glow worm emits a gleam of light without a ray of heat. But they do it, and the many imitators of the bird will soon be equalled by those who are chasing the firefly's secret. What nature does with nature's forces man should, and, doubtless will, be able to do with a full knowledge of those forces and a better comprehension of the method by which nature applies them. Who shall say which is the more difficult accomplishment, the production of an artificial ruby or the production of an artificial light without heat? There is no certainty, indeed, that the latter will not come from the hand of the chemist first. We are only too prone to hastily write that down as the impossible which is simply not yet done, and our last achievement as the most difficult of all accomplishments. Let us not, however, forget that the chemist has striven for more than a century to make the artificial stone with commendable success, and the mechanic has striven a century to navigate the air, while the electrical engineer has wrestled but a comparatively short time with the problem of light without heat, and has already shown that the solution, far from being impossible on the line of his attack, is, indeed, a reasonable expectation of another decade of electrical advance.

IN THE GOOD OLD DAYS.

How plainly I can see it, the shop of Silas Dean!
On the big open square, where the children used to play,
With its grey wooden shutters and its door of faded green,
Which I used to bar and fasten at the close of the day.

There's the long wooden counter and its ledger for the day,
And the floor newly sprinkled and swept in groove and tongue;
On the shelves, in the windows, from the ceiling, in array,
Gleam the kitchen's bright utensils for housewives old and young.

To no one branch restricted was the tinner bright of old,
A man of truest genius, he glorified in his craft;
For he could pipe a furnace, or make a can-mould,
Set up a pump, roof and "spout it," or figure from a draft.

There's the group of weekly peddlers getting ready for their trip,
With carts on Monday morning, all drawn up to refill,
With dish kettles, tea kettles, bread pans and drip,
Dippers, cups and muffin rings, to fill out the bill.

What odds and ends those peddlers brought in barter for our wares,
Bibles, books and pamphlets, songs of every hue and kind;
Pewter mugs and candlesticks, iron tongs in pairs,
Metals, brass and copper, in their wagons strapped behind.

But times have changed since then, boys, and business methods too;
And all that you can hear is nothing but machine! machine!
It has spoiled the tinners' handicraft, their lable and true blue,
That the workmen used to wear in the days of Silas Dean.

M. K. Sullivan.

JOHN WILSON'S

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Farriers' and Shoe Knives

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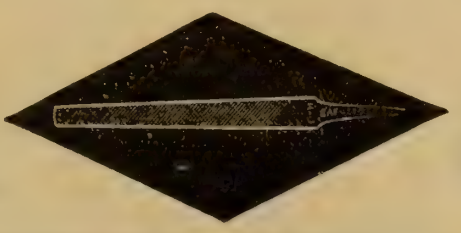
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LEARNING A TRADE.

AN exchange tells a story of a young man who was a boarder at one of those so-called select establishments commonly called "hasheries," where everyone except the cook was on his or her best behavior. He was well-dressed, gentlemanly and agreeable, and no one found the slightest cause for objecting to his presence around the table until it was discovered that he was a common machinist, working by the day in one of the local factories. Then there was a howl and a kick, and the punctilious hostess at so much a week was obliged to notify the aforesaid young man that his presence in such select company was decidedly objectionable and must be removed. The other very genteel boarders could not venture social contamination by associating with any one who worked at the trade! Not they. Their hands were untouched by the grime of toil and they could not meet those of a common workman. So the young man left. No sooner had he gone than it was again discovered that he was the son of the proprietor of the factory, who had been placed therein to learn his father's trade in order that he might fit himself as a successor to that father's business and wealth. Then there was another howl. They wanted him back again, thinking of the influence he could extend in their behalf. But he didn't return and the howlers are still a-howling.

The force of this seemingly unimportant narrative lies in its application. Here was a young man whose opportunities for diversified employment, for pursuit of the professions or for a life of comparative ease were only equalled by the father's wealth and inclination. Yet he chose the hard work of a machinist and the individual loss of social caste and set about acquiring a knowledge of the business that, as directed by the father, had made his own career and success a possibility if not an accomplished fact. And the reverse of this is just what is the trouble with so many young men of the present day. The parents have won their way through life with nothing to aid them save their native tact, skill and perseverance. They may have been "in trade." They think their son is intended for better things, and so they train him in one of the overcrowded professions, or he may have chosen the course for himself. He may fail because of this very overcrowding or through his own natural or enforced limitations. In many thousands of cases he does so fail and must begin over again. But when and at what shall he begin? or is he to be numbered among the long list of drones or incapables? If he had learned a trade, would he have to answer either of these questions, or else have them answered for him? A knowledge of any life-supporting trade should be given to every young man, no matter what may be his supposed stock of brains or the extent of the family wealth. Wealth may disappear and even brains may be over-rated, but a technical skill is not subject to discount and always has an even chance with the rest of the world. Teach the boys a trade and let them choose their own way in life. Then, there will be fewer failures.

COST KEEPING.

NOTWITHSTANDING its vital importance, says Metal Worker, the matter of accurately obtaining the cost of a manufactured product in detail, or parts of machines, frequently receives but meager attention. The annnal balance, or may be, deficit, is taken as a measure of the relation between the total cost and the selling price of the aggregate product, but just where money is lost and just where it is made is by no means so definitely known. Doubtless in almost every manufacturing business handling a variety of goods certain classes serve by their large profits to carry along the others, which could not stand by themselves.

Even such cost keeping systems as are in operation in some concerns are often so crude or general in their character as to preclude the possibility of obtaining accurate detailed information. Then, too, methods are sometimes incorrect or misleading. The foundryman who merely knows that the average cost of his completed castings is so much per pound is in no position to compete in prices on close estimates with the man who knows individually the cost of his iron in the ladle, and the average expense for snagging, pickling, rattling, etc., so that he may thereto add his known or carefully estimated cost of molding.

Obviously the same holds to an even greater extent in machine manufacture, where the more detailed the information the more serviceable it becomes in determining where to cut in the cost or upon what figure to decide for a selling price.

The indefinite item of factory or establishment expenses, covering fixed charges and to be added to the net cost of the article, frequently leads by its improper application to a distortion of the values. This can be avoided only in so far as the various items of this expense are charged directly to the article made, rather than lumped with others in a general percentage.

Nothing is more evident than that no one system of cost keeping is applicable to all classes of manufacture. The following general scheme appears, however, well fitted to the average establishment making a variety of articles of reasonable size:

In the first place, the hours of labor for which man is to be paid and the time which he devotes to any given article or process are kept entirely separate. Time under the first heading is kept by any approved check or time clock system, and the pay roll made up therefrom. But the labor upon the specified piece is recorded upon a time slip giving order number, hours worked, name of piece, character of work performed thereon, and number of tool employed to perform the work. This is signed by the workman, and as soon as the operation is completed passes to the foreman, who duly inspects and countersigns it.

At stated intervals, preferably every morning, these slips are collected, together with any orders, sketches, stock memoranda or the like relative to the same completed work. These records are all filed in a single envelope properly inscribed and numbered. There thus accumulates from day to day a complete record of the progress of the work, which may be consulted at any time. When all slips and orders are collected the filled envelope stands as a complete record of all written orders given, of the date of their fulfillment, of the total amount of stock used, and a detailed individual record of all work done.

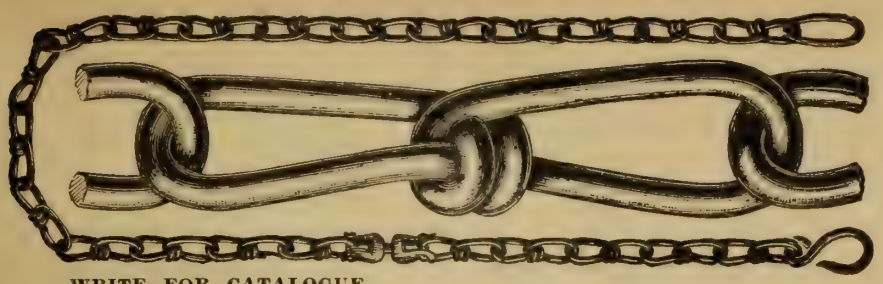
In a piece work shop, piece work receipts properly signed by the inspector, take the place of the time slips, but still continue to show the progress, and when checked up by piece work price-lists also determine the cost. Outside work upon installation, orders to the purchasing agent, corrections of orders and the like all go into the envelope with the rest.

The marked value of this system lies in the facts that no clerical work is required, unless the cost of the given article is to be figured, and that at any time, no matter how distant from the date of completion of the order, the full record may be taken from the files and the detailed cost determined. This is an important feature where goods are built to be sold at standard prices and costs require to be figured only at intervals.

This system in actual operation has shown itself readily adaptable to existing circumstances, elastic to a remarkable degree and free from the inconvenience of many book systems, where many pages must be scanned to obtain all the time chargeable to a given order.

TO UTILIZE LONG SAULT RAPIDS.

W. R. Hitchcock, an expert electrician, who has been employed by the Westinghouse Co. in Canada, the United States and Australia, and was prominently connected with their display at the World's Fair, was in Cornwall, Ont., last week. He had associated with him several American capitalists for the purpose of developing the power of the Long Sault Rapids, made feasible by the building of the Sheik's Island dams. Their plan is to develop 5,000 horse-power and convey it on wires to Cornwall, a distance of five miles, for the purpose of running an electric street railway connecting the mills and principal parts of the town with the Grand Trunk Railway station. A line to Monklands is also thought practicable, as this, by connecting the town with the Canadian Pacific Railway, would give the town the much-needed railway competition. Mr. Hitchcock has asked the Town Council of Cornwall to appoint a committee to confer with him on this subject.



Tempered Steel Wire Trace Chains

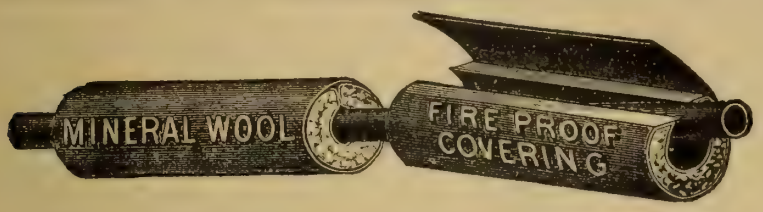
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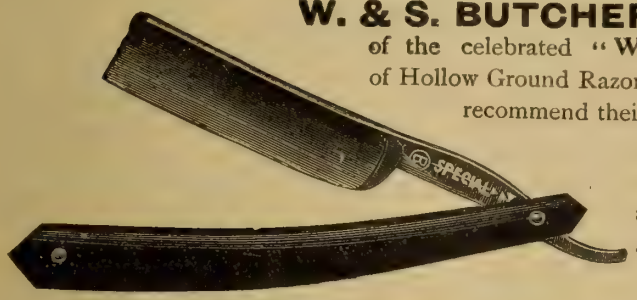
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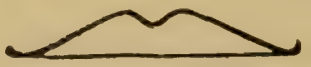
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ABOUT PNEUMATIC TYRES.

MR. JUSTICE BURBIDGE delivered judgment in the Exchequer Court, last week, at Ottowa, in one of the most important patent cases which have come before him since jurisdiction to hear these cases was transferred from the Department of Agricultnre to the Exchequer Court. It was the case of the Queen v. Laforce, an action wherein Thomas B. Jeffrey, of Chicago, Ill., cycle manufacturer, sought to repeal letters-patent for an improvement in pneumatic tyres granted to the defendant as assignee of her husband, Hippolyte Joseph Laforce, of Toronto. This tyre, as applied to bicycles, came into use in 1890. Laforce struck upon the idea in April, 1891, and, in company with his brother, made a rim and tyre complete, in May following. On 3rd August, same year, he applied for patent in Canada, and on 2nd December, 1891, obtained it. Two months earlier than the date of Laforce's invention, Jeffrey invented substantially the same device in the United States, and disclosed the character of the same to his partner and his patent solicitor in confidence. He subsequently obtained a United States patent for the same, and, after Laforce's patent was issued, applied for a Canadian patent. The facts in evidence showed that neither Laforce nor the public at large had any knowledge of Jeffrey's invention when he applied for his patent. Judge Burbidge mainted the validity of Laforce's patent, and gave judgment in his favor with costs. The legal points decided by this case are: 1. That under the patent laws of Canada, a prior foreign invention, of which the public has no knowledge, or means of knowledge, is not sufficient to defeat a patent issued to an independent Canadian inventor. 2. That the drawing annexed to a patent may be looked at by the court to explain or illustrate the specification.

TEN FEET OF SOLID ORE.

KOOTENAI Mining and Development Company are pushing another hundred feet of their tunnel.

Ten feet of shipping ore that runs 97 ounces in silver and 79 per cent. lead was struck early in the week at Ainsworth. The find was made in cross cutting on the joint tunnel of the Little Donald and Little Phil. It is one of the most valuable discoveries in the northern mining country for a long time past. The owners of the Little Phil are the popular Captain Hayward, of the steamer Nelson and Tom McGovern. The Little Donald is the property of John F. Stevens of the engineering department of the Great Northern railroad.

A well-known mining broker said the other day that he had carried the Little Phil on his list two years for an offer of $4,000. Mr. Stevens' claim is somewhat more valuable, however, for he recently bought the interest of his partner, John C. Davenport, the consideration being understood to be $5,000. Mr. Stevens has never offered his claim for sale. Both properties are increased many times in value by the strike. Ainsworth is jubilant over the news.

The claim is on the waggon road, half a mile, as the crow flies, from Ainsworth. Under present conditions it is said that the cost of placing ore on the boats will not exceed 40 cents per ton. An assay of ore from the Wakefield mine, adjoining the Kootenai Mining and Development Company, has been made, which resulted in a showing of $150 in gold to the ton.

SERMON TO YOUNG MEN.

"WHATSOEVER thy hand findeth to do, do with all thy might," is what Wanamaker is reported by a Philadelphia paper to have said. Work enthusiastically, work persistently, work uncomplainingly, work because it is your first great duty. Work because your labor gives you a livelihood, and in time, with thrift, inindependence. Be thorough in everything you do. Put your soul into your work if it is intellectual, and your body if it is physical. Do nothing in a half-hearted way nor in an unfinished manner. Life is too short to be wasted in weak efforts and half-completed things. Bend all your energies to what you are doing and do it in the best possible way. Cultivate concentration of purpose and energy. Avoid vacillation and hesitancy, for they sap the foundations of success.

Calmly and dispassionately determine your course, being sure that it is a right and manly one, and then with vigor and directness, with patience and persistence, labor indefatigably for the end in view. If obstacles present themselves remove or surmount them. If disappointments come, bear them manfully and cheerfully, without abatement of effort or loss of confidence in the ultimate success of your labors.

Be thrifty, because thrift is the keystone of independence. Extravagance is worse than folly; it is a crime, Wasteful use of the results of labor is equivalent to throwing away brain and muscle and squandering vitality. Thrift is the handmaid of industry and the offspring of civilization. The savage knows it not. It is the mainspring of individual independence and of national prosperity. There is nothing disgraceful in a prudent and proper economy, but there is in wastefulness and profligacy. A spendthrift is but little removed from a fool. If his money is spent for evil purposes he is a criminal. Thrift is nothing more nor less than looking out for to-morrow; laying away for a rainy day; providing for the helpless ones in the event of death and for independence in declining years.

Build up character! It is the mainstay of every man, every community, every nation and every age. Its formation is a slow process, and, like education, continues from the cradle to the grave.

SOME BUSINESS ADVICE.

WHAT a life trader business is to many. What perturbation of mind! What struggling and scratching, and shifting, and lying, cheating and haggling, are practiced every day by the many in the struggle to make money! What constant comparison is being made between the successful and the unsuccessful! Of the thousands who embark in business how few succeed! And why? Because, says and exchange, but few know any of the secrets of success, or knowing them, do them. Many try some supposed short cut to wealth, and step into quicksand at once. Most think success a matter of chance or good fortune; but after a short business life have a sad awakening to their mistake. If men would stop pining for wealth and clear their minds sufficiently to absorb the following advice, and would be guided by it, there would be little doubt of their realizing their hopes.

Let the business of everybody else alone, and attend earnestly to your own; don't buy what you don't need, or feel certain you can create a demand for; use every hour to advantage, and study to make even leisure hours useful; think twice before foolishly spending a shilling, remember you will have another to make for it, and should you spend as fast as you make, you need only hope for a tread-mill existence; look after your business largely in the spirit of light-heartedness; buy judiciously, sell fairly, and keep a close eye to the profits; look after accounts closely and regularly, if you find an error trace it out, and keep stirring slow accounts. Should a stroke of misfortune come upon you, retrench, work harder, but never fly the track. Confront difficulties with unflinching perseverance and good humor, and they will disappear like fog before sunshine.

AN UNLUCKY THIRTEEN.

"Ever sit down at a table where there were just thirteen?" asked the man in the shaggy ulster.

"Once," replied the man with the white spot in his moustache.

"Well, you never observed that any bad luck followed it, did you!"

"Why—haw—yes. Bad luck for most of the thirteen."

"Any of them die?"

"Not that I know of. Never heard of any of them dying."

"Not enough victuals to go around?" queried the man with the snub nose.

"Who's talking about victuals? There wasn't any victuals."

"I thought you said you sat down to a table where there were thirteen persons."

"That's what I said. The table was in a lawyer's office. It was a meeting of creditors. There were twelve of them. I was the other man."

There was a long pause, and then the man with the baggy trousers inquired:

"In what way did the meeting prove unlucky, if I may ask?"

"None of 'em ever got a blamed cent out of me," answered the man with the white spot it his moustache, heaving a deep sigh.

BUSINESS CHANGES.

DIFFICULTIES, COMPROMISES, ASSIGNMENTS.

F. Jacques, carriage maker, Woodstock, has assigned.

Henry & Burke, hardware, Montreal, have obtained an extension.

Mrs. R. J. McLaughlin, general merchant, Wallaceburg, has assigned.

A. C. McEown & Co., general merchants, Boissevan, Man., have assigned.

W. T. Mather, carriage maker, Otonabee Tp., has assigned to Henry Rush.

Zachariah Leach, blacksmith, Kemptville, has assigned to R. W. Dickenson.

Coburn & Co., general merchants, Easton's Corners, has assigned to Sheriff Smart.

Beaty & Code, general merchants, Canevale, N.W.T., have been granted an extension.

A. O. Lucas, general merchant, Sherbrooke, Que., has assigned to Kent and Turcotte.

E. Desilets, general merchants, Grand Piles, Que., is offering to compromise at 85c. on the dollar cash.

Head & Bassoms, contractors, Portage la Prairie, have assigned chattel mortgage of $3,442.99 to Merchants' Bank.

A meeting of the creditors of Mr. Kendree, of the Avondale hotel, who assigned recently, was held in the office of W. A Campbell last week, when arrangements were made, for the disposal of the estate.

The Wilkinson Plow Works of Toronto Junction have assigned to Mr. E. A. Osler of this city. The company was formed about eight years ago with a paid-up capital of $100,000. The last statement of the firm's affairs in August, 1893, showed assets of $164,190, leaving a surplus of $3,144. The liabilities now are said to be about $18,000. The works have been closed down and 50 men are out of work. The direct cause of the failure is attributed to a writ for $20,000, which it is said was issued against the Wilkinson Company on Friday.

SALES MADE AND PENDING.

E. Schmidt, hardware, Seloringville, is advertising his business for sale.

The stock of S. T. Jackson, general merchant, Walsingham Centre, has been sold.

The stock, etc., of J. E. Lewis & Bro., plumbers, Montreal, is advertised for sale by bailiff.

E. Chauteloup (carried on by Mrs. J. A. Gerardini), brass founder, Montreal, is advertising business for sale.

The stock, etc., of M. Margatroyd, general merchant, Smithville, is advertised to be sold by auction Jan 23.

John Watt & Co., general merchants, Uxbridge, are advertising grocery and boot and shoe business for sale.

The plant, etc., of the Erie Glass Co. of Canada, Ltd., Toronto and Port Colborne, is advertised for sale Feb. 1.

PARTNERSHIPS FORMED AND DISSOLVED.

A. Poitras, sr., and A. Poitras, jr., have registered a partnership in Montreal to carry on business as tinsmiths under the style of A. Poitras & Fils.

T. J. Lendrum has retired from the Byer's Hardware Co., Galena, B.C., and M. A. Lendrum is admitted. Style unchanged.

Louis Pierre, Hercule Perrin, and Dan F. Reaume, have registered a partnership in Montreal to carry on business under the style of the Montreal Wooden Wire Fence Co.

CHANGES.

S. S. Nash, general merchants, Stoney Creek, have sold out to S. Nash.

J. B. Coates, saw and stave mill, Blenheim, has sold out to F. L. Pardo, Sr.

J. Walker, hardware and lumber, Olds, Alberta, has been succeeded by J. W. Walker.

G. R. Ashwell & Son, general merchants, Chilliwack, B.C., have been succeeded by G. R. Ashwell & Sons.

The firm name of Jack & Bell, manufacturers of fertilizers, has been changed to the Nova Scotia Fertilizer Co.

FIRES.

Wood Bros., hardware, Forrest Station, Selkirk, have been burned out.

Wm. Newcombe, general merchant, Yarmouth Centre, has been burned out.

The factory of the Halifax Manufacturing Co., manufacturers of shovels, Halifax, has been burned.

A. Liberman, general merchant, and Walter Thompson, flour, were the victims of a recent fire at Yarmouth, N.S.

Elliott & Gibbone, general merchants Sudbury, has been burned out; insurance, $3,000; M. Brown, restaurant, was also burned out; loss, $1,200; insurance, $1,000.

DEATHS.

C. J. Fuller, sr., general merchant, Arichat, N.S., is dead.

ACCIDENT INSURANCE.

THERE are not a few men who claim, says the Indicator, that by reason of their particular occupation they do not need the protection afforded by accident insurance. The argument is that it is the man who is exposed to special danger of accident, through the hazardous occupation he may be engaged in, while there being no risk so far as they themselves are concerned there is no need of protection.

But in disposing of the matter in this offhand way the fact is not infrequently lost sight of that their own particular occupation may be, and often is, more hazardous to life and limb than some other which they imagine ought to be provided against. On this principle a man employed in a saw mill or other dangerous occupation will, perchance, purchase an accident ticket when he travels by rail on the assumption that he has rendered himself more liable to accident, while as a matter of fact, the reverse is true. There is an old story of a gunpowder maker who was riding on a railroad train and, the cars jolting a good deal, he exclaimed: My God, I wish I was back in the old mill again." There is an old saw, "Familiarity breeds contempt," and this man's familiarity with the great risk to which he was daily exposed had led him to ignore it. And yet he could travel on a "preferred" policy, while as a powder maker he could obtain accident insurance only at very high rates, simply because the risk is so much greater in the latter. This idea, in one form or another, finds exemplification daily, for few men, long engaged in any occupation however hazardous, recognize their danger or the need of protection. The same is true of men who are rated as preferred risks, add one of the chief difficulties the solicitor has to encounter is that of convincing them that accidents are no "respector of persons" or occupation, but are liable to occur to anyone. A man may take a score or more railroad or steamship journeys without meeting with an accident, and then slip on an icy pavement or a banana-peel and fracture his leg, and the fact that his daily avocations were not in any sense hazardous does not in the least mitigate the results. Life is full of uncertainties and unexpected events, and there is no man, therefore, who can truthfully say that he does not need accident insurance, whatever his occupation, for who shall say he is not exposed to death or injury by accident.

HIS LORDSHIP'S CHECKERED CAREER.



MOHAMMED—I should like greatly to play checkers with you, but we have no board.

MAHDI—I think here comes just what we want.



MOHAMMED—Your move, Mahdi.

WHEN TO STOP ADVERTISING.

AN English trade journal once requested a number of its largest advertisers to give their opinions concerning the best time to stop advertising, and the following replies were received :

When the population ceases to mutiply and the generations that crowd on after you and never heard of you, stop coming on.

When you have convinced everybody whose life will touch yours that you have better goods and lower prices than they can get anywhere else.

When you perceive it to be the rule that men who never advertise are outstripping their neighbors in the same line of business.

When men stop making fortunes right in your sight solely though the discreet use of the mighty agent.

When you can forget the words of the shrewdest and most successful business men concerning the main cause of their prosperity.

When every man has become so thoroughly a creature of habit that he will certainly buy this year where he bought last year.

When younger and fresher houses in your line cease starting up and using the newspapers in telling the people how much better they can do for them than you can.

When you would rather have your own way and fail than take advice and win.

When nobody else thinks it pays to advertise.

WOMAN AND PUBLICITY.

NINETY per cent. of everything, whether it be of flour, molasses, shoes, shirts, skirts, trousers, furniture, tinware, stoves, or food, is purchased directly by women, more or less principally less, influenced by man, says N. C. Fowler, jr.

Without depreciating the great mechanical interests of the country, every thinking man, if he thinks, will discover that the direct product of the earth, and also the indirect, through machinery of every kind, raises, makes or shapes articles of necessity for the inside and outside of the human body. Woman controls the home, and the buying of all of these articles that are used in it, as well as of everything the children eat, wear or otherwise handle. There is comparatively little left for a man to buy, except the things which directly pertain to the running of his business. These things he knows where to obtain, and to a considerable extent without the intervention of salesmen or advertising, except of course the goods sold by the retailer. But, as the majority of these goods are used directly or indirectly by the woman, they come under the control of woman.

The business man may say that his wife takes no interest in the set of his trousers, or in the gloss of his shirt front, that she does not care whether his office chair be cushioned or made of a rough side of a plank, that she has no inclination to criticise anything used by him, and in no way attempts to influence him in any purchase of masculine necessity. Poor fellow, he started in with a wrong kind of a wife. The average woman knows better how her husband looks than her husband knows himself. The general, who with a cigar in mouth, stands calmly before the mouth of a cannon, or the navigator who knows not the meaning of fear, whether he be upon sea or land, is seldom brave enough to buy, for the second time, a pair of trousers of a tailor his wife thinks does not know how to fit him. The nominal power is in the man ; the real power is in the woman. Nearly seventy-five per cent. of the advertising in the leading magazines and papers of national circulation, and nearly all of the advertisements in local papers, daily and weekly, are directly directed to woman, and a good proportion of the advertisements are of goods to be used or purchased by man, but so worded that the woman will see the advertisements first, and direct the husband's attention to the articles advertised.

I have made several experiments, and without exception the results have proven that to reach man you must cater to woman ; to reach woman you must cater to woman. You must cater to woman anyway, and comparatively little to man, for man can be reached through woman, but woman never can be reached through man.

The arrrangement of a store, from sidewalk to roof, the selection of employes, from office boy to floor walker, or the wording of the advertisement, circular, or announcement of any kind, in ninety-nine and nine-tenths per cent. of local business must be directed so as to attract the woman's eye and taste, or the advertiser will make a failure of it.

If I ran a retail boot and shoe store, or a local office-furniture store, or a local men's furnishing goods store, or a local carriage shop, or anything else producing or selling articles used entirely by men, I would direct ninety per cent. of my advertisements to women, for the man who hasn't a wife expects to have one, or is living under the influence of an old maid aunt or some young lady who is, or is willing to be, a sister to him.

A 10 per cent. reduction in the wages of the Grand Trunk Railway trackmen, west of Toronto, went into effect on Monday. These trackmen, or section hands, as they are generally called, are getting only $1 per day. The reduction makes their pay for a hard day's work 90 cents. The section foreman will in future receive $1 30 per day, instead of $1.50. To compensate for the reduction, the company has declared the men shall work nine hours per day, instead of ten, as formerly. The reduction will remain in force for three months.

BIG DECREASE IN TRADE.

THE Dun Commercial Agency has been investigating the decrease in business and has obtained some very valuable figures, says an exchange. The Agency sent out circular letters to several thousand merchants and manufacturers asking a comparison of the amount of business done in the last half of '92 with the last half of '93, so that an estimate could be made of the falling off. These circulars were so worded that no one could know the contents except the sender himself. From these circulars were received 1,117 answers, stating the actual amount of sales in the two periods mentioned. The total amount of sales in the last half of 1892 was $304,460,103 ; in the last half of 1893, $213,409,626, being a decrease of 29.7 per cent.

A peculiar interest attaches to the investigation made by Dun on account of the branches of business which made the reports. The shrinkage is found to be much larger in some departments of trade than in others. Of the sales of groceries there was reported a slight increase. This seems somewhat remarkable, but when one considers that groceries is the last thing upon which people will economize, the contrast with other trades is not so startling.

Another feature of the reports is found in the fact that the further away one gets from the manufacturer, the less is the decrease in business. Thus the textile manufacturers report a falling off of 41 per cent., while the dry goods dealers report a decrease of only 19 per cent. In the sale of clothing the decrease was only 12.3 as compared with the corresponding six months of 1892. The explanation of this is that merchants and dealers generally carry sufficient stocks for several months' supply and they drew upon this stock to meet the wants of their customers, in the meanwhile neglecting to make any new purchases. In the boot and shoe trade the sales of manufacturers decreased 16.6 while that of the retailer decreased only 11.3.

The following table shows the reports for each branch of trade with reports in each class :

Business.	Reports.	Sales, 1893.	Sales, 1892.	Per ct. Dec.
Woolen mfg.	109	$14,703,250	$27,602,757	46.7
Carpet mfg.	19	1,990,141	4,087,916	51.4
Underwear	40	4,764,972	8,608,923	44.7
Hosiery	22	1,653,464	2,334,979	29.2
Cotton	141	26,806,951	42,605,525	37.1
Silk	22	3,791,561	6,589,756	43.0
Mixed	17	2,543,459	3,414,902	25.6
Textile mfg.	370	$56,253,798	$95,244,758	41.0
Iron & steel	147	51,426,614	85,398,932	39.8
Dry goods	89	31,968,430	39,472,867	19.0
Groceries	122	25,517,541	25,479,388	*.1
Hardware	66	8,834,841	10,837,041	18.5
Boot & Shoe mfg.	36	5,976,746	7,169,899	16.6
do dealers	64	10,032,169	11,303,549	11.3
Clothing	64	7,555,251	8,6 0,819	12.3
Jewelry	27	2,930,704	3,894,189	24.3
Hats	36	2,290,265	2,812,509	18.6
Furniture	43	1,952,704	2,682,679	27.2
Miscellaneous	42	5,722,656	7,681,200	25.8
Total	1,106	$210,461,719	$300,587,830	29 9

*Increase.

GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR

THE CANADIAN GROCER

which will keep you informed on all important questions affecting the grocery & allied trades. Its market quotations are full & reliable which alone are worth the Subscription price.

SEND FOR SAMPLE COPIES

SUBSCRIPTION $2 THE CANADIAN GROCER, TORONTO.

THE J B MCLEAN CO, (LTD) PUBLISHERS.

. . ELEY'S . .
CANADIAN CARTRIDGE



Loaded with Best Powder and Patent Shot.

ELEY'S GUN WADDING



Manufacturers of EB and other Percussion Caps.

To be had of All Dealers. Wholesale Only.

ELEY BROS., LTD.
254 Gray's Inn Road, LONDON, ENG.



FOR . . .

Warehouses

Churches

School Houses
ETC., ETC.



A GLOBE STOVE

Is the Best.

We have them from $2.50 to $18.00.

Wm. Clendinneng & Son, MONTREAL

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.



For Iron Fencing, Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

THOS. FIRTH & SONS, Ld.

Best Crucible Cast Steel.

STEEL, PEECH & TOZER, Ld.

Bessemer Steel,

Open Hearth Steel.

Agents,

James Hutton & Co.

MONTREAL.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	21, 22
Straits "	20½, 21

Tin Plates—*Charcoal Plates, Bright.*

M.L.S. equal to Bradley	Per box
I.C., usual sizes	$5 50 $5 75
I.X., "	6 75 7 00
I.X.X., "	8 00 8 25
Raven & P.D. Grades—	
I.C., usual sizes	4 00 4 25
I.X., "	5 00 5 25
I.X.X., "	6 00 6 25
I.XXX., "	7 00 7 25
D.C., 12½ x 17	3 75 4 00
D.X., "	4 75 5 00
D.X.X., "	5 75 6 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 50 3 75
I.C., special sizes	3 75 4 00

Note.—Round lots of 14x20 might be purchased of 25c. box

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	7 25
I.X. Terne Tin	9 25 9 50
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6¼c, 7c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6¼ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 95	
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 60
Hoop " "		2 60
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

½-inch	10½c
¾-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
⅜ "	2 35
½ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¼, 2¾
26 "	2¾, 2¾
28 "	2¼, 3

Canada Plates.

All dull	2 65
½ polished	2 75
All Bright	2 90

Iron Pipe.

Wrought 62½ and 5 p.c. to 65 p.c.
Galvanized, 40 to 40 and 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾

Note—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4½
" ⅜ " "	4⅛ 4⅜
" 7-16 " "	3⅞ 4
" ½ " "	3⅝ 3⅞
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 11¾ 0 12
Lake Superior	0 12¼ 0 13

Bolt or Bar.

Cut lengths, round, ¼ to ¾ in.	$0 22 $0 25
" round & square 1 to 2 in	0 20 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 15 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 16 0 17

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 18 0 19
" 35 to 45 " "	0 16 0 17
" 50 lb and above per lb	0 15 0 15½

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelte .

Foreign, per lb	0 04¾ 0 05
Domestic "	0 04⅝ 0 04¾

Zinc Sheet.

5 cwt casks	0 05¼ 0 05⅝
Part casks	0 05½ 0 05¾

Lead.

Imported Pig, per lb	0 03 0 03¼
Domestic "	0 03
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04¼ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 15 0 16
Standard	0 14 0 15
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 12 0 12½
Other makes "	0 11 0 12

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	5 00
No. 1 Do "	4 75
No. 2 Do "	4 50
No. 3 Do "	4 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } " "	1 25 1 90
Canadian " }	
Paris Green, per lb	0 13½ 0 15
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 69
Extra "	0 90
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 85
No. 1 Carriage "	1 30
Gold Size Japan "	1 00 1 20
Pure Orange Shellac "	1 95 2 05
Hard Oil Finish	1 30
Oil Shellac	1 40
White Shellac	2 25

Linseed Oil (in bbls)

Raw, per gal	0 60 0 62
Boiled "	0 63 0 65

Turpentine (in bbls)

Selected Packages, per gal	0 48 0 50

Castor Oil.

Best, per lb	0 07½ 0 08

Cod Oil.

Cod Oil, per gal.	0 50 0 51

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet	0 13 0 15
White, extra	0 16 0 18
Gelatine	0 20 0 30
Strip	0 16 0 17
Coopers	0 17 0 19

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, common, 15 per cent.

Wads.—Baldwin's.

	per 1 lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 85
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " ... 0 65 1 25
Brad, ... 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 35 to 40 pc. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, eacn 2 00 5 00

House

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 per cent.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking. 9 00
" 2, " " 4 50

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 25

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 pc.,
Loose Pins, " 65 & 10 to 70 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardin Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White, lump, per cwt 0 60 0 65
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 o 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c:

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches	Star. Per 50 ft	Per 100 ft.	Double Diamond Per 50 ft.	Per 100 ft
16 to 25	1.20-25	2.40	1.75	
26 to 40	1.40	2.70	2.00	
41 to 50		3.10		4 50
57 to 60		3.40		5.00
61 to 70		3.70		5.50
71 to 80		4.10		6.25
81 to 85		4.50		7.00
86 to 90				8.00
91 to 95				9.00
96 to 100				10.00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary.

st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 0
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each 0 30 0
Enamelled " 0 55

Grindstone Fixtures.

P. S. & W., per doz 3 88 4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 13

Ball Pean.

English and Can., per lb . 0 25 0 30

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c

Hoe.

C.&B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 45 to 47½ p.c. dis

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c.
" Shepard's Noiseless, dis. 60 p.c.
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 5 0 05½
Screw hook and hinge—
6 to 10 in., per set 0 00 0 04½
12 up " 0 00 0 03½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's..... 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mortar, etc., discount 40 to 45 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 40 and 5 to 40 and 10 per cent

NEW ARRIVALS

30 Cases CUTLERY AND GUNS

ALL NEW GOODS.

Finest Finish. Best Value.



NEW ARRIVALS

20 Casks Cattle and Trace CHAINS

10 Tons Coil Chain.

Five Cars Window Glass.

Bowman, Kennedy & Co., London, Ont

Wrought Hooks and Staples, Amer. dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 50 to 55 per cent.

Horse Nails

Canadian, dis. 65 to 70

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " ... 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., per doz. 85 to 3 00
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 27½ per cent. to 30 per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.
   - Basis—50 to 60 dy..... 2 30
   - 40dy..... 2 35
   - 30 dy..... 2 40
   - 20, 16 & 12 dy..... 2 45
   - 10 dy..... 2 50
   - 8 & 9 dy..... 2 55
   - 6 & 7 dy..... 2 70
2. American Pattern Only
   - from 4 to 5 dy 2 90
   - 3dy. (lath)..... 3 30
3. Canada Pattern Only
   - from 4 to 5 dy 2 80
   - 3 dy. (lath)..... 3 20
   - 3 dy A.P. Fine 3 90

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 5 per cent. from List Jan. 8, '92 Extras as per List for special nails Terms, 4 months or 3 per cent. cash.
Brads & Moulding Nails, 75, 5 per c. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.

Poultry, 60 per cent dis.
Import 60, 10 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W. " 0 25
S. R. Seal.....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Star, R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3¼ 3¾
Lanes, 33⅓ to 35 p.c. dis

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent. cash.
Copper Rivets, dis. 55 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	8	10 10½
¼, 5-16, ⅜ in.....	8½	10½ 10¾
Cotton, per lb.....		18 20
New Zealand		8½ 9
Russia Deep Sea, per lb..		12½ 13½
Jute ..... " ...		06¾ 07½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 35 to 37½ per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾

Saws.

Hand, Disston's, dis 10 p. c.
S. & D, dis. 35 per cent. to 40 per cent
Cross Cut, Disston's, per ft. 35 to 55.
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H 70 " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ¼ or ½ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3¾ 4
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.
Stove Polish, (Catchpole's).
Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2 " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 55 per cent
" tinned, dis. 57½ per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 60 per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 p. c to 65 p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p.c.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p c

Ties.

Cow, per doz 1 75 2 50

Tinner's Shears and Snips

P.S.&W., net list.
Canadian 10 to 15 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ p.c. to 35 p.c
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 50
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown..... ..... 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50

Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Annealed, annealed and oiled, galvanized 20 per cent. dis.
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal
Plus 10 cents f.o.b. Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 5¾ to 6¼c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } 4 4½
" 4 " 4 & 6 " }
" Plain twist, all deld 3¾ 4
" Steel thorn and ribbon..... 4½ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 03½ 0 04
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 85 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 5 to 70 and 10 p c
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR SIMPSON-HALL-MILLER & CO. QUADRUPLE PLATE HOLLOW WARE

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS. KNIVES, FORKS, SPOONS

Manufacturers of the

Finest Quality Electro-Plated Ware.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager

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RAZORS, SCISSORS

POCKET KNIVES



TABLE KNIVES

BUTCHER'S KNIVES

NONE GENUINE WITHOUT THIS BRAND

JOHN LUCAS & CO. PHILADELPHIA IMPERIAL FRENCH GREEN

STAMPED IN HEAD OF EVERY PACKAGE

BLACKSMITHS' TOOLS.



⊗⊗

Horseshoe Vises.

Price, No. 1, - $4.00
" No. 2, - 7.50

Will save their cost in a week's sharpening. . . . .

⊗⊗

A. B. JARDINE & Co.

HESPELER, ONT.

You will Insure Success

IN THE

STOVE

Business, by selling

"Souvenir" Stoves and Ranges

They are Leaders and Sure Profit Makers.

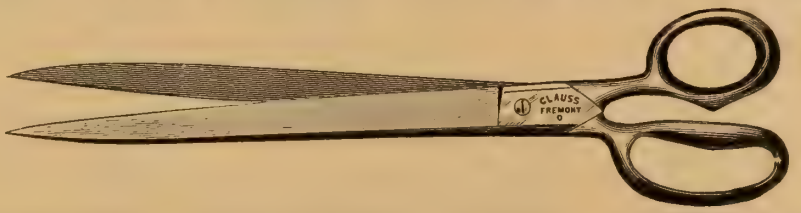
If you are not acquainted with the superior merits of these goods, order samples, and you will lead your competitor in sales.

The Gurney-Tilden Co. Ltd.

Successors to The E. & C. Gurney Co.

HAMILTON - - ONTARIO.

ALMOST EVERY STYLE AND SIZE KNOWN TO THE TRADE



CLAUSS SHEARS AND SCISSORS.

Steel Laid. Tempered with Natural Gas. All Goods Guaranteed.

Highest Medals and Diplomas awarded by World's Fair judges. Catalogue mailed on application.

Clauss Shear Co.

67 Adelaide St. East . . TORONTO, ONT.

MUNN'S LIQUID GLUE

IS THE BEST.

THE ART METROPOLE, Agents.

131 Yonge Street, TORONTO.

OUR SALES OF

"DURHAM" Portland Cement

For the past 8 months have been

25,499 CASKS.

"BURHAM" Brand outranks all others Try it and be convinced. . . . . .

Sole Consignees for Canada,

McRAE & CO., OTTAWA

Dominion Wire Mnfg. Co., (Limited)

27 Front St. East, Toronto, Ont. — 185 St. James St, Montreal, Que.

WORKS AT LACHINE, QUE., Near Montreal.

MANUFACTURERS OF

2 and 4 Barb Plain Twist and Strip Fencing

And Staples for same.

Write for Prices and Discounts.

ESTABLISHED 1980 INCORPORATED 1893 DOMINION TRADE MARK

"Crescent" Coat and Hat Hooks.

Supplied in Coppered, Japanned, and Tinned Steel Wire, also in Brass Wire. Best Selling Hook made. TRY IT.

BEST QUALITY

Iron, Steel, Brass, and Copper . . **Wire**

ALSO

Wire Nails, Wood Screws, and Jack Chain.



Who ever heard of

A LAMP

That is not a disappointment, and an article that, if it could be, would be got rid of. . . . .

WE CAN

Or any good dealer can supply you with one that is in perfect harmony with all classes. . . . . .

IT IS CALLED . .

The "Pittsburgh"

Made in all sizes and styles of Hanging, Banquet, Vase, and Piano.

Write for Primer.

Gowans, Kent & Co.,

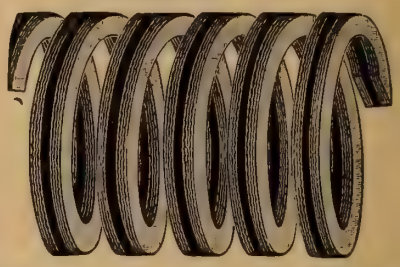
Sole Agents for Canada. TORONTO and WINNIPEG

Only Rubber Factory in Toronto.

H. D. WARREN, Pres.-Treas.
CHAS. N. CANDEE, Secy.

"GUTTAPERCH"

BRAND OF



SPIRAL PACKING

ANTI-FRICTION, SELF-LUBRICATING

Neatly packed in 14 in. telescope boxes, 12 feet to the coil and each size in a separate box. Full directions for use accompany each box. Most perfect, convenient and economical **Piston Packing.** Stock sizes 3-16, 1-4, 5-16, 3-8, 7-16, 1-2, 9-16, 5-8, 11-16, 3-4, 13-16, 7-8, 15-16, 1 inch. Will not deteriorate in stock.

Price per lb. $1.20. Special Discount to Dealers.

THE GUTTA PERCHA AND RUBBER M'F'G CO.

OF TORONTO, LIMITED.

61-63 FRONT STREET W., Toronto.

THE BEST

Lawn Mower

IN THE MARKET.

The

WOODYATT

Improved for 1894.

10½ in. Wheel.

12, 14, 16, 18 and 20 in.

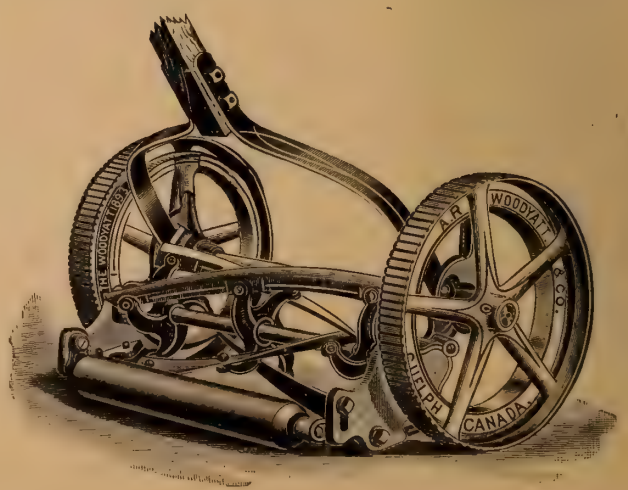
Patented in England May 15th, 1893
" " Canada " 29th, "
" " United States Dec. 12th, 1893

For Sale by all Wholesalers.

Manufactured by . . . .

A. R. WOODYATT & CO.

GUELPH, CANADA.



CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VI. TORONTO, JANUARY 27, 1894. No. 4.

MAGNOLIA METAL

—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

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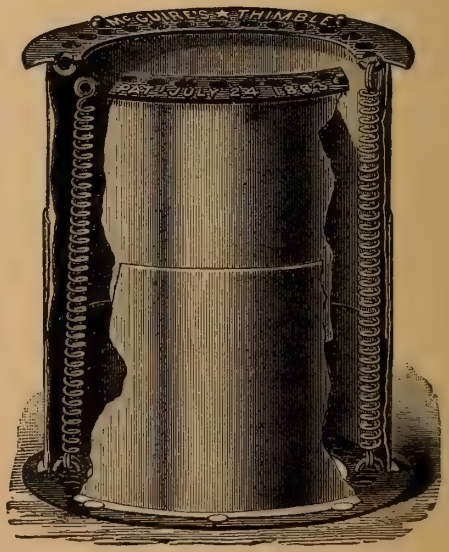
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. . HARDWARE . .

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

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Washington despatches indicate that Uncle Sam's legislators are wrestling in earnest with the Tariff reform measure, and it is evident from what has already been accomplished that the Wilson Bill, as far as the House of Representatives is concerned, will pass without any amendments seriously changing either its principles or its features. This is evident from the substantial majorities which have so far been rolled up for some of the most controversial clauses of the bill. Sugars, both raw and refined, have been put on the free list and the bounty on sugars has been abolished. But the most interesting phase of the working of the legislative machinery to Canadians is, of course, in its bearings on those articles which most affect us. In this respect the most important to us, so far at least, is the action of the House in regard to coal. It was known that the coal-producing States of Virginia, West Virginia, and Alabama, would use all their influence to defeat the intention of the Wilson Bill to place coal on the free list. And when the House reached the clause Wednesday, the strength that developed in opposition to the proposal was not surprising. One member moved an amendment placing a duty of 40c. per ton on the product, and at one time it looked as if it would prevail, so formidable was the opposition to free coal. And it was only a fortunate move on the part of Mr. Wilson that turned the tide in favor of the clause fathered by him. Some years ago the Dominion Parliament placed a proviso on the statute book, declaring that when the United States was prepared to allow any one of certain products of Canada to enter that country free of duty a like office would be performed by Canada. Broadcast as has this reciprocal offer been published most of the law-makers of the United States had either forgotten it or never heard of such a proposition. One of the articles specified in the list in question was coal. Mr. Wilson knew this, and he used this knowledge to advantage Wednesday. From his seat in the House he read the reciprocal clause from the Canadian statute; and wild was the applause which the imparting of the knowledge created, and large the majority —131 to 81—by which it was decided to place coal on the free list. Subsequently both petroleum and iron ore were placed upon the free list. The paragraph relating to the free importation of medals of gold, silver, and copper has been enlarged to include trophies of all sorts, such as prize cups for yachting races and the like. Agricultural implements are also to be added to the free list. On Wednesday the Committee on Ways and Means reported the Income Tax Bill, making it, contrary to the expectations of many, a part of the Tariff Bill. Nearly all the eastern Democrats are strongly opposed to an income tax, and the opinion is, in consequence, not wanting that it may cause a change of sentiment in regard to the more important tariff reform measure.

* * *

The incident in the House of Representatives on Wednesday last, in regard to a reciprocal clause in the Canadian statute-book, was only another illustration of the ignorance that prevails in the United States regarding Canada. Here was a reciprocal offer of some years standing made by the Dominion of Canada, a clause which dealt with the very product the House was discussing with so much vigor, and yet Mr. Wilson seemed to be the only member present that had any knowledge of it. There may have been others who were conversant with the fact, but who, for policy, kept it to themselves; but that the vast majority were ignorant of any such offer having ever been made by Canada was obvious from the cheers that greeted Mr. Wilson's announcement revealing the existence of Canada's offer, and by the votes which were subsequently turned in favor of free coal. Our friends across the border have yet a great deal to learn about Canada, the country most richly blessed by Nature in the world, and that is at the moment enjoying the best of health financially and commercially. What little, comparatively, our neighbors to the south do know about us has not been acquired by diligent research. It has been forced upon them by the superiority which Canada has shown in many respects when comparisons have been made between certain products, institutions and conditions obtaining in the respective countries.

* * *

Shaking always brings the big potatoes to the top of the measure; so does times of trade depression the good clerks. Just now country merchants are engaged in the task of cutting down expenses; and in pursuance of this some have found it necessary to dispense with the services of some of their clerks. Naturally the clerk that is the most inefficient, and the less solicitous regarding the interests of his employer, has to go first as a rule. The fisherman will not assort his catch so closely if fish are scarce as he would if the opposite obtained. It is much the same with the merchant in regard to his clerks. When business is brisk, and his staff of clerks are well employed, he will bear more with the clerk of inferior ability than he will when business is quiet and he purposes curtailing his staff. When the latter condition obtains, the clerks of mediocre or of inferior ability

are cut off and sent to hunt up positions elsewhere.

* * *

There is always room at the top for first-class clerks, and the present condition of affairs should stimulate assistants in the store and warehouse to greater effort. To-day, as in all ages, there are too many clerks whose scale of interest in the welfare of their employers is far too low, and concern about their ease and comfort too great. If there is a customer to be waited upon, the clerk should do so promptly. Occasionally a customer comes into the warehouse or store at the hour when some, at least, of the clerks are going out for lunch, and not infrequently first one and then another requested to wait upon him will excuse himself with the remark: "Oh, I'm going out for lunch. Let some of the other fellows wait upon him." The customer naturally feels himself slighted; and a customer slighted is sometimes a patron lost. Clerks must take interest in their employer's business if they ever hope to make life a success. They must strive to learn the peculiarities of the customer—to know their likes and dislikes. They need to be conversant with their business and the articles appertaining to it. To have some acquaintance with the current literature of the day and the condition of the markets, particularly those relating to his own business, is also an essential. Thus qualified he is able to converse intelligently with those who patronize his employer's store, thereby increasing his popularity as a clerk, and, consequently, his value to his employer, which is the end-all every clerk should seek.

* * *

The Duke of Connaught's recent command regarding shoe laces in the British army contains a moral for business men. His object in regard to so little a matter was the perfection of the efficiency of the soldiers under his command. "It is the littles that make the muckles;" and it is close attention to details that insures success in business. First of all a man needs to fit himself for the business he intends following. Then, once in business, it is necessary for him to know how to buy. This is a most important qualification, and many a merchant has failed because of a want of it. The necessity of being a good salesman and of devising ways and means of securing patronage is, of course, understood. Equally so is the importance of exercising a close scrutiny of the accounts. But while these, the fundamental principles of success, are so well known, they are apt to be forgotten, and a timely reminder tends to their being exercised more vigorously.

* * *

Never before was, probably, the evil of cutting prices more prevalent, or the desire on the part of merchants for its discontinuance stronger than now. The fact of the matter is, it is working its own remedy. The medicine those merchants are taking, whose characteristic is "cutting," is insolvency; and it is being administered, although unconsciously, by their own hand. The "horrible example" they present is a warning which many discern, and which not a few endeavor to profit by. During the recent holiday season one or more instances of this came under the observation of this journal. One, particularly, comes to memory at the moment. Like a good many others, this particular merchant had been in the habit of cutting prices during the Christmas season in order to induce trade. Last Christmas he resolved to discontinue the practice; and, notwithstanding that his competitors continued the practice as of yore, and that money was supposed to be scarcer and times harder, he not only made more money than he ever did, but did a larger business as well. It is safe venturing that there is at least one merchant who has departed from the old way.

* * *

In England, if one can judge from the tone of the exchanges, the movement for reform in "cutting" seems to be more preconcerted than in any other country. There the merchants are combining together in towns and cities, with a view to crushing out the evil. A correspondent of an English paper, noting this movement, said: "They know and feel that the present despicable state of things has existed too long, and that an earnest attempt should be made to improve matters. They know and feel that the abolition of the present suicidal policy of quoting prices for goods that do not enable them to meet expenses with ease, and the substitution of a legitimate competition, would result in placing the trade generally upon a stronger basis, the natural result of inestimable benefits accruing to its members all round. The idea very prevalent in the present day is that the day is past wherein the doctrine existed to the effect it was the duty of every member of the trade to endeavor to annihilate his neighbor and monopolize the whole trade of the district, and that to-day the doctrine exists to the effect that they are brethren and members of a specified trade. They desire to combine and seek the good of each other, and to place the trade on a sound and substantial basis; they desire to earn a living with less worry and care; they desire proper and commodious premises for the storage and disposal of their goods and chattels; they desire an earlier system of closing, in order to give their assistants that liberty which is their proper right to seek and to hold and to utilise for the purpose of improving those physical, mental, and intellectual faculties they are the recipients of at the hands of their Maker; they desire, indeed, to wear an aspect of business men and not a sentimental, philanthropic aspect. To accomplish all this they know, and are convinced, that better quotations must rule. Legitimate competition must be in existence, and by the adjective legitimate I mean that pricing of an article which will insure an adequate return for expenses incurred in putting such article in circulation." The man who takes his own life is looked upon as a fool; but the merchant who ends his business career by adopting the suicidal policy of cutting prices is certainly not much better mentally.

* * *

When storms are raging the mariner needs to consult his chart more frequently than he would under ordinary conditions; and when times are hard the live merchant scrutinizes more closely the columns of his trade journal, both to gauge the trend of the markets and to gather hints that will assist in making his business more profitable.

CANADA IS WATCHING.

That the opportunity of reaping a harvest in the United States is being closely watched by the Canadians is seen in various projects already on foot in the Dominion. One is explained in a notice which appeared in a New York daily paper, mentioning as a business opportunity that a company of first-class standing, owning a large, well-developed Bessemer ore mine in Canada, viewing the proposed total repeal of duty on ore and the reduction in duty on pig iron in the United States, desires to secure additional capital in order to increase its shipments of ore to American consumers, and to more extensively manufacture special, low phosphorus pig iron for American consumption under the Canadian bounty of $2 per ton. The Dominion is now paying a bounty upon each and every ton of pig iron manufactured within its borders, but American statesmen are now endeavoring to reduce our tariff on pig iron far below that figure. As we have already stated, with cheap water freights and a bounty of $2 per ton, Canadian pig iron manufacturers can easily meet the tariff as fixed in the Wilson bill.—American Manufacturer.

BOARD OF TRADE NOMINATIONS.

THE nominations for officers of the Montreal Board of Trade elections closed on Saturday. Following is the complete list of those nominated:—Council: Messrs. W. W. Ogilvie, president; J. A. Cantlie, vice-president; John Torrance, second vice-president; Edgar Judge and R. M. Esdaile, treasurers; David Robertson, D. A. McPherson, Stewart Munn, John McKergow, A. A. Thibaudeau, Alex. McFee, Alex. Mitchell, T. J. Drummond, James Baylis, D. C. Lockerby, C. J. Smith, Frank Hart, J. D. Rolland, R. Meredith, C. McLean, W. Cunningham, John Baird, S. O. Shorey, David Macfarlane and E. S. Clouston. Board of arbitration: Messrs. E. B. Greenshields, C. D. N. Osgood, R. E. Wight, James Williamson, John B. McLean, J. P. Cleghorn, Richard White, R. Archer. H. Montagu Allan, F. W. Henshaw, Hon. G. A. Drummond, R. Reford, J. Kerry, H. A. Budden, and Jas. Slessor. The elections will take place on January 30th.

The nominations for the Toronto Board of Trade took place on Tuesday, with this result:—President, Hugh Blain (elected by acclamation); first vice-presidents, Stapleton Caldcott and A. A. Allan; second vice-president, E. B. Osler (elected by acclamation); treasurer, J. L. Spink (elected by acclamation). Committee: D. W. Alexander, George Anderson, H. N. Baird, M. F. Brown, C. Cockshutt, John Donough, Thomas Dunnett, P. W. Ellis, W. G. Gooderham, George Keith, Warring Kennedy, J. Herbert Mason, W. D. Matthews, M. McLaughlin, J. Short McMaster, J. Kerr Osborne, John Pugsley, E. Samuel, A. M. Smith, C. C. VanNorman, John Waldie, D. R. Wilkie, T. Woodbridge, Elias Rogers, Wm. Christie. Board of Arbitration: R. S. Baird, C. W. Band, Jas. Brandon, S. E. Briggs, Geo. A. Chapman, F. B. Cumberland, Thos. Flynn, Wm. Galbraith, J. H. G. Hagarty, Geo. Hamilton, Noel Marshall, Geo. McBean, Robt. McLean, J. L. Spink, J. H. Sproule, R. J. Stark. Harbor Commission: Geo. A. Chapman, Thos. Davies, W. A. Geddes, J. T. Mathews, A. M. Smith, S. Sylvester. Industrial Exhibition: H. N. Baird, D. Gunn, W. B. Hamilton, Geo. H. Hastings, W. C. Matthews, Jos. Oliver.

THE IRON TARIFF.

The Ottawa correspondent of the Toronto Globe says: The representatives of the iron industry are at loggerheads as to what should be done for them by the tariff. The raw material of the rolling mill proprietors is largely wrought scrap iron, upon which there is a duty of $2 per ton. If they had their way they would admit scrap iron free of duty, as they import an enormous quantity. The furnaces, however, which produce pig iron as their manufactured product, believe that the rolling mills ought to consume this pig iron, and that if the duty on scrap iron was doubled it would so stimulate the production of pig iron that there would be a sufficient quantity for the supply of the rolling mills. The pig iron manufacturers say further that the duty on scrap iron is out of all proportion to the duties on other classes of iron. Mr. A. T. Patterson, a representative of the Londonderry Iron Company, is authority for the statement that the low rate of duty on scrap iron is inconsistent with the principle of a uniform protective tariff for the iron industry, and should be increased, and also because, owing to large importations, it enables opponents to prove that the tariff is not devised to protect labor, and thus seriously endanger the whole system. It was absurd, he said, to put a duty of $4 a ton on pig iron, and only half that on a more finished grade like scrap iron. The duty on bar iron, at the rate it now sells in Canada, $10 a ton, is 110 per cent. The duty has enabled the bar people to form a combine, which was dissolved the other day because they thought it "more advantageous just now to be controlled by any agreement."

GAS WELLS IN CHINA.

THE principal natural gas wells in China, explains Mechanical Views, are located near the town of Tsi-lin-tsing, in the vicinity of which large numbers of salt wells are found. These latter, in fact, appear to have really been responsible for the exploitation of the former. To make a well the Chinese use a long and elastic bamboo pole, supported in the middle by a crosspiece, a rope made by coupling the ends of long slices of bamboo, and an iron instrument which weighs about 160 pounds. The rope is fastened on the thin end of the pole and the iron on the end of the rope. A slight up and down motion of the thick end of the pole makes the iron jump and bore a hole with its broad, sharpened edge. When a portion of rock is disintegrated clear water is poured into the hole, a long bamboo tube with a valve in the bottom is lowered, and the turbid water is raised to the top. Pipes of cypress wood are rammed in to protect the sides of the bored hole and to prevent the water contained in the surrounding ground from getting access to the well. The pipes are attached to each other at the ends with nails, hemp, and tung oil. The inner width of the pipe is about five inches. As the work proceeds the pipes are rammed deeper and a new one is attached on the top; the rope, too, is made longer. At a depth varying from 700 to 1,000 feet the brine is struck and the well is fit for use. The brine is raised to the top through long bamboo tubes and bamboo ropes by means of a horse-whim, and is then carried to large pans for evaporation, or led to them through bamboo pipes.

LOCKS AND SAFES.

BEFORE a meeting of the Liverpool Architectural Society at the Royal Institute, Mr. A. Culshaw presiding, a paper was read by Sir George H. Chubb upon "The History and Development of Locks and Safes." In the course of his paper, which was illustrated by diagrams and samples, Sir George said that in American burglar-resisting safes steel plates of different degrees of hardness were employed, and joints were usually covered with forged bands. To resist drills, cast metal similar to spiegeleisen, and capable of being chilled, was sometimes run in between the outer and inner plates of the safe. The strongest work was founded in the United States Safe Deposit Vaults, where the bolts were always secured by a chronometer lock, commonly called a "timer," which controlled the bolts independently of other locks, and it was computed that there were not less than from 14,000 to 15,000 in use. If a burglar, either by force or fraud, obtained the secret of the numbers of the combination lock or the keys of an ordinary lock, he could not open the safe, provided a "timer" was on guard. The owner set his timepiece to run off guard at any selected hour the next morning, and at that time or after he could open the door. The existence of the timer, and the popular reliance placed in it, enabled American manufacturers to meet a new method of attack—nitro-glycerine. This nitro-glycerine business had led up to a new application of the timer, for it was obviously desirable to do away with all spindle holes through a door, and yet be able to work the main bolts inside a door. This problem had been solved by the use of powerful spiral springs, enclosed in a box, mounted inside the door. The ordinary locks were quite dispensed with, and reliance was wholly placed in the stored power of the springs governed by a timer.

As to English safes, there was a large variety in the nature of the materials employed for the better class of work. The object was to use a material which should be sufficiently hard to resist drilling, and yet at the same time sufficiently tough not to fracture under blows. By preference he used plates or slabs made upon the model of warships' armour—that is, with layers of high carbon steel welded and rolled in between layers of iron or mild steel; the high carbon steel gave the resistance necessary to keep out cutting instruments, the softer steel contributing the toughness. Concluding, he referred to the various fire-resisting materials used in filling the chambers of safes, such as charcoal, which was expensive, saw-dust, which had been proved on a large scale at St. John's, Newfoundland, to be unreliable, and infusoria or fossil earth, with which he preferred to mix a quantity of crushed alum of pure quality.

TALKS WITH RETAILERS.

"THIS thaw has hurt the skate trade a good deal, but we are still receiving a good many for sharpening," said B. Ibbotson, Queen street west. "I have not yet gone actively into the bicycle repairing business, but I intend to the coming season. During my trip to England last fall I picked up a great many useful hints regarding bicycle repairing."

"We are moving over to 149 Yonge street," said one of Mr. McCready's assistants, 380 Queen street west. "We will carry a full line of guns, sporting goods, and cutlery, and we have also the agency for two or three popular lines of bicycles. Business has been pretty good, and we expect to increase it largely in our new stand."

"No, there is nothing wonderful about the way goods are selling," remarked J. Pearsall, as he looked up from some work he was doing in his new shop. "However, I have been trying to put two new grinders in the shop, but have not had any spare time. Odd jobs keep coming in, and, even in this dull season, I can generally show a good slate at the end of the week."

"Yes, we do try to keep everything as tidy as possible," said J. W. Owen, 836 Yonge street. "Don't you think the store looks neat? When I see a dusty and untidy store, I generally form an unfavorable idea of the proprietor's business habits. The way a man's stock is kept is a good index of his character. We, like others, find things a little slow at this season of the year, but this is nothing more than we expect."

"I enjoy reading HARDWARE very much, and had I had any conception of what it was like I should have been a subscriber to it long ago," said W. L. Murray, Yonge street. "Trade is moving along nicely for this season of the year, and we are not making any kick. There is no run on any particular lines. People are just buying what they need for the time being."

"No practical improvement in trade will be noticeable for some time yet," said J. Woodworth, 842 Yonge street. "There are quite a lot of small sundries selling, and this mild weather is creating a tendency for fixing up old places. We have sold quite a lot of skates this winter, but of course builders' hardware, etc., has been dull for the last few months. Yes, we carry a lot of German and English goods in the line of screw hook and eyes, barrel bolts, and other small wares. The German are somewhat clumsier and have not the finish of the American, but being so much lower in price, the Americans cannot compete with them on the Canadian market. This recent cutting of prices by retailers is a lot of rubbish; they would sell the same quantity if they asked a fair price. Hardware is not like groceries or dry goods. If a customer wants a certain amount of locks or screws, etc., he buys just that amount, and cannot be tempted to buy a large quantity because they are marked down low."

"Every line has its quiet time, and we are having ours," said J. Ivory, Queen street west. "There is, of course, nothing doing in heaters now, but we have had a fair season. You see, we have more room now, having pretty well cleared out our stock of stoves. There is a call now and then for a range yet. No, I have not commenced stocking up for the spring trade yet. I think prospects for the summer should be good. My trade has increased during the past year, and I see no reason for gloomy foreboding. HARDWARE is always a good paper, and I found last week's even more interesting than usual. I never miss reading HARDWARE."

I had a chat with John E. Dingman, a Winnipeg wholesale commission merchant, on Tuesday. Mr. Dingman, like every Manitoban, has great faith in the Prairie province in general, and the city of Winnipeg in particular. "O, yes, we have a grand country up there. Winnipeg has got over the effects of the land boom, and is now making solid and substantial progress. Just now, however, collections are slow, but this will, I have no doubt, be all right in time. One great evil up there just now is the way in which farmers have been mortgaging their crops. Why, it was shown the other day, that in some instances two crops ahead had been mortgaged. Something ought to be done to remedy the evil, but what to do is the question that is agitating everybody. The implement men and the loan companies came out all right, but the storekeepers — and I don't know what they are thinking about— give credit indiscriminately. What is the first cause of this crop-mortgage evil? Oh, I suppose people, who have neither experience nor capital, take up farms, and then foolishly allow themselves to be persuaded to buy expensive machinery and to mortgage their crops to pay for them without thinking what they are doing. However, they are being educated." Then Mr. Dingman invited me to visit Manitoba and "see the grandest country in the world;" and I said I hoped to before I saw many more summers.

A meeting of the creditors of the defunct Boynton Cement Co. occurred recently, and the estate was wound up. Stock-holders received about 8c. on the dollar. B. W. Folger was the luckiest creditor. By dealing in property of the company he made 70c. on the dollar.

FURNACES AND GRATES.

NO less an authority than the Encyclopedia Brittanica expresses a disbelief in the use of an open grate for purposes of ventilation when used in connection with a furnace. "An open fireplace," he says, "unless the air enters from the ceiling, often produces little or no ventilation above the level of the chimneypiece, and even then it does not afford the best and purest atmosphere. The air above may be comparatively stagnant and offensive in the extreme from the products of combustion and respiration, while a fresh current moves along the floor to the fireplace."

It is perhaps unkind, remarks Hardware Reporter, to find fault with the deductions of such a staid and sedate old lady as the E. B, but there is abundant reason for doing so in the present case. It is a fact that vitiated air cannot be entirely drawn away from a room unless there is a constant admission of pure air from the outside, either through the furnace pipes, by other ordinary air ducts, or through the cracks and the chincks in the walls and about the windows, when these exist. Vitiated air has a more dense specific gravity than that which has not been impregnated with breath from the lungs or with carbonic acid gas emanating from some other source. Having this greater density or weight it seeks the lowest level of the floor, and is necessarily drawn toward the grate by the draught up the chimney, being replaced by the pure air from above. A constant circulation is thus maintained throughout the room, the bad air going out and the good coming in, the result being that the grate is a valuable accessory to the furnace. Apart from this, however, the grate does not completely fill its purpose. Unless it is supplied with a continued current of pure air through the furnace pipes to which it is merely an adjunct it supplies more cheerfulness than comfort, and as a rule gives out insufficient heat. The reason for this is obvious, apart from the one-sided character of the fire and the tendency of the grate to spend its heat up the chimney. Carbonic acid gas is a deadly enemy of fire. Unless this is driven out and the room supplied with fresh air through the pipes the coals will burn but slowly, and the fire will often die away without any apparent cause.

WIRESMITHS.

In the history of Augsburg, dated 1351, and in that of Nuremberg, 1360, the metal workers who made wire by means of the hammer are called "wiresmiths," writes a correspondent of an exchange, but, in these works, the term "wire-drawer" (drahtzieher) also occurs, from which one would infer that the draw-plate had been invented but had not entirely superseded the ancient method. From these histories one is inclined to the belief that it was in Germany that wire-drawing was first carried on, after which it extended to France; for we find that, at the end of the fifteenth century, the invention of wire-drawing is ascribed to one Richard Archal, and iron wire in that country is called "fil d'Archal" and "fil de Richard."

THE TELEPHONE PATENTS.

THE patent on the metallic diaphragm telephone, says The Electrical World, will expire on January 30, when it will be possible to use the telephone on shorter lines, and even to operate an exchange system, in competition with the monopoly which has so long reaped a magnificent harvest. Had the ordinary course been followed in the Patent Office in relation to the Berliner patent, the principle of telephony by means of variable contact resistance would also soon be public property, and until the patent expires or is annulled, the Bell monopoly cannot be very seriously affected. If by a natural course this patent was retained in the Patent office for fourteen years, thus practically prolonging the life of an absolute monopoly to that extent, a monstrous state of affairs is admitted which, if it cannot be otherwise remedied, would almost justify the entire abolition of the patent system. It is true that the government has now a suit, based on grave charges, to annul this patent, but a recent statement as to its condition does not give much encouragement for a speedy decision, and it has already cost the government $80,000. With the wide knowledge of the subject which the Attorney-General should have from his former connection with the telephone interests, it would seem that more haste might be made, particularly as every day after Jan. 30 will result in a gross injustice to the public through the continuance of the monopoly. Still another fact that may be very significant is that the Blake application of January 3, 1879, has not yet, as far as can be ascertained, resulted in a patent. After what has occurred regarding the Berliner patent, we may expect anything from the Patent Office, and it would not be a matter of any great great surprise if the Blake, or some other telephone patent now held, were to develope into a second Berliner case if the government is not successful in its suit. There are a great many things to which Congress is now devoting its attention that are of less importance to the public than an investigation of the Patent and Attorney General's offices might be.

BUSINESS MISFITS.

I AM not a plumber nor yet the son of a plumber. I was trained in the hardware business, and when I write on trade topics I am prone to use hardware illustrations. What is good business policy for a man who has made money in one trade is, as a rule, just as good policy for a man who has made money in some other. The lesson I want to enforce at this time is, keep your profits when you have made them. Do not think because you have made money in a line of business in which you have had a thorough training and a lifelong experience that you can make money rapidly anywhere, or in any line of trade with which you are familiar. If you have made money wiping joints, setting range boilers, and putting in bath tubs be content therewith, and do not take to speculation to make your ten thousand dollars into a hundred thousand. Continue in the plumbing trade, the business with which you are acquainted, and do your best to make money there. In such effort you are safe, but do not try to gain sudden wealth by running a newspaper, promoting a manufacturing company, or booming a land speculation, for there you are not safe. This is the way I enforce this point, addressing myself to the hardware trade, with which, as I said before, I am quite familiar.

It might seem a natural consequence that when a man has succeeded as a hardware dealer, that he could hope to cope successfully with any of the other various lines of trade. He can tell to the fraction of a cent the net cost of a paper of tacks, of which the list per dozen is eighty-two cents, and the discount sixty-seven and a half, ten, seven and a half and five per cent., with an additional two per cent. for cash and a rebate of one per cent. for freight. He can figure this out without winking his eyes, and talk politics at the same moment, but he will do well to tread cautiously when he essays to compete with the stock broker or operate a factory. Round holes and square pegs are not a circumstance to the misfits which are painfully apparent when the merchant attempts to invest his surplus profits in some outside venture which requires an intuitive acquaintance with its details to insure success. It may be but a small amount, and the enterprise seem certain, but no matter how bright the prospects it is an extremely hazardous undertaking to withdraw a present surplus from a legitimate and well-known business, and invest it in a scheme which depends for its vitality upon the exertions of the dealer, whose time and attention are needed in his store. I positively know that where one man even holds his own, fifty lose all they invest and are fortunate if they do not have to mortgage their old business to unravel the tangle in which the new or outside business has involved them.

Speaking of surplus profits reminds me that it is quite a common fallacy to suppose that a surplus in the bank is, or represents, a real excess of capital. In the majority of cases it will be found that if a careful examination is made of the stocks and books, that this balance is needed to put new blood into the business and to replenish the variety and volume of the lines carried. The man who has a little actual money surplus, for which his business does not demand immediate use, will do well to either hold it in the bank, or loan it on good local land bond and mortgage, and in such shape that it will serve as a reserve in case of unexpected need. Even if the interest is small, the certainty of the principal and its availability at call, is worth to him any difference in interest which he might apparently gain by a venturesome investment. Five hundred dollars in cash would, in a case I have in mind, have prevented a merchant from serious embarrassment and the eventual loss of nearly six thousand dollars.

This particular merchant had some two thousand dollars, "surplus" in the bank, and one day, when he felt particularly confident, he invested it in a new company which had been formed in his town to manufacture a patented article. The article was good, the patents secure, and his fellow investors men of integrity and ability, but some years elapsed before it began to earn any profits and in the meantime he lost some of the accounts on his books at his store and was unable to meet his current bills. An extension was granted, but after six months he was obliged to assign, and the costs and interruption to his business eventually threw him on the street, with a wasted fortune and a discouraged heart. He had no one to blame but himself, and that was, perhaps, the hardest feature of the case, for all the years of prudence and economy and thrifty enterprise were wiped out by one false step. It is a wise man who knows his own business, and confines his operations within the limits of his personal experience.—Mathew Bygone, in Saturday Plumber.

THE WORLD'S SUPPLY OF MONEY.

The U.S. Treasury Department has prepared a table showing the monetary systems and approximate stocks of money, in the aggregate and per capita, in the principal countries of the world. This shows that France, with a population of 38,300,000, has the highest per capita circulation of any of the countries named in the table, viz., $36 81. "The Straits," with a population of 3,800,000, have a per capita of $28.94, Others are: Belgium, $26 70; Australia, $26.05; the United States, $25.55; the Netherlands, $24 34. In China, with a population of 402,000,000, the per capita circulation is but $1.80, all in silver. Following China in this respect, Roumania has circulation per capita of $4.60; Servia, $4.27; Sweden, $2.71; Turkey, $2.39, and a population of 39,200,000; Central American States, $3.78; Japan, $4; India, $3 44, against a population of 287,200,000; Hayti, $4.90. The United Kingdom, $20 44, and Germany $15.56 to each person. Portugal, with a population of but 4,700,000, has a per capita of $21.06, and Egypt a per capita of $19.85. The South American States have a per capita of $19.57; Canada, $10; Cuba, $12.31; Italy, $0.59; Switzerland, $14 48; Greece, $12.22; Spain, $17.14; Austria-Hungary, $9.59; Norway, $6.60; Denmark, $11.72; Russia, $8.17, with a population of 124,000,000, and Mexico $5. This table puts the stock of gold money at $3,901,900,000; silver, $3,931,100,000, and uncovered paper money at $2,700,000,000.

TRADE CHAT

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

W. P. McNeil's implement factory at New Glasgow was destroyed by fire on Jan. 17th. Loss, $6,000; no insurance.

The destructiveness of a new Gatling gun may be imagined when it is stated that it fires 3,129 shots a minute.

The merchants of Portage la Prairie contemplate combining for the purpose of enforcing the cash system.

The Napanee mills and Marlbank cement works cannot make enough Portland cement to supply the Canadian trade.

Thomas Johnston, Kingston, sold the tinsmith's tools of the late Angus McLeod, Napanee, to Anderson, Deseronto.

A gold dredging machine, lately tested at Yale, B C, is said to have worked very satisfactorily disclosing marked gold "colors."

George Bartlett Prescott, a well-known electrician and author of electrical works, died of heart failure in New York on Thursday night

The Howards Plate Glass Works at Duquesne, Pa., employing over 500 men, have resumed in full. Six shops will be started to-day in McKee's Glass Factory at Jeannette, Pa.

The amendment proposed by Tom L. Johnson (Dem., Ohio), putting steel rails on the free list, was lost by a vote of 79 in the affirmative to 100 in the negative at Washington yesterday.

Dakota seedsmen are advertising Manitoba wheat for sale for seeding purposes, and lay particular stress on the announcement that it is the best seed wheat that can be procured for these latitudes.

The gas well at Hamilton, which was thought to be a gold mine a short time ago, is being filled up with the material excavated. Early next week the derrick will be removed a few feet, and boring will be recommenced.

A hardware hockey team has been organized at Kingston. A. Strachan is manager, and the team that challenges any seven in the city is composed this way: Messrs. W. Taylor, C. Strange, A. Dalton, M. Thompson, E. Sears, F. Calvert, W. B. Dalton.

The annual meeting of the Port Arthur Board of Trade was held on the 18th inst. W. C. Dobie was elected president; James A. Fraser, vice-president; H. A. McKibbon, secretary-treasurer; George T. Marks, Daniel F. Burk, J. J. O'Connor S. W. Ray, Franklin S. Wiley, George W. Brown, Joseph Brimson, William J. Bawlf, Joseph G. King, George Hodder, W. W. Russell, and J. T. Meikle were elected members of the council of the board for 1894.

Heavy shipments of ore from Slocan, B.C., are expected to begin coming into Spokane over the Nelson and Fort Sheppard railway next week, as soon as the road is prepared to handle it, and the mine owners say they will continue the shipments, with but little interruption, throughout the winter.

Biddy—"Sure the gentleman of the house is not at home, sor."

Caller—"I'm sorry, for I wanted to pay him a little bill I owe him."

Biddy - "In that case, sor, I'll ask him again."

The Manitoba legislature proposes to protect the farmer against the agricultural implement man, by exempting almost everything a farmer has from seizure for debt. That is a step in the right direction. The sooner all machinery for the collection of debt is wiped out, the sooner retail business will be done on a cash basis.—Hamilton Spectator.

Sarnia Canadian: "A party of American capitalists are here, experimenting with an alleged new process for refining Canadian crude oil. Mr. Hall will conduct the experiments in person. His process, it is said, has been thoroughly successful on a small scale; if successful on a large quantity of crude, not less than 1,000 barrels, the Alpha Works will be purchased at a figure agreed upon, the option continuing until the test is fully completed."

Another big gold mine sale is being made. The property is the Beaver Dam mine, near Sheet Harbor, and the figure named is $75,000. Mr. G. H. Metz, a mining expert, is in the city in connection with the sale, and is acting for a firm of New York counsellors. Two big legal firms, Harris & Henry and Harrington & Chisholm, are acting for the sellers and purchasers. It is understood the purchasers are to have some months' possession of the property before the final consummation of the sale.—Chronicle, Halifax.

The reported transfer to the Canadian Pacific Railway of running rights over and control of the Victoria and Sidney road is all but officially confirmed. This means that a magnificent ferry steamer building in Glasgow will be put on between the mainland and Sidney, the terminus of the new island line, and that C.P.R. trains will run into Victoria. The time to Vancouver will thus be reduced by an hour and a half, and a splendid service furnished. Capt. John Irving, manager of the Canadian Pacific Navigation Company, has gone to St. Paul to confer with "Jim" Hill in regard to an opposition combination to the C.P. fleet to work in connection with the Great Northern. Between the two great rival lines Victoria is sure of first-class service. The enterprise of the Canadian Pacific is greatly appreciated by Victorians, who, in many ways lately, have found the C.P.R. a friend of the capital city.

Last evening a happy family reunion took place at the residence of J. W. James, 137 Mary street, when his three daughters—Mrs. Yuker, Erie avenue; Mrs. Vollick, Young street, and Mrs. Haney—with their brother, J. G. James, hardware merchant, Courtright, who is here on a visit, met together for the first time for over twenty years. The family gathering under the roof of the old folks spent a most happy evening in recalling reminiscences of their young days Mr. and Mrs. James, should they live, will celebrate their golden wedding on March 10.—Hamilton Herald, Jan. 20th.

Mr. W. W. Ogilvie, the great flour man, speaking a few days ago of the report that distress was prevalent in the Northwest, said that he has never heard of less grumbling nor so little misery as this year. He had not been asked to subscribe to any famine fund, nor had he heard of anything of the kind being in existence. The price of wheat was no doubt low, but it was low the world over. Manitoba, in his opinion, was in an infinitely better condition than the middle and North-Western States. The deliveries of the whole crop was fairly good, and quite equal to this time last year, while every bushel of the crop was merchantable.

WILL SUPPORT EARLY CLOSING.

THE Montreal Early Closing Association, on Saturday afternoon, held one of the most successful meetings it has ever had. There were between three and four hundred clerks present. Mr. P. Macdonald was in the chair, and Mr. J. A. Laughron acted as secretary. The object of the meeting was to receive professions of faith from the several aldermanic candidates on the question of the early closing of stores. The following candidates sent in assurances of their sympathy for the early closing of stores. The following candidates sent in assurances of their sympathy for the early closing movement: R. Wilson Smith, T. G. Grothe, P. O. Paquette, A. Dagenais, E. G. Penny, Hercule Dupre, V. Lafontaine, Jas. Brunet, L. Renaud, Dr. Desmarteau, Damase Leclaire, J. H. Nault, Pierre Leclerc, F. Bayard, W. A Stuart, F. X. Prenoveau, Theodule Lefebvre, V. P. Landry. Moreover, Ald. Savignac, Desmarteau, and Renault, and Mr. Hercule Dupre were present at the meeting, and made speeches in favor of the cause. Delegates were appointed to interview the candidates who have not been seen, and the members of the association were requested not to pledge themselves until they had ascertained the standing of all the candidates on the question of early closing.

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ALL-ROUND MECHANICS.

ONE of the difficulties which all designers of new mechanical appliances, seeking to have their ideas carried out in shops, now frequently encounter is the want of all-round mechanical skill, remarks an exchange. Fifty years ago it was common to find in any machine shop claiming to be a first-class establishment, men who, if called upon to do it, could construct almost any complicated machine, performing all parts of the work, including drawings, patterns, and forgings, and some could be found, who, if necessary, could do the molding and casting also. Turning and screw-cutting were not unfrequently done at that period by the use of hand-tools, the supremacy of machine-tools having not yet become universal. The performance of special work by special machines, and by men specially trained to run such machines, had only just begun. In those days a machinist was equally good at the lathe or the vice, and could clip and file as well as he could drill or turn. Such classes of workmen as lathe hands, bench hands, planer hands, slotting machine hands, milling machine hands, etc., were then unknown. With the multiplication of special machinery all along the line, the specialization of labor has kept pace; and although this has resulted in the production of a much finer grade of work at a much decreased cost, it has almost eliminated the old-time, all-round machinist.

In those days, a man having an experimental machine to build, would place it in charge of one or two workmen competent to construct any part of it and to assemble the parts together into the complete machine. To keep in touch with one or two minds is much easier than to be obliged to explain and re-explain the ideas to many different men; and new ideas constantly demand new constructions which are much more difficult to get produced in workmanlike manner now than formerly, unless they are adapted to be made by existing special tools.

Good mechanics are gradually becoming scarcer in all trades, while the number of mere operatives capable of running some particular kind of machine, and capable of doing nothing else superlatively well, are multiplying. This is the inevitable result of the replacement of hand labor by machine work; and it is one of the undesirable effects that in some measure counterbalance the undeniable benefits which have accompanied the invention and special adaptation of machines for performing work formerly done wholly by manual labor with hand-tools.

MACHINERY AND HOURS OF LABOR.

One of the effects of improved machinery has been a reduction of daily hours of labor in many branches of manufacture, says Metal Worker. Perhaps a more accurate statement would be that the increased employment of such machinery has rendered it possible to shorten hours of labor without unduly restricting the supply of anything wanted by the population of the world, and, seeing this possibility, labor has demanded, and in many instances has obtained, the reduction. Whether the effect of the change thus wrought will ultimately prove beneficial or hurtful all round, it is yet too early to determine; but it seems certain that to a great number of workmen who expend the time thus gained in saloons it cannot have been much help to an improved mode of living, or have conduced greatly to their growth in skill in their respective trades. Saloons are bad schools at best; and now that night schools, free reading rooms and libraries are made accessible to most workmen, it would would seem that if, as a rule, their desire for a higher plane of life was urgent, the multitudes of saloons that flourish now in all our large cities, and subsist on the patronage of labor would not long continue so prosperous, and that when hard times like the present come, there would not be so many glad to accept as a charity the bread they are unable to purchase.

BRITISH IRON TRADE FOR 1893.

A RETURN which a leading Montreal firm of iron brokers have just to hand furnished HARDWARE'S correspondent in that city with some interesting statistics of the iron trade of Scotland, and of the east and west coasts of England, for the year 1893, with some comparisons with the figures of the four preceding years.

The production of Scotch pig iron for 1893 was 783,867 tons, against 977,213 tons in 1892, 674,425 tons in 1891, 798,333 tons in 1890, and 998,928 tons in 1889. On the other hand there was a consumption of all descriptions of Scotch iron of 1,033,133 tons in 1893, against 1,096,504 tons in 1892, 1,094,580 tons in 1891, 1,201,395 tons in 1890, and 1,156,285 tons in 1889. The total exports of Scotch pig were 299,590 tons in 1893, against 341,740 tons in 1892, and 313,613 tons in 1891, 454,333 tons in 1890, and 445,236 tons in 1889. This shows an almost steady decrease in the export movement of Scotch pig during the five years named, with the exception of the year 1892, when there was an increase in the exports over that of the preceding year. Of these exports the United States took 4,615 tons in 1893, against 14,144 in 1892, 14,253 in 1891, 27,242 in 1890, and 39,293 in 1889, showing the steady decrease in the trade in iron between Great Britain and the United States, there being about one-sixth the quantity of British pig imported into the United States during 1893 that there was five years ago. But it is not only the southern portion of the line 45 that has been importing less British pig iron. During 1893 Canada's importation of British pig iron was 14,057 tons, against 22,913 tons in 1892, 22,258 tons in 1891, 32,467 tons in 1890, and 35,482 tons in 1889, or, in other words, we did not import last year one-third as much British pig as we did five years ago.

There are decreases of an equally striking nature in the case of other countries. For instance, Italy, which took 31,641 tons in 1890, only imported 19,653 tons in 1893; and Germany has decreased her imports of British iron from 71,360 tons in 1890 to 37,546 tons in 1893. In fact the entire return shows that the foreign demand British furnace men now experience for their product is on the decrease and in a marked way. In fact the only part of the world which consumed about as much British pig as usual during 1893 was Australia, the East Indies, China, and Japan, the exports to which were 28,305 tons for 1893 against 27,132 tons in 1890.

With regard to the stock of British pig there was on the 30th December 60,939 tons in makers' hands and 320,851 tons in Connals stores, making a total stock of Scotch pig iron of 381,790 tons for 1893 against 443,646 tons in 1892, 579,677 tons in 1891, 613,445 tons in 1890, and 1,035,840 tons in 1889. The production of Cleveland iron was 2,724,184 tons against 1,937,469 tons in 1892, 2,622,732 tons in 1891, 2,846,089 tons in 1890, and 2,771,181 tons in 1889. The exports of this iron also show a decrease as compared with five years ago, although it is not so marked as in the case of Scotch iron. The figures for 1893 are 914,083 tons, which is an increase over 1892 and 1891, but a decrease from 1889, when the exports were 960,000 tons.

The stocks of Cleveland iron at the end of the year show an increase as compared with 1892, being 914,083 tons for 1893, against 632,707 tons for 1892. In the case of Hematite iron there is the same record of shrinkage in exports to report. In 1893 there were 271,780 tons, or not quite one-half as much as in 1891, when they were 520,281 tons. In a word the entire return can hardly be a source of encouragement to British iron masters in so far as export business is concerned.

THE GOLD EXTRACTING PROCESS.

DURING the last three months the erection of combined quartz milling and amalgamating plant has been progressing quietly in Windsor, N.S., and this week has witnessed its successful comple ion, and a series of tests that fully realize the expectation of the constructors, says the Windsor Tribune. What the results will be it is hard to prophesy, but that it will completely revolutionize the gold mining industry is apparent. The plant has been constructed at the works of the Windsor Foundry Company by Mr. A. T. Vanhorn, under the superintendence of Mr. J. Frank Wiswell, the inventor, a mining expert and metallurgist.

The process is known as the electric chlorination process, which is covered by patents and owned by the Dominion Reduction Company. The quartz crushing machinery consists of an ore breaker and a rotary crusher, where the ore is subjected to 11,000 square inches of crushing surface per minute with a pressure of 6½ tons, and two amalgamating pans similar in construction, but with hollow instead of solid crushers. The liquid used in the amalgamating process is prepared as follows: Salt in solution and metallic mercury are subjected to a current of electricity, forming a mercurial hydrate of sodium. This is treated with acids by a secret process and solution formed of such strength that eight ounces will impregnate 400 gallons of water. The quartz is ground in this solution, which can be varied in strength to correspond with the amount of gold contained in the quartz, and the instant a particle of gold is released it is at once coated by the mercury, the chlorides in the solution being precipitated by the iron rollers that liberate the gold, causing instantaneous amalgamation. From the first pan the ore passes the second or amalgamating pan; when the solution is weakened by the introduction of water and the chlorides are precipitated by the action of the bright iron surface on the solution. From this pan, where the ore receives a second grinding, it passes through a trap into the third pan. In passing this trap the coated particles of gold or amalgam come in contact with the metallic mercury and are absorbed. In the third pan the ore is still further reduced to a fineness of 90 mesh, and comes in contact with another body of metallic mercury that absorbs every particle of free gold. From the third pan the ore flows to a concentrator where the sulphides are saved. The sulphides can then be roasted and treated the same as other ore.

A number of tests were made with surprisingly satisfactory results. From iron oxide ore in a talco slate formation that previous tests in a stamp mill gave but $2 per ton, a test on Saturday gave $34 per ton. Other tests with equally satisfactory results have been made on a small scale.

On Monday the mill was started on tailings from the Central Rawdon mine that had been through a stamp mill twice, and the result of a clean up of six tons was $10.78 per ton in free gold. The sulphides which remain to be treated, and which are very rich, will probably amount to twice as much more.

The officers of the Dominion Reduction Co. are as follows: F. Rockwood Hall, president; Dr. Chas. S. Hardy, vice-president; Mr. Henry C. Sherman, treasurer; Mr. Orin A. Morse, secretary; Mr. Hanson Gregory, Jr., and Mr. A. Vanhorn, executive committee. Mr. Vanhorn is resident agent.

Dr. Hardy, Messrs. Sherman, Hanson Gregory, and Henry L. Gregory, members of the company, arrived in Windsor last week, and have been inspecting the work. These gentlemen speak in the highest terms of the facilities of the Windsor Foundry Co. and the character of the work done under the management of the proprietor, Mr. Joshua H. Smith, and his staff of workmen. A number of car loads of ore from different mines are at present in Windsor waiting to be tested, including a car of conglomerate from Memramcook and quantity of quartz from Waverley, while more cars are on the way.

A splendid opportunity is thus offered for gold miners and proprietors throughout the Province to ascertain the values of their ores. The capacity of the mill is about the same as a fifteen stamp mill. A public exhibition of the new process will be given at an early day.

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VIEWS AND INTERVIEWS.

"FROM what I can hear, both from wholesale and retail dealers," said a friend of mine, "the import business in glass this year is likely to be larger than ever. Some importers are offering special brands, but, from what others in the business say, it would seem that branded glass is not making the impression it did. Hardware men say they are buying where they can buy best. A prominent hardware retailer the other day gave his opinion this way: 'Price being about even, I always try to book my order with a respectable glass and color house, because I find that, taken all through, I can there get a better quality of glass, and, what is of just as much consequence, get better packed glass than others. The only reason I can give for it is this: Some years ago I worked for a house in the glass and color business, and I remember that when taking in glass every box was shaken, and if it sounded at all broken it was trucked away to be opened up, when the sound panes were put into the racks, and the broken ones cut to whatever they were good for. Now, as far as my experience goes, those not purely glass dealers do not go to this trouble.' In another store I called," said informant. "A couple of dealers were talking business and politics. Their opinion was that there would be no change in the duty on glass. 'In any event,' said one, 'the man who booked my import order has guaranteed me against any loss by reason of a change in tariff. In fact,' he continued, 'I don't see how a firm could refuse to allow a customer any decrease there may be. It would be no loss to them, as they certainly must be selling at a price based on the cost at the present duty.' A traveler for a wholesale house dropped in just then and expressed the same opinion."

I had a chat with John E. Dingman, a Winnipeg wholesale commission merchant, on Tuesday. Mr. Dingman, like every Manitoban, has great faith in the Prairie province in general, and the city of Winnipeg in particular. "O, yes, we have a grand country up there. Winnipeg has got over the effects of the land boom, and is now making solid and substantial progress. Just now, however, collections are slow, but this will, I have no doubt, be all right in time. One great evil up there just now is the way in which farmers have been mortgaging their crops. Why, it was shown the other day, that in some instances two crops ahead had been mortgaged. Something ought to be done to remedy the evil, but what to do is the question that is agitating everybody. The implement men and the loan companies came out all right, but the storekeepers — and I don't know what they are thinking about— give credit indiscriminately. What is the first cause of this crop-mortgage evil? Oh, I suppose people, who have neither experience nor capital, take up farms, and then foolishly allow themselves to be persuaded to buy expensive machinery and to mortgage their crops to pay for them without thinking what they are doing. However, they are being educated." Then Mr. Dingman invited me to visit Manitoba and "see the grandest country in the world;" and I said I hoped to before I saw many more summers.

BYSTANDER.

"WHAT'S IN A BRAND?"

"THERE is a feeling gaining ground among the trade," said a glass man, "that the reliance placed in 'brands' has been very largely misplaced. Strange as it appears, it seems to be a fact that a foreign manufacturer shipping goods to this country begins by making a first-class article and putting his name or 'brand' on it; but once his goods are introduced and his trade mark known to consumers his object is accomplished, and his determination and promise to give a better quality of goods than any other maker, melts before his desire to increase his profits, even at the expense of his much vaunted quality. It sometimes takes the dealer a long time to discover the fact that they are paying a long price for nothing but ordinary goods.

"These remarks apply not only to cigars and pipes, but to cutlery, skates, window glass, and other articles. The remedy is a difficult one to find, the old opinion that so long as goods are stamped with the maker's name or trade mark they are all right, being so firmly established in our minds. However, I would advise dealers not to place too much confidence in what they are told about brands, or, at all events, not to give a higher price for branded goods than for any others unless well satisfied that what is claimed for the particular make offered is deserved."

ENGINEERING EDUCATION.

A SYSTEM of education, says the Electrical World, that tends to broaden the mind and thus render it capable of dealing confidently with large questions, is not only most likely to make the engineer educated under it more respected by those with whom he comes into contact in professional life, but it gives him a wider range of opportunities and a more ambitious scope to his strivings. Owing to the desire to start on a professional career at the earliest possible moment, most technical courses are none too long for the bare purpose of teaching principles, and yet the tendency seems to be becoming greater and greater to subordinate the theoretical grounding to "practical work." Pattern shops, smith shops, and even foundries, are becoming features of technical schools, and testing work is carried on more with a view to teach the practical manipulations than to illustrate principles. The difficulty with many of our engineering schools is that they attempt to combine three different courses, each of which in turn is sacrificed to the others. In Europe in some cases these are differentiated into engineering, industrial, and manual training schools. Some of our technical schools partake more of the character of the French industrial schools, a graduate of which does not expect to become anything higher than a superintendent of a manufactory or plant, or an "expert" in his line of training.



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THOS. DAVIDSON & CO., - Montreal

THE JERSEY BUTTER MOULD.

THE accompanying cut represents the latest article that is being placed on the Canadian market in the line of butter moulds. It is being introduced by Chas. Boeckh & Sons, brush and woodenware manufacturers, Toronto. It is evidently an article that will meet the demand for a practical shop or farm where butter needs to be put up for packing or table use. The firm claim it to be the most satisfactory in every respect that is now on the market, and call special attention to its handle, which can be easily removed for cleaning purposes, and yet is partially attached to the



mould, thus doing away with the annoyance of the print dropping out and getting lost. Another practical advantage is that, by means of screws at the top of the contrivance it can be regulated so as to produce a mould the exact weight required. Special care is taken to have each mould perfect in every particular. The mould is made of the best white selected maple, and is called the Jersey Butter Mould. Chas. Boeckh & Sons are the manufacturers, but it can be obtained from any of the wholesale trade that handle this class of goods.

DON'T FUSS.

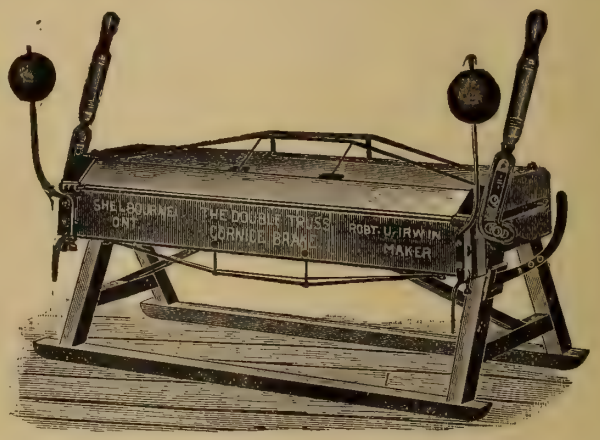
There are a good many storekeepers who borrow trouble, says a contemporary. These are the men of variable temper. To-day they are in a state of fussy good humor; to-morrow they are unreasonable, morose, snappish, and disagreeable. Such men never become great in any walk of life, for such variation of temper betokens a weakness of mind. Employees never find pleasure in working for a man of this April-day temperature. Such a man is never well served, for his fussiness to-day creates confusion, of which mistakes are a natural consequence; his irritability to-morrow makes people around him nervous and impatient. In the store owned by such a man there is none of that smoothness which is an essential to a proper performance of duty.

The character of the employer is generally reflected in his clerks. If a storekeeper is of a smooth and even temper, there is a certain ease in the manner of conducting his business. He good naturedly corrects the errors of the inexperienced. If, on the other hand, he becomes childishly passionate over matters which may, perhaps, be insignificant, his irritability is extended to his help, for such irritability is wholly contagious.

This courting of worry should be avoided by people of all walks of life. The man with responsibilities. which are part of any commercial undertaking, should in all cases preserve a calm and even temper. That is nerve.

IMPROVED CORNICE BRAKE.

THIS is what the accompanying cut represents. It is known as the Double Truss Cornice Brake, and is handled exclusively in this country by M. & L. Samuel, Benjamin & Co., of Toronto. In consequence of the improvements made by the manufacturers of the brake, it is heavier and stronger than heretofore, with front leaf balanced by ball weights, new clamping device, etc., while it is claimed that the machine will do the work of an iron brake in every respect, and yet costs but about one-third the price. It is built of good sound maple, thoroughly seasoned; the leaves are all double trussed and faced with steel plates



planed straight and true; the clamping device, hinges, quadrant gauge, etc., are all made of malleable iron and all parts are adjustable; it takes in sheets 8 ft. 2 in. long and forms 24-gauge iron or lighter, without springing; it splits the sheets and forms the iron on the same principle and with the same speed as iron brakes; makes mouldings of all kinds, ridging, valleys, gutters, eavetrough, square pipe, etc. Each machine is supplied with 6 half-round formers. These machines have been thoroughly tested in different shops and are giving good satisfaction. No tin shop is complete without them, and they pay for themselves in one year. The machine weighs about 500 pounds.

A meeting of the creditors of the defunct Boynton Cement Co. occurred recently, and the estate was wound up. Stock-holders received about 8c. on the dollar. B. W. Folger was the luckiest creditor. By dealing in property of the company he made 70c. on the dollar.

STORE RULES.

Discipline is as necessary in an army of employees as in the regular army, says a contemporary. Hence the necessity for store rules. But rules are sometimes so harshly framed that they are themselves the cause of insubordinate or secret ill-feeling. That business is best conducted where all work in harmony, where there is no friction among the wheels within wheels. Therefore frame your rules with kindness and word them cheerfully and courteously; and don't stick them about the store in the most prominent place you can find. The public is not interested in them, and your employees will work better if they are not continually annoyed by the crack of the slave-driver's whip. Americans love liberty. They have fought for it and died for it, and it is decidly un-American to flaunt arbitrary commands before the gaze of every stranger who has the curiosity to know how you treat your slaves. Make your rules requests rather than commands. Have as few as is consistent with good government, and stick to them.

The struggle between soft steel and cast iron for architectural purposes has been a close one the past year. Steel has been declining rapidly, and has made perhaps a greater relative drop than cast iron. While the latter has always been much cheaper per pound, the tonnage required on a given building has been much greater—from two-thirds to three-fourths more than of steel—so that on the basis of prices a year ago, steel was only about 10 per cent. more expensive on a given contract. With some builders the advantages of the rolled material have been regarded as outweighing the difference in cost, even when the gap was greater than it is to-day.—Iron Trade Review.

THE ONTARIO TACK CO.
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton. Ontario.
SP

TORONTO CUTLERY CO.,

65 and 67 Yonge Street, Toronto

M. MAYER, Propr.

NON-XLL	Pocket Knives	WARRANTED
IMPERIAL	Razors	
T. C. Co.'s	Nickel Steel Shears	
WILLIAMS	Dble Shear Steel Butcher Knives	

We fully guarantee all goods named above.

BERTRAM & CO.

TORONTO — Hardware and Iron Merchants

MANUFACTURERS OF

Toronto Files and Dundas Axes

Quality and finish of our Files and Axes unsurpassed. . . .

Special Attention to Letter Orders.

FEATHER DUSTERS

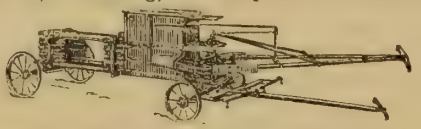
Our Dusters are away in advance of any other duster made by any other firm in America. Prices the lowest.

DEARBORN DUSTER CO., CHICAGO.

Frank Holt, Agent, 81 Colborne Street, **Toronto**

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, cheaper, more power, everlasting, and competition distanced.

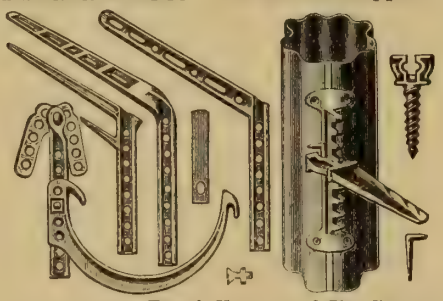


Also all styles of Bale Ties made from the Best Steel Wire.

Manufactured by BOYD & CO., Huntingdon, Q.

BERGER BROS.

Tinners' Hardware and Roofers' Supplies.



The best Eave Trough Hangers and Pipe Fasteners on earth. Berger's Long Eave Gutter, Pipe Hooks and Fasteners of every description. Also Ridging, Crestings, Finals, Registers and Ventilators. Don't buy until you have our price. Samples and catalogue free.

237 ARCH ST., PHILADELPHIA, PA.

Clarkson & Cross

ACCOUNTANTS . . .

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26 Wellington St. East, TORONTO

Gas, Electric, Combination

Fixtures AND Brackets

English, Canadian, and American **DESIGNS**

A select stock of

Gas and Electric GLOBES

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JAS. BARWELL, 88 Bay Street, Toronto

Drawings and prices on application.
The trade supplied.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, **TORONTO**

ENGLISH HOUSE: **SAMUEL, SONS & BENJAMIN**
164 Fenchurch St, London, E. C.



Milk Can Trimmings and Cans
Creamery Can Fixtures and Cans
Dairy Pail Bottoms . . .

SAP BUCKETS AND SPILES

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

Montreal, Jan 26, 1894.

HARDWARE.

THE week has not developed any new feature in general hardware circles. Quietness is still the ruling condition in the various warehouses, and as the full staff of travelers are not out on the road yet there is very little movement to note in the direction of outside points. Reports regarding payments are fair on the whole.

WIRE—There is nothing particular to report in this line.

CUTLERY—A few small orders have been received, but nothing specially noteworthy.

NAILS—Neither cut nor wire nails furnish any special feature at the moment.

TACKS—Trade remains dull and inactive.

CHAIN—The only business to note has been in a moderate way in coil chain.

HORSESHOES—Neither makers nor jobbers report much activity in these as yet.

WARE—No business at all to report.

SPORTING GOODS—Neither guns nor ammunition show any activity or life.

PLUMBING SUPPLIES—Dulness is the ruling feature in this line.

BUILDING SUPPLIES—There is no improvement to note in this line.

IRON PIPE—Some moderate quantities of this have been taken on city account, but trade generally is still inactive.

NAVAL STORES—These continue neglected, and in the absence of business prices are more or less nominal. We quote: Turpentine, 49 to 50c.; resins, $2.50 to $5, as to brand; coal tar, $3.50 to $4; cotton waste, 6½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12½c. Cordage, Sisal at 8½ to 8¾c. for 7-16 and upwards, and 15c. for deep-sea line; pure Manilla, 10¼ to 10½c. for 7-16 and upwards and 11¾c. for smaller sizes.

METALS.

The iron market does not show any change, and business rules as quiet as ever on all lines of heavy iron. Values also, as a rule, are unchanged.

PIG IRON—There is only a jobbing movement to note in pig iron, and prices are unchanged. We quote, ex store: Summerlee, $19.50; Eglinton, $18.25; Carnbroe, $18; and Nova Scotia, $17 to $17.50.

SCRAP IRON—There is little or no demand for this line at present, which rules nominal at $12.

BAR IRON—Jobbers report some demand for this article at the reduced prices, but makers' agents here complain that the former are not very urgent buyers at present. We quote $1.85 as the basis on this line.

SHEET IRON—A moderate business has been doing during the week, and prices are unchanged at $2.30 to $2 50.

HOOPS AND BANDS—Only a few small lots moving, with prices as before, $2.30 to $2.35.

STEEL—There is no new feature to report in this line, which we quote as before: Best cast steel, 10½ to 12c.; sleigh shoe, $2.40; spring, $2.50; tire, $2.50 to $2.75, and round machinery steel, $3.

GALVANIZED SHEETS—Nothing new to report, and prices sre unchanged. We quote: 4¾ to 5c. for ordinary brands; Morewood, 6 to 6¼c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c.

TIN PLATE—The tone remains easy, with prices nominal in the absence of any large business at $3 to $3.20 for cokes, and $3.50 to $4 for charcoal.

CANADA PLATES—Continue featureless at former quotations, $2.40 to $2.50.

TERNE PLATES—There is no business doing, although holders show a disposition to concession. We quote $7 to $7.25.

COPPER—There is only a small business doing in copper at 11½ to 12c.

TIN—No change in tin to note, which remains at 19 to 21c.

SPELTER—The demand is small and prices unchanged at $4.60 to $5.75.

ANTIMONY—This line continues dull and nominal at 10½ to 12c.

LEAD—Remains unchanged at $2.75 to $2.90.

ZINC SHEETS—No business to note, prices ruling at $5 to $5.25.

CEMENT—The market, as a whole, continues dull, although a little better demand has been experienced from the west. Stocks are large, however, and the tone easy. We quote: English cement, $2.05 to $2.15, and Belgian, $1.90 to $2. Fire bricks are stiff at $15 to $19 per thousand, according to brand and quantity.

PAINTS AND OILS.

The changes in the list for white lead, etc., have not had time to be appreciated thoroughly yet. Travelers for the houses only went out last week, and although they note a fairly encouraging reception, very little business is to note as yet. Oils all continue firm.

GLASS.

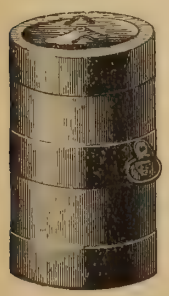
There has been rather more doing in window glass during the week, but the general tone is hardly one of activity. We quote the old basis of $1 25 for first break and putty in bulk $1 85.

PETROLEUM.

A fair amount of business transpires in American refined oil at steady prices, and there is no change in Canadian refined oil. We quote: Canadian crude at $1.05 per barrel f.o.b. at Petrolia; Canadian refined at 11¼c, in shed at Montreal, for round lots, and 12c. for small quantities. American petroleum, 16c. in car lots, 17c. in 10-barrel lots, 17¼c. in five-barrel lots, and 17¾c. for single barrels, net cash; American benzine, 23 to 25c; Canadian benzine, 10¾c. Petrolea; 12½c. Montreal.

HIDES.

Receipts and offerings of hides on this market have been large of late, and consequently buyers manifest a desire to hold off and try and get prices lower. Tanners, therefore, are in no hurry to buy. Dealers here are paying as follows: No. 1, 4c.; No. 2, 3c.; No. 3, 2c.; and they ask tanners ¼c. advance on these figures. Heavy steers in straight lots are worth 6 to 6¼c., calfskins 7c., and lambskins 75c.



BROAD HOOP PATTERN.

Milk Can Trimmings
Delivery Can Trimmings
Creamery Can Trimmings
And **Milk Delivery and Creamery Cans Made Up.**

We have an entirely new idea in Creamery Can Gauges, easy to solder, perfectly tight, unbreakable.

All sizes and guages of Tinned Sheets for Cans and Vats. We have a full stock and can make prompt shipment.



IRON CLAD PATTERN.

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The Best is the Cheapest.

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STANDARD BELT

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A full stock of our goods kept on hand by our Western representative,

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Telephone 2164. 85 York St., Toronto

AMERICAN CARPET SWEEPERS

CANADIAN MAKE

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BEST QUALITY

PRICE PER DOZEN, $26.00.

Order from your jobber, or send direct to

J. M. WARNER MFG. CO.

Send for Price Lists. HAMILTON.

ADAM HOPE & CO.,

Offer for Sale HAMILTON

"Pioneer" and "Sloss"

PIG IRON

These are fine foundry irons, being strong and large scrap carriers.

Also all the well-known—

Scotch Brands,
Broken Car Wheels,
and Railway Cast Scrap.



"Build to-day then, e Strong and sure, With a firm and ample base." —Longfellow.

DO YOU?

WISH THUS TO BUILD, an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors.

Pure Southern TURPENTINE Our Specialty

Remember, we are headquarters for the pure article, and intending purchasers will do well to get our price before placing their orders.
Every barrel of Turpentine we ship is accompanied by our printed guarantee that it is ABSOLUTELY PURE.

We Are Not Members of any Combine.

FRANCIS, FROST & CO., 33 Front St.W., TORONTO

CUTLERY. Jos. Rodgers & Co's, E. M. Dickinson's and other Sheffield Makes. German Pocket Knives and Razors, "Hercules" Scissors. Import orders solicited. See our samples and prices.

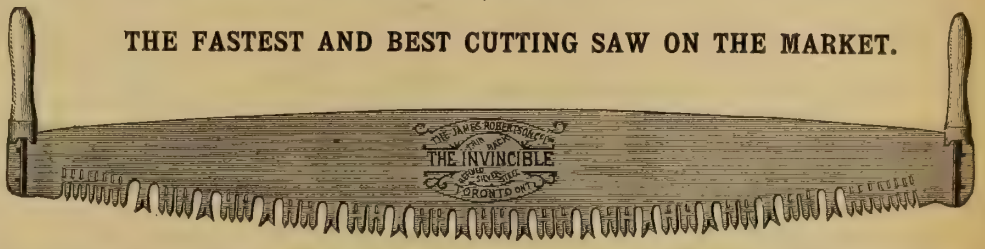
A. C. LESLIE & CO.

MONTREAL and TORONTO.

THE INVINCIBLE.

EVERY SAW WARRANTED.

THE FASTEST AND BEST CUTTING SAW ON THE MARKET.



Guaranteed four Guages Thinner on Back than Front and Made from the Highest Quality of Double Refined Silver Steel.

Manufactured only by

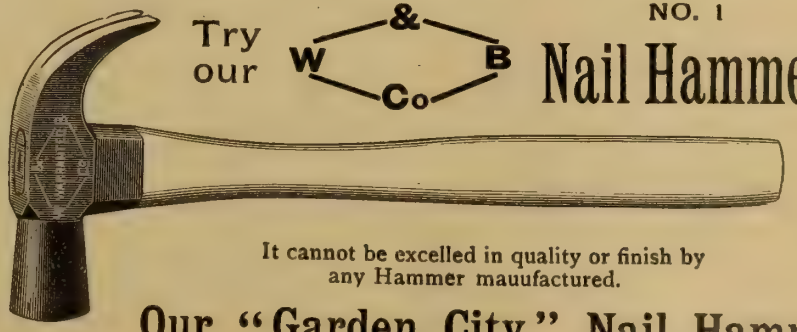
The James Robertson Co. (LIMITED.)

SAMPLE ORDER SOLICITED. Toronto.

THE WHITMAN & BARNES MFG. CO.

Canadian Branch: St. Catharines, Ont.

Try our W & B Co NO. 1 Nail Hammer



It cannot be excelled in quality or finish by any Hammer mauufactured.

Our "Garden City" Nail Hammer

GET OUR PRICES AND TRY OUR GOODS

Is the best and cheapest "Solid Cast Steel" Hammer on the market. . . .

We aim to keep in stock a full line of Hammers, Sledges, etc., and will make prompt shipments. . . . . .

MONTREAL Markets continued

WOOL.

The London wool sales which opened last week show a range of prices about on a par with the series which closed in September. On spot there is not much business doing, but small sales of Cape have been made at 14 to 16c. Domestic wools meet a very slow sale, both for Northwest and British Columbia, but there have been sales of Canadian fleece wool at 20 to 21½c. We quote: Greasy Cape, 14 to 16c.; B. A. scoured, 30 to 35c.; Canadian fleece, 18 to 20c.; Northwest, 11 to 14c.; and British Columbia, 11 to 12½c., as to grade. In pulled wools, 20 to 21½c. is quoted for supers, and extra 23 to 26c.

TALLOW.

The tallow market is easy in tone, best kinds selling from first hands at 5½c., and re-sales are made at 6 to 6½c. Common tallow runs from 5 to 5½c., and rough stock has sale as low as 1 to 3c., as there is little or no call for it.

MONTREAL TRADE NOTES.

John Thorpe, Canadian manager of Pilkington Bros., is down in New York this week on a business trip.

Mr. Painchaud, of Painchaud, Squire & Co., left Wednesday evening for Europe, via Halifax, and the SS. Labrador,

H. C. McLaren & Co. say that the demand for magnolia metal is constantly increasing. The have filled a lot of orders, both from the street railway as well as private parties recently.

Ald. Wm. Clendinning, the head of the firm of Wm. Clendinning & Son Co., has declined to run again this year for his seat in the City Council. Press of business prevents prevents him from doing so.

The Harrisburg hickory handles turned out by the Harrisburg Handle Co. are well-known to the trade. Messrs. Jas. Hutton & Co. have been appointed the Canadian agents for these goods. The Harrisburg Co. also manufacture special handles if so ordered.

The goods of the Norwich Lock Mfg. Co., of Norwich, Conn., are old favorites with the Canadian trade. They rank among the best of American manufacture. These goods are a new American agency of James Hutton & Co.

Caverhill, Learmont & Co. have just received a shipment of nineteen cases of Jos. Rodgers & Sons', limited, celebrated cutlery. This, we believe, is one of the largest single shipments of cutlery ever received by any wholesale hardware firm.

The iron men were all up in Ottawa conferring with the Ministers this week. Among those who were present were Messrs. George E. Drummond, of Drummond, McCall & Co.; McMaster, of the Montreal rolling mills; Abbott, of Abbott & Co., and Hersey, of Pillow, Hersey & Co.

Jas. Hutton & Co. have taken over the agency of the well-known brand of Arcade files and rasps. This brand has been a favorite on the American and Canadian market for the last fifty years, and is therefore not new to consumers. Messrs. Hutton assert that as a large assorted stock is carried at the works orders will receive quick shipment.

Lewis Bros., of St. Sulpice street, who recently bought the hardware stock of the late firm of Benny, Macpherson & Co., report a good demand for the shelf goods, which formed an important part of this stock. They expect to soon close out the entire lot.

W. H. Cottingham & Co. call attention again to the fact that their stocks of artists' materials is by recent acquisitions one of the most extensive in Canada.

TORONTO MARKETS.

TORONTO, Jan. 26, 1894.

HARDWARE.

A decided better feeling prevails in trade this week, and a fairly good seasonable movement is reported. The demand is for general hardware. A good many of the orders are for shipment February and March, but the greater proportion is for delivery after the lower freights obtain. There is also a fair business doing on present account. Bright iron wire is receiving a little more attention than a week ago, and orders are being booked more freely for nails. In ware goods the only change to note is an improved demand for peerless. Trade shows some slight improvement in plumbers' supplies, but the turn over is still small. Builders' supplies are in about as flat a condition as ever. Payments show some improvement in the country.

WIRE—Bright iron wire for tinners' use is being called for more promptly, but quantities are small. Hay-baling wire is in fair demand. There has been a little more mattrass and broom wire selling than formerly, although not in large quantities. Some orders have been booked for barbed wire, both for present delivery and future shipment.

ROPE—Trade in shipments from stock is quiet, but a few orders have been booked for delivery as soon as lower freights are fixed. Prices are unchanged. We quote: Sisal, 7-16 in. and larger, 8c.; ¼, 5-16, ⅜ in., 8½c. Manilla, 7-16 in. and larger, 10 to 10¼c.; ¼ 5-16, ⅜ in., 10½ to 11¾c.

CUTLERY—The improvement noted in this line continues, but no special features have developed.

NAILS—A number of orders have been booked for cut and wire nails, shipment about April 15, when country dealers will have the benefit of lower freight rates. There is still also a steady shipment from stock, but orders are only of an assorting nature.

GREEN WIRE CLOTH, ETC.—Orders are still being booked for green wire cloth, screen doors and windows; $1.85 to $1.90 per 100 square feet is still the price for green wire cloth.

TACKS—There is nothing new to be said of this line, business still being dull.

CHAIN—There has been no change in price of coil chain or any improvement in the volume of business, it being too early in the season for good sized orders.



HORSESHOES—Are still in steady demand, but quantities are limited. Not many orders are being received for steel shoes.

WARE—There has been more activity in peerless ware, but in white, and blue and white, there is not much doing.

LAWN MOWERS—Some of the jobbers have already received a portion of the stock for the summer trade. Orders booked, however, are not so far numerous. The trade is principally in Canadian manufactured articles but it is expected that American will come in for a share of the patronage when the regular season opens.

SPORTING GOODS—Business in this line flat, nothing of importance being done either in ammunition or in guns. Jobbers have placed their orders with manufacturers for guns, but stocks will not arrive for some time.

PLUMBERS' SUPPLIES—While there has been a slight improvement in the country trade, none is looked for in the city for some weeks, this line, of course depending a great deal upon the building trade.

BUILDERS' SUPPLIES—There is not much doing in this line, although the country trade is better than that in the city. In the latter respect there is at the moment no prospect of any improvement.

METALS.

Tin plate shows a fair degree of activity, but other lines are generally quiet. A decided improvement is expected to develop next month, however.

PIG IRON—Flat and uninteresting this market continues to be, and prices remain nominally as before. We quote: Summerlee, $20.50 to $21; Carnbroe, $19.50 to $20; Siemen's, $19 50 to $19.75.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: The general market for pig iron is very quiet. The policy of everyone—the people, retail and wholesale houses, and foundry men—is a waiting one. Some buying in a small way is of course being done. Just enough to keep running. We quote for cash f.o.b. Toronto in bond: No. 1 X foundry strong coke iron, Lake Superior ore, $14.80; No. 2 X foundry strong coke iron, Lake Superior ore, $14.30; No. 2 foundry strong coke iron, Lake Superior ore, $13.80; Jackson County silvery No. 1, $17.55 to $18.30; Jackson County silvery No. 2, $17.05 to $17.80; Lake Superior charcoal, $17.05; Southern soft No. 1, $12.85; Southern soft No. 2, $12.60.

BAR IRON—There is no special feature to note in this article. Orders are small and only for present requirements. Even then jobbers find it difficult to obtain supplies from manufacturers. Jobbers are still, as a rule, holding at the old basis of $1.95.

SHEET IRON—There is not much improvement to note over last week in this line, and although stocks are heavy, prices remain unchanged. A few good orders have been booked for import. We quote at the basis of $2.75 up to 20 gauge.

CORRUGATED IRON—Business is still insignificant and prices unchanged. We quote:

MARKETS.—Continued

"Owl" brand at $3 to $4 per square for painted and $4.25 to $7 for galvanized, according to gauge.

GALVANIZED IRON—Business has improved in this line, quite a number of orders having been received for the heavier gauges. Orders of quantities, however, are generally of a small nature, not many case lots being at the moment wanted. We quote Queen's Head and Gordon Crown brands at 5 to 5¼c., for 16 to 24 guage.

BOILER TUBES—There is no change to note, both business and prices remaining much as before.

STEEL PLATES—Quiet and unchanged. Base prices for boiler plates $2.25, and for heads $2.40.

SHEET STEEL—Business is quiet and prices unchanged.

INGOT TIN—There has been some improvement in this. The demand at the moment is principally for Straits, in which a number of fair orders have been shipped at prices same as last week for small lots, but for large lots ½ to 1c. per brl. lower, according to quantity. We quote for small lots: Lamb and Flag, 22 to 22½c.; Straits, 21¼ to 22¼c.

INGOT COPPER—This article is still quiet, enquiries being few. Prices are unchanged at 11¾ to 12c. for ton lots and ½c. extra for small lots.

SHEET COPPER—Business shows some improvements. Shipments from stock, however, are small, but braziers' copper has shown a little more life. Prices rule firm and unchanged at 16 to 18c. according to sizes.

ZINC SPELTER—Virtually nothing doing. Prices are unchanged, at 4¼ to 4⅜c. for domestic and 4½ to 4⅝c. for import.

TIN PLATES—Business has been active in this line, orders for general standard sizes having been numerous. The principal demand, however, seems to be the 20x28. Cokes are also going out freely. Prices are as before. We quote: $3.85 to $4 for I.C. charcoal and $3 40 to $3.50 for coke tin, 14 x 20 basis.

ZINC SHEETS—Are quiet. Stocks have been very low until the past week, when fresh shipments were received. Orders, however, are only for small quantities. Prices are unchanged at 5¼ to 5½c.

TERNE PLATES—Increased activity is shown, although sales are smaller than at this time last year, having been replaced a great deal with copper, tin and galvanized iron.

HOOPS AND BANDS—There has been a marked improvement in this. Stocks are heavy but prices are unchanged. Some import orders have just been delivered to consumers which had been placed some time ago. Prices are unchanged at the basis of $2.55 to $2.60.

CANADA PLATES—The demand is still steady for small lots. Dealers have disposed of all dull plate, and stocks are now principally composed of half-polished. Prices rule as before. We quote: All dull, $2.60 to $2.65; half-polished, $2.75, and all bright, $2 90.

SOLDER—A number of orders have been received for round lots. Some forward orders have also been booked for shipment first of March, to be used in connection with import orders for tin plate, which will arrive about that time.

PIG LEAD—Trade has been fairly good in this line the past week. No large sales, however, have been reported, quantities being principally half and one ton lots. Prices remain unchanged at 3c. for small lots, but ton lots can be shaded a fraction.

ANTIMONY—The market is quiet and featureless; 11¼ to 11¾c. are still the ruling figures for small lots, but quantities can be obtained at lower prices.

GLASS.

Shipments from stocks are small, but even then most jobbers find it difficult to supply the demand, all the sample sizes having been disposed of. Orders so far received have been forwarded to manufacturers, but representatives are still booking fresh orders, which are expected to arrive about June 1. Prices are unchanged at $1.20 to $1.25 for first break. Business shows some improvement in plate glass, but the volume is still small.

PAINTS AND OILS.

A slightly better feeling has developed during the week in paints and oils, and some lines are moving a little better. White lead shows a slight improvement, but the volume is still very small at the base price of 5c. A few orders have been booked for prepared paints for spring delivery, but there is practically nothing doing for immediate shipments; $1.05 is the ruling price for the pure article. There has been a little linseed oil moving, but the turnover is still small. Prices are unchanged at 50c. for raw, 60c. for boiled Toronto, Hamilton, London and Guelph, with 2c. added for delivery at outside points. Much the same applies to turpentine as to linseed oil as far as business is concerned, and we quote at 48c. per gallon Toronto, Hamilton, London and Guelph, with 2c. added for shipment to outside points. Glue is still going fairly well at previous prices. Payments are fairly good.

OLD MATERIAL.

Trade has slightly improved, and some good sales are reported by larger dealers. Prices remain unchanged. We quote prices paid by dealers as follows: Agricultural scrap, 55c. per cwt.; machinery cast, 60c. per cwt.; stove cast scrap 40 to 42½c.; No. 1 wrought scrap 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 7½c.; heavy scrap copper 8 to 8½c.; old copper bottoms, 7½c.; light scrap brass 5c.; heavy yellow scrap brass 7c.; heavy red scrap brass 7½ to 8c.; scrap lead 1½ to 2c.; scrap zinc, 1½ to 2c.; scrap rubber, 3c.; country mixed rags, 75 to 80c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10 to 15c.

SEEDS.

The feeling in alsike, with the export season drawing to a close, is weak, although prices remain as before. Timothy is dull and clover firm. We quote: Alsike, $5.75, to $6.25 for good to prime seed, and $6.50 to $6.80 for choice to fancy. Red clover, $5.75 to $6 for ordinary to prime; $6 to $6.25 for choice to fancy. Timothy, $1 to $1.25 for inferior, $1.50 to $1.60 for prime; choice to fancy, $1.80 to $2.

HIDES, SKINS, WOOL, TALLOW.

HIDES—Are slightly on the decrease. It is said that dealers are trying to reduce them ¼c. all around, which will mean 3½c. for cows', and 4c. for steers', choice quality. Present quotations are: 3¾c. for cows', and 4¼ to 4½c. for steers', but as they have dropped considerably in Chicago, a decline is looked for here.

SKINS—Are about the same, a fair trade doing at unchanged prices. Dealers are paying 80c. for the best grade.

TALLOW—Continues much the same, nothing special to report, except that some of our most enterprising dealers state that they have received large supplies since last week, for which there appears to be very little demand at present. Prices continue about the same, dealers offering 2c. for rough and 5½c. for rendered.

WOOL—There is nothing new to report in this article. Dealers still complain of the dulness of the market. Prices are about the same as last report, varying according to grade. We quote: Foreign Wools—Greasy Cape, 11 to 13c.; B. A. Clothing from 27 to 29c; yellow B.A. clothing from 24 to 26c. East India wools—White, 17 to 18c.; yellow, 10 to 14c.; black and grey, 11 to 12c. Mediterranean wool—Whites from 15 to 17c. according to grades, grey and fawn color from 10 to 12c. Domestic fleece, from 23 to 24c.; fresh clothing, 20 to 22c; Southdown, No. 1, 25 to 26c.

PETROLEUM.

The Petrolea Advertiser, in its weekly review, says: "Crude oil, $1.01 per brl.; refined, 6¼ to 6½c. in bulk, or 9 to 9¼c. in barrels in car lots f.o.b. here. The same old monotony still presides over the Exchange, and transactions, though few, are firm at the above quotations. The producers are quietly waiting for events to materialize. The stocks on hand are below the ordinary, so that there is not much fear of crude receding in price. Refined is in good demand at the above quotations. If, as is reported, the old Alpha Refinery at Sarnia will be permanently run by American capitalists, introducing a new system of refining, crude should soon advance in price."

Trade continues brisk on the Toronto market at unchanged prices. We quote: 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; American water white, 18 to 19c.; photogene, 20c.

MARKET NOTES.

A first dividend of 20c. on the dollar has been paid the creditors of the Toronto Plate Glass Importing Co.

The Graham Nail Works, which were shut down while stock was being taken, will start up again Monday next.

The first dividend of 3c. on the dollar has been declared in the estate of John Burns, the insolvent carriage builder of Toronto. The creditors are doubtful whether there will be a further dividend.

M. & L. Samuel, Benjamin & Co. have received a large shipment of "Daisy" churns, in which line they did a large business last season. They can supply either the "Daisy" or the "Leader," both being the same price.

The Consolidated Plate Glass Co. of Canada, Toronto, report the receipt of 12 cases of plate glass from New York this week, and expect to receive shortly 30 additional cases, which were short in their spring order. Business in plate glass is showing, they say, a marked improvement.

The Gutta Percha and Rubber Mfg. Co., Toronto, report that trade in garden hose is opening up briskey. The firm says: "We carry a complete stock in this line, and have always had a large demand for our hose,

which is not to be beaten. We made a large shipment of our lettering to the lower provinces this week."

The Toronto Plate Glass Importing Co., report an improvement in business. Orders from the country, they say, are coming in rapidly. This is the season that the furniture manufacturers usually shut down, and there is consequently a light demand for mirror glass.

The Booth Copper Co. report a great improvement in trade, and prospects for the season looking bright. The firm says: "We have just received a quantity of sheet aluminum. The difficulty we first experienced in soldering it has been overcome, and we expect to have something new in this line to offer the trade in the coming spring.

The Canadian Mineral Wool Co., Toronto, report that they have just completed their contract with the McDonald Rolling Mills Co. for steam pipe covering. "Trade is moving nicely in all our lines, and we have had of late a large demand for the loose wool," said a representative of the firm.

The Canadian Mineral Wool Co., Toronto, have received the sole agency for the Dominion for Carey's Asbestos Cement. The firm says: "This cement is justly celebrated for its numerous superior qualities, and we expect a large demand for it in the coming season."

The Toronto Fence and Ornamental Iron Works report that they are keeping busy, in spite of the general slackness. The firm announce that they have added to their works all the requisites for the manufacture of ornamental wire work, in all its branches, and have received the contract for the placing of all the wire fitting in the bath-rooms of the Toronto Athletic Club.

The McClary Mfg. Co. report an increase in country orders. There is a demand for wood cooking stoves. Orders for raw material are larger than usual, country merchants manufacturing a quantity of stock during the dull season, hence the demand. The firm announce "that they are handling a new milk-can gauge, which is being sold for the first time in Canada, one of its many improvements over their old style being, that in place of g'ass they use mica, which is unbreakable."

The B. Greening Wire Co., Ltd., Hamilton, have issued an attractive calendar for 1894. It combines all the good points of their 1893 calendar, and is much improved by being printed in four colors instead of three, as last year. The blank spaces are all filled with cuts of the principal lines manufactured by the firm, namely: wire cloth by steam power, of all grades, from the heaviest mining cloth to light window screen cloth; wire ropes of all kinds, such as are used for mining purposes, transmission power ropes, etc. Cuts also show the different sizes of sheet metal perforations for different purposes, bank railings, foundry supplies, and flower stands. Various other lines are illustrated by this ingenious method of utilizing the blank spaces. On the back of the calendar are given a number of interesting tables for re'erence. The firm was induced to issue the calendar this year by the many very complimentary remarks on that of 1893, and the general desire of its friends that one should be issued for 1894. The Greening Wire Cloth Company are certainly to be congratulated on their ingenuity and enterprise.

The Toronto Silver Plate Co. are manufacturing to order for shipment to Winnipeg seven curling trophies, six of electro-plate and one of sterling silver. These are no doubt to be competed for at the coming bonspiel, which commences on the 13th.

NEW YORK MARKETS.

NEW YORK, Jan. 26th, 1894.

PIG TIN—Speculation fails to become at all active, and the ordinary trade demand is backward for the season, making in all a stupid condition of affairs, the outcome of which is extremely problematical. It was no difficult matter to purchase 10-ton lots at 20c. for prompt or current month delivery. February could also have been secured at the same price and March at a shade less, while distant futures were offered considerable lower, or at 19½c. for June, 19c. for September, and 18½c. for November, without arousing the slightest interest.

COPPER—There was no sign of improvement in the demand from any quarter. Brass manufacturers and other home consumers are more actively employed, but deliveries on old contracts meet current wants to a great extent and new purchases are of strictly retail character. In the export line there is also a lack of movement, outside of shipments on old orders. The offering is not remarkably urgent, yet sufficient to keep prices low and irregular. The popular quotations are 10c. for Lake Superior ingot, 9½ to 9¾c. for electrolytic, and 9¼ to 9⅜c. for ordinary casting stock.

PIG LEAD—Dealings were on a very moderate scale and the demand was without sign of any improvement. Bids were made of 3.15c. on moderate quantities, but prompt and future deliveries, which were freely offered at 3.20c., found very few takers. The market thus remains in practically the same form as it was a week ago, with the undertone soft. St. Louis wire to the Metal Exchange quoted 3c. London cable was £9 7s. 6d. for soft Spanish.

SPELTER—Western brands are still quoted at 3.50 to 3 55c. delivered here or at common point, and the market remains dull as well as rather weak in the absence of stimulating advices from any quarter. Sales here rarely involve more than single carload lots, and are extremely few. St. Louis wire to the Metal Exchange was 3.30c. London cable quoted £16 6s. 3d. for good merchant brands.

ANTIMONY—Of jobbing parcels there is a fair movement, and prices remain steady at 9⅛ to 9¼c. for Hallett's and 10 to 10¼c. for Cookson's.

TIN PLATE—The volume of business continues moderate, and there is no improvement in the demand for either spot goods or future deliveries. Prices are still uneven and rather soft, but show no radical change.

IRON AND STEEL—There were no distinctly new features in any branch of the market. For some lines of heavy material very good inquiries were reported, but competition continues very keen all along the line, and where trades of any considerable volume go through the prices are invariably low. The lighter manufactured goods and crude material generally move out in perfunctory manner only, chiefly at about the prices that have ruled for a week or ten days past.

AN IMPORTANT CHANGE.

The Aspinwalls Enamel (Ltd.), New Cross, London, S.E., until lately represented by I. H. Hanson, Montreal, have appointed the well-known paint and varnish house of Walter H. Cottingham & Co., Montreal, their sole agents for the Dominion of Canada. A complete stock of all Aspinwall's celebrated goods will be carried by Cottingham & Co., and prices will rule the same as heretofore. "Aspinwall's Enamel" has a world-wide fame, and in the hands of such an active firm as Walter H. Cottingham & Co. should enjoy a large trade in this country.

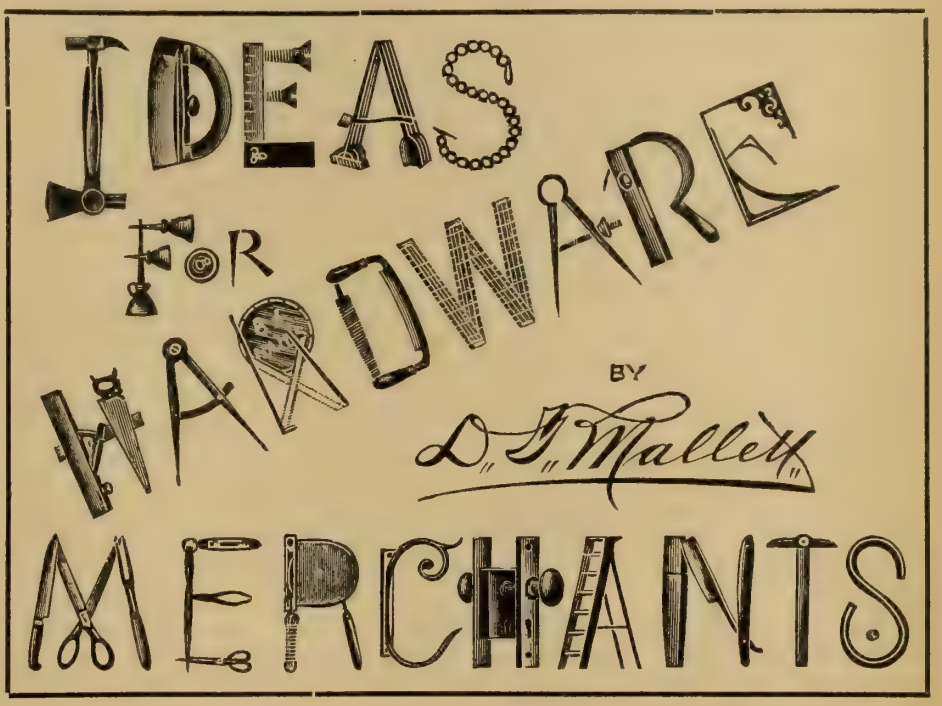
TEST OF WIRE GLASS.

At Newark, a few days ago, according to Metal Worker, an interesting test was made of wire glass by C. S. Weber & Co. In one side of a brick building, 7 by 4½ feet inside, and 10 feet high, was inserted a window consisting of a single pane of wire glass, 20 by 84 inches. In the second side was a window 28 by 84 inches, and composed of three panes, supported at their meeting edges by iron bars. The third window was 34 by 84 inches, and composed of four panes whose meeting edges were unprotected. The roof of the building was of sheet iron having a hole in the centre. In the fourth side of the building was a small door. An intensely hot fire of tar barrels was started within the structure, and in a short time the glass was red hot, when a stream of water was thrown on the three windows. The glass cracked in every direction, but in no case did a piece fall out, the network of wire in the glass preventing this. Neither was there any indication of warping. The test was an unusually severe one, and demonstrated that fine wire, embedded in the glass, perfectly serves the purpose of holding the glass in position under the most trying circumstances, and when it is broken in every part.

Painchaud, Squire & Co., of Montreal, in order to meet the demands of their increasing business as importers of European hardware, have decided to open a branch in Antwerp, Belgium. Mr. J. A. Painchaud and Mrs. Painchaud will sail from Halifax on the 27th inst. per steamship Labrador en route for Antwerp, where they will reside in future.

You Lose More Than We Do

If you do not buy a copy of "Ideas for Hardware Merchants" at 50 cents . . . . . .



JUST HALF PRICE

CONTENTS:

Starting a Hardware Store.
What Hardware Dealers May Sell.
System in the Store.
The Holiday Trade in Hardware.
The Parable of a Foolish Trader.
More About Advertising.
The Value of Price Lists.
Behind the Desk.
Ratio of Stock Expenses to Sales.
The Use of a Store Window.
The Successful Merchant.
Cordiality Between Competitors.
The Commercial Value of a Smile.
Books for Hardware Men.
Hints about Inventing.
Retail Advertising.
John Jones, Jr.
Business Education.
The Other Half.
Cash or Credit?
Etc., Etc., Etc.

On receipt of Fifty Cents this valuable work will be forwarded you, postage prepaid. Edition limited.

The J. B. McLean Publishing Co.

10 Front Street East

Toronto.

COSTLY ADVERTISING MISTAKES.

OLIVER WENDELL HOLMES says, "When you have got anything to say, say it." I want to lay bare in this article experiences which cost friends of mine about three hundred thousand dollars—good money that was lost, stolen or strayed at the World's Fair, Columbian, Chicago Exposition.

In the summer of 1892 I noticed that G. A. Sykes, in Printers' Ink, vehemently protested against heavy expenditures at the fair. He said in his vigorous manner that a display there would be like dropping a spoonful of ink into the Atlantic, hoping thereby to color the ocean black He then went on to give the names of advertisers who had tried London, Vienna, and Paris Expositions, as well as experimenters at the American Institute Fair, and a singular unanimity prevailed that exposition advertising was all vanity and vexation of spirit.

However, the Columbian Exposition was on so grand a scale, and had attracted so much attention, that advertisers plunged in medias res, often against their better judgment. Let us hear a few of these costly denunciations against needle-in-a-haystack advertising.

One of the daintiest and most beautiful exhibits was that of Rochester Lamp Co. Here is what a representative of that firm said to me: "We feel disappointed and disgusted over the money we wasted at the fair. Our display cost us fifty thousand dollars, and we might as well have dropped the money into the East River. The amount of money spent in newspaper advertising would have brought us magnificent results. As it is, our newspaper appropriation will be unusually small, and we shall regret it all the winter."

The Edward Ellsworth Co. intended to make a splurge with H-O, and Sweet Clover flour. Their experience with food shows, etc., had made the members cautious, and upon visiting the Windy City, prior to the opening of the show, they decided to step out of it. Subsequent events proved the wisdom of this retrograde movement, and there are large, solid chunks of satisfaction in their Park Place offices now.

Tobaccos were not too heavily represented, but even so, those that were did not show conspicuously in the seething hodge-podge. In fact, none of the exhibits were able to compete with the Midway Plaisance. Mr. J. W. Surbrug exhibited his Golden Sceptre tobacco at a vast amount of trouble and expense, but now regrets the time that was money and the money that was time. "It was a big mistake," he told me, "and a pretty expensive one, but it's of no use crying over spilt milk. Legitimate advertising pays me well, and hereafter I shall stick to the legitimate."

Messrs. Bernheim Bros., of Louisville, Ky., exhibited their celebrated "I. W. Harper," Nelson county, Ky., whiskey, with a most picturesque and effective log-cabin display. While the whiskey gained advertising doubtless, it by no means compensated for the outlay of time and money.

One of the Wyckoff, Seamans & Benedict firm said, "If we had depended upon our exhibit at the Fair to advertise the Remington type-writer, we should have been hopelessly disappointed. The returns and publicity would have been almost nil. We worked several schemes, for all that was in them, and we think—we think, mind you—that we may have returns, direct and indirect, somewhat commensurate with the heavy expense incurred. We had Remington machines all over the Fair. The Indian girl, trained as a stenographer, operated a Remington, and the blind asylum exhibit of the State of Illinois used our machines, and so on. Then we gave away maps of the grounds and other things. If there be any good or any virtue in Exposition advertising, it is acquired by supplementing proceedings."

Many manufacturers took floor spaces, hoping to gain awards of merit, and advertise this fact, but even this ray of hope has been cut off, for all exhibits, irrespective of age, sex, or previous condition of servitude, have been rewarded. Thus the awards have been rendered valueless, and many, very many of the large firms formally withdrawn from the "prize contest," refusing to be subjected to the ignominy of an "all prizes and no blanks" system, for the small fry are put on an equality with the large exhibitors, and the first made last and the last first. Besides this, a Chicago friend writes me that two of the judges have been convicted of offering to regulate the calibre of the awards according to the consideration received. This "quid pro quo" offer is the unkindest cut of all.

The Joseph Dixon Crucible Co., the Eisner & Mendelson Co., and the Bovinine people are other regretful exhibitors, and the list can be made as large as an Englishman's opinion of himself, besides which, every branch of industry comes in, from whiskey to shoes; medicines to hymn books.

Even the advertiser who gave large contracts for sign advertising are dissatisfied. It is just as easy to count the stars as to remember any one particular thing among the jumble and confusion of the fair. C. S. Houghtaling, the New York sign painter, remarked in this connection, "I refused to do any sign-painting in or near Chicago last winter and spring for it was so overdone. I wouldn't rob advertisers red-handed in this way." Now that Chicago is about to return to its pre-exposition oblivion these signs will be worth less than ever, which points the moral that one loaf for three hundred people is neither "grateful or comforting."

There is an important lesson to be derived from these costly experiences. The road to expositions is paved with good dollars, and circulars are already being sent broadcast from other cities and states where fairs are about to be perpetrated, and manufacturers are being given unparalleled and unprecedented opportunities to "advertise."

I don't know any more fitting finale to this little article than old Commodore Vanderbilt's utterance: "Any d—— fool can make money, but it takes a smart man to keep it."—Cecil W. Patton in The Advertiser's Review.

THE WOOL TRADE.

HOLDERS of Canadian fleeces are becoming more confident. They believe that the Wilson Bill is bound to become law, and that wool will soon be imported free into the United States. They do not seem to count on the fact that as soon as the Wilson Bill is passed the price of wool in the States will drop. They seemingly count on the American buyers going on and paying usual prices. This they will not do; they know how to bear a market.

In December, American wool was offered in Montreal and Toronto, scoured Texas being procurable at 26 or 27 cents. The Americans cannot use all their own wool, let alone take in the great quantity which will be offered them when the Wilson Bill passes.

Then look at this report given out in Boston on December 30th:

"The wool shorn in the United States in 1893 and grown in 1892 amounts to 299,700,000 pounds. The wool pulled from slaughtered sheep amounts to 64,000,000 pounds. There has been an increase of 40 per cent. in the slaughter of sheep during the year 1893.

"The total yield of wool is 364,156,666 pounds, the largest American clip ever raised. The next largest, in 1883, was 337,500,000 pounds, as estimated by James Lynch, of New York, at that time the accepted trade statistician.

"The stock of domestic wool unsold on hand in the United States to-day is 106,362,,000 pounds, against 68,354,000 pounds at this time last year. The stock of foreign wool unsold on hand at the Eastern seaboard is 23,572,500 pounds, against 18,388,875 pounds at this time last year. Prices of wool have fallen, on the average, one-third since last March."

That is, the clip of '93 was the largest on record, but the stock of wool on hand on December 30th was nearly 40,000,000 larger than at the same time last year. This wil be forced on the market as soon as the Wilson bill is a certainty, and the result will be falling prices.

The Canadian trade has been very quiet during the past month, very little demand has been experienced for any class of wool. Greasy Cape has been moving a little at 14c. to 16c.; Canadian fleece is being held at 18c. to 20c.; B.A. scoured has been moved at small quantities at from 30c. to 35c.; British Columbia offered at 11c. to 12½c. with little demand; Northwest moderate at 11c. to 14c. as to grade.

H. Boker & Co.

ARE FAMOUS FOR THEIR FINE QUALITY

RAZORS, SCISSORS,
—AND—
POCKET CUTLERY

TRADE MARK.

(TREE BRAND)

For Sale by Leading Wholesale Houses.

SOLDER.

Half-and-Half Solder.
Plumber's Solder.
Refined Metal Solder.
Triangular Solder.

We guarantee all OUR GOODS! If found unsatisfactory can be returned at our expense.

TORONTO SMELTING and REFINING WORKS
92 and 94 Queen St. E., TORONTO.

MIXED PAINTS

ORA ET LABORA

TRADE MARK

The Unicorn Brand

Has now the leading reputation for purity and durability in Canada.
They are sold all over the Dominion.

Manufactured only by

A. RAMSAY & SON, MONTREAL
ESTABLISHED 1842.

Canada Iron Furnace Co., Ltd.

Manufacturers of

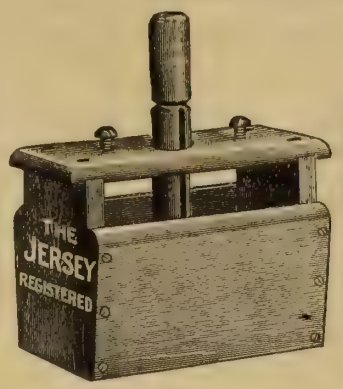
CHARCOAL PIG IRON
MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

THE "JERSEY" Butter Mould.



Registered 1893.

Patented 1893.

Made in following sizes:

¼ lb. ½ lb. 1 lb. 2 lbs.

This mould is by all odds the most satisfactory in every respect on the market.

The square shape is the most convenient form in which butter can be put up, both for packing and table use.

By means of the Screws at the top the size of the Mould is adjustable, and exact weight can be arrived at.

The Handle and Print are practically fastened to the Mould, and still easily removed for cleaning purposes.

We use only the very best selected white maple, thoroughly seasoned.

PRICES QUOTED ON APPLICATION.

Manufactured by

CHAS. BOECKH & SONS,
TORONTO, ONT.

TO THE TRADE

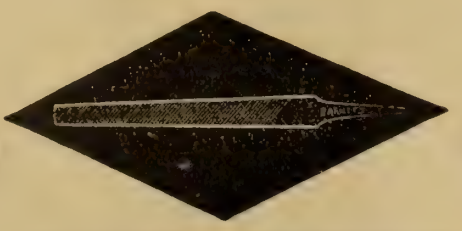
Targets.

We control the sale of the famous **Hamilton, Blue Rock and Expert Traps**

Send for samples and get our prices. Targets well packed and no second handling. Shipped direct from factory in Hamilton.

THE BOWMAN HARDWARE AND SPORTING GOODS CO.
HAMILTON, ONT.

BLACK DIAMOND



FILE WORKS,

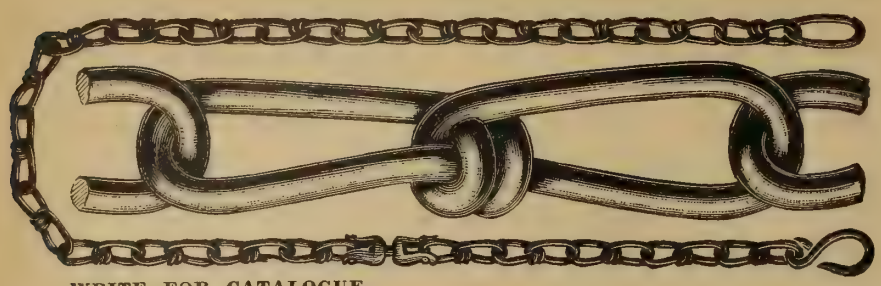
21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. **Gulletting Sawfiles.**
Climax Sawfiles. —AND— **Lightning Sawfiles.**

EVERY OTHER DESCRIPTION OF SAW FILES.



WRITE FOR CATALOGUE.

Tempered Steel Wire Trace Chains

A pair of these trace chains . . have a breaking strain of

4,500 LBS.

PRICES REDUCED FOR 1894.

The B. Greening Wire Co., Ltd., Hamilton, Canada.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. E. Lewis & Freres, plumbers, Montreal, have assigned.

Adrien Belanger, blacksmith, Rigaud, Que., has assigned.

Andrew Somerville, banker, Huntingdon, Que., has assigned.

John Bond, general merchant, Aurora, is asking an extension.

Noble & Co., picture frame manufacturers, Toronto, have assigned.

J. L. Loggie, tinsmith, Napanee, has assigned to O. T. Pruys.

Appel & Kratzenmier, general merchants, of New Hamburg, have assigned.

James W. Day, general merchant, Parrsboro', N.S., is asking an extension.

Mackay & Co., general merchants, Rat Portage, are asking an extension.

Robert Buchey, blacksmith, Walkerton, has assigned to Robert Millions.

Mrs. C. A. Ringrose, general store, Renfrew, is trying to compromise at 25c. on the dollar.

The bailiff is in possession of the premises of Joseph Adamson, builders' supplies and elevator.

James McCauley, general storekeeper, Mississagua River, has assigned to E. M. Hopkins.

Mrs. J. W. Whitman, general merchant, Emerson, Man., is offering to compromise at 50c. on the dollar.

Albert Vipond, general merchant, Hudson, Que., and Vars, Ont., has compromised at 60c. on the dollar.

Robinson & McKnight, general merchants, Ninga, Man., is asking an extension. E. S. Shearer, general merchant, Rownthwaite, Man., has obtained the desideratum.

The Sylvrevest Manufacturing Co., of Lindsay, has been granted an extension for two years, but it is said to be with the stipulation that cash must be paid for all goods purchased in the meantime.

R. B. Morison, general storekeeper, of Morriston, has handed over his estate to Mr. W. H. Ayles, bookkeeper of John Macdonald & Co., for the benefit of his creditors. A rough estimate of the assets and liabilities places them both on a parity at about $6,100.

PARTNERSHIPS FORMED AND DISSOLVED.

John Carswell, general merchant, Douglass, Man., has assigned.

Brown, Adkins & Co., general merchants, Rapid City, Man., have dissolved.

Henry & Hambly, hardware, Drayton, have dissolved. J. R. Hambly continues.

King, Leakey & Co., general store and tobaccos, Calgary, have dissolved. Mr. Leakey continues.

A. T. Graham & Co., foundry, New Glasgow, N.S., have dissolved, dissolution dating from June 20, 1893.

James Hillis, foundry, Halifax, has admitted F. D. Hillis a partner. J. Hillis & Son is the style of the new firm.

A partnership has been formed in Montreal by Victor and Joseph F. Lemieux, under the style of N. Lemieux & Co., hardware merchants.

The Montreal Woven Wire Fence Co., Montreal, have dissolved, and a new partnership has been formed composed of Eucharist Hamond and Hercule Perrin, but style is unchanged.

SALES MADE AND PENDING.

L. G. Burns & Co., plumbers, Victoria, B.C., are advertising their stock for sale.

The effects of Reed & Currie, of the Iron Works Co., New Westminster, are advertised for sale.

The general stock of the estate of P. Murray, Indian Head, Man., is advertised for sale by tender.

The general stock of Mr. R. J. McLaughlin, Wallaceburg, is to be sold by auction on the 29th inst.

The stock of Arsene Crepeau, general merchant, Walton, Que., has been sold at 50½c. on the dollar.

The general stock of McLean, Kingsbury & Irwin, Montreal, has been sold at 50c. on the dollar. J. D. Calborne was the purchaser.

CHANGES.

L. E. Morlock, furniture, Mount Forest, has sold out to Albert Welton.

R. J. Dook, hardware merchant, Milbrook, has sold out to Johnston & Fair.

McDowall & Co., sporting supplies, Toronto, have sold out to R. A. McCready.

C. R. Banting, general store and lumber, Methven, Man., has sold out to Fox & Huggs.

The firm name of J. E. Moore & Co., nail manufacturers, St. John, N.B., has been changed to Moore & Co.

FIRES.

The stock of H. L. Elliott, general merchant, Melita, Man., has been damaged by fire; fully insured.

Murrays & Mulligan, general merchants, Chapleau, Ont., have been burned out. W. P. McNeil's, implement factory, New Glasgow, N. S., has been burned out. In addition to the main building several outbuildings were entirely consumed. The firm manufactured ploughs, harrows, and also carried on general foundry business. The stock on hand was burned, and the total loss will be over $6,000. There is no insurance. The firm allowed their insurance to expire the first of the year on account of the increase in rates.

DEATHS.

Hanford Wothampton, general merchant, Bloomfield, N.B, is dead.

John E. Dingman, of Winnipeg, has been in Toronto the past week.



Have you one of our SAFES?

If not, to be properly equipped, you ought to have one. Send us a card, and we will have one of our travellers call and explain the **superior advantages** of our style of manufacture.

TORONTO SAFE WORKS
145 & 147 FRONT ST. EAST
TORONTO
THOMAS WEST. ROBERT MCCLAIN.

J. & J. Taylor

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

Hard Wear Paper
FOR
Hardware Men

Manillas, Brown Wrapping,
Hardware Manilla . . .
Leather Manilla, Etc., Etc.

PAPER

We can supply Paper of all Grades, in any size or weight, at the best prices and most favorable terms. Write us for samples and quotations.

TORONTO BRANCH : 29 Front St. West.
MONTREAL BRANCH : 318 St. James St.

THE E. B. EDDY CO., Hull, Canada

SEASONABLE WINDOW DRESSING.

THE hardware trade is now passing through that dull time that always is felt between seasons, and during this short month or more of comparative inactivity the retail merchant will do well to consider how he may best advertise and draw attention to the various new lines that he intends carrying for the spring trade.

A neatly-worded advertisement in the local daily paper will have good effect, and will do much to bring your name and business before the public. Let your advertisement be crisp and to the point. The public at large do not, as a rule, peruse to any great length the advertising columns, but one that is neatly worded, with a spice of originality about it, seldom fails to catch the eye.

The days have gone by when a merchant could lay on his oars and say: "We are an old and reliable firm. Every one knows us, and there is no need of our going out of our way to draw trade." In these days of rapid transportation, and in a comparatively new country like Canada, where competition is keen and the inhabitants of different towns and cities are continually coming and going, the merchant has need of using every legitimate device to keep his name before the public and draw its attention to his wares.

One of the most important factors for drawing trade is the show window. Appearance goes a long way. The merchant is judged to a great extent by his windows, and though you may spend large amounts in other ways of advertising, neatness and originality in window dressing should never be neglected. It is the most effective and the least expensive way of drawing the attention of the public. Neatness, taste, originality, and enterprise are always appreciated, and to succeed in business a man needs to be up to the times. The window that presents the same appearance month after month has no charm to the hundreds of people who daily pass your store, of whom a large percentage are in need of some of the seasonable articles that you keep in stock. Care should be taken that your window display be suitable to the season, and a periodical change in it will invariably draw the attention of customers to your store, which otherwise would have gone elsewhere. The writer once heard a fakir, who was selling crockery, shout: "Let your eye be your witness, and your pocket your guide." To reach the pocket of the prospective purchaser you must exhibit your wares so as to please his eye, so you will find that in nearly all cases the good results you obtained from window dressing will be in proportion with the amount of skill, originality, and taste used.

A Toronto merchant, who takes a great interest in his window, talking to a HARDWARE reporter, said: "I could sit at that desk in the back of the store and tell by the amount of purchases made whether the window display had been changed this week." An important lesson that a great many of the retail hardware merchants have yet to learn, is the great value of this means of drawing trade, and the most advantageous and effective way of displaying their goods. To display goods properly is an art.

There are many fetching ways of arranging goods, which dealers might well study during this dull season with profit to themselves. The early spring is the season, when the paint and color trade commences, and now is the time for the hardware man who thinks of carrying this line to begin to look about him, in order to be ready when the season commences. Paint brushes, too, will soon be in demand, and the glass trade will shortly be waking up. Gas ranges, oil, and gasoline stoves and fixtures, lawn mowers and sprinklers, etc., will follow. All these articles in turn should find a place in the window.

A RETROSPECTIVE VIEW OF TIN.

THE course of the market during the first six months of the past year, says French & Smith's London Circular, proved a great disappointment to holders of tin. The value of foreign in January, 1893, was £91 10s., and a general belief was current that, if an impost of 4 cents per lb. was enforced on American imports on the 1st of July, as in accordance with clause of the McKinley Tariff bill, there would be such desire to hold a large stock in New York that stocks here would be left bare, and prices rise accordingly. During March and April prices of cash lots rose to £95 10s., while there were sellers of forward delivery at £3 to £4 per ton backwardation. All arrivals in London from the East were transhipped to America, and values fluctuated rather wildly, according to opinion as to the enforcement or repeal of the duty. During May it became apparent that, owing to the financial situation in New York, there would be inability to make further shipments, and, therefore, at the very critical moment when the shipment of a few more hundred tons would have brought about a pinch here, the demand ceased, followed by realization on this side. The law came into force on the 1st of July. America held a stock of over 10,000 tons, and the London spot stock was reduced to under 2,000 tons. Value had fallen to £82 per ton. During the past six months the tendency of prices, with some occasional spurts, has been downwards with accumulation of stock in London.

The most conspicuous feature in the trade during the year is the heavy increase in the Straits production, amounting to 16½ per cent. over last year, or 27 per cent. over 1892. The greater part of this excess has been absorbed by increased shipments to continental ports, but it is impossible to say how far this quantity represents consumption, as no record of stocks is kept. Considering the bad state of trade all over the world, and for several months a deadlock in America, it is not probable that there has been any large increase in consumption, but rather that an invisible stock has been created. Taking the quantity arrived on the continent as having gone into consumption, and estimating the American consumption at 16,800 tons for the year, then supply would show an increase over demand of 1,550 tons.

RUNNER SKATING WITHOUT ICE.

Martin T. Mead and S. M. Clemens, of San Francisco, are the inventors of the new substitute for ice for skating. They received their patent last Wednesday, says the San Francisco Examiner. Exactly what the ingredients of their compound are they do not choose to say, but the body of it is sulphur. There are four other ingredients. The substance itself is of a pliable and elastic character. The surface is as slippery as ice, and, though of an oily smoothness, will not grease the clothing of those who happen to fall upon it. The composition will be spread over thin iron plates to the depth of an inch. These plates will rest upon brick buttresses, and underneath, throughout all the area, gas jets will be arranged, fourteen inches apart. These will be used for melting the compound and giving it a new surface when the surface becomes roughened. To melt it will be all that is necessary to accomplish this. The sand and dirt left from the skaters' boots will sink in the lighter liquid, and when the substance hardens again the new surface will be perfectly smooth and clean.

SKILLED ARTISANS.

One of the lessons learned by these times of depression is that the unskilled laborer is the one first to suffer and last to be relieved, says The Carriage Journal.

Skill is capital and next to money it finds its avenues for investment. True, when everything falls away the skilled artisan is out of employment, but this is in no greater degree than money itself is affected. In Kansas, Dakota, or Colorado, when in their greatest depression, investments of money and skill were alike unprofitable, as a poor community cannot enrich one of its number to any material degree.

In Austria even men of business send their sons to technical schools to qualify them to fill prominent positions in their business houses, considering practical skill not only necessary to the conduct of the business but a capital of more certain avail than money. On completing a technical education at one of these schools, pupils, if they desire it, are never at a loss for employment. It is to be hoped that the trend of the Americans in this respect will be toward the Austrian rather than the British system.

MORTALITY IN METAL TRADES.

IN an address given on cutlery, tool making and other metal trades at the Sanitary Institute, Sheffield, England, the dangers menacing health and life were graphically described, according to Industrial World. Some of these were practically unavoidable, but others were in reach of absolute prevention. It is one of the graver sides of human conditions that man, in many cases, is compelled to sacrifice health and shorten life in order to earn his bread and supply wants. The brighter and hopeful side is, however, in the fact that alleviation in every instance is possible, and that in many both science and humanity are equal to their positive extinction. Sanitary science has done much to make the sacrifice of health for so many dollars per week less and less a necessity. It will be more so as the knowledge of actual conditions broadens and their amelioration is recognized as a public du y. It would be well for the industrial world if health was spelled with a big H, and the wage question divided with that concerning the body as well as the pocket.

The lecture on the occasion named dealt chiefly with the causes of disease in connection with the file and other tool-making trades. The process of hand file cutting, as described, was carried out on a block of lead, from which at each stroke of the hammer a cloud of dust arose, some of which the workman was sure to inhale. This, with the continuous contact of the hand with the lead block, gradually poisoned the system, resulting in colic, paralysis of the muscles of the wrist and thumb, gout, Bright's and other diseases. The sanitary condition of shops in which the work was done were generally accessory to disease and premature death.

Statistical testimony was given to the marked unhealthiness of the grinder's industry. The most significant were the figures showing the appalling death rate from phthisis and other respiratory diseases. From phthisis alone arose 345, and from other respiratory diseases 295 in every 1,000 deaths among grinders, as compared with 144 and 182 in every 1,000 among the entire male adult population of the country. Age at death revealed a similar unsatisfactory state of things, 458 grinders in 1,000 dying between the ages of 35 and 55 years, as compared with 261 for the entire adult male community, and only 140 deaths in every 1,000 occurring after the age of 64 years, as compared with 391 in every 1,000 for the entire adult male community.

This was owing to the damp and stagnant atmosphere in which grinders had to work, the air in some shops being compared to that of a wet cave. The breaking of stones was also a frequent cause of frightful injuries and death. In the manufacture of inferior knives lead poisoning was a frequent result, the bolsters being made of an alloy of lead and zinc, and giving off a dust resulting as described. Other instances might be collated in evidence of the dangers to health lurking in many of our metal industries. Where these are removable, it is a matter of vital importance that the evil be wiped off the slate of industry. Aside from all considerations of a humane character, it is a fact that healthy labor pays best, while the disregard of sanitary conditions is a direct cause both of individual distress and social discontent.—The Age of Steel.

SIGNALING THROUGH WATER.

A NEW method of signaling through water is the invention of Capt. Neale, and is intended, says a contemporary, for the exchange of messages and the carrying on of conversation between ships on the sea or on rivers, whether moving or stationary, or between ships and lighthouses and harbors, forts or piers on the shore. Communication is effected without any connection whatever between the two objects except the body of water in which the ships float or the lighthouse stands. The system utilizes a well-known law of acoustics. If a musical note in a given key be sounded an object capable of emitting sound in the same key will, under certain conditions, sympathetically respond with a sound similar to that which induced it, it being, of course, a primary condition that the two objects shall be normally tuned in unison. Capt. Neale's invention is based on this principle, and, utilizing the high conductivity of water for the transmission of sound, he has constructed a signaling apparatus consisting of a transmitting and receiving instrument, which are effectively operated without being in any way connected with each other, except through the medium of water. In the recent test the apparatus was mounted on punts, moored about two-thirds of a mile apart, and carried a transmitter and receiver respectively. The transmitter consists of a bell about sixteen inches in diameter, attached to the lower end of a framing, which is fixed to the side of the punt, at the upper end of which is a crank handle. This handle, worked from the punt, actuates a double-beat hammer, which strikes and sounds a bell submerged about six feet. The Morse code is employed. The receiving apparatus consists of a pair of metallic drums about ten inches in diameter, open at one end and fixed, mouth to mouth, upon a piece of board placed betweem them. These drums, suspended in the water, are connected up with a small battery, and through it with a tape-recording instrument. Messages were correctly transmitted and recorded. The speed of operating was somewhat slow, as the signaling had to be carried on by hand instead of by electricity, which will shortly be utilized. The trial, however, was most successful, and is said to have demonstrated the practical character of the invention and the correctness of the principles upon which it is based.

THE MODERN SKY SCRAPER.

The day of brick and mortar, in the opinion of an American exchange, is over as far as the large office buildings in the principal cities is concerned. In architectural circles everything is considered old-fashioned that was erected several years ago, for it is only within the last five years or so that the steel skeleton form of building has been in vogue. Prior to that a seven-story building was regarded as a marvel, and persons came from far and wide to see it who would now pass by unnoticed one of the modern twelve-story sky scrapers. There are two reasons for the birth of the lofty office building. In the old-fashioned building the entire weight was supported by the walls, the thickness of which depended upon the number of stories. In business centres in New York where a single unimproved lot has brought almost a million dollars, the space wasted by these walls was so valuable that an improved method of building was made absolutely imperative. Besides this reason there was another equally as important. In all large cities the firms engaged in any business industry are sure to flock together. As new firms sprang into existence they found it difficult to secure offices in the heart of the trade center. The only way to surmount these obstacles was to construct higher buildings, and as this could not be done by the old method new plans were devised. As a result the steel skeleton form sprang into being. When this skeleton of steel pillars and girders has been riveted together it is as secure as a box stood on end, and as the weight is evenly distributed there is no danger of a sinking foundation. The walls of such a building, having no weight to sustain, are mainly a covering, and can be of light terra cotta, occupying the least possible space and admitting the greatest scope for ornamentation.

ALUMINUM FOR FLASH LIGHTS.

The use of aluminum as a substitute for magnesium for the production of flash light is growing in favor among photographers, says a contemporary. Its chief advantages are its higher activity and its freedom from objectionable odors on ignition. The commercial aluminum bronze powder can be used if all the grease be removed by the application of heat. The consequence of allowing grease to remain is that the powder adheres in lumps, and a large proportion of it escapes ignition when blown through the flame. Another advantage possessed by aluminum over magnesium is its resistance to oxidation when in fine powder. The mixture recommended by Prof. Glasenapp for photographic work is composed of aluminum powder, 21.7 parts by weight; sulphide of antimony, 13.8 parts by weight; potassium chlorate, 64.5 parts by weight. In preparing the mixture the same precautions must be taken as with magnesium.

SHIP-BUILDING IN ENGLAND.

THE total tonnage launched during the past year in England, according to Ryland's Circular, has been only 989,000 tons, as against 1,453,000 tons in 1892. The low rates of freight, and the number of steamers lying idle, together discourage new purchases, and the counter influence of cheap materials and low prices, which generally in dull times stipulate the speculative building of steamers, is largely neutralized by the action of the men who will not submit to a temporary reduction of wages, notwithstanding the large number of them who at present are out of employment. The naval estimates for the financial year, showing the number and kind of war vessels to be built, are anxiously looked for. The use of tubulous boilers, in the American as also in the French Navy, is a policy that has never found favor here, and it is therefore significant that the British Admiralty have not only tried, in small boats, boilers composed of small tubes, but have authorized similar boilers in one of the large cruisers now being built.

ETHICS OF WINDOW-TICKETING.

WHEN I assert that many ironmongers are waking up to the fact that they are losing ground, and have resolved to make a great change, I am only giving the result of personal experience of a commercial traveler in Ironmonger, London. I have had some most encouraging conversations recently, and it is no breach of confidence when I state that next year will see some developments of ideas. Those who want to succeed in business must lay all prejudices aside and go in for marking everything, not only in their windows, but also in their shops and showrooms, in plain figures. It has only been through watching results and comparing issues that I have been driven to this conclusion; and I go even further, and state that good-class labels, when artistically displayed, lend dignity to a window as well as to the firm who use them. I have made a collection of each and every argument which has been used against ticketing in plain figures, and these I propose taking up and answering.

1. "The ticketing of goods in our window means showing all our opponents the price we sell at and what profit we get." This is both silly and childish. If an opponent wants to know what you sell at he can get to know, whether you ticket or not, through sending in a friend in the guise of a customer. To every opponent who sees your prices five hundred customers do so at the same time, and it does seem strange if the advantage to be gained over the five hundred is to be counteracted so as to hide the price from the one.

2. I have often heard it expressed, although I have rarely seen a case in point: "Whatever price one firm put a thing in the window at, their opponent will price it up less." To that my rejoinder would be, "Let them price whatever they like." It is not the actual low price being shown in a window which attracts a customer to buy. This, in many cases, only makes him doubt the quality. Any customer of sense will go to a good-class shop for his goods, but the simple fact of seeing prices in the window seems to him to be a kind of guarantee that the shop is not one where large profits are asked—otherwise they would not dare to ticket.

3. "It prevents us charging more than our usual price where we could get it, or where our customer is long-winded, or we have long credit to give." In a sound, well-managed business this argument needs no answer, because the system does not exist. The principle is rotten, and the customers of this kind in a business so few that I should be inclined to pass them over. The chances are that an ironmonger would not be able to put on ten pounds in a year in this way; and he would be a very smart man indeed who could do so for any length of time without being found out, after which his reputation is gone.

4. "It destroys the ancient prestige of the ironmongery trade." This argument leads me on to delicate ground, and, to speak plainly and truthfully, I must answer that it is only used by two kinds of ironmongers, and both are of the old-fashioned brand. The first and the best are those who have "made their pile," and who can afford to sneer at any forward movement. Such firms are not judges as to what constitutes present-day success, and even they could make "good into better" by the introduction of a few modern innovations. The other class are those who have poverty associated with their pride, and to my mind the ability to pay accounts promptly as they come due is of much greater consequence than a "prestige," which only exists in their imagination. The class of ironmongers who reason thus are, almost without exception, the class who are rapidly losing their furnishing trade.

5. "It lets the public know too much of the trade, our prices, and our profits." If ticketing was not at present being done very largely this argument might carry some weight, but when customers are, and have been, led away from the ironmongers, and when ticketing has had more to do with this result than anything else, it is too late in the day to reason thus. My own experience, and especially in good stuff, has always been to find the customer expecting the price to be more than it is; and I have often seen an agreeable look of surprise when the price has been mentioned, and, what is better still, a purchase made.

6. "We have always been able to do our trade without it, and life is too short to introduce such sweeping changes." This article is not written for you. Far be it from me to say that no business can succeed without window-ticketing. When, as in the case where this argument was used, the ironmonger can afford to drive to business in his carriage, I need offer no suggestions as to business changes there; or in another case, where a very large and successful wholesale trade is done, and a good share of furnishing done amongst the wholesale customers. Even in cases like these the success can be very largely augmented by marking in plain figures, and a year's experiment would soon prove this fact and show results. The successful business is one where all the thought, care, and developments are with a view to catch the public taste, ignoring all outside competition, and living oblivious of what opponents do or say. Dame Fortune's smile can only be caught by assiduous attention and keeping well abreast of the times, courting the public favor in every possible way, watching and pandering to their prejudices, honorable and straightforward dealing at moderate profits, and a thought for your customers' interests as well as your own. I have not the slightest hesitation in asserting that the public prejudice is stronger to-day in favor of seeing everything in a shop marked in plain figures than it ever has been. Many business men, unfortunately, go upon the lines of "get as much as you can," and to get an exorbitant profit out of a customer is looked upon as a very smart bit of business. In time all these things get found out, and the public confidence thereby very much shaken. The way to restore this is to mark everything in plain figures, so that the customer can see the price for himself.

THE SECRET OF SUCCESS.

The basis of success in all occupations which involve the relations of employer and employed is, remarks an exchange, that the employer should have an accurate knowledge of the work to be done, what it consists in, how to do it, and how long it should take. A man of business who neglects this places his interest entirely in the keeping of irresponsible agents and, human nature being what is is, arrives in due time at insolvency. This is why the self-made man, who has been sternly initiated into the whole mysteries by having himself stood in the ranks of the employed, outstrips those who seem to start fair from the vantage ground of education and capital, and builds a fortune where others miserably fail. As the mistress of a household who neither knows what a servant's duties are nor how they may be fulfilled fails to manage her house well, so the man who does not understand the duties of workmen placed under him is at the mercy of any deception they may be pleased to practice upon him with reference to the quality or the quantity of the work they perform.

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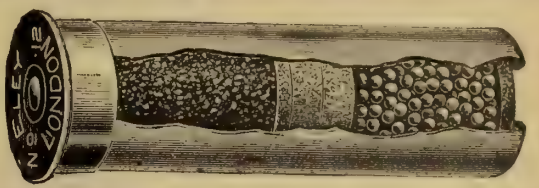
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Manufacturers of EB and other Percussion Caps.

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254 Gray's Inn Road, LONDON, ENG.



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We have them from $2.50 to $18.00.

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Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

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73 Adelaide Street West, TORONTO.



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All sizes of Hot Pressed Nuts, Square and Hexagon

THOS. FIRTH & SONS, Ld.

Best Crucible Cast Steel.

STEEL, PEECH & TOZER, Ld.

Bessemer Steel,

Open Hearth Steel.

Agents,

James Hutton & Co.

MONTREAL.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	21, 22
Straits "	20½, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
M.L.S. equal to Bradley		
I.C., usual sizes	$5 50	$5 75
I.X., "	6 75	7 00
I.X.X., "	8 00	8 25
Raven & P.D. Grades—		
I.C., usual sizes	4 00	4 25
I.X., "	5 00	5 25
I.X.X., "	6 00	6 25
I.XXX., "	7 00	7 25
D.C., 12½ x 17	3 75	4 00
D.X.,	4 75	5 00
D.X.X. "	5 75	6 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	3 50	3 75
I.C., special sizes	3 75	4 00

Note.—Round lots of 14x20 might be purchased of 25c. box

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	7	25
I.X. Terne Tin	9 25	9 50
Old process I.C.	13	00
" " I.X.	16	00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½	6½
26 "	6¾	7
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 95	....
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 60
Hoop " "	....	2 60
Swedish " "	4 00	4 25
Sleigh Shoe Steel	.....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

3-inch	10½c
4-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
5/16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2⅞, 3
22 to 24 "	2⅛, 2⅜
26 "	2⅜, 2⅝
28 "	2⅜, 3

Canada Plates.

All dull	2 65
½ polished	2 75
All Bright	2 90

Iron Pipe.

Wrought 62½ and 5 p.c. to 65 p.c.
Galvanized, 40 to 40 and 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4½
" ⅜ " "	4⅛ 4⅜
" 7-16 " "	3⅞ 4
" ½ " "	3⅝ 3⅞
" ⅝ " "	2⅝ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15 ....
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 11¾ 0 12
Lake Superior	0 12¼ 0 13

Bolt or Bar.

Cut lengths, round, ¼ to ⅞ in	$0 22 $0 25
" round & square	
1 to 2 in	0 20 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 15 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 16 0 17

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 18 0 19
" 35 to 45 " "	0 16 0 17
" 50 lb and above per lb	0 15 0 15½

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelte .

Foreign, per lb	0 04½ 0 05
Domestic "	0 04⅝ 0 04¾

Zinc Sheet.

5 cwt casks	0 05½ 0 05⅝
Part casks	0 05½ 0 05¾

Lead.

Imported Pig, per lb	0 03 0 03½
Domestic "	0 03
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04¼ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.	
Bar Half-and-half (guar.)	0 15	0 16
Standard	0 14	0 15
Wire	0 17	0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 12 0 12½
Other makes "	0 11 0 12

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	5 00
No. 1 Do "	4 75
No. 2 Do "	4 50
No. 3 Do "	4 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre(J.C.)bbls,p.cwt	1 35 1 40
" " (J.F.L.S.)" "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian "	
Paris Green, per lb	0 13½ 0 15
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 69
Extra "	0 90
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 85
No. 1 Carriage "	1 30
Gold Size Japan "	1 00 1 20
Pure Orange Shellac "	1 95 2 05
Hard Oil Finish	1 30
Oil Shellac	1 40
White Shellac	2 25

Linseed Oil (in bbls)

Raw, per gal	0 60 0 62
Boiled "	0 63 0 65

Turpentine (in bbls)

Selected Packages, per gal	0 48 0 50

Castor Oil.

Best, per lb	0 07½ 0 08

Cod Oil.

Cod Oil, per gal.	0 50 0 51

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet	0 13 0 15
White, extra	0 16 0 18
Gelatine	0 20 0 30
Strip	0 16 0 17
Coopers	0 17 0 19

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis.40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, common, 15 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads. in ½ lb. bags	0 70
Best thick white card wads. in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 5

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " ... 0 65 1 25
Brad, ... 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 35 to 40 pc. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 per cent.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking. 9 00
" 2, " " 4 50

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 pc.,
Loose Pins, " 65 & 10 to 70 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardin Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White, lump, per cwt 0 60 0 65
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 o 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... .... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches	Star. Per 50 ft	Per 100 ft.	Double Diamond Per 50 ft.	Per 100 ft
16 to 25	1.20–25	2.40	1.75	
26 to 40	1.40	2.70	2.00	
41 to 50		3.10		4 50
57 to 60		3.40		5.00
61 to 70		3.70		5.50
71 to 80		4.10		6.25
81 to 85		4.50		7.00
86 to 90				8.00
91 to 95				9.00
96 to 100				10.00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary.

1st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	0 50

Picture Glass

Pilkington's ordinary.

1st break	4 0
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each 0 30 0
Enamelled " 0 55

Grindstone Fixtures.

P. S. & W., per doz 3 88 4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 13

Ball Pean.

English and Can., per lb 0 25 0 30

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 45 to 47½ p.c. dis

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c.
" Shepard's Noiseless, dis. 60 p.c.
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 5 0 05½
Screw hook and hinge—
6 to 10 in., per set 0 00 0 04½
12 up " 0 00 0 03½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 to 45 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier per doz 0 50 1

Wrought Iron.

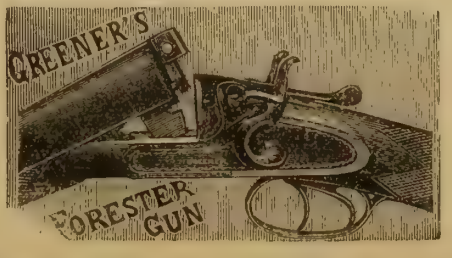
Wrought Hooks and Staples, Can dis. 40 and 5 to 40 and 10 per cent

NEW ARRIVALS

30 Cases CUTLERY AND GUNS

ALL NEW GOODS.

Finest Finish. Best Value.



NEW ARRIVALS

20 Casks Cattle and Trace CHAINS

10 Tons Coil Chain.

Five Cars Window Glass.

Bowman, Kennedy & Co., London, Ont

Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 50 to 55 per cent.

Horse Nails

Canadian, dis. 65 to 70

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " " ... 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 27½ per cent. to 30 per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.
   - Basis—50 to 60 dy 2 30
   - 40dy 2 35
   - 30 dy 2 40
   - 20, 16 & 12 dy 2 45
   - 10 dy 2 50
   - 8 & 9 dy 2 55
   - 6 & 7 dy 2 70
2. American Pattern Only
   - from 4 to 5 dy 2 90
   - 3 dy. (lath) 3 30
3. Canada Pattern Only
   - from 4 to 5 dy 2 80
   - 3 dy. (lath) 3 20
   - 3 dy A.P. Fine 3 90

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75. 5 per cent. from List Jan. 8, '92 Extras as per List for special nails Terms, 4 months or 3 per cent. cash.
Brads & Moulding Nails, 75, 5 per c. from new list.

Nail Pullers.

German & American 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond 12 00 15 00

Netting.

Poultry, 60 per cent dis.
Import 60, 10 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W " 0 20 0 22
American W.W. " 0 25
S. R. Seal ..... per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

Picks

Per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Star R & L Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys

Hothouse, per doz 55 1 00
Axle. 22 33
Screw 27 1 00
Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot 3 3½
Sliding Door, " 3½ 3¾
Lanes, 33⅓ to 35 p.c. dis

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent. cash.
Copper Rivets, dis. 55 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	8	10 10½
¼, 5-16, ⅜ in.	8½	10½ 10¾
Cotton, per lb.	18	20
New Zealand	8½	9
Russia Deep Sea, per lb..	12½	13½
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P, " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 35 to 37½ per cent.
Emery, per quire 55 90

Sash Cord

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb 1¾

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent. to 40 per cent
Cross Cut, Disston's, per ft. 35 to 55.
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each 75 2 75
" frame only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H 70 " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz 3 25 4 00
Bench iron per doz 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P., dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 70 p.c. off

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, " 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ½ or ¼ gross boxes, per grs. 11 30

Soldering Irons.

Per lb 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ..... per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks .... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3¾ 4
Wrought Iron, dis. 75, 75 and 10 per cent.

Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2 " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 55 per cent
" tinned, dis. 57½ per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 60 per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 p. c to 65 p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p.c.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p c

Ties.

Cow, per doz 1 75 2 50

Tinner's Shears and Snips

P. S. & W., net list.
Canadian 10 to 15 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ p.c. to 35 p.c
Game, H & N., P. S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 5a
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap 0 11½
" Crown 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz 6 50 12 00

Washer Cutters.

Per doz 4 00 8 50

Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8,10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Annealed, annealed and oiled, galvanized 20 per cent. dis.
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal
Plus 10 cents f.o.b. Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 5½ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } 4 4½
" 4 " 4 & 6 " "
" Plain twist, all dsld 3¾ 4
" Steel thorn and ribbon 4½ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 03½ 0 04
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 85 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 5 to 70 and 10 p c
Standard, dis. 60, 60 & 10 p.c.
Coe's Genuine, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR — SIMPSON HALL MILLER & CO. QUADRUPLE PLATE — HOLLOW WARE.

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS. KNIVES, FORKS, SPOONS

Manufacturers of the

Finest Quality Electro-Plated Ware.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.

RAZORS, SCISSORS

POCKET KNIVES



TABLE KNIVES

BUTCHER'S KNIVES

NONE GENUINE WITHOUT THIS LABEL





SAW GUMMERS.

Price $15, complete.

Will gum any cross-cut saw; anyone can work it. There is paying work for a saw gummer in every town, village or cross-roads in Canada

A. B. JARDINE & Co.

Manufacturers of Blacksmith's Tools and Tube Expanders,

HESPELER, ONT.

You will Insure Success

IN THE

STOVE

Business, by selling

"Souvenir" Stoves and Ranges

They are Leaders and Sure Profit Makers.

If you are not acquainted with the superior merits of these goods, order samples, and you will lead your competitor in sales.

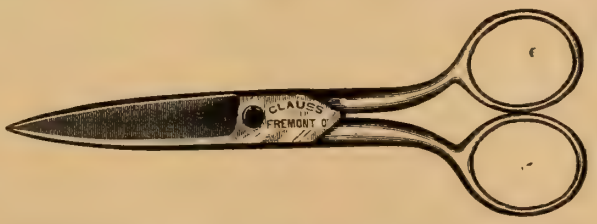
The Gurney-Tilden Co. Ltd.

Successors to The E. & C. Gurney Co.

HAMILTON - - ONTARIO.

"The LARGEST SHEAR MANUFACTURERS in the World."

288 . . Different Styles and Sizes



Daily . . Production 2,500 . . Pairs . .

CLAUSS SHEARS AND SCISSORS

A warranty with each pair. Catalogue mailed on application. . . . .

Highest Medals and Diplomas awarded by World's Fair judges.

Clauss Shear Co.

FACTORY: FREMONT, OHIO

67 Adelaide St. East . . TORONTO, ONT.

MUNN'S LIQUID GLUE

IS THE BEST.

THE ART METROPOLE, Agents.

131 Yonge Street, TORONTO.

OUR SALES OF

"DURHAM" Portland Cement

For the past 8 months have been

25,499 CASKS.

"BURHAM" Brand outranks all others Try it and be convinced. . . . .

Sole Consignees for Canada,

McRAE & CO., OTTAWA

Dominion Wire Mnfg. Co., (Limited)

27 Front St. East, Toronto, Ont. — 185 St. James St, Montreal, Que.

WORKS AT LACHINE, QUE., Near Montreal.

MANUFACTURERS OF

2 and 4 Barb Plain Twist and Strip Fencing

And Staples for same.

Write for Prices and Discounts.

ESTABLISHED 1880 INCORPORATED 1893 DOMINION TRADE MARK

"Crescent" Coat and Hat Hooks.

Supplied in Coppered, Japanned, and Tinned Steel Wire, also in Brass Wire. Best Selling Hook made. TRY IT.

BEST QUALITY

Iron, Steel, Brass, and Copper . . **Wire**

ALSO

Wire Nails, Wood Screws, and Jack Chain.

Do We Sell Lamps!

Well rather, and all through the year. Not only a little spurt during the fall like the other fellows, but all the year round.

TRADE MARK PHOENIX



We have some nice

JOB LOTS

Now. Do you want one?

Write for lists and colored cuts.

Gowans, Kent & Co.

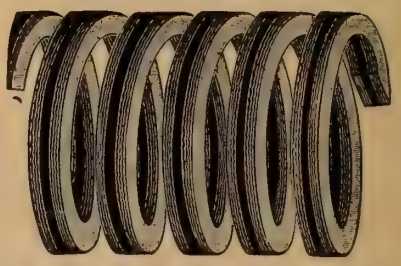
Toronto and Winnipeg.

Only Rubber Factory in Toronto.

H. D. WARREN, Pres.-Treas.
CHAS. N. CANDEE, Secy.

"GUTTAPERCH"

BRAND OF



SPIRAL PACKING

ANTI-FRICTION, SELF-LUBRICATING

Neatly packed in 14 in. telescope boxes, 12 feet to the coil and each size in a separate box. Full directions for use accompany each box. Most perfect, convenient and economical **Piston Packing.** Stock sizes 3-16, 1-4, 5-16, 3-8, 7 16, 1-2, 9 16, 5-8, 11-16, 3-4, 13-16, 7-8, 15-16, 1 inch. Will not deteriorate in stock.

Price per lb. $1.20. Special Discount to Dealers.

THE GUTTA PERCHA AND RUBBER M'F'G CO.

OF TORONTO, LIMITED.

61-63 FRONT STREET W., Toronto.

THE BEST

Lawn Mower

IN THE MARKET.

The

WOODYATT

Improved for 1894.

10½ in. Wheel.

12, 14, 16, 18 and 20 in.

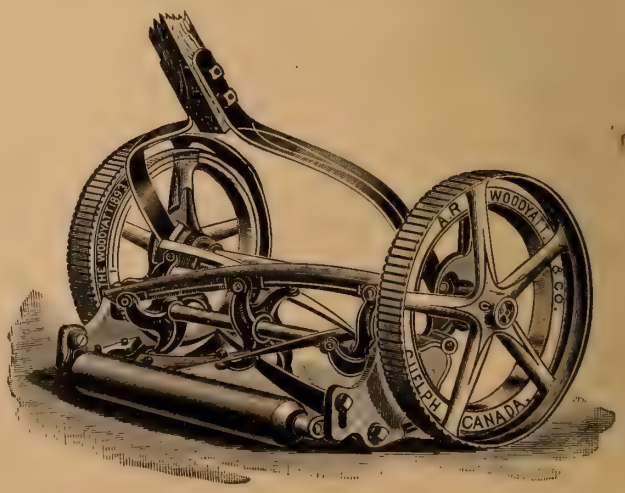
Patented in England May 15th, 1893
" " Canada " 29th, "
" " United States Dec. 12th, 1893

For Sale by all Wholesalers.

Manufactured by . . . .

A. R. WOODYATT & CO.

GUELPH, CANADA.



CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VI. TORONTO, FEBRUARY 3, 1894. No. 5.

MAGNOLIA METAL

—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

MAGNOLIA METAL CO.,

London Office: 75 Queen Victoria St.
Chicago Office: Traders Building.
Montreal Office: H. McLaren & Co., Agents

Owners and Sole Manufacturers,
74 Cortland Street, NEW YORK.

A WORLD BEATER

WE have pleasure in advising the trade that we have been appointed sole agents for the Dominion for these celebrated goods, and will carry a complete stock of all colors in the different size packages. Send for sample cards and particulars. All orders given prompt and careful attention. The liberal advertising of the Aspinall Enamel, Limited, makes this a profitable line to handle It will henceforth be more vigorously pushed than ever. . . .

"Aspinall's Enamel"

The world renowned paint for renovating everything. The original Enamel, imitated by all other makers.

MANUFACTURED BY

ASPINALL'S ENAMEL, LIMITED

NEW CROSS, LONDON, S. E.

Walter H. Cottingham & Co.

WHOLESALE AGENTS

Fine Paints and Varnishes.

MONTREAL

RICE LEWIS & SON

LIMITED

ARTHUR B. LEE, President. A. BURDETT LEE, V. P. and Treas.

Importers of

BAR IRON, STEEL,
BOILER PLATE,
SHELF AND HEAVY
HARDWARE



Mantels
Grates
Tiles
CUTLERY

Fine Builders' Hardware.

Cor. King and Victoria Streets TORONTO.

Copper Cider Kettles

(BRAZED AND HAMMERED.)



PLATE 237.

PRICES ON APPLICATION. CORRESPONDENCE SOLICITED.

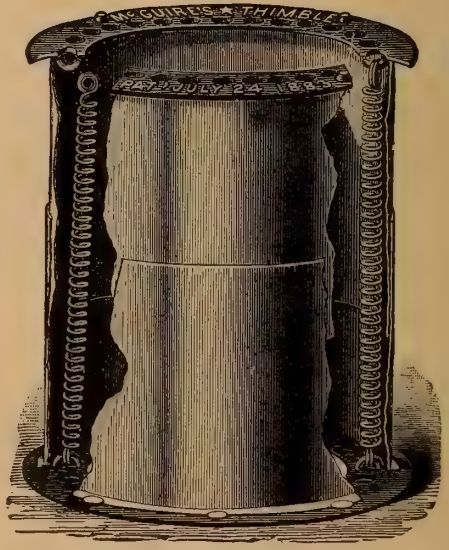
MANUFACTURERS OF

Brewers, Distillers,
Confectioners . . .
Varnish Makers
Plumbers and Marine

Copper Works

The Booth Copper Co.

Formerly BOOTH & SON. 122 Adelaide Street West, TORONTO



THE ABOVE CUT REPRESENTS THE

McGuire Patent Stove-pipe Thimble

It is the same cut we have used in advertising and illustrating this Thimble for the last eight years. We desire to inform our customers, and the trade in general, that we have been and still are the sole manufacturers of this Thimble in Canada, the reputation of which is so well established. No other persons whatever have been licensed, under the patents covering this Thimble, to manufacture it. Anyone infringing will be prosecuted. And to beware of those who represent they sell McGuire's Star Thimbles, who have no right whatever to manufacture the same and cannot possibly supply the genuine article.

Kemp Manufacturing Co.

TORONTO, ONT.

. . HARDWARE . .

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

Vol. VI. TORONTO, FEBRUARY 3, 1894 No. 5

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: - - 10 Front St. E.
MONTREAL OFFICE: - 146 St. James St. E. Desbarats, Manager.
NEW YORK OFFICE: Room 41, Times Building, Roy V. Somerville, Manager.
EUROPEAN BRANCH: Canadian Government Offices, 17 Victoria St., London, S.W. R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

It is expected that the binder twine factory which the Dominion Government proposes to start at the Kingston Penitentiary will be in operation some time next month. With that end in view, the placing of the necessary machinery is being rapidly pushed. Some 35 or 40 hands, it is expected, will be employed. The undertaking is naturally not looked upon with favor by either the regular cordage manufacturers or those who sell it. An illustration of how a little thing can disturb was apparent last season when the binder twine manufactured at the Central Prison, Toronto, was placed on the market. With the establishment of this factory at the Kingston Penitentiary another disturbing element will have been created. The binder twine factory at Port Hope has already anticipated this by closing down. This factory employed 90 hands last winter, and at the time it closed down some 50 people were employed there.

* * *

It is patent to everyone that the paramount object of the Dominion Government in establishing a binder twine factory at Kingston is to share with the Ontario Government the honor of supplying the farmer with cheap twine. So far so good. Political parties are entitled to manœuvre and outmanœuvre each other to their hearts' delight as long as the public interests do not suffer. When they do, however, it is time to cry halt. And it is evident in the present instance that they do. The question of prison labor is a difficult one of solution. The convicts must be employed, and that too at something which will help lighten the burdens of the taxpayers who have to pay for their keep during incarceration. But one safe and reasonable principle may be safely laid down: Convict labor should as far as possible be employed on such works or on production of such materials that would not otherwise be undertaken. It is obvious that the manufacture of binder twine does not come within the purview of either. There are factories in this country who have vested rights here. The profits they are getting are not excessive; the competition is too keen to make that possible. Then besides the manufacturers there are the jobbers and retailers who handle the twine. They have interests, it must be remembered; the taking of the sales out of their hands means so much less remuneration. Even if the authorities would sell the twine at the market price it would not be so bad. But what they aim to do is to supply the farmer with an article at as near the cost price as possible. Now it is evident that the producer who has no salaries to pay, and only provides the coarsest of garments and the plainest of food for his laborers, can turn out an article much cheaper than he who pays regular wages to his employees. This is about the situation in regard to free and convict-made binder twine. And in undertaking what they have, both the Dominion and Ontario governments are extending a principle which they have carried too far already.

* * *

The brain of the advertising fakir never resteth. When one scheme has run its course another is evolved and trotted out to catch the unwary merchant and bring shekels to the pocket of its originator. The harder times get the sharper seems to become the inventive faculties of these fakirs Consequently they have always some scheme afloat which will bear the dollars from the pockets of their victims to their own. The latest development in this line is what is termed the catalogue fake. It cannot in principle be said to be altogether a new scheme; it is an old one resurrected. The victims are selected principally from the wholesale houses, other kind of game being taken when the desired species is not obtainable. The modus operandi is to induce a wholesale house to take a few thousand copies at a given price, said wholesale house to have the privilege of inserting other advertisements, not of the same line of trade, in the catalogue. The victim that bites at this bait is, of course, to make much money out of the venture, that is, of course, according to the soft blandishments of the advertising fakir. How much money is to be made out of such schemes might be ascertained from a peep into the storerooms of some Toronto wholesale merchants, where are piled up thousands of dusty pamphlets, monuments to the "moments of weakness" when they were caught by similar schemes. There is no money in such schemes for anybody—excepting, of course, the fakir—much less the ordinary merchant, whose regular business, just now particularly, demands all his attention. To divide his energies at any time is not a wise thing for a merchant to do, and it is foolishness for him to do so when it is with the object of chasing some will o' the wisp set lose by an advertising fakir. The happy hunting ground of these catalogue fakirs is at the moment the United States, but it is pretty safe guessing that Canada will sooner or later receive a visit from them; and for the merchants of this country to be forewarned is to be forearmed.

* * *

Every merchant should make it a rule to answer his letters promptly. Most undesirable of all, next to a reputation for being bad pay, is a name for being slow in the matter of answering correspondence. In fact the two may be said to go hand in hand. As far as possible letters should be answered

the day on which they are received. This is business-like. Even if the letter be in regard to a disagreeable subject this rule should obtain. Sometimes it may be in regard to an account which is past due, payment of which is being pressed, but which the merchant is unable to liquidate owing to the slowness with which payments are coming in. But even this should be no excuse for allowing the creditor's letter to go by the board. In fact that is all the more reason for the reply being prompt. To treat letter after letter with silence, as is too often done, is irritating in the extreme, and to a creditor particularly so. Just as a soft answer turneth away wrath, so a prompt reply to a letter tends to make the creditor more lenient than he otherwise would be, while the opposite is the natural result when the debtor is negligent in the matter of letter writing. A good plan for merchants—and in fact everybody for that matter—to adopt would be to set apart a certain pigeon-hole, file, or receptacle of any kind, for letters which are to be answered that day; and make the carrying out of the rule binding upon yourself. In fact there should be system in answering letters as well as in anything else, and the merchant who has not such should inaugurate one before the sun goes down.

IMPORTERS ON THEIR METAL.

THE importers at the port of New York have a grievance just now against the government which is exercising them a good deal. For nearly six years the importers have been allowed to pay duties by cheque. Now the continuance of this privilege has been denied them; and all because of the occurrence of one irregularity. The character of the irregularity was this: A custom house broker took invoices, during the rush at the close of business, belonging to people he was not representing, made a continued list of them in connection with his own, drew a total, and handed the cashier currency and cheques equivalent to such total. One of the cheques represented simply so much cash, and was not accompanied by its own invoice. In the ordinary course of business the collector indorsed this cheque, and, notwithstanding that it was shown that a forged withdrawal order had been obtained against it, and that actually no invoice had been presented with it, Judge Lacombe ruled that the fact that the collector had indorsed the cheque was a sufficient receipt that particular duties had been paid. It was this decision that led the government to immediately revoke the cheque-paying privilege. This the importers claim is both unjust to themselves and inimical to the interests of the Treasury Department; and they are agitating for a return to the old order of things. In the meantime they have assumed a waiting attitude, liquidating only such invoices as they urgently need.

An interesting phase of the differences between the importers in New York and the government is that the Treasury's receipts of gold are likely to fall off materially, for the importers avow that they will not run the risk or the inconvenience consequent thereto of carting gold to the custom house and there counting it out for the payment of duties. Furthermore, they stand the chance of having some of the gold rejected for not being the exact weight. As a result of this retaliation the gold payments have dropped to insignificant proportions, while the receipts at the custom house have become unusually small. The cause of the importers is being ably championed by the New York Journal of Commerce. "The requirements of business as well as the Treasury's need for all the gold it can get," says that paper, "weigh so strongly in favor of a prompt return to the cheque system that it will doubtless be accomplished, but so long as there is any hesitation about it at the custom house or at the department at Washington, importers and all concerned should keep up their protest." In another article the same paper said that "the form of payment that is good enough for all commerce—especially when guaranteed by a bank endorsement—ought to be good enough for the government." The collector of the port, who seems to recognize the inconvenience if not the injustice of the new order of things, has devised a plan which he feels will relieve him of responsibility and at the same time do away with the transportation of actual cash to the custom house. This plan contemplates the deposit by banks of money the same as under the old system, but instead of the importer drawing a cheque on his bank in favor of the collector, and the bank certifying it, the collector proposes that the importer shall draw the cheque in favor of the bank and the bank in exchange shall furnish the importer with a draft on the money deposited at the sub-treasury. With this draft the importer can pay his duties. The importers seem satisfied with the plan, but it has, of course, yet to receive the endorsation of the Treasury Department, and negotiations are now pending with that end in view.

ARRANGEMENT IN THE STORE.

DID you ever go into one of those rusty, ramshackle hardware stores, which are badly lighted, badly arranged, in fact show a total disregard for order or attempt at neatness?

We have seen many of this class, though there are not so many now as there used to be. Coils of rope that used to be left on the floor outside the counter for the customer to fall over, or the nail keg, with its track of nails that could be traced to the scales, are all disappearing. The parafine oil barrel that used to stand on chocks in the store, and whose blue paint invariably came off on the lady customer's dress, or the seat of the small boy's pantaloons, has disappeared, and now finds a place in the cellar or back shed.

The habit of hanging steel ware, such as spades, shovels, etc., to the ceiling, which barely cleared the heads of customers, and made the store seem low and stuffy, is also almost a thing of the past. In fact hardware men are waking up to the fact that the public have no wish to deal in a store where their clothes are in jeopardy of being tarnished, and their noses assailed with offensive smells.

There has been a great improvement within the past few years in the general appearance of the country and city retail hardware stores. Their exterior appearance is improved, owing to the increased interest taken in window dressing, but the dealer must not stop at the show window. The customer who is most attracted by a neat window display is likely to be the very one who will be first to notice uncleanliness and slovenliness in the keeping of your stock and the general appearance of the interior of your store.

A HARDWARE representative was recently shown through J. Woodworth's hardware store, 842 Yonge street. This store he found to be one of the neatest in the city, and is fitted with numbers of devices, both original and otherwise, for the perfect keeping and easy handling of stock.

"You see," said Mr. Woodworth, "we do everything systematically, and make it a practise to return things to their place after serving customers."

The habit of leaving goods on the counter is a habit that is somewhat common, and which is not only shiftless, but also entails a large loss to the proprietor in the course of the year. Many goods, more especially builders' hardware, come in packages and small cardboard boxes, and are comprised of several different parts, and have screws, etc., to match. These small parts are continually being lost through neglect in not returning them immediately to their boxes and shelves, and when the time comes to take stock the merchant finds himself, consequently, in possession of a lot of incomplete lock sets, door springs, etc. Steel

goods, such as spades, shovels, hay forks, etc., should not be placed so as to rest on the floor. Snow and rain off wet coats in winter, and the spray from the sprinkler in the hands of the shop boy or assistant in summer, are likely to fall on them and tarnish or rust them. Of course that does them very little harm, but it will be found a drawback when you come to sell the article in question, and will easily supply an excuse for the customer to beat down your price. Glass is another commodity that is often neglected, and consequently a lot is often wasted. You will often see a lot of broken glass standing in a corner at the back of a store, covered with dust, and the edges smeared with putty. This glass should be cut into the different sizes that are usually in demand. A person always likes to think he is getting new goods, and will expect a reduction should he see you supplying him with anything that has been used. Cutlery is another line that has need of careful handling, and which, if handled with sweaty or oily hands, and replaced in the show cases, get tarnished, and of course unsaleable.

A lesson in the handling of cutlery will be learned from the travelers who carry this line. Observe how careful they are in handling their samples. They always avoid as much as possible touching the silver or silver plated tips on the handle, and invariably use a coin for opening the knife and thereby avoid tarnishing the blade.

Nails, iron washers, bolts, nuts, etc., are also liable to be mixed, owing to being dropped from the shovel or scoop on the way to the scales, and being swept up and placed in the wrong bin or keg. All these little things cause considerable loss in the course of a year. A few screws, a stove bolt, perhaps a portion of door bolt or the escutcheon off some lock set is swept out with the rubbish this morning, some other little thing goes the same way to-morrow, and thus, through neglect, the merchant not only loses many customers, but also finds at the end of the year, that there is missing much stock that can never be accounted for. The remedy for all this loss of stock and patronage lies in having a system, and sticking to it, and adhering strictly to the old proverb, "A place for everything and everything in its place."

THE BRITISH IRON OUTPUT.

An iron trade circular received recently by a Montreal commission firm refers to an address made to the British Iron Trade Association with regard to British vs. the American iron industry. The conclusions arrived at by Mr. Jeans, the gentleman who delivered the address, is that Great Britain has not only lost its supremacy as the iron manufacturer of the world, and as the first producer of steel and manufacturer of rolling mill products, malleable iron, pig iron, etc., but also as the principal iron ore producing country of the world.

Taking some figures from the return in question, giving the relative production by the leading countries of the world in various forms in 1877, and comparing them with a year ago, quite a change in the relative standing is found between the years of the Paris Exposition in 1877 and the World's Fair year in Chicago. The following table will show this plainly :—

	1877. Tons.	1892. Tons.
United States	2,066,000	9,157,000
Great Britain	6,608,000	6,616,000
Germany	1,614 000	4 793,000
France	1,453 000	2,023,000
Belgium	490,000	768,000
Austra-Hungary	400,000	935,000
Russia	450 000	915,000
Spain	43,000	179,000
Italy	24,000	12,000
Sweden	351,000	491,000
Other countries	60,000	90,000
Total	13,559,000	25,979,000

The increase in the world's production of pig iron, etc., is, therefore, 12,420,000 tons, or 91.6 per cent., and between 1877 and 1893 the United States has taken the lead in the iron-producing countries of the world. In 1877 the percentage of the world's make contributed by the United States was 15.3, whereas in 1893 it was 35.2; while Great Britain, instead of giving a percentage of production of 48.9 as in 1877, only gives a percentage of 25.4 in 1893. Germany, on the other hand, shows a steady advance which bids fair, if that country improves in the same ratio during the next decade, to make it a dangerous rival of Great Britain also In 1877 Germany contributed 11.9 per cent. of the world's output, whereas in 1893 she contributed 18 4. In other words, where the United States shows an increase of 343 per cent. in the make of pig iron between 1877 and 1892, and Germany 197 per cent. in the same period, the increase in the output in Great Britain in the interval mentioned has been only 0.1 per cent. According to these figures the British iron industry has practically stood still, while that of its two principal rivals has advanced literally by leaps and bounds. In 1878 Great Britain produced almost one-half the total make of pig iron throughout the world, but in the year preceding the Chicago Exposition it produced only one-fourth of the world's total production, and no other country except Italy had fallen off within the interval. Seventeen years ago only about 8 per cent. of the total British output of pig iron was made from imported ores, while in 1892 more than 20 per cent of it was obtained from iron ores of foreign origin. In the United States and Germany, England's chief rivals in the production of iron and steel, the movement has been in the opposite direction, both of the latter reducing their use of foreign ores in proportion to the total requirements and increasing in consumption of home ores. This increasing dependence of Great Britain on foreign sources of supply to the extent of 20 per cent. of its total requirements is considered by many leading authorities to be a standing menace to its iron industry.

'TWILL BOOM SPORTING GOODS.

"IT'S an ill wind that blows nobody good." The much talked of prize fight which came off in Florida last week, will undoubtedly cause a great increase in demand for sporting goods, such as boxing gloves, punching bags, etc. In the United States, during the month following the fight in New Orleans between Sullivan and Corbett, demand for these goods was unusually large. Wholesale hardware firms in that country, who carried sporting goods, anticipated the increased demand, and stocked up heavily in these lines to meet it. The fighting and boxing craze was widespread, and the country hardware merchants, most of whom carried a side line of sporting goods, reaped the benefit.

The Corbett and Mitchell fight will do much to revive the interest in boxing, and there is no doubt that the usual increase in demand will follow. The hint to the wide-awake hardware merchant is obvious.

GOOD FOR HOUSEFURNISHINGS.

RANGES and housefurnishings should be showing signs of improvement in Toronto. People are reported to be house moving earlier this year, owing to numbers of houses lying empty, and the unusually good terms that landlords are offering. Many houses are being offered rent free until May the 1st, the owners wishing to protect their property, and also make sure of a tenant during the coming summer. A Toronto dealer speaking on the subject to a HARDWARE representative said: "We have found a great increase in demand for housefurnishings, and last week we sold ranges to three different persons, all of which were moving now instead of later, as they had intended, owing to unusually good terms that were being offered by landlords."

Railway measures will constitute the major portion of the private bills for consideration by Parliament at the coming session. To day a novel application was recorded. It is that of a number of gentlemen, for whom Messrs. Gillies & Macechen, of Sydney, are acting, asking to be incorporated as the Boynton Bicycle Electric Railway Company of Canada, to construct, equip, and operate a bicycle electric railway from Winnipeg to Louisbourg, Cape Breton, with power to acquire, take, and use water powers, and to make contracts for the supply of electrical power for the operation of the railway, etc.

HARDWARE MEN AND BICYCLES.

HARDWARE merchants who have any intention of handling bicycles or doing bicycle repairing during the coming summer, will do well to look around now and select the wheel that they intend to carry.

This is the season when manufacturers are looking for agents to take hold of their respective wheels, and better terms may be made with them now than will be possible later on, when you are likely to be forestalled by some more enterprising merchant in your locality carrying other lines.

That there is money in handling the bicycle, the merchant may be assured of, by the fact that not only are hardware men commencing to handle them, but dry goods men and fancy goods dealers are all accepting agencies. The department stores saw the money there was in the business, and made haste to add bicycles to their many other lines, and this week we hear of a Toronto dry goods firm that has decided to carry a line of bicycles.

The recent business depression in the United States, and the enormous growth in the demand for bicycles in the Dominion, has aroused the interest of the American manufacturers, and they are commencing to realize the profits that are to be accrued by placing their wheels on the Canadian market. Many of these firms are offering good terms and sole agencies to firms who will take hold of their goods and push them. If the dealer prefers to carry English goods, there are numbers of different grades and styles to choose from. Of course it must be left to the dealer's discretion what style and what grade of wheel he will carry; and great care should be taken in the selection.

The merchant who is a wheelman himself is more likely to make a success of the business, as he will come more in contact with the local wheelman. Then such an one will be more likely to take an interest in anything appertaining to the pastime. He will doubtless be called upon to contribute something to the prize list for the local bicycle races. Do not be backward in responding to such a request. It is one of the best advertising investments you can make. There is an old fisherman's proverb which reads: "Many a man who cast a sprat caught a mackerel."

Do not try to carry too many lines, thinking thereby to freeze out competition, but after selecting the machine you intend to carry, be prepared to push it for all there is in it.

The merchant who undertakes to handle the bicycle must be prepared either to hire a clerk, or devote a good deal of time to its sale himself. He must have a thorough knowledge of the wheel he is selling and be capable of talking fluently on its merits to a prospective customer; for he will find that every wheelman knows or else fancies he knows all about wheels; and as a bicycle is seldom purchased without considerable talk both from the merchant and the customer as to its merits compared with other wheels, it is therefore needful to have a knowledge of other lines besides the one you are carrying.

Before the country merchant decides on taking up the sale of bicycles he should be careful to note whether the roads in his vicinity are fit for wheeling, and he must also be prepared to go actively into the sale of them.

There are numbers of Toronto hardware men who have declared their intention of doing bicycle repairing during the coming season, and believe it to be profitable. Merchants in smaller towns should find this business even more profitable, for in the season wheels are shipped daily to the city to have some trivial repair done, thereby incurring considerable expense and loss of time, and which could have been saved had there been a skilled repairer in the neighborhood. There is one thing that it will be well for the man who intends doing the work to remember: Bicycle repairing must be done neatly and strongly, and while being moderate in your charges, it will never pay to do what is known as a cheap job. The extortion that is now being practised in this particular by many of the bicycle stores will allow the hardware man to lower the prices, make good profits, and turn out a good job. Bicycles are essentially a part of the hardware merchant's stock, and it lies with themselves whether they are going to allow the dry goods or fancy goods merchant to snap up this growing and profitable business while he is hesitating whether he will embrace it or not.

ALUMINUM HOLLOW WARE.

IN an article on aluminum prepared for the 1892 volume of the "Mineral Resources of the United States," Capt. Alfred E. Hunt, of Pittsburg, says: The production of cast aluminum hollow ware has just been started as a new industry that will undoubtedly be successful. Aluminum teakettles are now on the market, and aluminum coffeepots and teapots will soon follow. Hollow ware castings have been successfully made in the form of teakettles, with only one-sixteenth inch thickness of metal in the walls of the kettle, which is a remarkable evidence of the good casting qualities of aluminum. Another advantage which may be incidentally spoken of here is that these castings are more malleable than those of any other metal. Thin castings of aluminum teakettles have been hammered in and bent almost double before breaking. The Smith pressure casting process has been very successfully used for casting aluminum articles by the Passaic Art Casting Company, of Passaic, N.J. By this process the finest details of the engraving, chased and repousse work are brought out in aluminum castings with a finish equal to that of electrotypes. Molds either of sand or of a liquid plaster of paris composition are made in as flat a shape as possible, so that they may be piled on top of each other; the gates from each mold leading to a central sprue. The effective penetration of the molten aluminum to every part of the matrix is secured by the collection and temporary detention of the entire charge of molten metal in a suitable holder above the molds, where a prompt and continuous transfer of the molten metal from the bottom of the holder to the matrix cavities is obtained by the aid of increasing the pressure at the rear and decreasing the pressure in front of the advancing stream of molten metal by means of a piston covered with asbestos, which fits closely into the cylinder above the receiver for the molten metal, the mold itself being air tight and in connection with the vacuum tank of an air pump. A thin diaphragm of asbestos, used to hold the molten metal in the receiver before it enters the mold, is burst by the pressure placed upon the metal by the piston, allowing it to flow suddenly into every minute cavity of the mold. Extremely light and sharp aluminum castings, having a remarkable solidity and freedom from blow holes, are obtained by this process.

HAMILTON'S FACTORIES.

The majority of the large factories in the city are running as usual, most of those that were closed for repairs and stock-taking having started. Some of the foundries are not running yet, but they will be in operation before long. Bowes, Jamieson & Co. will start on Monday morning. Burrow, Stewart & Milne intended to have started a week ago, but they will be unable to commence till February 5, not having yet completed stock-taking and making the necessary repairs to the machinery for the coming year. Gurney-Tilden Co. will probably resume operations on Wednesday or Thursday, having completed stock-taking and making customary repairs for the next year; but Copp Bros. will probably not commence operations till about February 12.—Hamilton Herald.

A HINT TO ADVERTISERS.

I once had occasion to advertise some Japanese salt cellars. The ad. read:

"One hundred decorated Japanese salt cellars reduced from 10c. to 5c. each."

They didn't sell—not even one. A few days later I tried it again. I said:

"Just 20 sets of genuine Japanese individual salt cellars, six in a set, packed in neat pasteboard boxes, at 30c. a set. Only one set to a customer."

If we had had 200 sets, instead of 20, we could have sold them. The last line was what did it.—C. A. Austin, in Printers' Ink.

WESTERN IRON TRADE.

THE Iron Trade Review of Jan. 25 says: "By putting stress on the tonnage of orders week by week, and taking no account of the still unemployed productive capacity that is causing a steady sagging of prices, the iron trade is able to report betterment. It is certain that there have been larger sales of pig iron in the past week than in either of the two preceding, and the inquiries reported from Eastern and Southern markets indicate that buyers are more willing than heretofore to take large lots. The Pittsburg district, which has the distinction of producing more Bessemer iron in the panic year than in 1892, is still supplying steel for all quarters, and cheap Pittsburg billets have cheapened all products that start with them. A large sale of Pittsburg billets was made in the East last week, and subsequent smaller transactions are reported on the basis of $15.50 Pittsburg. It is not so surprising, then, that an order for 1,500 tons of light plates has been taken at 1.30c. delivered at seaboard; that beams have been sold below 1.35c., Pittsburg; that even Pittsburg competition was beaten within a few days on a structural material contract; that a sale of wire rods has been made at $23, Pittsburg, and that wire nails have shaded 93c. in car lots. It seems likely that the building demand the coming spring, if indications at several central Western points are a criterion, will furnish the mills with large tonnage."

AN IMPORTANT CHANGE.

The Aspinall's Enamel (Ltd.), New Cross, London, S.E., until lately represented by I. H. Hanson, Montreal, have appointed the well-known paint and varnish house of Walter H. Cottingham & Co., Montreal, their sole agents for the Dominion of Canada. A complete stock of all Aspinall's celebrated goods will be carried by Cottingham & Co., and prices will rule the same as heretofore. "Aspinall's Enamel" has a world-wide fame, and in the hands of such an active firm as Walter H. Cottingham & Co., should enjoy a large trade in this country.

PRESIDENT BLAIN.

IF ever man earned the Presidency of the Toronto Board of Trade, it is Mr. Hugh Blain, whom his brother members saw fit to elevate to that position on the 20th ult., without opposition. Mr. Blain became a member of the board some nineteen years ago, and since that time he has occupied a foremost place in its deliberations. After some years of service on the council, he was promoted to the second vice-presidency. This was in 1890, and he held the office for two terms. In 1892 he was elected by acclamation to fill the vice-chair, and this office he has held until his confreres invited him to accept a still higher honor—the highest in their gift—the presidency.



The members of the Toronto Board of Trade are to be congratulated on the wisdom of their choice. The presidential line of succession has been a brilliant one, included in it being men princes in the mercantile and financial world; and it will not be dimmed by the accession of Hugh Blain.

Men often spring into positions the highest gift of the people, not because of any inherent ability or qualification for the office, but because of their ability to create notoriety for themselves. But the Toronto Board of Trade is composed of calm, cool, far-seeing business men, who elect their officers because of their especial fitness for the respective positions. The election, therefore, of Mr. Blain to the office of president is all the more honorable.

Mr. Blain was born in the township of King, and is now in the prime of life. His business career has been exclusively in Toronto, and began when in early life he entered the counting-room of Nerlich & Co. There his abilities were soon recognized, and he eventually became business manager. In 1875 we find him a member of the firm. Five years after the latter event he joined Mr. Eby in the formation of the now well-known wholesale grocery firm of Eby, Blain & Co., and a member of that firm he still continues to be.

Mr. Blain has none of the fuss and flurry that characterize some business men. He is calm, cool, deliberate; a man who works hard, and whose opinions regarding trade questions carry more weight with press and people than is usual for those of one man to carry. It is to be hoped that Mr. Blain may yet be induced to step into a wider and more public sphere, and where the citizens at large will have an opportunity of testifying to their appreciation of his ability and sterling character as well as the members of the Toronto Board of Trade. It is not that the public are not conversant with his special aptitude for municipal honors. He has stood out in such contrast to most of his fellows that he could not well be passed unnoticed all these years that he has been an active figure in the trade and commerce of Toronto in particular and of the country in general, and more than once has his name been mentioned in connection with public matters. But the trouble is that, like most business men, he is too closely wedded to his business interests, or has no desire for such honors, to sacrifice the one for the good of the other, and for one, too, in which the servant's best efforts are so tardily recognized.

At the annual meeting of the Halifax Board of Trade these officers were elected: President, George J. Troop; vice-presidents, Michael Dwyer, James Morrow; treasurer, Henry G. Bauld. Council—E. G. Kenney, George Mitchell, W. A. Black, J. A. Chipman, J. E. DeWolf, John Pugh, Geoff. Morrow, A. E. Curren, A. P. Silver, Alex. Stephen, W. J. Stewart, Hon. L. G. Power, H. McD. McKenzie, J. W. Allison, A. M. Payne.

TRADE CHAT

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

Little Current, Manitoulin, wants an agricultural foundry.

A lodge of the Patrons of Industry is to be established at Brockville this week.

The iron producers of Austria-Hungary have agreed to limit production for three years.

The Kingston foundry has received a contract from the Rathbun Co. for 40 tons of car castings.

James McDonald, blacksmith, Chilliwac, B.C., has removed to his own shop opposite D. McGillivray's.

In Mercer vs. Hamilton Brass Manufacturing Co., Hamilton, judgment was entered against the plaintiff.

The amount of inland revenue accrued during December was $761,629, a decrease of $66,054 from same month last year.

A new iron bridge is being constructed at Port Stanley, to cost $11,000. Usher & Sangster, of Dutton, are the contractors.

A well-known London merchant offers handsome prizes to those of his clerks who are most successful as writers of advertisements.

A quantity of free gold was struck at the foot of the main shaft of the Sultana mine, Lake of the Woods, last week. The shaft is now 200 feet deep.

George Bartlett, Prescott, the well known electrician and author of works on the telegraph and telephone, died in New York Thursday night from heart failure.

W. Welsh, a Stoney Point grain merchant, was seriously injured Friday night by being caught in a belt by the neck and wound round the shafting several times.

The following officers of the Mitchell Board of Trade have been elected for 1894 : President, T. S. Ford ; vice-president, W. Thompson ; secretary-treasurer, Isaac Hord.

Letters patent have been issued incorporating John and George H. Bertram, E. B. Osler, William Christie, and J. S. Playfair, of Toronto, as the "Bertram Engine Works Co. (Ltd.)," with a capital stock of $300,000.

We understand that the firm of Campbell & Trueman, merchants, Kirkfield, have been doing a flourishing business this fall and winter, for we understand from good authority that they have taken another partner into the firm this week ; the agreement was executed on Wednesday, the 24th inst. We must congratulate Mr. Campbell on the choice he has made of a life partner, and we wish the firm abundant success in the future as well as in the past.—Victoria Warder.

While running a drill in his foundry, Tilsonburg, the other day, John Darrow came near being seriously injured. The sleeve of his coat came in contact with the shaft, and had his coat not given away, his arm would, no doubt, have been badly injured.

The Quebec Bank has an action here to recover judgment for $10,000 against Mrs. A. J. Parker on a note. It was given in the interest of the Acme Silver Co., now in liquidation. Mrs. Parker contends she was not to be called on to pay it, and that there was an agreement to that effect.

The bank statement for December is out. It is noteworthy because it indicates that despite what has been said about depression in trade, last year's bank circulation, that is the average for the whole year, is greater than it has ever been in the history of Canada.

Robert Aldred, for many years a resident of Glencoe, and a member of the firm of Aldred & Son, proprietors of the Glencoe foundry, died on Friday, 26th ult. He was about town the previous day. The cause of death was pneumonia. He leaves a wife, two sons, and one daughter.

A. N. Whitman, Canso's leading merchant, died on the 15th. He was one of the most highly respected men in Nova Scotia, and one who in every progressive and enterprising movement in anything that pertained to the comfort and welfare and moral up-lifting of his fellow men gave his hearty support.—The Gazette, St. Johns.

The Canadian Pacific Railway Co. has been made defendant in a suit for $2,000. The amount represents the loss which Taylor Bros., the pressed brick manufacturers, and proprietors of the Don Valley Paper Mills, claim to have suffered by a fire said to have been caused by sparks from the company's engines in July and August last.

Mr. and Mrs. Chas. S. Cossett, of Brockville, have returned from their wedding trip, and last week Mr. Cossett was presented by his employees, of the firm of Cossett Bros., agricultural implement manufacturers, with a congratulatory address, accompanied by gold-headed silk umbrellas for himself and wife.

The British Museum possesses an iron axe-head of 1370, B.C., the oldest authenticated iron implement known, but a piece of iron was found in an air passage of the great Pyramid, which may have been there 3700 B.C. A bronze cylinder of 3223 B.C. is the oldest bronze in the British Museum. The Chinese still harden copper with iron, as the Hindoos used to.

A new submarine torpedo boat built by Richard Radatz has been tested at Oshkosh, Wis., and found to work well. The boat is 40 feet long, and propelled and lighted by electricity, storage battery system. The boat carried three men and remained under water nearly an hour under perfect control. The inventor has several offers, but is waiting to hear from a proposition made to the government.

The Canadian Marine Engineers' Association have elected these officers for 1894 :—President, O. P. St. John ; first vice-president, J. C. McFadden ; second vice-president, E. O. Dell ; council, J. F. Corrin, D. L. Foley, J. D. Banks, Thomas Good, J. S. Adam ; treasurer, J. H. Ellis (re-elected) ; secretary, F. E. Smith (re-elected) ; auditors, S. Gillespie, J. A. Findlay ; inside guard, J. Hopkins.

H. J. Donahoe, projector of the steel wagon works, and nickel smelting works, Hamilton, has completed the purchase of the McKechnie property, and arranged to get possession at once. The steel wagon works, he says, will start up within a month, even if the city does not decide to assist in the establishment of nickel smelting works. Mr. Donahoe will return here in a few days and make a definite proposition to the Finance Committee.

The Grand Trunk has already received several tenders for its year's supply of coal, which, as a rule, sets coal men by the ears and causes a general scramble to be in at the close of the bidding, which will take place in Montreal until February 7. The total amount required is 743,000 tons, and the amount required at Buffalo and Suspension Bridge, 460,000 tons. The last amount is 100,000 more than last year. The C. P. R. is also calling for tenders for an immense amount of coal.

A novel system of fire alarm signals by rocket bombs has been established in the suburban districts of San Francisco to enable the remote engine houses quickly to summon assistance from the city forces in case of great emergency. A bomb, something like a rocket, is thrown 300 feet straight upward from a mortar, where it bursts, making a brilliant light and a very loud explosion. At the trial of the system a short time ago all San Francisco was excited and alarmed, fearing dynamiters were at work.

The English rival to the Eiffel Tower at Wembley Park will probably be completed by the end of next year. Wembley Park lies between Neasden and Harrow. The tower has a general resemblance to that of Eiffel, but is more pointed and slender. The total height is 1,150 feet—175 feet higher than the Eiffel tower. Its weight will be 7,500 tons, which is less than than that of the Eiffel tower. The four legs which support it are founded in concrete to a depth of 75 feet, and stand 300 feet apart. The entire work is of steel.—Cassell's Magazine.

David MacLaren, of Ottawa, lumber merchant ; Alexander MacLaren, of the town of Buckingham, lumber merchant ; S. P. Franchot, also of Buckingham, civil engineer;

HARTZ STEEL BLOCKS

TACKLE AND SNATCH

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE

WRITE FOR CATALOGUE AND PRICES
ORDERS SOLICITED

No. 37 Front Street West, Toronto.

Mrs. A. P. Franchot, of the same place, and Mr. W. T. Gibbs, of the city of Ottawa, chemist, have made application for incorporation as the Gibbs, Franchot, MacLaren Co., limited. The capital stock of the company is to be $50,000, in 500 shares of $100 each, and the chief place of business is to be Buckingham, Que. The business to be carried on comprises a long list of manufacturing, and includes a woolen and cotton mill, flour and grist, mining and smelting projects, barrels, boxes and wooden goods, tile brick and sewer pipes, and electrical apparatus.

The lumber business in British Columbia is, according to the Montreal Star, in very good condition at present. Vice President Shaughnessy, of the C. P. R., has received advices that on one day last month no less than eight vessels with an aggregate tonnage of 9,979 were loading 294,570,000 feet at the Hastings mill, Vancouver. The vessels and their destinations were as follows: Barques "Snow" and "Burgess," for Mexico; barque "Colorado," for China; ship "Germanic," for Liverpool; ship "Benj. Sewell," for London; barque "Temple," for Peru: schooner "W. H. Talbot," for Africa; ship "Eclipse," for Glasgow, and ship "Beaconsfield," for Amsterdam.

A correspondent in Paris Station takes exception to the statement made by Isaac Waterman, at Ottawa, that coal was supplied to the retailer at 6½ cents per imperial gallon. He says that the lowest quotation in car lots in London is 9½ and 10 cents, and that it cost him 12 cents delivered at his store. He retails it at 15 cents, by no means an unreasonable profit, considering necessary losses by leakage and other causes. Coal oil, like other highly protected articles, seems to have a margin of profit so large that prices can be varied up and down to suit localities or to furnish protection arguments.—London Adv.

DISADVANTAGES OF BANK LIFE.

THERE is a mistaken idea which is not wholly confined to our young people as to the superiority of the work of the bank clerk, says the Halifax Critic. This idea leads too many of our young men to make every effort to secure a bank appointment, the supposed advantages which tempt them being the comparatively light hours of work and the social position which is associated to bank employees, but there are a few disadvantages in the bank clerk's life which it is well should be brought forward at the time when the choice of a work in the world is before our young men. There is little chance for a bank clerk to rise in the world. It has been carefully estimated that 95 per cent. of all bank clerks fail to obtain a salary higher than $800. This salary, while ample for the young unmarried man, does not go very far for the man who is blessed with a wife and children. The salary given to the young bank clerk who is just beginning his work is seldom more than $200 per year, and it is not until after the fifth year of consecutive service has been passed that the salary is raised to $600. The social side of the bank clerk's life presupposes money, and the apparent ease with which money may be appropriated from the funds which are always on hand, have wrecked many a young man. In many cities the bank clerks are under a strict surveillance. They may not board except in houses chosen by the bank—they may not frequent theatres, poolrooms, and they must be scrupulous as to the characters of the men with whom they associate. They must not marry without permission, nor until their salaries have reached a certain standard. It is but right that these restrictions should exist; the young men are certainly none the worse for them, but nevertheless the loss of freedom must at times be galling. The great positions in banks are open only to the men who have more than an ordinary ability and usually great influence which they can bring to bear, and, unlike other professions, there is little room at the top for the patient climbers. The training which a lad receives in a bank is an excellent one, but as a rule it fits him for a life which he has no opportunity to lead, and the more ambitious men, who see that the up-ward way is blocked, usually step into mercantile life. We recommend the careful consideration of these facts to the intelligent young men of the Province.

THE COLOR OF SMOKE.

Smoke, says London Tid Bits, consists of minute particles of solid or liquid matter suspended in the air, and its color depends partly upon the chemical constitution of such particles, and also largely upon their size. Exact experiment has shown that as the size of minute particles suspended in air is gradually increased, they give rise to color varying from sky blue down through the whole range of the spectral scale. This is the cause of sunset and sunrise colors in the sky. Its effects can also be traced in the case of the two kinds of tobacco smoke, modified by the murky tints of the carbonaceous products. The smoke given off from the heated surface of the burning tobacco in the bowl of the pipe consists of matter, all of which has been highly heated and very fully oxidized and decomposed. It consists mainly of exceedingly small solid particles, exhibiting by virtue of their smallness a bluish color. On the other hand, that smoke which has been drawn through the tobacco into the mouth of the smoker carries with it a relatively large quantity of water and hydro-carbon, which are condensed upon the solid particles above mentioned. The relatively large size of such particles explains the well-known grayish color of the smoke which issues from the mouth of the smoker.

BRAD BRACKETT.

Brad Brackett kept a wholesale store
Under the Spring Hoe-tel;
And though his ware was in demand
It was hard ware to sell.

His stock of staple goods was on
A scale you seldom find;
Including pokers, shovels, tongs,
Andirons of that kind.

Although a skilful financier,
He would not gouge in trade;
Nor chisel any one a bit,
If ne'er a cent he made.

A plane and quiet man, he ne'er
Was known to stirrup strife;
A firmer friend one never saw
En-gauge in business life.

Possessed of hinge-enuity,
That compasses one's ends;
He did his business on the square,
And had a host of friends.

'Twas not by any ax-ident
He rose above the rest;
The key to his success was that
He did his level best.

Nobody had a stronger faith
In printers' ink than Brad's;
He used to say he carved his way
To fortune with his adz.

He always paddled his own can-oe,
And, pulley as he might
Against the stream or with the stream,
Was sure to come out right.

Of being a strong partisan
He had the reputation;
But, rather than support bad men,
He'd bolt a nomination.

As a tack-tician he excelled—
In auger-nizing led—
Though screw-pulous, was sure to hit
The nail upon the head.

He deprecated rings and frauds,
And scorned a party tool;
In politics, religion, trade,
He observed the golden rule.

He was no misanthrope, but took
A file-anthro-pick view
Of life, with its vice-cissitudes,
As all of us should do.

A splendid "catch," he lived a bach,
Anvil-age belles were told,
They tried in vain his heart to gain
With beauty or with gold.

Though a teetotaler, he kept
The best of bars, 'tis true,
Where one could get his "nippers" and
All kinds of punches, too.

But fickle fortune chain-ged at last,
And caster threatening pall
O'er him, and with one fatal wrench
Deprived him of his awl.

His locks by sorrow's weight were turned
To silver, and were long;
He fell before the scythe of Time
To join Death's mighty throng.

—Detroit Free Press.

WAGES AND VALUE OF PRODUCTS.

A REPORT recently published by the British Board of Trade on the relation of wages to the cost of production in various industries, has a timely bearing on questions that are necessarily involved in the tariff discussion in this country, says N. Y. Journal of Commerce. The report embraces the results of inquiries in regard to agriculture, coal mining, gas manufacture, iron and steel, shipbuilding, cotton and other textiles, brewing and distilling, and transportation interests, but has the usual deficiencies and disproportion between the scale on which the investigation was attempted and the actual data procured. It proceeds on the assumption that the parliamentary publications of recent years and the printed and quasi-public accounts of joint stock companies throw some light on the relation of profits to wages, and of both to the cost of production and to the selling value of products, but not very much of this light is reflected in its pages. Although the figures presented profess to be only fragmentary and incomplete, it is stated that in consequence of the many recent statistical investigations, official and unofficial, and the public discussions of wage questions, the accessible data in regard to rates of wages and numbers of persons employed are much fuller and more systematic than in regard to production, profits or capital.

The most striking fact shown in any of the tables presented is the rapid and steady increase in the proportion which wages bear to the value of products. In cotton manufacture the percentage of wages to produce is reported at 19.5 per cent. in 1868-9, 23.6 per cent. in 1870-74, 30.2 per cent, in 1875-80, 28.5 per cent. in 1881-4, and 33.3 per cent. in 1884-9. According to these returns the amount paid for the raw cotton in the first five-year period mentioned was £45,048,000, and for wages £18,854,000, while in 1881-4 the cost of the cotton was £38,132,000, and of wages £29,504,000; and in 1884-9 the cost of cotton was £33,714,000, and of wages £29,875,000. In other words, the amount paid in wages was not much more than one-third the amount paid for material in the earlier period, while it was not far below the entire cost of material at the later date; it was less than one-fifth of the entire value of product in 1868-9, and was one-third of that value twenty years later. The information collected is not comprehensive enough to allow of a similar comparison on a large scale in other industries.

An interesting table gives the results of the compilation of reports by a large number of British farmers as to the proportion which the cost of labor bears to the value of agricultural products. Reports for single years naturally vary very widely, but the reports covering a series of nine, ten, or twelve years, although from a number of different counties and for different dates, range only from 22.3 per cent. to 26.9 per cent., and many of them correspond very closely. The general tendency of all the information gathered is to sustain the conclusion, based upon a great variety of data in the principal industries of all countries, that the proportion of wages to the total value of products is rapidly and steadily increasing under influences with which the economic policies of governments have comparatively little to do and cannot control.

WANTED A SAMPLE DOOR SPRING.

CUSTOMER—"I want some kind of a door spring—one that won't get out of order."

Hardware Dealer—"A door spring?"

Customer—"Yes, and one that won't require the strength of an elephant to open."

Dealer—"Hem!"

Customer—"And yet it must be strong enough to bring the door all the way to, and not leave it swinging open a couple of inches."

Dealer—"I see."

Customer—"And when the door closes I don't want it to ram shut like a catapult, with a crash that shakes the house from its foundations."

Dealer—"Yes, you want one that will bring the door all the way to, and yet do it gently."

Customer—"That's the idea. But I don't want any complicated arrangement that requires a skilled mechanic to attend to it."

Dealer—"No, of course not; you want something simple, yet strong and effective."

Customer—"That's the thing; something that can be put on or taken off easily; something that will do its work quietly, yet thoroughly, and won't be eternally getting out of order."

Dealer—"I see. I know exactly what you want, sir, just exactly."

Customer—"Well, show me one."

Dealer—"We don't keep door springs."—Tit Bits.

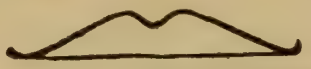
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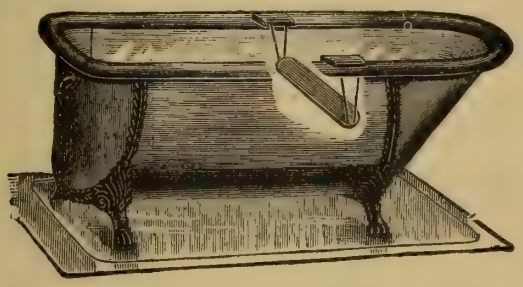
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FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

UNIQUE BATH TUB SEAT.

MOST of us who occasionally take a bath have no doubt often wished for some contrivance in the bath which would give us a slightly elevated seat, and make the operation of bathing more comfortable. Some one with an inventive turn of mind, who realized the want of such a contrivance, has turned his faculties to good account and created the desideratum. simple, is cheap, and should prove a good seller. It can be moved from one part of the bath to another at will. M. & L. Samuel, Benjamin & Co. have the seat in stock, and one of their young men facetiously remarked when he saw the contrivance : "Why you could take a bath with that thing without wetting yourself, couldn't you ?" You could scarcely do that, but one thing is certain : You can take a bath more comfortably with than without the seat.



It is appropriately named the Bath Tub Seat, and a description of its construction can be gathered from the accompanying cuts. The seat proper and the rests are of hardwood, polished, while the supports are of coppered wire. The contrivance is



THE VALUE OF A BRAND.

Once an amusing story was told me by a South Sea trader, writes Robert Louis Stevenson. He had been in the habit of carrying all sorts of tinned meats, which the natives bought with avidity. Each tin was branded with a colored picture — a cow for beef, a sheep for mutton, and a fish for sardines. It happened that the firm who furnished the mutton thought it a good plan to change their labels, that their goods might be more easily distinguished from others. The mark chosen was a red dragon. The natives came with their copra to trade as usual. The new tins were shown them, but they recoiled with horror and gave the trader to understand that they had had some religious instruction, and were not to be deluded into eating tinned devil. The trader was forced to eat his stock of mutton himself, for not a native could be persuaded to touch the accursed thing.

HOCKEY CHAMPIONS OF THE TRADE.

A successful hockey match was played on the Beaver Rink, Montreal, Saturday afternoon, January 27th, between the team of Caverhill, Learmont & Co. (champions) and Frothingham & Workman. The staffs of both firms turned out in full force, and when the match was over there was such cheering only as hardware men know how. The game resulted :

First half—No game.

Second half—Two games for Caverhill, Learmont Co.

The following were the respective teams :

Caverhill, Learmont Co.—Goal, Labelle ; point, Davidson ; cover point, McGowan ; forwards, Jordan, Newman, Douglas ; centre, Bain.

Frothingham & Workman—Goal, Morris ; point, Dunn ; cover point, Eadie ; forwards, Davis, Warren, Monk ; centre, Eaton.

Mr. Allan Cameron, referee.

Messrs. Chipchase and Nicholl, umpires.



Milk Can Trimmings

Old Cuts but New Goods.

See our new improved

TRIMMINGS



BOTTOM PRACTICALLY IN ONE PIECE.

THOS. DAVIDSON & CO., - Montreal

TALKS WITH RETAILERS.

"THERE is no reason why the hardware store should not be as neat as any other," said J. Woodworth, 842 Yonge street. "All that is needed is to have a system to work on. Stick to the old proverb: 'A place for everything and everything in its place.' If goods are always replaced after using and not left lying around after serving a customer, no difficulty will be found in keeping the store in order. I take a pleasure in the neat appearance and the handy fittings of my store." Mr. Woodworth is to be complimented on the extreme neatness of his place, and also for the many handy and labor saving devices with which he has it fitted.

"We are making preparations for going into the bicycle repair business," said Wm. Mathieson, 224 King street east. "We are extending our shop further back, and will place a brazing forge and other needful machinery in it. It is early yet, but we want to be in readiness for the coming season. Business in shelf hardware, cutlery, etc., remains about the same. We are doing quite a lot of work in the repair shop, and feel the need of more room greatly."

"Yes, we find business rather quiet out this way just now, and do not expect much change for some time yet," said J. S. Hall, 1,097 Yonge street. "We found trade fairly good during December, and we got a fair share of what was doing through the holidays. Trade will no doubt improve as the spring advances."

"Business is not showing any noticeable change for the better yet," said one of J. T. Wilson's assistants, Queen street west, "but everything is moving fairly for the season. We must expect to have some slack season, and are not calculating on feeling the benefit of the coming spring trade for a month or more yet."

"I have got to laugh at some of these reports that are being spread concerning Australia," said a Toronto hardware man who spent twenty-one years in that country. "To listen to the reports that are made, you would think that it was a land flowing with milk and honey, but let me tell you, it does not come up to Canada in spite of all the hard times' talk that is going on. I have been in business in Australia, and in England, but after all is said and done, I feel that I can be in no better place than where I am. We may not be so rapid as our friends in the United States, though I have never lived there, so cannot very well offer an opinion, but now that there is a general business depression throughout the world, you will find none in a better state than Canada, and few cities as prosperous as Toronto."

"Yes, we will soon be stocking up in brushes and paints in anticipation of the coming spring demand," said W. L. Murray, Yonge street. "We have made some improvements in our store this week. Trade is not bad for this season, but the season is bad for trade. We are getting our share."

"Of course, this is not our busy season, but our sales for this month have far exceeded those of January, 1893," said Mr. Clapp, of Clapp & Moses, Yonge street. "There has been an increase in the demand for ranges and housefurnishings within the last two weeks. People seem to be moving earlier this year than usual. We sell quite a lot of coal oil. It is sold nett and no discount is given. Some firms are giving terms covering four months, and I think dealers who pay within 30 days should receive the usual cash discount."

"We have plenty of work coming in for the repairing shop, but things are moving very slowly in the store," said Wm. Hallam, Queen street west. "What trade is doing is robbed of all its profits by dealers who will insist on selling at ruinous prices; also the department store, grocery, and dry goods men, who carry our goods as a side line and sell at and below cost to advertise their business and draw the public to their stores. I am not blaming the persons who buy at these places, for people will go where they can buy cheapest, but I do blame the wholesaler who will sell to these people, thereby placing their legitimate customer at a disadvantage. The hard times that we have experienced lately has placed many of the smaller dealers in such a position that they are afraid to openly protest against the actions of the wholesalers. In the meantime we have to compete with dealers who, by selling at ruinous rates, not only eventually fail themselves, but drag others down with them."

MUNN'S LIQUID FISH GLUE.

THE Montreal Pharmaceutical Journal for January contains the following interesting bit of history regarding fish glue:

The above diagram gives a very good representation of how codfish used to be sold, but it was discovered that the skin is composed almost wholly of pure glue. (No doubt many of our readers have often noticed this, and found their fingers getting very sticky when extracting the bones from codfish that they are eating.)

The discovery is causing quite a revolution in the fish trade, and a most valuable industry is being established in the manufacture of Liquid Fish Glue. The skin is now stripped from the fish, and the flesh is sold whole as skinless codfish, or is cut into strips, and after being tied and pressed into bricks is sold as the well-known boneless codfish. The glue manufactured from the skins is found to be the strongest adhesive known. Offers and challenges are open to any manufacturers of other kinds of glue, but they are never accepted, as none of them can compare in strength with this product of the fisheries.

This glue has many advantages over the other kinds. It remains liquid and is therefore always ready for use. It is suitable for all kinds of work. Joiners use it in their workshops, and find that wood when once joined with this glue will very rarely break in the same place again. Manufacturers of all kinds use it.

To give one instance of what it will do: A well-known trunk maker in town puts a thin steel lining on the inside of his commercial travelers' trunks. He gave liquid glue made by Munn & Co. a very severe test—glueing leather fast to the polished steel. It will hardly seem credible, but such is the fact that when he tried to separate them he found that the glue would not break, but in some places pieces of the leather adhered to the steel, and in other places scales of the polished steel came off on the leather.



This represents what Munn's glue is capable of.

Housekeepers are the ones that praise it highly. Those who know its virtues always have a bottle ready at hand, and it will mend a chair or a fancy ornament just as well as the baby's toy. These goods are put up in very attractive bottles just suitable for family or office use.

As an emblem of friendship,
Here's something that's new.
You'll admit that to stick
There is nothing like glue.

So let our friendship
Remain always true;
You stick to me
And I'll stick to you.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

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TORONTO CUTLERY CO.,

65 and 67 Yonge Street, Toronto

M. MAYER, Propr.

NON-XLL	Pocket Knives	WARRANTED
IMPERIAL	Razors	
T. C. Co.'s	Nickel Steel Shears	
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We fully guarantee all goods named above.

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TORONTO — Hardware and Iron Merchants

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Toronto Files and Dundas Axes

Quality and finish of our Files and Axes unsurpassed. . . .

Special Attention to Letter Orders.

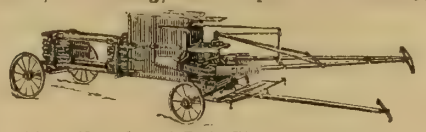
Wall Dusters

Our Wall Duster is a common-sense article which only has to be shown to be sold. Send for Price List.

FRANK HOLT, 81 Colborne Street, **Toronto**

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, cheaper, more power, everlasting, and competition distanced.

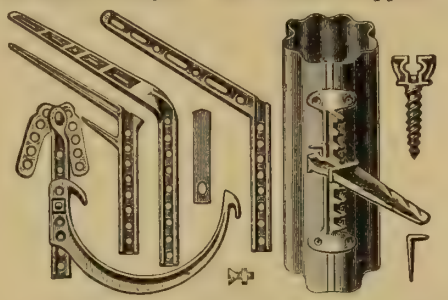


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Manufactured by BOYD & CO., Huntingdon, Q.

BERGER BROS.

Tinners' Hardware and Roofers' Supplies.



The best Eave Trough Hangers and Pipe Fasteners on earth. Berger's Long Eave Gutter, Pipe Hooks and Fasteners of every description. Also Ridging, Crestings, Finals, Registers and Ventilators. Don't buy until you have our price. Samples and catalogue free.

237 ARCH ST., PHILADELPHIA, PA.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

Gas, Electric, Combination

Fixtures AND Brackets

English, Canadian, and American **DESIGNS**

A select stock of

Gas and Electric GLOBES

always on hand



JAS. BARWELL, 88 Bay Street, Toronto

Drawings and prices on application.
The trade supplied.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, TORONTO

ENGLISH HOUSE: SAMUEL, SONS & BENJAMIN
164 Fenchurch St., London, E. C.



Milk Can Trimmings and Cans
Creamery Can Fixtures and Cans
Dairy Pail Bottoms . . .

SAP BUCKETS AND SPILES

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, Feb. 2, 1894.

HARDWARE.

The volume of business in general shelf hardware has shown some improvement during the week, but in heavy hardware of all kinds trade is still quiet. In fact, all round, what movement there is, is strictly confined to the matter of supplying immediate wants, and buyers generally manifest disinclination at present to go into the question of stocking up ahead to any extent. Travelers are now all out, but they are finding business for future delivery slow for this season. The movement on present account has been chiefly in cut tacks, screws, olts, nuts and buts, while there have been quite a few parcels of files sent forward also. Plumbing supplies show no life, and building supplies are about as flat as they can be. The storm this week, however, is expected to interfere with business to a certain extent Payments since our last, and up to the time of writing have been fair.

WIRE—There has been little actual movement in wire during the week, but some orders are being received from Ontario points for smooth wire for future shipment, and the same is to note for barbed wire.

ROPE—There is little or no demand at present, and prices are nominally unchanged as follows: Sisal, 8½ to 8¾c. for 7-16 and upwards, and 15c. for deep sea line, pure manilla, 10¼ to 10½c. for 7-16and upwards, and 11¾c. for smaller sizes.

CUTLERY—There has been rather more doing in cutlery during the week, but the movement is confined to small parcels of goods.

NAILS—There has been little change to note in nails, and neither cut or wire nails furnish any very important business during the week just past. For forward delivery there is little or nothing doing as yet.

BOLTS, NUTS, ETC.—There has been a fair lot of small orders made up of bolts, nuts, screws, and butts going out during the week. In fact they have constituted the bulk of the business that has been doing.

TACKS—An improved business in tacks is to note. All the houses report the receipt of quite a number of small orders of cut tacks, etc., for prompt shipment.

CHAIN—No change in this line, business ruling dull.

HORSESHOES—There has been no demand to speak of for these goods, business ruling quiet, and the same is to note in the case of horsenails.

WARE—Nothing special to report in this line.

SPORTING GOODS — Business continues flat, and neither do jobbers seem to be selling or bothering much about supplies for themselves.

TOOLS—In this line the feature has been the receipt of quite a lot of orders for small lots of files for immediate shipment which has aggregated a respectable volume of trade.

PLUMBING SUPPLIES—Business is dull all round, and there is nothing special to note.

IRON PIPE—No business to note at all in these

BUILDING SUPPLIES—Trade continues flat and there is nothing doing to report.

NAVAL STORES—The movement in these is very slow all the leading lines being neglected. We quote: Turpentine, 49 to 50c.; resins, $2.50 to $5, as to brand; coal tar, $3.50 to $4; cotton waste, 6½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12½c.

METALS, ETC.

All lines of heavy material continue dull, and there does not seem to be much prospect of immediate improvement. In fact the general tendency of values in most lines at present does not conduce to make buyers very urgent about placing their orders at present. For instance, the agreement on bar iron was only for one mouth, and this with the uncertainty regarding tariff changes makes buyers hold back. In the case of foreign importations there has been little business for spring delivery yet, and what has been done so far shows very easy values on tin and Canada plate. In fact the general disposition at present is to hold back as much possible.

PIG IRON—This line is quiet, as it usually is at this time of the year, and prices are nominally unchanged. We quote, ex store: Summerlee, $19.50; Eglinton, $18.25; Carnbroe, $18; and Nova Scotia, $17 to $17.50.

SCRAP IRON—An occasional lot of machinery scrap has been moved during the week at $15.50 to $15.75, but the demand is not very brisk. The rolling mills do not seem to be doing much at present either. For wrought scrap prices are nominal.

BAR IRON—The movement from jobbers' hands in this line is very small at present, while they themselves are not disposed to supply themselves very far ahead at present. Their reason for this is that the agreement among the makers at the $1.85 basis was only for one month, and besides, there is the uncertainty about the tariff.

SHEET IRON—There is little change or feature to note in this line. We quote former prices, $2.30 to $2.20.

HOOPS AND BANDS—No particular change to note in this line, and prices are the same at $2.30 to $2.35.

STEEL—Business is quiet. We quote: Best cast steel, 10½ to 12c.; sleigh shoe, $2.40; spring, $2.50; tire, $2.50 to $2.75, and round machinery steel, $3.

GALVANIZED SHEETS—Business is still backward, and jobbers do not expect much improvement until the spring months. We quote: 4¾ to 5c. for ordinary brands; Morewood, 6 to 6¼c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c.

TIN PLATE—The spot business in these from store is conspicuous by its absence. The tone is easy, although there is no quotable change in prices, and some business for spring importation at very low prices has tended to accentuate this feeling. Sales' agents here made sales on Thursday and Friday last on the basis of 10s. 6d., which is a very low figure, 11s. 3d. being about the lowest figure last spring. We quote cokes $3 to $3.20, and charcoal $3.50 to $4.

CANADA PLATE—There is no business doing here, and the easy tone already noted is more apparent if anything. Business for importation was done a few days ago at $7, which is the lowest figure ever heard of. We quote ex-store, $2.40 to $2.50.



BROAD HOOP PATTERN.

Milk Can Trimmings
Delivery Can Trimmings
Creamery Can Trimmings
And **Milk Delivery and Creamery Cans Made Up.**

We have an entirely new idea in Creamery Can Gauges, easy to solder, perfectly tight, unbreakable.

All sizes and guages of Tinned Sheets for Cans and Vats. We have a full stock and can make prompt shipment.



IRON CLAD PATTERN.

THE McCLARY MFG. CO., London, Toronto, Montreal, Winnipeg, Vancouver.

The Best is the Cheapest.

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STANDARD BELT

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J. L GOODHUE & CO., Danville, Quebec.

A full stock of our goods kept on hand by our Western representative,

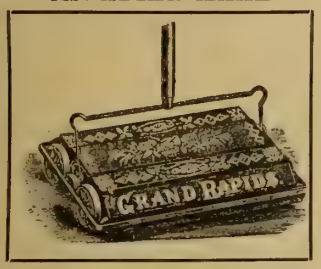
H. D. SIMMONS & CO.

Telephone 2164. 85 York St., Toronto

AMERICAN CARPET SWEEPERS

CANADIAN MAKE

WARRANTED



BEST QUALITY

PRICE PER DOZEN, $26.00.

Order from your jobber, or send direct to

J. M. WARNER MFG. CO.

Send for Price Lists. HAMILTON.

ADAM HOPE & CO.,

HAMILTON

Offer for Sale

"Pioneer" and "Sloss" PIG IRON

These are fine foundry irons, being strong and large scrap carriers.

Also all the well-known——

Scotch Brands,
Broken Car Wheels,
and Railway Cast Scrap.

FRANCIS HYDE & CO.

Builders' Supplies We make a specialty of Scotch Fire Clay Flint Glazed Sewerage Pipes, Fire Bricks and Fire Clay Agricultural Drain Tiles, White Enamelled Bricks and Tiles for walls. Best brands London Portland Cement.

STORES AND YARDS:

King, Queen and Wellington Sts., Montreal

Pure Southern **TURPENTINE** Our Specialty

Remember, we are headquarters for the pure article, and intending purchasers will do well to get our price before placing their orders.
Every barrel of Turpentine we ship is accompanied by our printed guarantee that it is ABSOLUTELY PURE.

We Are Not Members of any Combine.

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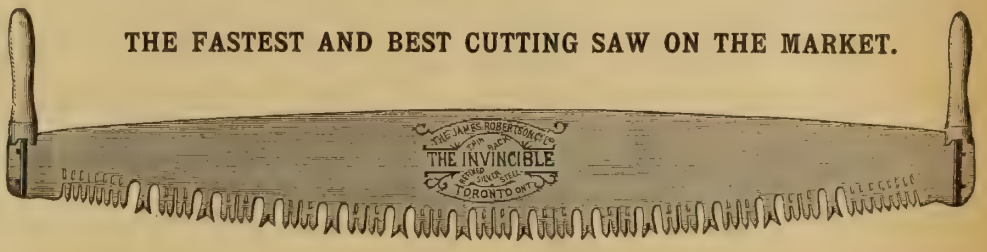
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THE **INVINCIBLE.** EVERY SAW WARRANTED.

THE FASTEST AND BEST CUTTING SAW ON THE MARKET.



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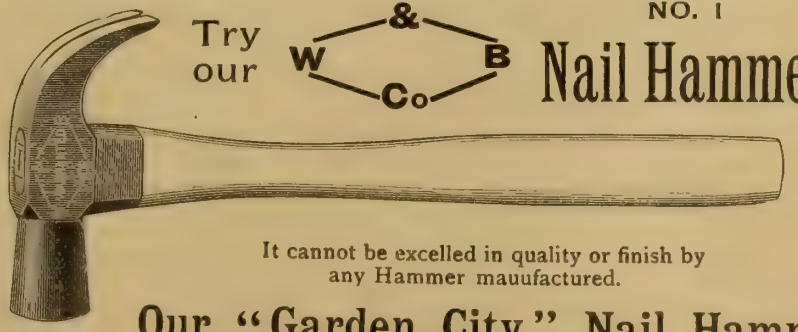
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SAMPLE ORDER SOLICITED. **Toronto.**

THE WHITMAN & BARNES MFG. CO.

Canadian Branch: St. Catharines, Ont.



Try our W & B Co NO. 1 **Nail Hammer**

It cannot be excelled in quality or finish by any Hammer mauufactured.

Our "Garden City" Nail Hammer

GET OUR PRICES AND TRY OUR GOODS

Is the best and cheapest "Solid Cast Steel" Hammer on the market. . . .

We aim to keep in stock a full line of Hammers, Sledges, etc., and will make prompt shipments. . . . . .

MONTREAL Markets continued

TERNE PLATES—Business nil and prices easy and nominal at $7 to $7.25.

COPPER—This article continues quiet and rather easy in tone at 11 to 12c.

TIN—There is no change in this line, and business is confined to the merest jobbing enquiry. We quote 19 to 20c. for ingot and bar tin 25c.

SPELTER—Absolutely nothing doing, and prices are unchanged at $4 60 to $4.75.

ANTIMONY—Continues quiet and unchanged at 10½ to 12c.

LEAD—Very little business doing, while prices are as last quoted, at $2.75 to $2.90. Sheet lead, $4 to $4.25.

ZINC SHEETS—Continue quiet and prices unchanged at $5 to $5.25.

CEMENT—The past week has been very quiet, but some enquiries have been received from the west with regard to forward delivery. English brands are offering at $2.05 to $2.20, and Belgian, $1.95 to $2.05 ex-store. Fire bricks hold firm under small supplies at $18 to $22 per thousand. There is a fair demand.

PAINTS AND OILS.

Business in leads, paints, and varnishes has continued quiet, but there have been some orders for later delivery, although as a rule buyers show a disinclination to order any great quantity of stock ahead. Linseed oil is steady, and turpentine is unchanged. We quote as follows: Choice brands of white lead, government standard, $5 to $5.25; No. 1, $4.75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4½c.; No. 1, 4¼c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots raw, 59c., boiled, 62c.

GLASS.

The glass market has shown some moderate business during the week. Prices are unchanged, at $1.25 for first break; $1.30 second break, per 50 feet; $3 25 for first break per 100 feet; putty in bulk, $1.85.

PETROLEUM.

Refined petroleum is in fair demand, the movement being good for the season of the year. Prices are steady and unchanged. We quote as follows: Canadian crude at $1.05 per barrel f.o.b. at Petrolia; Canadian refined at 11½c. in shed at Montreal, for round lots, and 12c. for small quantities. American petroleum, 16c. in car lots, 17c. in 10-barrel lots, 17¼c. in five-barrel lots, and 17¾c. for single barrels, net cash; American benzine, 23 to 25c; Canadian benzine, 10¾c. Petrolia; 12½c. Montreal.

HIDES.

The disposition of buyers, to which we referred last week, to hold off has been successful in the face of heavy stocks in producing lower prices. Dealers are now paying ½c. less, viz., 3½c., 2½c., and 1½c., according to grade, and tanners ½c. advance on this.

WOOL.

Wool is very quiet, the only business of importance during the week being a carload of greasy Cape at within our quotations. We quote: Greasy Cape, 14 to 16c.; B. A. scoured, 30 to 35c.; Canadian fleece, 18 to 20c.; Northwest, 11 to 14c.; and British Columbia, 11 to 12½c., as to grade. In pulled wools, 20 to 21½c. is quoted for supers, and extra 23 to 26c.

TALLOW.

The tallow market continues easy in tone, sales of best grade tallow being made at 5½c. from first hands, and from second, 6 to 6½c. We quote common tallow 5c., and rough grades nominal at 1 to 3c.

MONTREAL TRADE NOTES.

Messrs. Pilkington Bros. have been filling some fair orders for bevelled glass during the past week.

A. C. Leslie & Co. report some fair orders for their special brands of tin plate and galvanized plate, both for winter and spring shipment.

The Canada horse nail factory is shut down at present in consequence of a dispute with its employees with regard to a reduction in wages.

Low prices for importation on both tin and Canada plate—the lowest on record, in fact—have been one of the features of the situation this week.

Arthur King, the foreign representative of Mander Bros., the big varnish firm, is at present in the Maritime Provinces. He is expected in Montreal in the course of a week or ten days.

Cables to commission men and iron brokers here state that makers of iron of all kinds in Great Britain are away behind with their orders, as they have not yet recovered from the effects of the miners' strike.

W. H. Cottingham & Co. call attention to their "ad." of last week regarding Aspinall's enamel. This line is well known the world over, and Messrs. Cottingham are the sole agents for it in the Dominion.

Drummond, McColl & Co. report enquiry from the west regarding pig iron for future delivery. They have been booking some good orders for their well-known C I F brand of charcoal pig in this connection.

The representative of a big rolling mill concern here said the other day that the January business of his concern was considerably less than it had been at any time during the same period for the last five years.

There has no been no quotable change in the regular market for bar iron, but it is claimed that orders for 100 ton lots for future delivery have been accepted at a cut of 5c. to 10c. on this price, delivery to be made a month or five weeks hence.

Jas. Hutton & Co. say that HARDWARE must be read. They have had several enquiries regarding Arcade files and rasps during the week, and attribute it to the reference made in last week's issue, stating that they had been appointed agents for the goods.

TORONTO MARKETS.

TORONTO, Feb. 2, 1894.

HARDWARE.

Nothing particularly striking has developed during the week. A fairly good business is doing, although the volume is probably not as large as is usual at this time of the year. A number of forward orders are being booked, and the prospects for spring and summer trade are not bad. Stocks of such summer lines as screen doors and windows, lawn mowers, etc., are arriving. Wire is showing a little more activity, and a number of forward orders have been booked. Nails are also being looked after on future account. Demand continues good for horseshoes. Peerless ware is going out freely. Business in lawn mowers is not as brisk as usual, although some forward orders have been booked. Payments continue to show slight improvement as far as the country is concerned.

WIRE—The demand for tinners' wire has been a little better during the week, while hay-baling wire is not selling as well as it

CORRUGATED IRON
ILLUSTRATED CATALOGUE FREE
METALLIC ROOFING Co.
MANUFACTURERS TORONTO

was, although there is still a good deal going out. Brown and mattress wire has been selling freely, but not in large quantities, heavy dealers awaiting result of the tariff changes before placing their orders. Barbed wire is being freely booked for forward delivery at the new association price.

ROPE—There is not much doing in present shipments, but a number of forward orders have been booked. Prices are virtually unchanged, although Manilla has been offered at ¼c. below last week's figures. We quote: Sisal, 7-16 in. and larger, 8c.; ¼, 5-16, ⅜ in., 8½c. Manilla, 7-16 in. and larger, 10 to 10¼c.; ¼, 5-16, ⅜ in., 10½ to 11¾c.

CUTLERY—No special feature to note. Travelers are selling fair quantities, and considerable improvement is expected to develop during the next few weeks.

NAILS—Shipments from stock are not large, but quite a number of forward orders have been booked by country dealers for shipment as soon as the freight rates are lowered.

GREEN WIRE CLOTH—There has not been much doing in this line outside of forward orders booked, but even in this respect trade is hardly up to the corresponding period of last year. Prices unchanged at $1.85 to $1.90.

TACKS—Are still dull and without special feature.

CHAIN—The price of coil chain is low, and there is not much business doing, although a few good import orders have been taken.

HORSESHOES—Are still in good demand, but orders are not large. Some forward orders have been booked at the same basis as cut nails, for shipment when freights are low.

WARE—Peerless ware is going out quite freely, but in white and blue ware there is no special feature to note, business in these being exceedingly flat.

LAWN MOWERS—Although some forward orders have been booked, the volume of business has not been as large as at the same time last year. Country dealers seem to be holding off in order to obtain the best article for the money. American mowers will not be sold so freely this season as last, but still some customers are having this article.

SPORTING GOODS—There is no improvement. Jobbers are getting out their price lists for stock which arrive in a short time, and orders will then be placed for fall shipments.

PLUMBERS' SUPPLIES—There is no improvement to report in the city trade. Country trade is also slow, although not so much so as that in the city. A few small lots of galvanized boilers are moving.

BUILDERS' SUPPLIES—This is very flat, especially in the city. Country trade is slightly better than it was, but even in this particular it does not amount to much.

METALS.

There is a little improvement to note in metals, but trade is on the whole still quiet, and orders taken are principally for future

MARKETS.—Continued

delivery. The lines in which improvements are reported are sheet iron, galvanized iron, ingot tin, sheet copper, hoops and bands.

PIG IRON—The market seems to be about as dull and uninteresting as ever. We quote nominally: Summerlee, $20.50 to $21; Carnbroe, $19.50 to $20; Siemen's, $19.50 to $19.75.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: There have no new features developed in the pig iron market this week. Business continues to drag and shipments indicate a consumption of iron which is less than two-thirds of the normal volume. Prices are irregular, and under a lively competition show no strength. The improvement in demand noticed last week is sustained, but it is not of sufficient force to influence the market in any manner. We quote on the cash basis f.o.b. Toronto in bond: No. 1 X foundry strong coke iron, Lake Superior ore, $14.30; No. 2 X foundry strong coke iron, Lake Superior ore, $13.80; No. 2 foundry strong coke iron, Lake Superior ore, $13.55; Jackson County silvery No. 1, $17.80 to $18.30; Jackson County silvery No. 2, $17.30 to $17.80; Lake Superior charcoal, $16.80; Southern soft No. 1, $12.85; Southern soft No. 2, $12.60.

BAR IRON—Orders are still small, although some large ones have been booked for shipment as soon as summer freight rates go into force. Prices are still ruling at the $1.95 basis, and jobbers cannot positively say whether there will be any change before shipments are made.

SHEET IRON—There has been a little improvement in this particular line. Sizes called for are principally of heavy gauge and large size. Figures still remain at the $2.75 basis for 20 gauge and under.

CORRUGATED IRON — Quiet and unchanged. We quote: "Owl" brand at $3 to $4 per square for painted and $4.25 to $7 for galvanized, according to gauge.

GALVANIZED IRON—Trade has improved somewhat in this line, principally in the heavier gauges, but imported orders are mostly for 26 and 28 gauge, while shipments from stock are for 24 guage and heavier. We quote Queen's Head and Gordon Crown brands at 5 to 5¼c. for 16 to 24 guage.

INGOT TIN—There has been a little more movement in this line, in Lamb and flags especially, but orders have not been large. A few good orders have been booked for Straits for import and for forward delivery at the ruling prices of 20½ to 21c., according to quality.

INGOT COPPER—There has been no improvement in this article. Sales are very small. Prices are unchanged at 11¾ to 12c. for ton lots and ½c. extra for small lots.

SHEET COPPER—A better movement is reported, some good orders having been received both for import and for shipment from stock. The demand for braziers' copper is not quite so good as it was a week ago. Prices are unchanged at 16 to 18c. according to quality.

BOILER TUBES—Dull and unchanged.

STEEL PLATES—Are looking a little better, one or two large lots having been moved. There is nothing doing in heads. The lease price is still $2.25 for plates and $2.40 for heads.

ZINC SPELTER—Is quiet, no movements of any importance being reported. Prices are unchanged at 4½ to 4⅜c. for domestic and 4½ to 4⅝c. for import.

TIN PLATES—Trade in this line has been exceptionally good. Stocks are complete, except in a few odd sizes, for which there seems to be quite a demand. In the course of a week or so stocks in the sizes now short will arrive and jobbers will then be in a position to fill orders. Coke tin is going out freely. We quote: $3.85 to $4 for I.C. charcoal and $3.40 to $3.50 for coke tin, 14 x 20 basis.

ZINC SHEETS—There is not a great deal doing in this line, cask lots being called for but seldom. Prices unchanged at 5¼ to 5½c.

TERNE PLATES—Trade shows no improvement over last week, although jobbers are preparing for a good business during the season, and have placed orders with manufacturers for spring trade. It is not anticipated that the same quotations of this article will be used this season, owing to other metals having taken the place of terne plates in the matter of roofing.

HOOPS AND BANDS—There has been some activity. Prices have been reduced, however, about 5c. per pound, leaving the margin small. We now quote $2.50 to $2.60 as the base price.

CANADA PLATES—Jobbers are still receiving enquiries for small lots. Stocks of all bright are virtually exhausted. The demand is principally for half-polished. We quote: All dull, $2.60 to $2 65; half-polished, $2.75, and all bright, $2.90.

SOLDER—A number of orders have been received for fair quantities of the different compositions. Prices unchanged at 14 to 16c., according to composition.

PIG LEAD—Stocks are, comparatively speaking, heavy, and sales have been good, but orders for special shipments have not been large. Prices remain unchanged at 3c. for ordinary lots, but round lots can be shaded a fraction.

ANTIMONY—There has been no improvement in this line, although a few import orders have been taken. Shipments from stock are limited; 11¼ to 11¾c. are still the ruling quotations for small lots.

GLASS.

Most of the orders for import have now been placed, although jobbers are still waiting special specifications for customers who have placed their orders. Shipments from stock are only fair, and certain sizes are still difficult to obtain. Prices are unchanged, at $1.20 to $1.25 first break.

PAINTS AND OILS.

The improvement noted last week has become more pronounced this. The improvement is most marked in turpentine, demand being now fairly active at the unchanged price of 48c. per gallon Toronto, Hamilton, London and Guelph, with 2c. added for shipment to outside points. White lead is much as before—quiet and unchanged at the base price of 5c. Linseed oil is in a little better demand, with prices unchanged at 60c. for raw and 63c. for boiled Toronto, Hamilton, London and Guelph, with 2c. added for delivery at outside points. Prepared paints are dull and unchanged at $1.05 for pure. Castor oil is beginning to move a little better at the unchanged price of 7⅞ to 8c. per lb. Payments fair.

SEEDS.

The movement is fairly liberal in alsike, and prices are fairly steady at quotations. Red clover is dull, and prices about 15c. lower in sympathy with the decline in the American market. Timothy is almost nominal in price, offerings being so small. We quote: Alsike, $5.75, to $6.25 for good to prime seed, and $6.50 to $6 80 for choice to fancy. Red clover, $5.10 to $5.85 for ordinary to prime; $5.85 to $6.10 for choice to fancy. Timothy, $1 to $1.25 for inferior, $1.50 to $1.60 for prime; choice to fancy, $1.80 to $2.

HIDES, SKINS, WOOL, TALLOW.

HIDES—The drop of a ¼ per cent. has taken place since last report. Several cars of cured, inspected hides have been disposed of during the past week at 4c. The present standing quotations are: 3½c. for cows', and 4c. for steers'.

SKINS—Nothing much doing at present; dealers are offering 80c. for fresh slaughtered green skins, and for country lots 30 to 50c.

TALLOW—Nothing new to report in this article. Prices continue the same, with but small prospects of change at present. Dealers are paying 2c. for rough and 5½c. for rendered.

WOOL—Remains quiet with very little chance of improvement. It is reported that there has been over 1,500,000 lbs. of wool received into Canada since the corresponding date last year. This is altogether more than the trade requires, and dealers stand a poor show of advanced prices until this extra surplus is disposed of. Green Cape is moving slightly at 11 to 13c.; B. A. clothing from 27 to 29c.; yellow ditto, 24 to 26c. East India wools—White, 17 to 18c.. yellow, 10 to 14c.; black and grey, 11 to 12c. Mediterranean wool—Whites, from 15 to 17c. according to grades; grey and fawn color, from 10 to 12c. Domestic fleece, 23 to 24c.; fresh clothing, 20 to 22c.; Southdown, No. 1, 25 to 26c.

PETROLEUM.

The Petrolea Advertiser, in its weekly report, says: "Crude oil, $1.01 per bbl.; refined, 6¼ to 6½c. in bulk, or 9 to 9½c. in barrels in car lots f.o.b. here. There is nothing of consequence to report in oil matters, with the exception of the firms who are experimenting with new processes of refining oil, and with regard to which we shall deal later. The price of both crude and refined is unchanged, and may be quoted firm at the above figures."

Trade continues brisk on the Toronto market at unchanged prices, without any special features to note. We quote: 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; American water white, 18 to 19c.; photogene, 20c.



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MARKET NOTES.

H. S. Howland, Sons & Co. are getting in a new line of wagon jacks.

O. B. Henry, formerly of Henry & Hambly, Drayton, is starting business in that place under the style of O. B. Henry & Co.

H. S. Howland, Sons & Co. are in receipt of a full line of Hartz blocks—single, double, triple and snatch.

"Ideas for Hardware Merchants" is just what you want. Send 50c. to this office and get a copy.

Schulyler Edsall's hardware store at Bowmanville, together with its contents, was destroyed by an explosion Thursday.

A fir t dividend of 33⅓c. on the dollar has been declared in the estate of F. Hatch, the Waterford hardware merchant who failed some time ago.

Mr. J. P. Conklin, of Sanderson Pearcy & Co, is on the road actively engaged in securing trade for spring shipment. He purposes visiting every customer in a short time.

H. S. Howland, Sons & Co. report that they have booked a number of orders for Sampson's steel spades and shovels.

The Collins Mfg. Co report that they are having a heavy run of their Dome Bottom Kettles. The firm announce that they are manufacturing a new extension thimble, also a new combination tea and coffee pot. "We anticipate a large demand for these goods," they say, "and it will be to the interest of dealers to inspect our stock before placing their spring orders."

H. S. Howland, Sons & Co. have been appointed agents in Ontario for Rixford's harvest tools. "If the trade throughout the country expect to have their wants supplied with this make of tools, they had better place their orders in good time," said a member of the firm.

The Clauss Shear Co., Toronto, report that their sales for January exceeded all expectation. The firm say: "We have had an unusually large demand for our various specialties, and a great increase in our sales in Clauss shears. Our six-bladed meat chopper that we recently introduced is finding favor everywhere, and is greatly in demand. Spring trade is opening up nicely."

The Toronto Plate Glass Importing Co., Toronto, report being busy on the contract which they have received for the glazing of the new drill shed, Toronto. "We have just completed the glazing of the Toronto Athletic Club," said a member of the firm. "Spring orders are already commencing to come in rapidly, and business is showing a marked improvement all through."

The Booth Copper Co. report a continued improvement in business. The firm announces that it is manufacturing a new range boiler, which will have many improved features, and for which is expected a large demand. It is on the point of completion, and will soon be introduced to the trade.

The Gurney Foundry Co., Toronto, report having opened up strong for the spring trade, and intend introducing a large and superior variety of gas ranges during the coming season. They are also manufacturing some new patterns in cooking ranges, and announce a heavy run on this line of goods.

Chas. Boeckh & Sons, brush manufacturers, Toronto, report that dealers are already commencing to place their spring orders. They announce large sales, and many inquiries for their new Jersey butter moulds, which they attribute chiefly to the advertisement which they have recently placed in HARDWARE. "This year trade is opening up with very bright prospects," says the firm.

A change has been made this week in the directorate of the Toronto Lead and Color Co. The business, however, will be carried on as before, and under the old name. Mr. George W. Complin has been appointed sec.-treasurer. No change has been made in the traveling staff, Mr. A. E. Youmans representing the firm in the west and Mr. J. W. Shorney in the north.

Samuel, Benjamin & Co. are this week in receipt of a carload of screen doors and windows. They are this year superior to anything of the kind handled by the firm. An improvement noticeable on the doors is the fastening of the wire cloth. Instead of tacking the cloth on as before, it is now pressed into a groove into which a welt is driven. The advantage of this method is that the cloth cannot sag. One important feature about the window screens is that they adjust on a wire, which prevents their binding.

NEW YORK MARKETS.

NEW YORK, Feb. 2, 1894.

PIG TIN—The change in the rules of the Metal Exchange, whereby the minimum quantity of tin deliverable contracts was reduced from ten tons to five tons, has attracted hardly the attention that it would seem to deserve. It is worthy of the attention of jobbers and consumers that the quotations made on the Exchange of late have been exceptional, and that the opportunity for securing moderate supplies at strictly inside prices have never been as great. Despite this fact, however, orders come along very slowly, and the market is bare of anything in the nature of active interest on speculative or other account. Yesterday it was no difficult matter to secure five-ton lots at 19.30c., and the chances were that bids of 19.85c. would have been accepted for five-ton lots, prompt or immediate future delivery. The market, besides being spiritless, was thus rather weak, suffering doubtless from extreme conservative tendency of consumers and uncertainties connected with pending tariff legislation, to say nothing of lack of encouragement in London reports as to the status of affairs there.

COPPER—No improvement was reported in sales or new demand for Lake Superior ingot. The offering, while not particularly urgent, was somewhat freer and of sufficient weight to give the market rather weak tone. The popular quotation by sellers was 10c., but fairly numerous offerings of lots of 25,000 pounds to 50,000 pounds went a-begging at a shade less, and requests for bids of 9⅞c. met with a very poor response.

PIG LEAD—The higher range of prices established yesterday was maintained chiefly under the influence of reports of sales to the extent of 20 carloads in St. Louis thus far this week, and a subsequent rise in smelters' price to 3 10c. Consumers in this vicinity manifested indifferent interest, but bids of 3.20 to 3.22½c. were fairly numerous, and at less than 3.30c. there was hardly any offering. The speculative tendency here is also quite tame. St. Louis wire to the Metal Exchange was 3.10c. asked. The London cable quoted £9 6s. 3d. for soft Spanish. Late in the day speculative bids were raised in the local market to 3.27½c. for February, and 3 30c. for March and April delivery.

SPELTER—Consumers are buying a little more freely. They do not take large quantities, but place enough deferred order to encourage smelters and thereby impart rather more tone to the market, superficially at least. A few dealers, of more or less speculative temperament, help matters along also through bids on their part of 3.55c. early delivery and 3 60c. March or later delivery for standard Western brands.

ANTIMONY—The demand is running very much the same as it has been for some little time past, and the business passing suffices to keep prices fairly steady at about 9⅛ to 9¼c. for Hallett's and 10⅛ to 10¼c. for Cookson's.

TIN PLATE—Purchases of spot stock continue somewhat irregular and are barely up to the average. In stock future delivery the dealings are somewhat more satisfactory, but hardly up to the full average for this season of the year. Buyers would thus appear to be quite as conservative as they have been at any previous time since the beginning of the year, although extremely low prices have latterly stimulated purchases to some extent.

IRON AND STEEL—The best reports on business in American pig iron go to show that the volume is only fair, and that the increase that should naturally take place at this season of the year is backward in materializing.

PERSONAL MENTION.

Mr. Fuller, representing the Ross & Fuller Association, was in Toronto this week in the interests of his firm.

A. F. McPherson, of the Montreal Rolling Mills, was in Toronto this week.

Mr. Clement, of Clement & Co., Bolton, was seen touring the warehouses in Toronto this week. So were M. H. Smith, of Oakville; Mr. Moore, of Bowman & Moore, of Hamilton, and H. Keys, of Weston.

HOUSEHOLD BRUSHES.

In the manufacture of even so simple an article as a brush a great deal of skill, experience, and forethought is necessary. The purpose for which the article is intended must be studied out, also the shape it must be made in accordance with. A great many cheap, inferior imitations of good standard quality brushes are now being placed on the market, which, while they may to a certain extent displace better goods for a time, will eventually prove worthless, and a dead loss to the purchaser. The better class of trade have found that it is more satisfactory and profitable to handle a good class of brushes of well-known makers who have a reputation to sustain. Chas. Boeckh & Sons, Toronto, are manufacturing a line of solid back brushes which, they claim, are gradually taking the foremost rank in the market, and are much in demand owing to their standard quality and durability. The firm say: "Our brushes are made for a variety of purposes, such as scrubbing, stove, shoe, horse, and dandy brushes, etc. The backs are not tacked on, but are dovetailed in from the end, thus forming practically a solid back, which cannot warp or come off. The material, such as bristles, fibre, whisk, or whatever the brush is made of, is drawn or sewn in, and they are for this reason much stronger and more durable than the machine finished brushes, in which the knots are liable to drop out when a short time in use. It will be an advantage both to the trade and consumers when they realize fully that a first-class brush is worth a dozen poor ones, and is by far the cheapest in the end. Price list and descriptive catalogue sent on application. Goods to be had of all leading wholesale and retail dealers."

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BY

D. T. Mallett

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BOARDS OF TRADE.

THE annual meeting of the Montreal Board of Trade was held Tuesday. In his address to-day, Mr. W. W. Ogilvie, the president, stated that the new building had cost $600,000, bonds being issued to the amount of $540,000. The rentals now reached $38,500 yearly, which would amount to $52,500 when the offices were all taken, as they would be in the spring. This would leave them a net annual surplus of $7,500, after the expenses had been deducted.

Mr. E. B. Greenshields also addressed the Board upon the question of harbor accommodation, and came out strongly in favor of a free port. The Board of Trade also discussed inland transportation, and finally adopted resolutions favoring free canals, and the new council was authorized to make the same a case of urgency with the Canadian Government.

Mr. Judge was elected treasurer by a small majority, the vote standing : Judge 361 ; Esdaile, 353. The following were elected members of the Council : Messrs. E. S. Clouston, D. L. Lockerby, A. A. Thibaudeau, T. J. Drummond, F. J. Hart, Wm. Cunningham, John Baird, J. D. Rolland, John McKergo, Chas. F. Smith, D. A. McPherson, and David Robertson.

The Board of Arbitration was elected as follows : Messrs. E. B. Greenshields, Robert Archer, Jas. P. Cleghorn, Chas. P. Hebert, Robert Reford, Geo. A. Drummond, Geo. Childs, James Slesson, H. Montague Allan, F. W. Henshaw, Chas. H. Gould, and H. A. Budden.

The following had been re-elected by acclamation : President, Mr. W. W. Ogilvie ; first vice-president, Mr. Jas. A. Cantlie ; second vice-president, Mr. John Torrence.

TORONTO BOARD.

The annual meeting of the Toronto Board of Trade was also held Tuesday, and was largely attended.

Mr. John L. Spink, treasurer, presented his report for the year ending December 31, 1893. The receipts included the annual subscriptions of 919 members and life subscriptions from 93. The rents of the big building for the year amounted to $22,047. Altogether the receipts were $61,413, which covered all expenses and $14,577 besides. The coupons redeemed in the year amounted to $21,500. The balance sheet shows assets of $490,825 (including building and equipment, $470,530), which leaves a surplus of $13,252 over liabilities.

In presenting the report of the representative on the Harbor Commission, Mr. J. T. Matthews stated that in the western gap rock had been struck at from 11 to 13 feet, but in the eastern gap the rock was 60 feet down. When the Dominion Government had deepened the St. Lawrence Canals, Toronto might hope to see ocean vessels come to her wharves.

Secretary Wills' report gave a resume of the work accomplished by the Board during the year, and was in this respect a valuable document.

The address of the retiring president, Mr. Wilkie, was a masterly effort. In a few graphic words the president showed the fearful and world-wide effects of the existing trade depression, and congratulated Canadians upon having escaped the torrent of bankruptcy and upon the high position occupied by Canada in financial soundness. He declared himself to be in accord with his two immediate predecessors in favoring imperial commercial union. "Canada," he said, "was never so prosperous as it was during the existence of a preferential tariff in Great Britain in favor of her colonies. The re-imposition of such a tariff would afford the colonies the advantages in the markets of Great Britain over foreign rivals, to which we think they are entitled, without pressing upon the consumer; would ultimately compel the revision of tariffs at present hostile to the Empire; would conduce to the rapid settlement of our Northwest and would give the manufacturers of Great Britain an equivalent in the shape of an enlarged market for their products, without the cost to the nation of an endless sacrifice of blood and treasure." He expressed hopes of improved trade relations with the United States as a result of pending legislation and the cessation of useless attempts to make reciprocity conditional upon political union.

"Canada will never consent to barter her national and political individuality for any commercial consideration." He congratulated the people on Canada's success at the World's Fair.

The absence hitherto of insolvency legislation is deplored, and justification is expressed that the efforts of this and other boards to secure a Dominion Insolvent Act are likely to be successful.

The president in small space made out a strong argument for cheap postage. He again advocated a Canadian fast Atlantic line, the present service being described as "slow and inefficient."

He expressed regret at the delay in the Pacific cable project, but was hopeful that awakening sentiment in the Australian colonies and Britain would lead to the project being crowned with success.

In dealing at some length with the mining industries he urged that the Ontario Government should not only abandon the principle of royalties, but also assist directly by bonusing smelters and giving a bounty on pig iron. He also urged that the Dominion Government should admit mining and smelting machinery and coke (if not coal) free and increase the bounty upon native pig iron. He called attention to the financial losses suffered through outbreaks of such diseases as typhoid in the cities, towns, and also on the farms of the country, and urged the purification of the water supply. Calling attention to the success of courts of arbitration in London, he said, "Could we not enlarge our usefulness and influence by obtaining, in conjunction with our own municipal council, similar powers to those entrusted to representative bodies of the great metropolis ?"

He commended the banking system of Canada as judged by the experiences of the country in the present crisis, and considering the "hard times" suggested that insolvency might have been avoided in many cases by avoiding outside speculations. Coming closer home, he said that the life membership had realized enough to pay off the floating debt of about $13,000 and put the finances on a good footing. The ordinary revenue had been enough to meet current expenses and pay interest, but not enough to pay $5,000 required by the sinking fund. The assistance of every member was necessary in keeping up the membership and adding to the revenues. The gratuity fund amounted to over $90,000 securely invested. The address closed with a few graceful words of farewell as presiding officer.

On motion of Mr. Donagh, the president's address was received and ordered to be printed.

There was a tremendous outburst of applause when the new president took the place which Mr. Wilkie had just stepped down from.

"Mr. Wilkie and gentlemen," said he, "I desire to thank you very sincerely for the honor you have conferred upon me in electing me as president of the board. I desire especially to express my gratification at the cordial and unanimous manner in which I have been placed in this position. This gratification does not, however, relieve me from a feeling of reluctance in accepting the office. When I consider that I am following in the footsteps of a long line of eminent predecessors, I think you will excuse me in fearing that I may not be able to properly discharge the duties to the satisfaction of the board. Taking yourself, sir, as the last, if not the least, in that line, it would be impossible for me at the present time, while your address entirely possesses our thoughts, to add to the estimation and value in which your services are held by the members of the board. And yet I cannot allow the occasion to pass without bearing willing testimony to the services you have rendered. The very hour that you were elected to the position of president I felt convinced that the selection was a wise one, and the experience of the year has demonstrated such to be the case. What we wanted at the time was a strong man, well schooled in finance. You proved to be the right man, sir, and by your energy, your ability and your devotion to the affairs of the board you have succeeded in placing it upon

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a fairly satisfactory basis. (Applause.) None except those members who have been associated with you on the various committees know the amount of work that you have given the board during the year, and although there is a deep sense of gratitude in the minds of the members, I feel quite certain, still, sir, I desire to again bear testimony to the splendid services that you have rendered the Board of Trade during the year." (Applause.)

A long discussion followed on a proposed amendment to the by-law respecting the gratuity fund, the object being to release from contributions certain members who were not eligible through age or physical health from participating in its benefits. The debate was adjourned for a report on the subject by the Gratuity Board.

ELECTION OF OFFICERS.

The report of the scrutineers on the election held the previous day (other officers having been elected previously) was as follows:

Council—D. R. Wilkie, W. D. Matthews, D. W. Alexander, William Christie, H. N. Baird, Thomas Dunnett, William G. Gooderham, John Donagh, Elias Rogers, M. McLaughlin, J. Short McMaster, A. M. Smith, J. Herbert Mason, Charles Cockshutt, E. Samuel.

Board of Arbitration—George A. Chapman, William Galbraith, J. H. G. Hagarty, J. L. Spink, F. B. Cumberland, R. S. Baird, Thomas Flynn, R. J. Stark, J. H. Sproule, Noel Marshall, Robert McLean, S. E. Briggs.

Representatives on Harbor Commission—J. T. Matthews, George A. Chapman.

Representatives on Industrial Exhibition—H. N. Baird, W. B. Hamilton, Joseph Oliver.

The officers elected by acclamation at the nomination held on the 20th ult. were: Hugh Blain, president; Stapleton Caldecott, vice-president; E. B. Osler, second vice-president.

At a meeting of the Charlottetown, P.E.I., Board of Trade the following officers were elected for the ensuing year: President, P. Blake, Esq.; vice-president, Hon. D. Farquharson; sec.-treas., Mr. B. D. Higgs. The Council—T. Handrahan, L. L. Beer, T. J. Harris, F. H. Arnaud, J. Newson, W. L. Cotton, Horace Haszard, S. W. Crabbe, Esquires. The Board of Arbitrators—T. Handraban, S. W. Crabbe, F. W. Hyndman, L. L. Beer, F. H. Arnaud, John McEachern, Horace Haszard, John Newson, W. L. Cotton, T. J. Harris, E. W. Taylor, Esquires. Messrs. J. Pitblado, manager of the Bank of Nova Scotia, and L. E. Prowse, Esq., were elected members.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JAMES ALEXANDER & CO., general merchants, of Campbelton, N.B., made an assignment on Saturday. The liabilities are $27,000, and the assets, stock about $7,000 and the book debts $6,000.

Piche, Tisdale & Co., wholesale hardware, Montreal, have suspended.

Francis Morrison, blacksmith, Toronto, has been sold out by the bailiff.

E. Cheney, tinware, Vankleek Hill, has assigned to F. W. Thistlethwaite.

John H. Wyle, general merchant, Ruthven, has assigned to C. S. Scott.

Mackay & Co., general merchants, Rat Portage, have secured an extension.

E. Y. Messinger, general merchant, Wilmot, N.S., is offering to compromise.

A demand of assignment has been made on Boyd & Co., foundry, Huntingdon.

R. McGowan, general merchant, Kirkton, has assigned to Alfred Robinson, London.

Shea & Co., general merchants, Port Arthur, have secured a settlement with their creditors at 60c. on the dollar.

The business of the Patrons, Wholesale Supply Co., Front street west, Toronto, has been placed in the hands of a receiver.

A meeting of the creditors of F. Chalmers, merchant, Woodstock, was held in W. A. Campbell's office Monday afternoon. No satisfactory settlement was arrived at, and the meeting in consequence adjourned.

A. O. Lucas, general merchant, Sherbrooke, Que., is offering to compromise at 60c. on the dollar. Ben. Campeau, in the same line of business at St. Clet, Que., has secured the desideratum at 40c. on the dollar.

James Edwin Macdougall, trader. Montreal, has assigned at the demand of C. E. Macpherson, of St. John, N.B. The total liabilities are about $20,000. The principal creditors are: The Union Bank, $3,000; Victoria Park Syndicate, $3,000; Samuel Fenton, $1,400. The cause of the abandonment is depression in real estate, but it is expected that the estate will pay in full. Mr. A. F. Riddell is in charge for Mr. Macpherson.

PARTNERSHIPS FORMED AND DISSOLVED.

Robinson & Osgood, general merchants, St. Croix, N.B., have dissolved.

Esau & Loewen, general merchants, Gretna, Man., and Esau, Loewen & Co., Winkler, Man., have dissolved.

SALES MADE AND PENDING.

Allan Macdougal, blacksmith and wagon maker, is advertising business for sale.

Christopher Moore, general merchant, Orillia, is advertising his business for sale.

The property and plant of the Perfection Hoop and Veneer Co., Toronto and Eugenia, is advertised for sale Feb. 14.

CHANGES.

John Hoolahan has been registered proprietor of the Boston Tinware Mfg. Co.

The stock of S. L. Kelly & Co., stoves, Victoria, B.C., has been sold to S. B. Kelly & Co.

M. A. Macdonald & Co., hardware and tinware; J. Macdonald, spinster, has been registered proprietress.

Auguste Couillard, hardware, Montreal, has sold out to Dumont Laviolette and O. W. Lawriault, and business will be carried on under old style.

TRADE SALES.

Three bankrupt stocks were sold at auction in London on Monday last. That of James Scott, of Wallaceburg, valued at $8,195.58, was purchased by G. A. Graves at 60 cents on the dollar; R. J. McLaughlin & Co.'s, of the same place, valued at $4,627.71, was sold to Henry Macklin, city, at 47 cents; the stock of E. L. Cleland, of Alvinston, valued at $1,228 99, was sold to A. S. Hood, of St. Thomas, at 40½ cents.

These stocks were sold last week at Suckling's, Toronto:

J. L. Armson & Co., dry goods, Woodstock, $4,779.45, to G. F. Spackman, Queen street east, city, for 72 cents on the dollar

Peddie & Ernst, Berlin, dry goods, to Mr. Ernst, Berlin, at 58 cents on the dollars.

Edward Stevenson, boots and shoes, Aurora, $1,200, to Danford Roche for 60½ cents on the dollar.

Butler Bros., boots and groceries, Oshawa, $5,920, to R. E. Nelson, Guelph, for 58½ cents on the dollar.

Wright & Co., hats and furs, city, book debts, $2,800, to M. Martin, Wellington street east, for 9½ cents on the dollar.

JOHN WILSON'S

BUTCHER KNIVES

and Steels,

Farriers' and Shoe Knives

Are the Best in the World.

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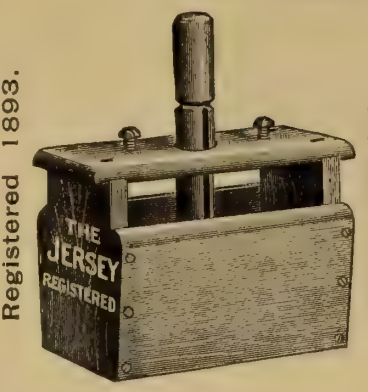
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THE "JERSEY" Butter Mould.



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¼ lb. ½ lb. 1 lb. 2 lbs.

This mould is by all odds the most satisfactory in every respect on the market.

The square shape is the most convenient form in which butter can be put up, both for packing and table use.

By means of the Screws at the top the size of the Mould is adjustable, and exact weight can be arrived at.

The Handle and Print are practically fastened to the Mould, and still easily removed for cleaning purposes.

We use only the very best selected white maple, thoroughly seasoned.

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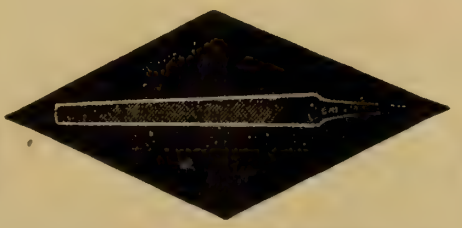
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HOW TO INCREASE CASH SALES.

AN attempt to increase cash sales in an ironmongery business where a credit trade is done, writes Edwin Johns in London Ironmonger, requires to be well thought out before it is carried into effect. If you have been accustomed to allow your customers a quarterly or half-yearly account, and if you ticket goods at a price that you consider you can only sell at for immediate cash, you will find that your credit customers will endeavor to secure them at the cash prices. Some will feel annoyed with you if you demur, and others will try to cajole you to gain their point—at least, such is my experience. But, assuming that I have made up my mind to adopt cash sales as widely as possible, and that I am fully alive to the difficulties I have to overcome, I should take the following course: First, I should go carefully through my stock, to see what "old shopkeepers" I had that required to be got rid of as quickly as possible, and these I should, as far as convenient, place together to be marked an especial low price when the new system was commenced. As regards the bulk of my stock, which, I will assume, is of modern saleable goods (having previously made up my mind as to the amount of reduction I would make for cash, in a general sense), I should be careful to note what want of uniformity there was in the amount of profit I was obtaining on different classes of goods; for we all know larger profits are got on some goods over others. I should then mark the cash price on each article, which would necessarily not show so marked a difference on those sold at the smaller range of profit. I would not adopt the system of taking off a discount for cash for two reasons—the one because I could not fix a uniform rate, owing to the variation in profits; and the other, because I think the public to a great extent now believe that discounts are first put on, and are inclined to look with doubt on such a mode; and I am convinced they would be more satisfied when they saw an article marked at a price for cash and another for credit. They see at once between the two prices what they save by paying cash, and what they lose by taking credit. While the fixing of prices, etc., was going on, I should (just to prepare them for what was going to take place) incidentally mention it to those customers who happened to put in an appearance during the "interregnum." Having arranged everything to my satisfaction, I should have a concise, well-worded, and attractive circular printed, say, quarto size, and send it to every customer on my books; and a suitable time to do this would be at the end of a quarter, when accounts were being sent out, and they could be enclosed with them. I would also have the circulars distributed in the shop to chance or casual customers.

And now I should expect my little troubles with my credit customers to begin. Say that Mrs. A. calls to make some purchases. She has received the circular, and alludes to the proposed change. She inquires the prices of each article as to cash versus credit, and thinks that from the many years she and her family have dealt with me I ought to give her any advantage in price I could, and that as they always paid their accounts regularly I ought to charge her the lower price, and let the goods go to the account as before. I explain to her that I have always appreciated her custom, and have treated her in the most liberal manner as regards price. I make a point of showing her that I am not charging her any more, that the goods can be placed to her account as before, and that she will not be one whit the worse off; but if she wishes to avail herself of the lower prices she must pay cash, and that if all my credit customers would do the same it would often enable me to take advantage of the markets, buy on better terms, and give them all the benefit of it. At length she reluctantly agrees to accept the cash terms, and orders the bill to be sent with the goods, and will pay on delivery. Here I am obliged to say in as pleasing a manner as I am capable of, that it is necessary an arrangement of this kind should be adhered to in justice to others, etc. Other customers drop in; some want to know what induced me to make such a change at all, and are more or less suspicious that they are paying a little more to enable me to make the reduction to cash buyers, and I feel a little in doubt as to whether I have not embarked on rather a dangerous course. At length Mr. H. makes a purchase, and being rather a cynical man, makes observations of an unpleasant character, elects to pay cash, but fails to do so, and nearly a week elapses without the money arriving. Here is my first contretemps in the non-payment direction, and I feel that I must act firmly yet politely. I had anticipated cases of this character, though I preferred to wait until one actually occurred ere I decided what course I would adopt.

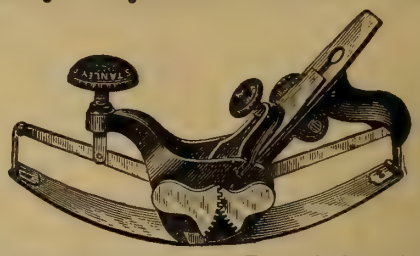
I send to my printer and have a single-leaf octavo circular printed, respectfully intimating that in all cash transactions goods not paid for when selected, or upon delivery, must be discharged within seven days, or they will be placed to account at the credit prices. I also have a stamp made with good-sized letters, worded: "Prompt cash invoice," and this is stamped on every cash invoice that goes out. I prefer the stamp to a line similarly worded printed on the invoice, as being more likely to command attention, and it obviates the necessity of having two sets of invoice heads, which otherwise would be imperative, or the pen must be drawn through the line when used for a credit account. Meanwhile, my ready-money takings from casual customers are appreciably increased, and, indeed, it is the cash buyers who are reaping the greatest benefit. A certain class of my customers always paid me cash, and without asking for it; I am now serving them at (in many instances) 15 per cent. less than before. Certainly I offer my credit customers the same advantage, but for want of the "ready" some of them cannot avail themselves of it. A builder in my district said to my assistant,

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CARPENTERS' TOOLS.

STANLEY
RULE & LEVEL CO.
New Britain, Conn.

SOLD BY ALL
Hardware Dealers.

Stanley's Adjustable Circular Plane.



This Plane has a Flexible Steel Face, which can be easily shaped to any required arc, either concave or convex, by turning the Knob on the front of the Plane.

No. 113. Adjustable Circular Plane, 1¾ in. Cutter, $4.00

who had called upon him for orders, that he wished he had always got ready money to spend—he should never hesitate about paying cash—and mentioned how much he should have saved on his last year's account had my cash arrangements been then in force, and that he had paid ready money for all he had purchased of me. One of the greatest nuisances an ironmonger has often to contend with is having a catalogue of one of the "stores" flouted before his eyes, with an intimation that he is much dearer in this or that article; but I prefer these customers to those who leave you to go to the stores without giving you a chance of serving them. Never lose an order from one of the former class; tell him that you will supply him with any of your goods at "stores" prices, if he will part with his "ready" to you as he is obliged to with them, and he will be the gainer, for he will save his cost for carriage.

Do not suppose that what I have set before you are all imaginary ideas; such cases as I have quoted have happened to me, for I have adopted the system. I am not egotistical, but I claim to have had considerable experience in cash business. I was apprenticed in London (and remained many years in the concern after my time was out) to a firm where only a ready-money trade was done, and no abatement whatever made. We delivered by our own conveyances within ten miles, and oftentimes have our carmen brought back goods that I believe the purchasers had fully intended paying for, but happened not to be at home when they arrived. Others, again, would "try it on," by saying they would call in a day or two and pay, that they had only a crossed cheque by them, and various subterfuges of a similar character; but, unless the "equivalent" was forthcoming, they failed in becoming the recipients of the excellent parcel of hardware our carmen held awaiting the "exchange." The high-handed manner (as some termed it) in which we conducted our business was the cause of considerable friction at times. Sensitive temperaments, especially, objected to having goods taken back from their houses when, perhaps, neighbors on the opposite side of the way were watching the movement; and men of the "blustering" order would "storm" to such an extent, and threaten us with such severe penalties, as almost to make us quiver with fright. But it often happened that those who were at first the most indignant at what they pleased to term the ungentlemanly manner in which they had been treated often became some of our best customers. With the explanation given them, and the cooling-down of temper, they saw it was not a question of doubt on our part as to their bona-fides, but our custom; and as they found, too, that we were firm in keeping to our prices, they placed confidence in us, which we always endeavored to cement. Often have I seen people leave the shop because we would not abate our price of an article, and often have I seen them return and make the purchase. On such occasions our plan was to be even more polite than before, so as to make a good impression, and I am sure this system of no abatement created much confidence, and was one of the secrets of our success. With this slight digression, which, however, bears upon the subject, I will proceed with my argument.

After leaving London, my next place was a town in the Midlands where hardware was extensively made, and here I found it was a case of "Hobson's choice" as regards reductions in many instances, or lose the trade of certain parties altogether. We dealt with several of these manufacturers, and they in turn bought their household ironmongery of us, but we had to allow them a pretty stiff discount to prevent their going to the manufacturer of this or that article. We had, however, a radius of at least twenty miles around us from which people came to our town to make their principal purchases. These were for the most part cash customers, and we drew them in a great measure by attractive advertisements in the local papers, illustrated from time to time with specialties as each season came round; and this mode of securing outsiders I kept up when I went into the cash versus credit system, and with marked success. Before I left London I became buyer and manager of the firm I was in, and although, as I have shown, ours was a cash trade, I found an excellent means of promoting business was by having a leading line of some article in general demand as each season came round, and I have adhered steadily to this whenever I was in the position to do so. Take lamps, for instance. I would select one that I considered of good value at a moderate price, buy as many of them as I thought I could dispose of in the season, mark it at a little less than my usual profit, and make it my piece de resistance through the winter. In buying a quantity for such a purpose you can generally secure some reduction in price, and if you have a block of it cut and advertise the line in the local paper, and by any other means you adopt for making your specialties known, the probability is that the manufacturer will still further help you in price, as it is an advertisement for him as well as yourself.

EGYPTIAN ENGINEERING.

The obelisks of the Pharaohs were cut from red syenite, a rock often miscalled granite. In the quarries of Syene, according to the writer of "Cleopatra's Needle," may be seen an unfinished obelisk, adhering to the native rock, and still clearly showing traces of the workmen's tools and the method employed in separating these immense monoliths. The edge of the block, says Fire and Water, is marked by a sharply cut groove, containing holes evidently bored for wooden wedges. In completing the operation, the wedges were firmly driven into place and the groove was filled with water, when the swelling of the wood split the rock throughout the length of the groove. The block was afterwards slid on rollers to the edge of the Nile. Here a large raft was built about it, and at the next inundation the finished stone was floated down to where it was to be erected, and was pushed by thousands of hands on rollers up an inclined plane to the pedestal prepared for it.

THE BUSINESS MAN'S HEALTH.

There are many business men who would be the better by reading and acting upon the advice given below. No doubt there are many whose first acquaintance with the facts that their brains and bodies are not made for unchanging action, is made by means of a serious illness. The following, from the Chicago Medical Times, is a good scrap to paste up in front of the desk:

The true secret of health and long life lies in very simple things.

Don't worry.

Don't hurry. "Too swift arrives as tardy as too slow."

Don't over-eat. Don't starve. "Let your moderation be known to all men."

Simplify! Simplify!

Court the fresh air day and night. Oh, if you knew what was in the air!

Sleep and rest abundantly. Sleep is nature's benediction.

Spend less nervous energy each day than you make.

Be cheerful and courteous. A light heart lives long.

Work like a man; but don't work yourself to death.

Avoid passion and excitement. A moment's anger may be fatal.

Associate only with healthy people. Health is contagious as well as disease.

Don't try to hold the whole world on your shoulders, far less the universe. Trust the eternal.

Never despair. "Lost hope is a fatal disease."



ABOLISHING THE BELT.

A NEW Belgian factory, according to a correspondent of an English journal in that country, uses electricity to transmit its power instead of belting, and we think a brief description of its device may prove of interest to our readers. The dynamo is 500 h.p., and forms the fly-wheel of the compound Corliss engine. The shop is supplied with 16 motors, and among them ten 16 h.p., one 21 h.p., and one 37 h.p. motors. Their average efficiency is 87.2 per cent. On some of these motors the load is very variable, and several are exposed to dust and dirt, so that with 99 per cent. efficiency of the dynamos, 98 per cent. of the conductors, 87 per cent. of the motors, the net result is 76.6 per cent. powered delivered. As the lost work in belt driving is practically a constant quantity for all loads, or at least is usually considered to be, the power required to turn the shafting, pulleys, etc., when no work is being done on the machines, it follows that taking 79 4 per cent. as the final output in two cases, one of electrical and the other of mechanical transmission, we find that at a load of 20 per cent. the electrical system would still give 47.2 per cent. useful effect, and the mechanical nothing at all. From careful experiments which have been made in actual practice, we learn from this same source, it has been clearly proved that to drive all the idle machines requires more power than to drive the shops in the ordinary course of work; whereas eleven electrical h.p. is required when driving all the idle tools, only about seven electrical h.p. is needed in ordinary work, of which four is used to drive the shafts, belts, etc., alone; this clearly shows how small a part of the power produced by the engine is actually used at useful work at the tools. Such satisfactory results of the application of electricity to factory driving must attract attention, and will doubtless lead to great changes in transmission. Whether in the case of large machine tools it would not be better to discard shafting and belts altogether, and supply a special motor to each tool, is a question which must be settled for each individual case; the current could be switched on or off just as easily as the belt is thrown from the loose to the fast pulley.

ABOUT BOILER CASTINGS.

In the current issue of the American Machinist, W. H. Drake raises a question that will be of interest to foundrymen working on similar castings. He says: "In making cast iron boilers for heating purposes we run the iron about ⅛ inch thick around a large core which is afterward rapped out. We have recently had much trouble with something like blow holes in the top plates of the boilers. These holes do not usually go all the way through the plates, but are from ½ inch to 1 inch across and about ¼ inch deep, leaving about ¼ inch of solid iron between the hole and the core, with a very thin film of iron above the holes next the sand in cope. Our cores are dry, and both cores and molds thoroughly vented. We have made hundreds of these boilers and experienced very little trouble from this cause until lately. Our foundry foreman thinks the trouble is due to the quality of pig iron we are using, and finds many similar holes in the pigs when we break them. But the manufacturers of iron say that they know of no condition of pig iron that would cause such defects in our castings. Now we trust you or your readers to inform us if it is possible for the defects described to arise from the quality of pig iron we use, or may it come from improper melting or pouring, or must we necessarily look for the cause in our cores or molds."

BLACK PLATE ANNEALING.

MR AMBROSE BEARD, of Cambridge, O., has, says Iron Trade Review, devised a system of black plate annealing for tin mills that is said to take black plates through the annealing, pickling and cold rolling processes at a cost much below that of established methods. In the Beard furnace, castings for side, front, and end plates are dispensed with, and only a few buck-stays required. There are no long arches, and one smoke stack is made to serve a large heating area. There are no hidden flues, and repairs are slight under constant operation. Though designed originally for the use of slack coal, the Beard furnace is capable of changes adapting it to other descriptions of fuel. The coal may be taken from cars to furnaces with a self-dumping bucket, carried by a traveling crane from the cars to coal bins between the two firing chambers of the furnace; or a spiral conveyor may be provided from coal cars to the mouths of the hoppers of furnaces, which are all placed in line. The fire chamber is fitted with a rocking grate, agitated by means of a lever extending above the floor of the annealing house. For perfect combustion, a steam jet is introduced below the grate and the ash pit is made air-tight.

To accomplish perfect distribution of heat, the furnace is so constructed that the flames, after passing over the bridge, pursue a downward course, afterward dividing and passing into the heating chambers from three sides; all heat is carried through ports near the floor of the furnace, and these ports are so graded in dimensions that the flames distribute evenly to all parts of the furnace. The heating chambers are constructed vertically, the moveable roof being on a level with the floor of the annealing house. Capacity depends upon the size of boxes used. It is estimated that 30,000 lbs. of plates could be annealed in a furnace occupying a total area 25 feet square, including smoke stack, fire chambers and ash pits. If double annealing boxes are used, 45,000 pounds might be annealed at one time. In hoisting, a jib crane may be used with an effective radius of 24 feet, which will serve two furnaces, but a traveling crane or hoist is suggested, to run the entire length of the building. To obviate the annoyances of loading and unloading annealing boxes in the same room in which the furnace is located, a truck running upon a narrow gauge railroad track is so constructed that an annealing box bottom plate fits upon its platform. This bottom plate is then carried to the shears or cold rolls or any other point where stock is collected and is loaded, after which the truck is moved back to the annealing house and the cover or box placed over it and it is ready to be charged into the furnace.

JOINING LEAD AND IRON.

After many years of experimenting there has just been perfected and patented, by a St. Louis architect and builder, a mechanical device for joining or connecting the various sections of lead pipe, or of lead to iron pipe. From the time lead pipe was first used in plumbing to the present, comments a daily paper, the ends have been joined by the most liberal use of solder, which process requires considerable skill, and is both unsightly and expensive. This device, or coupler, as it is called, entirely obviates the necessity of soldering the joints of lead pipe together, and promises to revolutionize entirely the old system of plumbing. A local company with considerable capital has been organized for the manufacture and sale of these couplers.

THE PLUMBER'S HAT.

Has a plumber a right to wear his cap in one's house? This was the point submitted to the Highgate justices by an ex-fellow of Balliol. The plumber and his son came to the ex-fellow's house to clear away a stoppage in the bath. Arrived at the scene of operations they kept on their caps, as is the use of British workmen. The householder lectured the parent plumber on the bad example he was setting his son in not teaching him to take his cap off in a gentleman's house. The parent replied by setting up the custom of the trade to work covered. The plea was overruled, and the father plumber's cap thrown out of the window by the indignant ex-fellow. Then the parties aggrieved adjourned to the open air (it was drizzling), and went—the pumber capless and the ex-fellow carrying the plumber's cap—to seek counsel and advice of the nearest policeman, who referred them to the justices. The ex-fellow says that he was on the way called by the plumber "a thick-headed old fogy." Yet the justices fined him 10s. for his manner of giving a lesson in manners, and gave him no redress for this very unacademical language.

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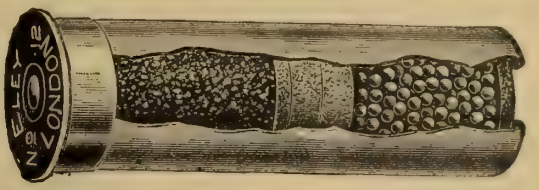
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THOS. FIRTH & SONS, Ld.

Best Crucible Cast Steel.

STEEL, PEECH & TOZER, Ld.

Bessemer Steel,

Open Hearth Steel.

Agents,

James Hutton & Co.

MONTREAL.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	21, 22
Straits "	20½, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 50 $5 75
I.X., "	6 75 7 00
I.X.X., "	8 00 8 25
Raven & P.D. Grades—	
I.C., usual sizes	4 00 4 25
I.X., "	5 00 5 25
I.X.X., "	6 00 6 25
I.XXX., "	7 00 7 25
D.C., 12½ x 17	3 75 4 00
D.X.,	4 75 5 00
D.X.X. "	5 75 6 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 50 3 75
I.C., special sizes	3 75 4 00

Note.—Round lots of 14x20 might be purchased of 25c. box

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	7 25
I.X. Terne Tin	9 25 9 50
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
14x65,	

Tinned Plates

28x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base Price
Common Bar, per 100 lb	$1 95
Refined " "	2 35 2 65
Horse Shoe " "	2 60 2 75
Band " "	2 50 2 60
Hoop " "	2 60
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 11
Tank Plates1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
3/16 "	2 35
⅛ " and thicker	2 25

Sheet Iron,

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 2¾
26 "	2¾, 2¾
28 "	2¾, 3

Canada Plates.

All dull	2 65
½ polished	2 75
All Bright	2 90

Iron Pipe.

Wrought 62½ and 5 p.c. to 65 p.c.
Galvanized, 40 to 40 and 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5½
28 " "	5½, 5½
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5½
28 " "	5½, 5½

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4¼
" ⅜ " "	4⅛ 4⅛
" 7-16 " "	3⅝ 4
" ½ " "	3⅜ 3⅝
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2¾
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 11¾ 0 12
Lake Superior	0 12¼ 0 13

Bolt or Bar.

Cut lengths, round, ½ to ¾ in	$0 22 $0 25
" round & square	
1 to 2 in	0 20 0 23

Note—Complete, lengths abou. fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 15 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 16 0 17

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 18 0 19
" 35 to 45 " " "	0 16 0 17
" 50 lb and above per lb	0 15 0 15½

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hard-rolled 2x4 ft.	0 21 0 23

Zinc Spelte .

Foreign, per lb	0 04½ 0 05
Domestic "	0 04½ 0 04¾

Zinc Sheet.

5 cwt casks	0 05½ 0 05¾
Part casks	0 05½ 0 05¾

Lead.

Imported Pig, per lb	0 03 0 03½
Domestic "	0 03
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 15 0 16
Standard	0 14 0 15
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 12 0 12½
Other makes "	0 11 0 12

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	5 00
No. 1 Do. "	4 75
No. 2 Do. "	4 50
No. 3 Do. "	4 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } " "	1 25 1 90
Canadian " }	
Paris Green, per lb	0 13½ 0 15
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 69
Extra "	0 90
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 85
No. 1 Carriage "	1 30
Gold Size Japan "	1 00 1 20
Pure Orange Shellac "	1 95 2 05
Hard Oil Finish	1 30
Oil Shellac	1 40
White Shellac	2 25

Linseed Oil (in bbls)

Raw, per gal	0 60 0 62
Boiled "	0 63 0 65

Turpentine (in bbls)

Selected Packages, per gal	0 48 0 50

Castor Oil.

Best, per lb	0 07⅞ 0 08

Cod Oil.

Cod Oil, per gal.	0 50 0 51

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet	0 13 0 15
White, extra	0 16 0 18
Gelatine	0 20 0 30
Strip	0 16 0 17
Coopers	0 17 0 19

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, common, 15 per cent.

Wads.—Baldwin's.

	per 1 lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads. in ½ lb. bags	0 70
Best thick white card wads. in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " ... 0 65 1 25
Brad, ... 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 35 to 40 pc. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 per cent.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking. 9 00
" 2, " " 4 50

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 25

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 pc.,
Loose Pins, " 65 & 10 to 70 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardin Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White, lump, per cwt 0 60 0 65
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 o 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c:

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft
United inches				
16 to 25	1.20-25	2.40	1.75	
26 to 40	1.40	2.70	2.00	
41 to 50		3.10		4 50
57 to 60		3.40		5.00
61 to 70		3.70		5.50
71 to 80		4.10		6.25
81 to 85		4.50		7.00
86 to 90				8.00
91 to 95				9.00
96 to 100				10.00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass

Pilkington's ordinary.
1st break 4 0
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each 0 30 0
Enamelled " 0 55

Grindstone Fixtures.

P. S. & W., per doz 3 88 4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 13

Ball Pean.

English and Can., per lb . 0 25 0 30

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 45 to 47½ p.c. dis

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c.
" Shepard's Noiseless, dis. 60 p.c.
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 5 0 05½
Screw hook and hinge—
6 to 10 in., per set 0 00 0 04½
12 up " 0 00 0 03½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's..... 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mortar, etc., discount 40 to 45 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 40 and 5 to 40 and 10 per cent

NEW ARRIVALS

30 Cases CUTLERY AND GUNS

ALL NEW GOODS.

Finest Finish. Best Value.



NEW ARRIVALS

20 Casks Cattle and Trace CHAINS

10 Tons Coil Chain.

Five Cars Window Glass.

Bowman, Kennedy & Co., London, Ont

Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 50 to 55 per cent.

Horse Nails

Canadian, dis. 65 to 70

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " " .. 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 27½ per cent. to 30 per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.
   - Basis—50 to 60 dy..... 2 30
   - 40dy..... 2 35
   - 30 dy..... 2 40
   - 20, 16 & 12 dy..... 2 45
   - 10 dy..... 2 50
   - 8 & 9 dy..... 2 55
   - 6 & 7 dy..... 2 70
2. American Pattern Only
   - from 4 to 5 dy 2 90
   - 3 dy. (lath)..... 3 30
3. Canada Pattern Only
   - from 4 to 5 dy 2 80
   - 3 dy. (lath)..... 3 20
   - 3 dy. A.P. Fine 3 90

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 5 per cent. from List Jan. 8, '92 Extras as per List for special nails Terms, 4 months or 3 per cent. cash.
Brads & Moulding Nails, 75, 5 per c. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.

Poultry, 60 per cent dis.
Import 60, 10 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W. " 0 25
S. R. Seal ....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 35 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan. R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... .... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 33½ to 35 p.c. dis

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent. cash.
Copper Rivets, dis. 55 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33½ per c

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	8	10 10½
¼, 5-16, ⅜ in.....	8½	10½ 10¾
Cotton, per lb.....	18	20
New Zealand	8½	9
Russia Deep Sea, per lb..	12¾	13½
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 35 to 37½ per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent. to 40 per cent
Cross Cut, Disston's, per ft. 35 to 55.
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H 70 " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 70 p.c. off

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, " 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis. 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ½ or ⅛ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3¾ 4
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2 " " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 55 per cent
" tinned, dis. 57½ per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 60 per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 p. c to 65 p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p.c.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33½ p c

Ties.

Cow, per doz ..... 1 [illegible] 2 50

Tinner's Shears and Snips

P.S.&W., net list.
Canadian 10 to 15 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33½ p.c. to 35 p.c
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz..... 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9 00

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown..... ..... 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Annealed, annealed and oiled, galvanized 20 per cent. dis.
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal
Plus 10 cents f.o.b. Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 5½ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } 4 4½
" 4 " 4 & 6 " "
" Plain twist, all deld 3¾ 4
" Steel thorn and ribbon..... 4½ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 03½ 0 04
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 85 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 5 to 70 and 10 p c
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33½, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 00
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE HOLLOW WARE

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS. KNIVES, FORKS, SPOONS

Manufacturers of the

Finest Quality Electro-Plated Ware.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.

RAZORS, SCISSORS

POCKET KNIVES



TABLE KNIVES

BUTCHER'S KNIVES

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your house until you have sent for our 1894 sample card, showing 24 harmonious combinations in colors. They will help you to paint artistically and to preserve as well as beautify your home.

JOHN LUCAS & CO.

Philadelphia, New York, Chicago

BLACKSMITHS' TOOLS.



Horseshoe Vises.

Price, No. 1, - $4.00
" No. 2, - 7.50

Will save their cost in a week's sharpening. . . . .

A. B. JARDINE & Co.

HESPELER, ONT.

You will Insure Success

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STOVE

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"Souvenir" Stoves and Ranges

They are Leaders and Sure Profit Makers.

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Successors to The E. & C. Gurney Co.

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"Clauss" Shears, Scissors, Razors, Bread, Cake, Paring and Carving Knives.

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131 Yonge Street, TORONTO.

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2 and 4 Barb Plain Twist and Strip Fencing

And Staples for same.

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"Crescent" Coat and Hat Hooks.

Supplied in Coppered, Japanned, and Tinned Steel Wire, also in Brass Wire. Best Selling Hook made. TRY IT.

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Iron, Steel, Brass, and Copper . . **Wire**

ALSO

Wire Nails, Wood Screws, and Jack Chain.

Brandram Bros. & Co.

5 PHILPOT LANE, LONDON, ENG.

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BRANDRAM'S B. B. GENUINE WHITE LEAD

The Celebrated Brand **B. B.**

BRANDRAM'S B. B. NO. ONE WHITE LEAD

White Lead

Noted for its Extreme Whiteness of Color, Purity and great Covering Property, rendering it specially suitable for Painting in Enamel White and other Decorative Work. To be had of all the Principal Importers in the United States, and for the Canadian trade.

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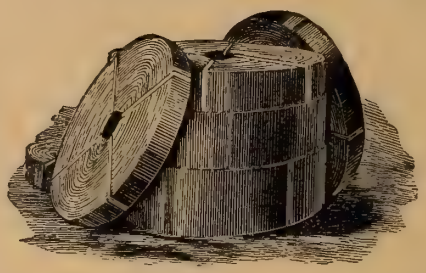
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"RED STRIP"
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THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT STREET W., **Toronto.**

THE BEST **Lawn Mower** IN THE MARKET.

The **WOODYATT**

Improved for 1894.

10½ in. Wheel.

12, 14, 16, 18 and 20 in.

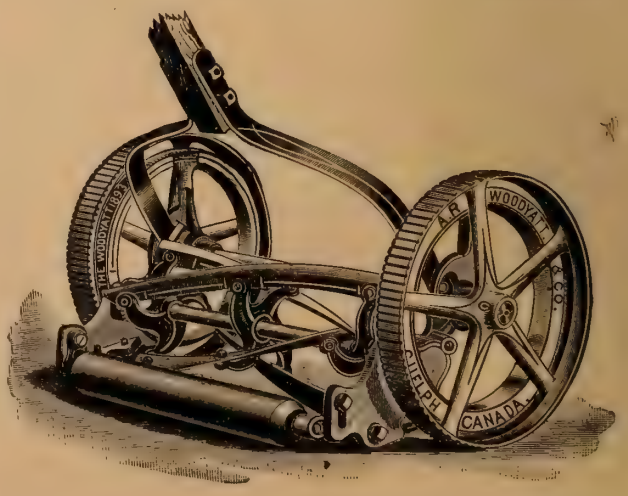
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" " Canada " 29th, "
" " United States Dec. 12th, 1893

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Manufactured by . . . .

A. R. WOODYATT & CO.

GUELPH, CANADA.



CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VI. TORONTO, FEBRUARY 10, 1894. No. 6.

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—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

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MAGNOLIA METAL CO.,

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Chicago Office: Traders Building.
Montreal Office: H. McLaren & Co., Agents

Owners and Sole Manufacturers,
74 Cortland Street, NEW YORK.

A WORLD BEATER

WE have pleasure in advising the trade that we have been appointed sole agents for the Dominion for these celebrated goods, and will carry a complete stock of all colors in the different size packages. Send for sample cards and particulars. All orders given prompt and careful attention. The liberal advertising of the Aspinall Enamel, Limited, makes this a profitable line to handle. It will henceforth be more vigorously pushed than ever. . . .

"Aspinall's Enamel"

The world renowned paint for renovating everything. The original Enamel, imitated by all other makers.

MANUFACTURED BY

ASPINALL'S ENAMEL, LIMITED

NEW CROSS, LONDON, S. E.

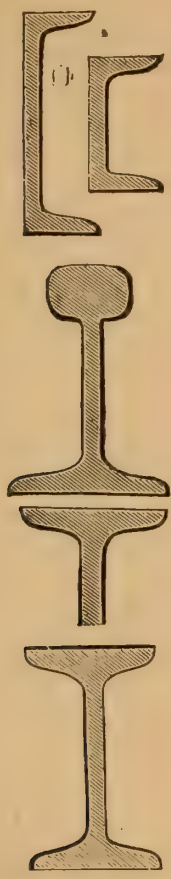
Walter H. Cottingham & Co.

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Fine Paints and Varnishes.

MONTREAL

To the Hardware Trade and Structural Builders



WE KEEP IN STOCK

STEEL BEAMS

In all sizes and lengths from 4 x 3 in. to 15 x 5¾ in. to 36 feet long.

STEEL PLATE

All sizes.

ANGLE AND TEE IRON AND STEEL

CAST IRON COLUMNS AND PILLARS

WRITE FOR PARTICULARS.

RICE LEWIS & SON

LIMITED

Hardware Merchants, TORONTO.

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We have sold our whole output of

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MANUFACTURED BY

Toronto Steel-Clad Bath and Metal Co.

LIMITED

123 Queen St. East, **TORONTO**



THE ABOVE CUT REPRESENTS THE

McGuire Patent Stove-pipe Thimble

It is the same cut we have used in advertising and illustrating this Thimble for the last eight years. We desire to inform our customers, and the trade in general, that we have been and still are the sole manufacturers of this Thimble in Canada, the reputation of which is so well established. No other persons whatever have been licensed, under the patents covering this Thimble, to manufacture it. Anyone infringing will be prosecuted. And to beware of those who represent they sell McGuire's Star Thimbles, who have no right whatever to manufacture the same and cannot possibly supply the genuine article.

Kemp Manufacturing Co.

TORONTO, ONT.

..HARDWARE..

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

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IT is evident that the iron and steel industries are beginning to recover from the depression that has been hanging over them for a year or more. Like a vessel rising, quivering after being submerged by a huge wave, so these industries are gradually rising into more activity amid the surrounding depression. There is nothing approaching activity yet, but there are the indications of its approach, although it will naturally be some time before the desideratum is fully secured. In Great Britain there is, of course, the prospect of active shipbuilding operations by the Admiralty. But about the middle of last month iron values began to stiffen, while the manufactured iron trade was not slow in re ponding to the altered condition of affairs. True, the consumptive demand is still small and of a hand to mouth character, but not much else could be expected. Nor can much else be expected for some time to come. Careful purchasing has become a policy with all classes of buyers. In the United States the hum of machinery is again becoming more general, many mills and factories that have been idle for months again starting up, although it still seems to be on part time that most of them are working. One unsatisfactory feature, of course, is the lowness of prices; but as an offset to this it must be remembered the labor is cheaper. In Canada, fortunately, there has not been that marked depression that hung so heavily over Great Britain and the United States. In fact, as a rule, our mills and factories have been running as merrily as usual. The implement manufacturers turned out more machines than they could find customers for, and they are now curtailing their output. Stove manufacturers, on the other hand, had an exceptionally good year, and the prospects for the coming season are accounted favorable. At any rate it is opening up well, and a feature of the situation is the largely increased number of gas and oil stoves that are likely to be turned out. Prospects are fair for another good season for manufacturers of garden and harvest tools; and in fact for all manufactured iron goods. The most unfavorable feature regarding the situation in Canada is the same that obtains everywhere, namely, low prices.

* * *

It is to be noted that while improvements are continually being made in machinery with a view to cheapening production, those having in view the comfort of the employees of mills and factories have not been neglected. One instance will suffice to demonstrate this. There was a time when the cog-wheel was the bane of everyone's life who had to bear with its ceaseless clatter day in and day out. How this evil has been mitigated is known to all having experience in the matter, but still there is room for much improvement before that sensitive organ, the ear-drum, can be satisfied. So evidently thinks someone with an inventive turn of mind, who claims that a step towards the desired noiseless cog-wheel can be made by making the wheels of pressed raw hide, and his ideas are now being put to a practical test in the States. The manufacturer supplies them either ready made or in the form of rawhide disks, to be subsequently shaped as desired. Whether these wheels are securing the desired end, we have yet to learn.

* * *

"We have much to be thankful for—we have escaped the torrent of bankruptcy that has washed in vain against our borders, and to-day Canada stands eminent for its financial soundness amongst the nations of the earth." This was one of the paragraphs in Mr. D. R. Wilkie's valedictory on his retirement from the presidency of the Toronto Board of Trade, and a responsive chord it touches in the heart of every true Canadian. Thankful, indeed, we have good cause to be. True, the "torrent of bankruptcy" which has been sweeping over the world washed our shores. It could scarcely be otherwise. Nations are now so closely in touch with each other that what affects one—in a financial sense particularly—affects all more or less. But Canada has not been weakened. The worst that has been done is the carrying away of a few more business concerns than usual. But an examination of the statements of most of the insolvent estates demonstrates that the cause of the failures is due more to influences over which the firms interested have control than to the condition of the country. For instance: Men go into business with either insufficient capital or experience; often there is an insufficiency in both respects. Others again take capital that properly belongs to their business and invest it in something which they fancy will yield them a better return—real estate, for instance. When one of the periodical seasons of inactivity comes around, many of these houses are unable to stand the strain, and down they go, abnormally increasing the average of the failure list. And this is the reason some increase is shown in the failure list in this country. But trade in Canada is not depressed; it is quiet. Everyone must acknowledge this. But quiet trade does not mean unhealthy trade. Far from it. Let him who may be concerned about the financial health of the country apply the stethescope to the banks, the loan companies, the leading wholesale houses. If there is anything amiss these will be the first to reflect it. That these are sound no one questions; and it is only when one refuses

or omits to consult these that misconceptions of the true condition of the country arise. Mr. Wilkie is manager of one of the leading banks in the country; as such he has his finger continually on the pulse of trade, and when there is any irregularity in its beat he knows it. When, therefore, he says that Canada has been uninjured by the adverse influences obtained outside, and that it "stands eminent for its financial soundness amongst the nations of the earth," surely if there is anyone who has any doubts as to the financial soundness of the country this statement should set them at rest.

* * *

Another subject touched upon by Mr. Wilkie in his valedictory address, which was generally endorsed, was that relating to cheaper postage. The postal service is as much a factor in trade as is the railway or the steamship service. This is evidently not as fully recognized in Canada as it should be. At least this is what is to be inferred from the policy of the Dominion postal authorities. A tree is known by its fruits. And the ideas of an individual, or aggregation of individuals, such as a government for instance, are reflected in the actions. Judged by this standard much that the Federal Parliament has done of late years in the matter of amendments to the postal law has helped to hinder rather than facilitate the efficiency of the postal service of this country. The tendency of the age in all civilized countries is to cheapen the rates of postage. The Canadian Postmaster-General, however, conceived the idea some five years ago that the postal rates in this country were not high enough; at all events he succeeded in raising them in some respects. Drop letters were increased from one to two cents and registered letters from two to five cents. Naturally this incurred the displeasure of business men; but as far as registered letters were concerned there would have been some mollification if greater protection had been assured. But there was not.

* * *

The phase of the postal question touched upon by Mr. Wilkie was, however, even of more importance than local postage rates or registered letters. It was in regard to inland rates. The rate of three cents is by everyone regarded as excessive; and there is good ground for so holding, for in Canada to-day the rate for inland postage is one-third higher than in either the United States or in Great Britain, in the former it being 2c. and in the latter 1d. per one ounce. For Canadian merchants to be handicapped to the extent of 33⅓ per cent. is no trifle, and it is to be hoped the agitation now brewing for the removal of the anomaly will soon become vigorous enough to secure its removal. Some of the residents along the border towns manage to escape paying the three cent rate, even on letters whose destination is in Canada, by posting their mail matter at the most convenient post office in the United States. The loss to Canada in this respect doubtless amounts to a good deal during the course of a year, all of which would be obviated if the desired two-cent rate was substituted for that now obtaining. That a two-cent rate is possible no one can deny. And the desideratum cannot reasonably be refused, even on the ground that the Postmaster-General's report annually shows a deficit. It is a well-known fact that a lowering of postal, telegraph, or railway rates leads to increased revenue. But even supposing that cheaper rates in this particular would not result in augmented receipts, it is obviously in the interests of the country that such rates should be secured. Then there are mouldering branches that might be lopped off in order to allow this branch of cheaper rates to flourish. The franking privileges, for instance, might be with profit removed; so might useless employees and and other species of mouldering branches which prevent the Postoffice Department developing as it should.

THE IRON DUTIES.

IN previous articles with regard to the question of scrap iron, pig iron, and the manufacture of bar iron, HARDWARE has incidentally touched upon the question of the iron duties more than once.

At present the subject is again in the minds of the trade owing to the recent conferences of some Montreal iron manufacturers with the Hon. Mr. Foster and the Comptroller of Customs.

Of course nothing definite is known in regard to the course the Government intends to pursue, but among the general trade in Montreal at least, our correspondent learned that there was a strong belief that some changes were likely; and jobbers there are giving the best proof of this at present in the strictly hand to mouth policy of buying that they are pursuing.

What the nature of the changes will be no one is prepared to say, but bar iron seems to be generally pointed at.

It is difficult to see, however, how the Government are going to make any changes in the iron tariff without lowering the duties to a point where American products can get in, when under the present tariff they are already competing in some lines in western Ontario. In fact, this is the strong point that the makers stand upon, and they openly assert that the first move of rolling mills' proprietors in Montreal in the event of any reduction on bar iron, etc., will be in the direction of a reduction of their employees' wages. A reduction in the cost of production by this method is the only way in which they can, so they say, hope to prevent American competition.

On behalf of the representatives of the furnace men, the chief grievance is, of course, the duty on scrap; and they either want to be paid a bonus or have this duty increased.

One suggestion made to the Government was that a bounty should be paid for a certain number of years on every ton of puddled bars produced, and that a sliding scale of duties be imposed on scrap—say, $2.00 the first year, with a gradual increase each succeeding year, and a corresponding decrease in the bounty paid on puddled bars. By this means the furnace men would get a fair show, and the rolling mill men be enabled to adjust their business to the gradual change as it occurred without serious inconvenience.

On the other hand, the rolling mill men say that a policy of encouraging puddled bar manufacture is wrong in ethics. The tendency every year is more and more to the use of steel in circumstances where iron has been previously used. Their contention is, therefore, that the puddled bar will soon become obsolete, and that if the pig iron producers want to utilize the surplus of their pig, which is not suitable for foundry use, let them erect steel plants either on the Bessemer or Martin-Siemens system, and they will have no difficulty in disposing of the residue of their pig output.

Of course the furnace men, who have already got a puddled bar plant erected, say that there is room for both, and between them all the legislators have a pretty difficult problem to solve.

EVIDENCES OF ADVERTISING.

The experience of a carpet manufacturing firm of Philadelphia is a practical demonstration of the value of advertising. They had been carrying on a large retail establishment in New York with unsatisfactory results, and decided to close out the stock and abandon the branch store.

To hasten the disposal of the goods large, attractive cards were inserted in the papers. Thereupon trade at once began to pick up. In place of a weekly average of about $1,800, the sales amounted to over $23,000. The results were so much of a surprise that the firm changed their decision and have established a New York branch in another location, the premises previously occupied having been sold.

CORPORATION HARDWARE.

FOR some time the trade in Toronto has been curious to see the list of prices of the successful tenderers for hardware required by the corporation of the city of Toronto.

HARDWARE has been enabled to secure a copy of last year's contract, and it will be found subjoined.

Some of the prices therein revealed will no doubt prove interesting to the trade, that regarding nails particularly so. One inch, which are said to be seldom used, are supplied $2 below the regular price, while three and four inch, of which the city would probably use quite a large quantity during the year, are from 15 to 25c. above the retail price. Then there is neat's foot oil at 40c., Eddy's wood fibre pails and tubs at 10c. each, large scoop shovels at 60c., and pick and axe handles at 10c. These are just a few of the items that will prove interesting.

This is the contract, the preamble and conditions omitted:

6 adzes (carpenter)	each	$1 00
12 adze handles	per doz.	0 10
6 axes (bench), 5½ inches	each	0 75
12 axe handles (second growth hickory)	each	0 10
1 gross brushes (horse) as per sample	per doz.	0 20
6 brushes (paint) super O.K., 5—0	each	0 40
3 doz. brushes (paint) camel-hair, assorted sizes	per doz.	1 20
6 brushes (paint) wall, grey centre, 4—0	each	0 35
6 brushes (paint) chiselled varnish, single-thick, 3½ in.	each	0 15
3 brushes (paint) chiselled oval varnish, No. 4	each	0 35
6 brushes (white-wash) 2—0 x 8 in.	each	0 40
6 brooms (three string)	per doz.	0 20
1 gross broom handles (ash)	each	0 02
50 lbs. borax	per lb.	0 05
8000 bolts (carriage) ¼ in., from 1 to 5 in., inclusive		0 00½
8000 bolts (carriage) 5-16th in., from 1 to 4½ in., inclusive		0 00½
12000 bolts (carriage) ⅜ in., from 1½ to 6 in., inclusive		0 00¾
8000 bolts (carriage) 7-16th in., from 2 to 7½ in., inclusive		0 00¾
3000 bolts (carriage) ½ in., from 3 to 6½ in., inclusive		0 01
2000 bolts (tyre) 3-16th in., from 1 to 2½ in, inclusive		0 00½
200 gallons coal oil (American)		0 18
400 feet chain, 5-16th in., welded	per lb.	0 05
1 gross curry combs (as per sample)		0 20
90 lbs. candles, wax, paraffine, 12's	per lb	0 15
3 dozen couplings, brass, female, 2½ in.	per doz.	0 75
4 forks (hay) three prong, steel	each	0 40
4 forks (manure) four prong, steel	each	0 50
10 bushels fire-clay	per bushel	0 40
6 dozen files, 7 in., (saw)	per doz	0 10
6 " " 10 in. (smooth-cut) flat	per doz.	0 15
6 (only) " 14 in. (smooth-cut) half-round	per doz.	0 30
12 coils gasket (36.00)	per doz.	0 07½
1 dozen grading lines, best hemp, 100 ft.	per doz.	9 00
2 dozen grub-hoe mattocks	per doz.	0 60
4 hammers, shoeing, (Heller's)	each	0 75
10 gals. harness oil (vacuum)		0 90
1 keg horse shoes, No. 3	per keg	3 50
4 kegs " No. 4	per keg	3 50
10 " " No. 5	per keg	3 50
12 " " No. 6	per keg	3 50
12 " " No. 7	per keg	3 50
1 dozen hinge clasps, 8 in., doz pair		1 20
30 gals. Japan brown	per gal.	0 60
2 doz. bndls. lamp wick, medium	per doz.	0 04
2 " " large "		0 04
2 doz. lanterns (hand), top-lift	per doz.	0 50
3 doz. lantern globes (white) "		0 05
3 " " (red) "		0 20
6 " Matchless metal polish, size 3	per doz.	2 40
1 keg nails, cut, 1 inch	per keg	1 60
2 kegs " " 2 " "		2 60
4 " " " 3 " "		2 60
3 " " " 4 " "		2 60
30 lbs. nails, tinned trunk, 1 in.		0 05
1 box nails, horse-shoe, C No. 6		0 07½
3 boxes " " C No. 7		0 07½
6 " " " C No. 8		0 07½
12 " " " C No. 9		0 07½
12 " " " C No. 10		0 07½
4 " " " C No. 11		0 07½
1 " " " C No. 12		0 07½
10 gallons neats-foot oil	per gal.	0 40
25 lbs. nuts, ¼ in. square	per lb.	0 05
50 " 5-16th in. square		0 05
50 " ⅜ in. square		0 05
75 " ½ in. square		0 05
100 " ⅝ in. square		0 05
100 " ¾ in. square		0 05
3 oil cans, pint, machine, bent-spout	each	0 10
2 dozen padlocks, two keys, per lock		0 15
1 dozen pails (milk), Eddy's wood fibre	each	0 10
1 gross pick handles (second growth hickory)	each	0 10
1 dozen pails, galvanized	each	0 25
10 gals. pine tar	per gal.	0 25
30 lbs. paint, drop-black in Japan, 1lb. tins (Johnston's)	per lb.	0 18
30 lbs. paint, lamp-black	per lb.	0 08
500 lbs. paint, white lead (Elephant brand)	per lb.	0 06
40 lbs. putty		0 03
1 dozen rakes, 12 teeth, cast-steel handled	each	0 40
3 dozen rakes, 12 teeth, malleable		0 25
4 dozen rasps, Jewett's 16-in., per doz.		0 50
100 lbs. resin		0 03
3 saws, 26-inch, cross-cut (Shirley & Dietrich)		1 00
3 saws, 26-inch, rip		1 00
50 lbs. soap, Castile		0 10
3 spoons, post-hole, handled		0 50
3 spoons, telegraph, not handled		0 40
12 scythe blades, 38-in., cast-steel		0 50
12 scythe snathes, swing socket		0 40
2 dozen scythe stones, round		0 10
2 dozen shovels, square-pointed, cast-steel		0 50
2 dozen shovels, round-pointed, cast-steel		0 60
2 dozen shovels, round-pointed, long-handled		0 50
3 shovels, scoop, large	each	0 60
1 gross shovels, snow, iron (Jones')	each	0 30
3 spades, plain back	each	0 50
50 kegs spikes, 7 x ¼-in., 100 lbs. nett	per 100 lbs.	3 30
20 kegs spikes, 8 x ⅜ in., 100 lbs. nett	per 100 lbs.	3 10
3 squares steel, 2 ft. graduated, 2 in. wide		0 50
36 gross screws, No. 9, 1 in. to 1½ in., inclusive		0 25
60 gross screws, No. 10, 1 in. to 2 in. inclusive		0 25
30 gross screws, No. 11, 1½ in. to 2 in., inclusive		0 25
200 lbs. sulphur, ground		03½
6 tubs, Eddy's wood-fibre, No. 3,	each	0 10
3 tape-lines, 33 ft., flush-handles, (Chesterman's patent metallic)	each	1 25
3 tape-lines, 50 ft., flush-handles, (Chesterman's patent metallic)		1 35
3 tape-lines, 66 ft., flush-handles, (Chesterman's patent metallic)		2 50
3 tape-lines, 100 ft., flush-handles, (Chesterman's patent metallic)		2 75
3 tape-lines, 33 ft., tapes only (Chesterman's patent metallic)		75
3 tape-lines, 66 ft., tapes only (Chesterman's metallic)		2 00
3 tape-lines, 100 ft., tapes only (Chesterman's patent metallic)		2 00
9 doz. balls thread, Barbour's No. 8		03
50 gallons turpentine		50
12 wrenches, monkey, 12 in.	each	40

Among so many figures some slight errors may have crept in, but as far as we know they are correct.

A Vermont traveler has recently, according to an Exchange, sent to his customers a rather unique advance card:

Have been laid up four weeks with the grip,
So am a little slow in making my trip;
But for all short comings will make amends,
By doing something handsome for my friends.

Will call Friday.

MR. FOSTER'S INSOLVENCY BILL.

IT will be remembered that when the deputation from the various boards of trade in the country waited upon Hon. Mr. Foster, Minister of Finance, a couple of months ago, that gentleman stated that he had given instructions to have an insolvency bill drafted. Copies of this draft bill have been in the hands of a few of the leading members of the different boards of trade for some time, but as secrecy was enjoined upon those thus favored, the purport of the bill was not known till the Montreal Herald of Saturday last revealed it.

Similar to the bill drafted by the boards of trade last fall, it is stipulated that this act shall not apply to farmers, grazers, ordinary laborers, or workmen for hire; to banks, saving banks, companies, or societies to which the "winding-up act" applies; to rail, telegraph or telephone companies; to a member of society or association not coming under the act. The act shall apply to traders who, since the repeal of the Insolvent Act of 1875, and before the coming into operation of this act, have made any general assignment for the benefit of their creditors without preference or priority, and the provisions of the act with reference to discharge shall apply to any applications for discharge made by any such trader.

A trader is held to be an insolvent when he fails to meet his liabilities, either by calling a meeting of his creditors to compound with them or show a statement of his inability to pay, suspends payment, or acknowledges his insolvency, absconds, secretes part of his estate, assigns, permits an execution to remain unsatisfied, or if he wilfully neglects to obey a decree, etc., of any court for the payment of money.

If a debtor commits an act of insolvency the court may, on the petition of a creditor, make an order, to be known as a receiving order, for the protection of the estate. The statements in the petition have to be verified by the affidavit of the creditor or creditors presenting the same. Proof of the debt will then be required, and if the court is satisfied a receiving order is made; if not satisfied that the debtor is not able to pay his debts the petition may be dismissed. If no reasonable grounds were had for the proceedings then the petitioner may be in damages.

Upon the making of a receiving order no creditor shall thereafter have any remedy against the estate of the debtor in respect of any debt provable under this act, unless as provided by the act. The court may, if necessary, appoint an official receiver as ulterim receiver.

Official receivers must be appointed by order-in-council, and they are, on appointment, to furnish bonds for not less than $2,000 and not more than $20,000. In cities or districts with a population of over 100,000 inhabitants two official receivers may be appointed. If there should be no receivers through death or otherwise, the sheriff will act. Property exempt from seizure by virtue of Provincial statutes shall not rest in the official receiver, nor any salary earned by the insolvent after the date of the insolvency, or any debts held by the insolvent as trustee.

A meeting of the creditors shall be called within ten days after the receiving order has been obtained, unless the court extends the time. The debtor is required to attend the first meeting, and be subject to examination. The creditors at the first meeting shall appoint a liquidator of the estate who will require to give security. Upon the appointment of the liquidator the official receiver shall hand over everything to him so that everything in regard to the estate will rest in the liquidator. The official receiver will have a first lien on the estate in regard to his fees.

The creditors may at any meeting appoint one or more inspectors, but not more than five in all. No liquidator can purchase any of the stock.

Clause 25 provides that the creditors may at any meeting appoint one or more inspectors, but not more than five in all, who shall superintend and direct the proceedings of the liquidator in the management and winding up of the estate. No liquidator can purchase any of the stock. The fees of the receiver will be ten cents for each notice to creditors; $2 for attendance at first meeting; for taking evidence ten cents per folio for first copy and five cents for every additional one. The court will decide the other services for ten dollars and upwards, but not over one hundred. The estate will have to pay notarial transfer fees in Quebec. On the application of the official receiver or liquidator the court may summon the husband or wife of the debtor, or any other person known or suspected to have in their possession any of the estate for examination.

A debtor may be arrested if he is suspected of intention to abscond, to remove part of his goods from the creditors, or if he fails to attend any meeting at which he is required.

In regard to discharge the bill provides that if the debtor submits a proposition which is satisfactory to a majority in value of the creditors, the liquidator shall then call a meeting of the creditors to consider the same. Such meeting must take place within one month from the date of the passing of the resolution referred to. The debtor shall attend such meeting. In no case shall any proposition providing for a discharge of a debtor on payment of a composition in satisfaction of his debts be entertained unless it provides for the payment in full within three months from the confirmation thereof of all costs, charges, and disbursements in connection with proceedings under the act then remaining unpaid, and of all claims declared by the act to be privileged claims, and for the payment within one year from the date of such confirmation of at least 25 per cent of the amount of the unsecured claims of creditors in any way affected by the confirmation thereof.

The court must consent to the discharge before it becomes binding upon the creditors. The debtor must also show that no creditor was induced through monetary considerations to sign for his discharge. If the debtor is guilty of any fraud he is not entitled to a discharge, and the court may order the suspension of the discharge for a period not exceeding five years. The court can order this for recklessness in business, misconduct by being extravagant in expenses or endorsing for others after he had good reason to know he was insolvent.

If at the expiry of one year the debtor has not his discharge and no order made against it, then he can make application to the court to appoint a day to hear such application. Any creditor to whose claim the discharge would apply may appear to oppose it. The debtor will have to show that he has complied with all the provisions of the act. The court may thereupon make an order for a discharge, but if the debtor fails to show that he has conducted his business honestly it will be refused.

One particularly new feature provides that notwithstanding anything to the contrary in this act, the debtor, if not discharged earlier, shall receive his discharge under the act without reference to his creditors or to the court, at the expiration of six years from the date of insolvency; but if at the time an order is in force suspending the operation of his discharge for a period of which a portion then remains unexpired, such discharge shall not take place until the expiration of the time named in such order. The debtor or liquidator may appeal from any order of the court, and all proceedings in the case will be stayed until the appeal is determined.

In case of a discharge of a debtor by the payment of composition in satisfaction of his debts, the liquidator shall transfer the estate to the debtor.

Among the privileged claims may be mentioned the fees, etc., of the official receiver; all necessary and proper costs, arrears of salary or wages, rent due and payable. A secured creditor may, before proving his claims, assign the security to the official receiver or the liquidator, for the benefit of the estate, in which case he shall rank upon the estate as an unsecured candidate for the full amount of his claim. Provisions are made against the debtor giving preferences to certain creditors.

In the province of Quebec, if a trader has a marriage contract with his wife, by which he gives a certain amount, and such contract is not registered within three months from the execution thereof, then she cannot avail herself of the provisions of it unless it is shown that the debtor could have paid his claim in full, irrespective of such property.

In the province of Quebec the sale of im-

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For samples and information apply to **Henderson & Potts,**

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moveable property may be subject to all such charges and hypothecs as are permitted by the law of the province to remain chargeable thereon when sold by the sheriff, and also subject to such other charges and hypothecs thereon as are not due at the time of the sale, etc. The liquidator shall prepare dividend sheets of the estate for the debtor whenever the amount realized will justify a division thereof, or when he is required by inspectors or court to do so. Before any dividend sheet is made the inspector shall examine each claim with the liquidator. One per centum upon all moneys proceeding from the sale by a liquidator of any immoveable property in Quebec shall be retained by the liquidators out of such moneys and paid over to the sheriff of the district, or of either of the counties of Gaspe and Bonaventure, as the case may be, for the building and jury fund of such district.

Clause 101 deals with frauds, such as exhibiting false balance sheets so as to give an erroneous and incorrect account of the estate, and provides a penalty liable to imprisonment for two years. A verdict must be first given by the court that the party is guilty. If the debtor does not give over all his property under his control, then he is liable to three years' imprisonment. If within thirty days prior to his insolvency he conceals, removes or embezzles any part of his property, then he leaves himself open to the same punishment.

There are in all 128 clauses in the bill.

DEATH OF JOHN TURNER.

The Hamilton Spectator of a recent date announces the death in Chicago of John Turner, a former respected resident of Winnipeg. The Spectator says of Mr. Turner: "The deceased was the son of the late John Turner, of this city, and was born in Hamilton in 1855. In early manhood he learned the wholesale hardware business in the warehouse of Adam Hope & Co., and remained with that firm for a considerable time. For some years afterwards he lived in Winnipeg, being in the service of the Hudson's Bay Company. After a brief residence in Belleville, Ont., where he was engaged in business with Foster & Co., he went to Chicago and joined Mr. Foster in establishing a hardware business under the firm name of Foster & Turner. Mr. Turner was unmarried. He is remembered kindly by many companions of his youth in Hamilton, by whom he was familiarly known as Long John. His generous, jovial disposition made him a general favorite among his associates."

Mr. Turner was well known in Winnipeg, having belonged to the Winnipeg Rowing Club, and being an active member of the committee for several years. He was also a popular member of the St. George Snowshoe Club. The sad news of his death will be learned with deep regret by his old associates here.—Free Press, Winnipeg.

DELIVERY OF GOODS.

A SYSTEM for delivering goods, like other branches of the business, must necessarily vary with the volume of trade and the population of the city. The following suggestions are based on the supposition of a city having from 70,000 to 80,000 inhabitants, a retail store catering to household as well as builders' trade, and the employment of one delivery wagon which is never called into the service of the shipping clerk.

The first requisite in the disposition of goods sold is to make a complete list, showing every article which the purchaser has selected and the quantities of each. After the list is called back and checked, goods that can be wrapped and tied in packages should be cared for at once, to avoid all possibility of being mislaid by casual and careless passers by.

For marking packages a gummed tag is the surest method of avoiding errors in delivery; for bulky goods a string tag or paint, as the case may require. If but one package or article is to be delivered mark name and address on the tag, but if packages are numerous mark name only on all tags except one, and on that one the name, address, number of packages, and list of articles not wrapped.

By the enumeration of packages and articles in the duplicate receipt book of the delivery wagon the driver has a check on the salesman, and can be reasonably sure of starting right at least. As to the disposition of goods awaiting delivery a counter or floor space devoted to this sole purpose is very necessary. Where it is not practicable to gather all the goods in one space the delivery clerk can ascertain from the before mentioned tag just what goods are to be delivered, and go to the different floors or rooms to find them.

The most effective and satisfactory use of the delivery wagon is found in the division of the city into districts, and making a trip to each district at stated hours. By this system, if adhered to, a customer can be given definite information as to the time the goods will be received. In case of immediate delivery being required various methods may be followed, according to the circumstances. If the goods are in a small, light package the office boy or messenger service can be utilized; if goods are bulky then an expressman must be hired, and the expense charged to the customer or not—according to the discretion of the salesman. Under no circumstances should the hours and trips of the delivery wagon be interfered with.

The goods having reached their destination the duplicate receipt is given with them, and the book signed after a careful counting by the party to whom they are delivered. No inspection of packages is practicable, for too much time is consumed, and the error in the contents, if any, can only be rectified at the store, and the delivery clerk has his time schedule to keep up.

Instances are very numerous of contractors making complaints of shortage in goods delivered to unfinished buildings, and such cases seem to afford the largest opportunity for errors. The surest method to pursue under such circumstances is to mark on each package its contents and designate the floor or room for which it is intended, and then call for the foreman of the work to check them before signing receipt. For any error in the contents of the packages the salesman is, of course, directly responsible, and he should send out no bill of hardware that is not first looked over and checked back by somebody who is acquainted with the goods.—H. P. King in Metal Worker.

GOOD MANNERS.

MANNERS, as one of the main conditions of getting on well in the world, is thus, according to a contemporary, considered by the Rev. Dr. Minger :

"If the world were a place where everything was to be done by physical strength, health would be nearly the only requisite to success. If it were a place where only means to ends were to be considered, education would be all that was needed. But the world is complex, and success is to be sought along many lines. Not only force and thought, but the way in which we carry ourselves, our temper and manners, enter largely into life.

"There is a great deal of failure that is due to bad manners, and almost as much that is due to lack of good manners. When they are positively bad, the cause is usually to be found in an evil or coarse nature, in which case little can be done ; the surgery must be deep and radical. But poor or indifferent manners are generally due to defective training, and especially to the fact that they are undervalued. It is a real but lessening feature of American life that good manners are rather suspected of savoring of insincerity and assumption. Our sense of liberty is so strong that we let it run riot in our conduct, and suffer every unruly instinct and impulse to declare itself.

"Young men often find their way blocked here and there, in business and in social life, when there is every apparent reason why they should succeed, and never discover that the cause lies in this matter of manners. Refinement is getting to be so common in our country that its tests are applied quite generally, and when one fails to endure them he is quietly passed by and left by himself. More and more is it everywhere insisted on that men shall be gentlemen in their behavior, and there is scarcely any important position to be filled in any department of society in which good manners are not a chief requisite.

"With such courtesy well wrought into habits, a young man also carries success in his hand. All hearts and all doors open to him ; everybody is his friend ; he wins his cause at once, and only fails when he shows serious defect in some other important respect. As Mr. James T. Fields said :

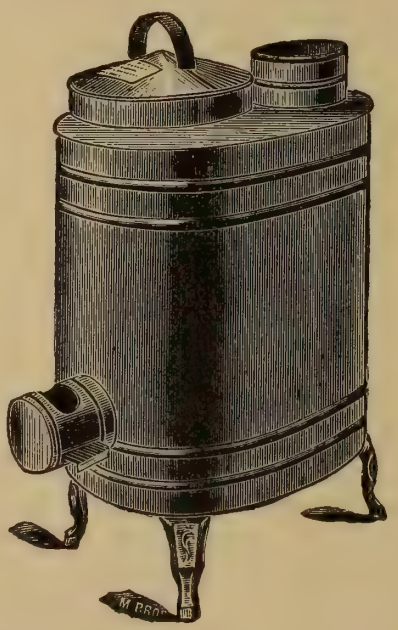
"'It transmutes aliens into trusting friends,
And gives its owner passport 'round the globe.'

"There is no such thing as getting on in the world unless one can get into good relations to men ; you must be on good terms with those with whom you have to do. In no way are men so quickly won and so surely held as by courtesy. Of course, there must be intelligence and force, but, given these, nothing else will so win, so smooth your path, so tide your own disagreements, so breed patience and respect and love in others. When they see refined and gentle manners and come to know that behind them is a true and kind heart, they are forced to own and to receive you into their fellowship. Courtesy, even more than misery, makes all men kin. Gentlemen are equals the world over. 'Manners make the man,' seems at first to be a false or superficial proverb, but it is true and profound ; it means that only in a good and true man can there be manners.

"You may be inclined to say that courtesy has little to do with business and the everyday work of life, but I assure you that there is not a position in the business world where genuine courtesy does not double one's chances of advancement. Not of itself will it lift a man, but it floats other requisite qualities ; it gives wings in the race of life. The simple truth is that there is nothing people so like and so respond to as genuine manners. Without them religion, character, knowledge, skill, energy, are shorn of half their power."

A UNIQUE HEATER.

NUMBERS of different styles of wood heaters have from time to time been offered to the trade, with varied success. The newest stove of this class is the Hagey King Heater. It is well and favorably known in the United States, and an exhibition of its heat-giving properties was



recently given in the open air at the St. Lawrence Market, Toronto, where it attracted much attention. The accompanying cut will convey a good idea of its external appearance. The Gurney Foundry Co., Toronto, who are manufacturing the Hagey and placing it on the Canadian market, say: "To appreciate the merits of this newest of all heating stoves, it must be put to practical test. It is made of the best American Russia iron, and wrought sheet steel, and lined with charcoal iron. We find it safe because no fire can fall from it, and it will warm a room in five minutes. It is labor saving, for it is needless to remove the ashes less than once a month, and will burn chips or anything wooden that will go into the 13 inch opening at the top. One or two chunks of wood will run it twelve hours in cool weather, and it is ornamental and suitable for bedroom or parlor. We have no hesitation in saying that it is the best, cheapest and safest quick heater ever offered."

RE STAMPED GOODS.

"I CAN well remember when stamped goods were something of a novelty in this country and also the first place where they were sold in St. Louis," remarked Mr. George Wiegand, of the Standard Stamping Company, St. Louis, to the HARDWARE reporter. "That was away back in 1852. A New York firm of importers had a branch store here on the north side of Market, between Second and Third, and all the goods they sold were brought from France, for which reason I suppose they obtained their name of French ware. They were stamped from tin on foot presses and were then retinned, so that in the end they cost a great deal more than similar grades at the present time. The same firm that had the branch store here is still in business in New York and is one of the largest manufacturers in the trade, but then they did not sell as much in a year as is sold now every day. I think it was in 1853 that the manufacture of stamped ware in a regular way was begun in St. Louis, although I believe that Mr. Giles F. Filley had turned out some of the ware previous to that. Everyone knows the enormous proportions of the business, but like almost everything else, it had a very small beginning."

SCREW DRIVING WITH A HAMMER.

Wood screws, observes the Railroad Car Builder, are made with slotted heads in order that they may be turned into the work with a screw driver. If you are a journeyman, don't get into the habit of driving screws nearly or part way home with a hammer. If you are a foreman, don't permit such work. It don't hold, and some poor chap may also lose his life just because that screw was not turned in with a screw driver. The other day I saw a man screwing on grab irons. He drove the screws nearly home, gave each one turn with a screw driver, and passed to the next. I asked him if he knew what that (pointing to the slot) was for. "Yes," he replied; "it's to put a screw driver in when the 'old man' is around, and you don't care to drive the screw in!" Just then his staging, one end of which was held up by a grab iron on another car, gave way, and this man barked his nose and scraped his shins as he tumbled to the ground. Upon looking around he found that the iron had come off, having been screwed on with lag screws, put in pretty much as he was putting in wood screws. It was a sharp object lesson, and a good one. Don't do so in your shop.

HARTZ STEEL BLOCKS

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WHOLESALE HARDWARE

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FISH AND GAME COMMISSION.

THE Ontario Fish and Game Commissioners held a meeting in the Queen's Hotel, Toronto, for the purpose of preparing their annual report to be submitted to the Legislature. There were present: Dr. MacCallum, Dunnville, chairman; Messrs. H. P. Dwight, Toronto; W. G. Parish, Athens, and J. H. Willmott, Beaumaris, and Mayor Stewart, of Hamilton, game warden. Mr. W. B. Wells, Chatham, was the only commissioner absent.

The commission decided to recommend that the law prohibiting the sale of quail, snipe, partridge, and woodcock be continued until 1897. The enforcement of the law has been found to be beneficial, and the sportsmen all over the country have been petitioning for its enlargement. A recommendation will be made with reference to the muskrat season, to change the present law so as to allow muskrats to be taken from the 1st January to the 1st May with the understanding that they must be trapped and not shot during April.

It was decided to recommend that officers acting under the game law be given the right to search the persons of offenders. Another decision was in favor of allowing foreign sportsmen who shoot in Ontario, after taking out the necessary licenses, to take two deer out of the country with them.

A recommendation will be made that the deer season be not changed except that dogs shall not be allowed to run after the 1st of November. The Legislature will be asked to define clearly what is meant by "unorganized territories," as, in the case of Muskoka, Algoma, Parry Sound, and such localities, much trouble is caused by the want of a clear definition. The commissioners will draw attention to the fact that owing to the dispute in the matter of the fisheries between the Federal and Provincial Governments, their hands are tied, and much valuable time is being wasted and large numbers of fish are being slaughtered out of season. They will urge that immediate steps be taken to have the test case which is being prepared for argument between the two governments brought on at an early date.

There are only four wardens under salary, and this number, it will be represented, is far too small to overtake the wide area which the work of the commission covers. An effort will be made to have at least two more appointed. The commissioners say that a great deal of work has been done since the organization of the commission in 1892, and the laws have been well enforced and appear to be thoroughly popular. An effort will be made to obtain a larger appropriation this year from the Legislature, with a view to still further carrying out the work, as much useful work could be done in the way of propagating fish in streams now depleted, and of preserving the game in localities where it is now scarce and almost extinct.

A BIG ELECTRIC MOTOR.

An electric locomotive of 1,000-horse power is reported to be under construction from the plans of Sprague, Duncan & Hutchinson to the order of the North American Company, says a London exchange. It is intended for slow speed and heavy traction in switching service. The machine is carried upon four pair of driving wheels, all coupled. The frame is of steel, with deep pedestals. The 56-inch wheels are close-coupled; the first and last pairs only are flanged. There is a motor in each axle, the weight of the armature coming directly on the wheels, and that of the field magnets is on the journals through the pedestals; no spring supports are used. The four motors all form parts of a complete system on a rigid wheel base of 15 feet. The motors are of the alternating type, are wound for 860 volts at 225 revolutions, which will be the equivalent of 35 miles an hour when in multiple.

HAMBURG IVORY MARKET.

Mr. Otto Gerdan furnishes us the following: "The first London quarterly ivory sales of this year commenced on the 23rd inst. and terminated Thursday. They contained the following assortment: 33 tons from Zanzibar and Bombay, 15 tons from Egypt and Malta, 40 tons from the west coast of Africa, against 103 tons same time in 1893, 98 tons in 1892, 118 tons in 1891, and 94 tons in 1890. The market still suffers under the depression of trade, and whatever real improvement there is, is restricted to ball ivory, which advanced £3 to £4. The prices of the other descriptions are only very slightly changed, some a little higher and others a little lower. The lack of orders from America was again noticeable. The next auction will commence on the 24th of April, 1894

"Annexed is a list of prices paid: Zanzibar and Bombay—Sound, good, soft, average, 60-100 lbs., £62 to £65; average 50-60 lbs., £59 to £62; average 40-50 lbs., £56 to £60. Egyptian and Malta—Average 60 lbs and more, £52 to £56; average 50-60 lbs., £50 to £53; average 40-50 lbs., £47 to £50. West Coast—Sound, good, hard, average 60 lbs. and more, £36 to £40; average 50-60 lbs., £34 to £37; average 40-50 lbs., £31 to £35. Prices paid for exceptional lots are not quoted by this report."

POOR ECONOMY.

A Topeka merchant received a postal card the other day on half of which was written, according to an exchange, an order for a bill of goods for his store; on the lower half was an order for more goods of another kind from a merchant in the next block to whom the first merchant was requested to deliver the card. The Topeka man rang for a messenger and had the postal delivered, and charged the customer a quarter on the bill.

A NEW CANAL.

IN building the new canal at Sault Ste. Marie, Mich., a coffer-dam of timber crib work filled with clay was, according to Age of Steel, constructed the length of the canal to keep out the water from the site where the work was in progress. The clay in this dam was continually wearing out through the timber and it was necessary to replace it, an operation performed by stock-ramming, a somewhat unusual process in this country, although a favorite one with English engineers. The work is begun by driving in an inch pipe to the bottom of the clay filling in the coffer-dam. An iron rod 30 feet long slides up and down in this pipe and over it is an ordinary pile-driving apparatus with a hammer weighing over 1,900 pounds. This rammer is used to force down the tube cylinders of clay obtained with shovels of which the blades have been cut and then rolled into a ring a little less than 3 inches in diameter. These shovels are pushed into a mass of moistened clay and form little rolls about one foot long, which are placed in the tube by hand. About a third of a cubic yard is forced down the tube by the rammer and pile-driver. The pipe is then pulled up about 10 feet and another third of a yard driven down, after which the pipe is again pulled up 10 feet and still another third of a yard driven, making a cubic yard of clay which has been forced into the filling of the dam at this spot. The whole apparatus is then moved forward 5 feet and the process repeated. In this way the ramming is continued back and forth over the top of the coffer-dam during the entire working season and keeps the interior fairly water-tight.

HARDWARE IN SOUTH AFRICA.

MR. T. J. SIMEY, Port Elizabeth and Cape Town, manufacturers' agent, has just returned from South Africa, with the intention of residing in the metropolis and with the object of being in better touch with the manufacturers of Great Britain. The Ironmonger interviewer hearing that Mr. Simey had called upon the editor of this journal, detected a subject, and at once opened fire.

"How is the hardware trade in South Africa?"

"Well, it's looking up a bit now. Like everything else it has been depressed, but prospects are good. We have just had splendid rains all over the country, which will be beneficial to all as it is a land of drought."

"What is your opinion of the progress of German, Belgian, and American competition?"

"I am sorry to state that both Germany and the United States are making very great inroads into South Africa."

"In what respect?"

"I have known cases where German agents have bought up and sent to their principals samples of various kinds of goods, particularly in hardware. These samples have been closely imitated by the German manufacturers, and shipments made to the Cape in order to compete with the British manufacturers. I may state that the Germans are very careful as to the appearance of their goods, and to the packing and boxing of tools, etc., but in most cases the British goods are of much higher quality. I must say, also, that the Germans are much readier to adopt suggestions as to better patterns, etc., than are our home manufacturers."

"What do the Germans and Americans send out chiefly in hardware?"

"In cutlery the Germans send out scissors and cheap knives; and the Americans ratchet-braces. These latter formerly came exclusively from England, but the Germans undersold us for a time, after which we were able to fully meet them. Then the Yankees competed, and people in South Africa now get ratchet-braces much cheaper from the United States than from either Germany or England."

"What is the condition of the saddlery trade?"

"At one time—three years ago—that was one of our best lines, but horse-sickness carried off, directly I got back in 1892, thousand of animals, and that cause alone has crippled the business. Harness, too, is now being made on the spot."

"Horse, ox, and mule shoes?"

"Well, not many are being sent out."

"Is there much doing in mining machinery?"

"Johannesburg is the centre for that, and the principal British manufacturers have agents there."

"What about galvanized iron?"

"It has been a very large business, but is one almost without a profit now. I was speaking to a Cape merchant this morning, and he said he could not understand how it was possible to import good stuff at the price. There is no foreign competition, and any amount of rubbish is sent out from England."

"Have you any advice to give to manufacturers here on the subject of packing? Have our people become alive to the importance of sensible packing?"

"There has been an improvement, no doubt, but many manufacturers do not give the attention that they ought to it. Since I have been over here I have found fault with several firms in that respect. For small goods the American style of packing is becoming the vogue, but for other articles there is much room for improvement."

"What sort of ironmongers' shops have you out there?"

"In Cape Town we have some very nice ones, and I was much struck with one in Grahamstown."

"You are a manufacturers' agent solely, Mr. Simey?"

"Yes. I do not do any retailing, and I do not keep any stock. My offices in Main street, Port Elizabeth, are among the finest buildings of the kind in South Africa, and fetch as high a rent as some of the premises close to the Bank of England in the city of London. The showroom is 100 feet long and 31 feet 6 inches broad, and the one in Cape Town is also about 100 feet in length. I went out to South Africa in 1850, and started business as a manufacturers' agent eight years later. My business there is now worked by two gentlemen of wide and varied colonial experience."—Ironmonger.

THE LONDON COAL RING.

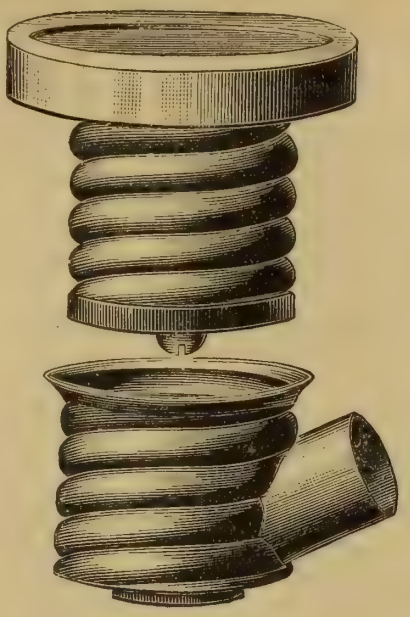
The correspondent who has kept the Pall Mall Gazette informed of the progress of the battle between Colonel North and the coal ring states that the matter has now reached an interesting stage. For the last six weeks the ring has persistently declined to buy or sell coal from the Navigation Collieries, and the local vendors, acting under instruction, have been doing all in their power to persuade the public not to purchase "North's coal." In the meantime, Colonel North, ignoring the ring, has completed the arrrangements for the delivery of his coal in London, and purchasers now have their supplies drawn to their own doors. The principal difficulty hitherto has been to meet the demand; but fresh shafts have been sunk, and within a short period now the North Comany will be in a position to supply another five or six hundred tons a week. The ring has reduced the price of best coal, but Navigation supplies are 6s. a ton cheaper. It now remains to be seen whether, given a good article at a fair price, the ring has the power to successfully boycott a colliery owner who declines to be coerced. Colonel North is not a man who surrenders easily, and his opponents may yet discover he has power enough to win the fight, notwithstanding the heavy odds of combatting a perfectly organized corporation that has for years defeated all comers. To the public the quarrel should be of absorbing interest, for upon the issue of the battle depends whether citizens are to have the price of fuel permanently reduced several shillings per ton, or whether they are to continue at the mercy of the ring, and be compelled to pay in the future, as in the past, just what price per ton may suit that organization.

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THE SHUT DOWN IN GLASS.

THE question of shutting down the glass works throughout the country, says Hardware Reporter, St. Louis, has not yet been definitely determined. This applies both to the expediency of the proposed action, as outlined last week, and also to the fact itself, since it now appears that the agreement of at least 85 per cent. of the manufacturers is necessary before the shut down movement can be made effective. Why such a large percentage of signatures is required before the decisive step can be taken is not made evident save by the desire for a practical unanimity, and it would seem as if this could be assured without further delay, granting, of course, that shutting down has become a trade necessity. At any rate, the movement will not be inaugurated until the 20th of February, instead of the 10th, as first reported.

As a reason for taking this step, the manufacturers state that the proposed reduction of duty on imported glass will so demoralize the trade that they will practically be driven out of business. Therefore, they argue, they might as well go out of their own accord. This may or may not be a proper presentation of their case but it is nevertheless a striking illustration of the fear under which manufacturers are laboring in all industries affected by the new customs' bill. This country can accommodate itself to almost any condition if it can only see straight ahead, but in the present case the manufacturers are looking as through a glass darkly and are forced to contemplate a policy that would not be considered under other circumstances. The enforcement of such a policy is to be regretted at any time but especially when the labor market is overstocked, as it certainly is just now, and when more work is absolutely needed.



NEW

Steel Creamer Tap

All Parts Retinned

Superior to Lead taps and much cheaper. . .

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MONTREAL

ASBESTOS MINING.

Twenty-five years ago, says an English paper, asbestos was a curiosity. At the present day it is the basis of a gigantic industry, the principal centres of which are in Canada and Italy. Other countries produce it to some extent, and at many places attempts have been made to turn out a marketable article. But for various reasons the countries indicated hold a practical monopoly of the trade. Asbestos, to be marketably valuable, must possess at least four characteristics. It must have, first and most important of all, infusibility, but also elasticity, fineness, and strength. At one time it was thought the Russian production might be largely used, but for all practical purposes it has been abandoned—at any rate, outside Russia. Then the African variety is wanting in the first essential — the fire-resisting quality. There is also Australian asbestos, but that is so brittle that it can neither be woven nor spun. The Italian is, in the opinion of some experts, the best of any. It has a long fiber, is soapy, and is of a grayish-brown color. The Canadian, on the other hand, is white, has a short fiber, and is not saponaceous. A quarter of a century back it was only to be seen among geological specimens, and was used for no purpose whatever. It is now worked up into not less than 100 different manufactures. The machinery used for preparing the raw material is complicated and expensive. The first thing is to crush the rock without breaking the fiber. It is then cleaned and carded, and otherwise treated somewhat in the same way as other textile materials. In almost every workshop where steam is used asbestos is employed with advantage.

HIGH VOLTAGE CURRENTS.

Up to recently, says the Electrical World, our ideas in regard to the consequences of higher voltages were based upon experience with direct currents, in which the considerations were danger to life and difficulty with commutators, rather than with simple insulation. Owing, however, to the use of transformers with alternating currents, which enable us to almost entirely obviate danger to life from high voltages, the voltage of 16,000 used at the Frankfort-Lauffen transmission was less dangerous in this respect than any arc-light currents under the ordinary conditions of use. On account of the absence of commutators, the voltage of 16,000 was also produced by the dynamo with less practical difficulties than one-half as great a voltage would be in a direct current machine. The only factor, therefore, to be ordinarily considered in relation to the voltage of simple or multiphased alternating currents is the insulation of the line and apparatus, and this factor does not become of direct importance until we approach a practical limit, which seems to be yet far removed. With direct currents, however, we have the two additional factors of danger to life on account of the necessary disposition of the generating and receiving apparatus and difficulty with commutators, to which may be added a third factor due to electrical difficulties with high voltages at the receiving apparatus, which do not exist where alternating currents are employed with transformers as intermediaries. This is but another illustration of the variance in ideas derived from experience with direct currents and those connected with alternating currents.

DRIPPING STOVE PIPES.

A correspondent of the American Artisan gives the following as a prevention of dripping stove pipes: "Cut a hole two inches square through the pipe at the second joint above the stove. Put over it a slide door. You can put in two holes and a slide door on both. Dripping from stove pipes is due to the stove being dampered close so as to hold the fire, thus keeping the smoke in the pipe an unusual length of time and consequently liquefying it. When the smoke passes through the pipe quickly there is never any dripping. The holes or hole cut in the pipe are to be opened when the stove is closed. The pipe will then draw warm air from the room and there will be no dripping."

Seventy car loads of pressed hay were shipped from the neighborhood of Milverton during the month of January. It was packed in bales of 125 pounds for the English market. Over $7,000 has been distributed amongst the farmers in this neighborhood so far his season for this commodity.

TRADE CHAT

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

A general store is to be opened at Rockingham, N.S., by J. Davison & Sons.

The Mitchell Board of Trade has elected these officers: President, T. S. Ford; vice-president, W. Thompson; sec.-treas., Isaac Hord.

J. H. Trestain, Glencoe, has bought the general store in the village of Calchan from Mr. Calderwood and will take possession in a few days.

"All things come to those who wait,"
But, alas, ofttimes they come too late;
To men of brains or men of muscle,
All things come to those who hustle.
—Herald of Commerce.

G. V. Hastings, of the Lake of the Woods Milling Co., returned recently from a trip to the mill at the Portage. He reports the sale of flour as being brisk. Little wheat is moving, but there is plenty of grain on hand. —Free Press, Winnipeg.

Mr. John Cameron, agent for the J. B. McLean Publishing Co., who has been spending since Christmas with his family here, starts out again this week. During his year's canvas Mr. Cameron visits every province in the Dominion. He reports that during '93 he met with a gratifying amount of success with HARDWARE. — Durham Chronicle

Letters patent of incorporation have been issued to the Oxford Milling Company (Ltd.), Oxford, incorporated by Henry Sutton Moore, Norwich; Philip Kelly, township of Burford, Brant; Martin Emigh, John Sheahan, and Thomas S. Dunkin, township of North Norwich, Oxford, to carry on a general flour milling business.

A summary of the fire insurance business in Canada is given in the last issue of the Insurance and Finance Chronicle. Last year the premiums amounted to $6,740,958, and the losses were $4,970,266, or 73.73 per cent. of the total premiums. The premiums for the past seven years were $40,741,853, and the losses $25,924,552, or 63 63 per cent. of the premiums.

The following are the newly elected officers of the Fredericton, N.B., Board of Trade: President, James S. Neill; vice-president, Wm. Lemont; secretary, J. W. McCready; treasurer, George W. Hodge; Members of Council, A. G. Edgecombe, M. Tennant, A. H. F. Randolph, C. Fred Chestnut, Fred. B. Edgecombe, George W. Hodge, Geo. Hatt, John J. Weddall, John T. Clarke, H. H. Pitts, A. Lottimer, John M Wiley.

At the annual meeting of the Montreal Rolling Mills Company, held Tuesday, these officers were elected for the ensuing year: Mr. Andrew Allan, president; Mr. Hugh McLennan, vice-president; and Hon. G. A. Drummond, Messrs. E. S. Clouston, Henry Archbald, Hugh Montagu Allan, and Wm. McMaster, directors. Mr. A. F. Macpherson was again elected secretary.

The annual meeting of the Canadian Rubber Company was held Thursday at the offices of the company. The reports presented were considered satisfactory. The old Board of Directors were re-elected as follows: Messrs. Andrew Allan, Hugh McLennan, W. J. Withall, Francis Scholes, H. Prevost, A. A. Allan, W. H. Benyon, J. B. Learmont, and H. M. Allan. At a subsequent meeting of the Board of Directors, Mr. Andrew Allan was elected president, and Mr. Hugh McLennan, vice-president.

THE SAME HERE, BROTHER.

ART in Advertising says: In connection with the advance in the subscription price we have also another reform in view, and that is to put our advertisers in their proper places. Goodness knows it was hard enough to get them, and now that we've got them we don't know what to do with them. Each one, individually and successively, owns the whole paper during the life of his contract. It sometimes happens that we misplace an ad. In the customer's eyes this is but little short of deliberate murder. He storms, raves, does everything but shoot to kill, and in the end kindly permits us to live a little longer.

The process of getting an order is unique in itself. At the beginning of the first call he says: "Oh, I couldn't think of using your paper at any price!"

Of course not. Some of them would have us believe that they are not using it yet.

Finally he asks the price of a preferred position, and shrieks on hearing the quotation. "I thought I'd like to do something with you this month," he says, "but that's robbery."

The third attempt is taken up in a vain effort to break rates.

The fourth attempt results in an offer for the preferred position at the run-of-the-paper price.

"You'll get that or nothing," says our customer, closing his desk with a bang.

"Oh, yes! we'll get something," say we, trying to be funny at a funeral—"we get left."

By-and-bye the contract come in, and the gracious donor looks in every once in a while to see if we are properly appreciating his bounty. "You must be making lots of money now," he says, glancing fondly at his own ad. Then turning to the next page, he continues: "There! I knew that fellow would come in when he saw mine. Gracious, how many ads. you've caught since you hooked me! Say, how much commission do I get? Oh, you sly dogs!" and giving a gratified chuckle he cribs an extra copy and strides down the hall.

We made some very stupid bargains to begin with. For instance, yearly advertisers get a discount of 10 per cent. But they don't get it after January 1st. No more putting a premium on poverty for us. We ought, we suppose, to make it an object for a man to spend $500 a year instead of $50 but we won't. As a matter of fact, the $500 man ought to be charged an extra 10 per cent., on the ground that he can afford it. That may not be good business, but good or bad it goes into this paper after January 1st.

BIG FIGURES THESE.

France is worth, all property considered, £8,000,000,000.

The property of Germany is assessed at £6,500,000,000.

All the property of Italy is assessed at £3,000,000,000.

The public buildings of England are valued at £240,000,000.

Germany has £231,000,000 invested in the banking business.

French capital invested in trade is estimated at £311,000,000.

The British mercantile navy has cost in building £133,670,000.

The rented houses of Great Britain bring in their owners £133,300,000 in value.

The house property of Philadelphia annually increases £30,000,000 in value.

The bank capital of France is £268,000,000.

The bank capital of Great Britain is $910,000,000.

The annual value of the clothing made in the United States and Europe is estimated at $2,205,000,000.

Mulhall estimates that the total manufactures of the world annually equal in value the enormous sum of $22,370,000,000.

The total value of London houses is £673,000,000; of Paris houses, £286,000,000; of the houses of New York, $1,355,000,000, or £271,000,000.

Mulhall estimates that the land in the United States is worth $12,500,000,000; the cattle, $5,500,000,000; the houses, $14,200,000,000; the furniture, etc., $7,200,000,000; the railroads, $10,000,000,000; the shipping, $300,000,000; the total wealth per inhabitant, $1,050.

THE ONTARIO TACK CO.
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton. Ontario.
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TORONTO CUTLERY CO.,

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M. MAYER, Propr.

NON-XLL	Pocket Knives	WARRANTED
IMPERIAL	Razors	
T. C. Co.'s	Nickel Steel Shears	
WILLIAMS	Dble Shear Steel Butcher Knives	

We fully guarantee all goods named above.

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TORONTO — Hardware and Iron Merchants

MANUFACTURERS OF

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Quality and finish of our Files and Axes unsurpassed. . . .

Special Attention to Letter Orders.

Wall Dusters

Our Wall Duster is a common-sense article which only has to be shown to be sold. Send for Price List.

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DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, cheaper, more power, everlasting, and competition distanced.

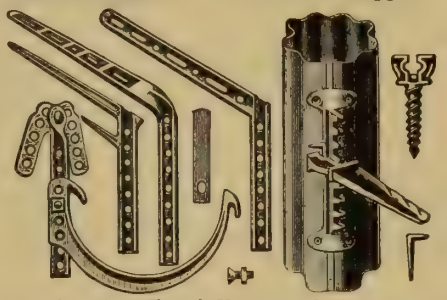


Also all styles of Bale Ties made from the Best Steel Wire.

Manufactured by BOYD & CO., Huntingdon, Q.

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Tinners' Hardware and Roofers' Supplies.



The best Eave Trough Hangers and Pipe Fasteners on earth. Berger's Long Eave Gutter, Pipe Hooks and Fasteners of every description. Also Ridging, Crestings, Finals, Registers and Ventilators. Don't buy until you have our price. Samples and catalogue free.

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26 Wellington St. East, TORONTO

Gas, Electric, Combination

Fixtures AND Brackets

English, Canadian, and American **DESIGNS**

A select stock of

Gas and Electric GLOBES

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Drawings and prices on application.
The trade supplied.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, TORONTO

ENGLISH HOUSE: SAMUEL, SONS & BENJAMIN
164 Fenchurch St, London, E. C.



Milk Can Trimmings and Cans
Creamery Can Fixtures and Cans
Dairy Pail Bottoms . . .

SAP BUCKETS AND SPILES

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

Montreal, Feb 9, 1894.

HARDWARE.

Business does not show much improvement, but trade has been fair on the whole, mostly in lines of shelf hardware, some activity in which was noted last week, mainly in lines of tacks, screws, bolts, etc., for immediate wants. For forward delivery something has been done, but business in this connection is not quite as satisfactory as some traders wish. There is a feeling of uncertainty in regard to tariff changes, and the fact is making buyers act cautiously. Nails do not show much life, nor do horseshoes, chain, etc. Other lines are generally dull. Payments have ruled fair on the whole.

WIRE—Small quantities of both smooth and barbed wire have been moving to Eastern Ontario points, but, as a whole, business continues dull.

ROPE—There is no change in rope, demand ruling quiet and prices unchanged. We quote: Sisal, 8½ to 8¾c. for 7-16 and upwards, and 15c. for deep sea line; pure manilla, 10¼ to 10½c. for 7-16 and upwards, and 11¼c. for smaller sizes.

CUTLERY—A fair business of a small jobbing character has been noted during the week in this line.

NAILS—Neither cut nor wire nails have furnished any important business during the week, only a moderate movement in a small jobbing way being to note. Jobbers do not appear to be getting many orders for future delivery, while makers complain that the former are inclined to hold off.

BOLTS, NUTS, ETC.—The demand for these, that we referred to last week, has been continued, and quite a lot of carriage bolts and nuts have gone forward.

TACKS—The business noted last week in tacks, etc., has been continued, quite a few assortments of carpet tacks being moved in a small way.

CHAIN—Continues dull and unchanged.

HORSESHOES — Both horseshoes and horsenails remain dull, with no new feature to mention.

WARE—No feature to mention.

SPORTING GOODS—Business rules quiet in guns and ammunition.

TOOLS—Nothing new to report, but the demand that we noted last week for files has been continued, leading to a fair volume of business.

PLUMBING SUPPLIES—Business remains dull with nothing of importance to report.

IRON PIPE—Very little business to note except a few small lots on city account.

BUILDING SUPPLIES—Flat and unimproved, with no business to report.

NAVAL STORES—Trade still remains very quiet, and nothing of consequence is expected until the beginning of March. We quote: Turpentine, 49 to 50c.; resins, $2.50 to $5, as to brand; coal tar, $3.50 to $4; cotton waste, 6½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12½c.

METALS.

There is positively no change in heavy iron and metals, present business being nil, while the negotations in regard to spring importations have not led to anything except the booking of a few moderate sized orders. Advices from Great Britain with regard to tin plate, etc., are that makers' stocks are not heavy owing to the coal miners' strikes, etc.

PIG IRON—There has been very little doing in pig iron, and prices are unchanged. We quote ex-store: Summerlee, $19 50; Eglinton, $18.25; Carnbroe, $18, and Nova Scotia, $17 to $17.50.

SCRAP IRON—Business in further lots of machinery scrap has transpired on the basis of $15.50 to $15.75, and some import transactions in wrought iron scrap have occurred.

BAR IRON—This line is selling on the basis of the late reduction, but only in small quantities; the uncertainty about the tariff and the observance of the agreement between makers causes buyers to be cautious.

SHEET IRON—Sheet iron is quiet and unchanged at $2.30 to $2 60.

HOOPS AND BANDS—Business quiet and prices unchanged at $2.30 to $2.35.

STEEL—No change to note. We quote: Best cast steel, 10½ to 12c.; sleigh shoe, $2.40; spring, $2.50; tire, $2.50 to $2.75, and round machinery steel, $3.

GALVANIZED SHEETS—No business of importance in this line is anticipated until the middle or end of March. In the meantime only a few small lots are moving. We quote: 4¾ to 5c. for ordinary brands; Morewood, 6 to 6¼c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c.

TIN PLATES—The easy feeling in tin plates that we have noted for some time back is maintained, for business has been put through from stocks in store at $3 to $3.15 for cokes. In an import way we have nothing special to mention this week. Charcoal rules at $3.50 to $4.

CANADA PLATES—Easiness is still the ruling feature of this line also, and we note business ex store during the week at $2.40, and quote $2.40 to $2.50.

TERNE PLATES—No business doing in ternes, and prices continue nominal at $7 to $7.25.

COPPER—Some moderate parcels have been moved at quotations during the week, but the market on the whole rules quiet. We quote 11 to 12c.

TIN—Continues dull, easy and unchanged at 19 to 20c. for ingots and 25c. for bar tin.

SPELTER—Nothing doing, and prices are the same at $4.60 to $4.75.

ANTIMONY—Remains featureless at 10½ to 12c.

LEAD—No business doing, and prices are the same, pig lead $2.75 to $2.90, sheet lead $4 to $4.25.

ZINC SHEETS—Are quiet at $5 to $5.25.

CEMENT—Nothing of any importance has transpired on this market, but enquiries on spring account makes it look as though a good spring trade can be depended upon. English brands are offering at $2.05 to $2.20, and Belgian $1.95 to $2.05 ex store. Fire



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Delivery Can Trimmings AND Cans
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We have an entirely new idea in Creamery Can Gauges, easy to solder, perfectly tight, unbreakable.

All sizes and gauges of Tinned Sheets for Cans and Vats. We have a full stock and can make prompt shipment.

SAP BUCKETSand SPILES. We can supply both the ordinary flowing and deep straight bucket—Montreal pattern.



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THE McCLARY MFG. CO., London, Toronto, Montreal, Winnipeg, Vancouver.

The Best is the Cheapest.

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To every merchant—and to all others—to whom he can prove that such an article is

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Remember, we are headquarters for the pure article, and intending purchasers will do well to get our price before placing their orders.
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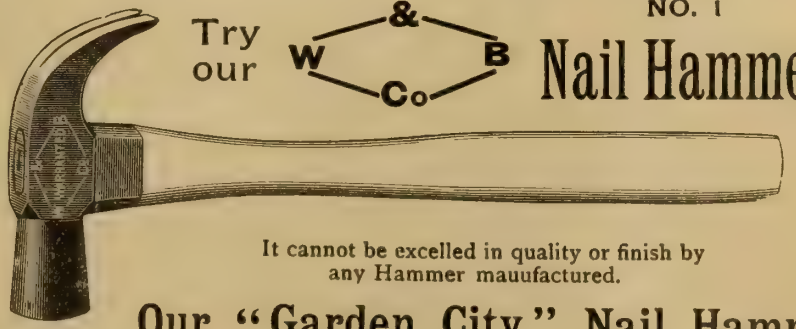
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Try our W & B Co NO. 1 **Nail Hammer**

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Is the best and cheapest "Solid Cast Steel" Hammer on the market. . . .

We aim to keep in stock a full line of Hammers, Sledges, etc., and will make prompt shipments. . . . . .

MARKETS.—Continued

bricks hold firm under small supplies at $18 to $22 per thousand. There is a fair demand.

PAINTS AND OILS.

No particular change is recorded in any line, but orders for leads, paints, oils, and varnishes have been coming in more freely for spring delivery, which will lead to a movement as soon as cheaper freights are in vogue. We quote as follows: Choice brands of white lead, government standard, $5 to $5.25; No. 1, $4.75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4½c.; No. 1, 4¼c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots raw, 59c., boiled, 62c.

GLASS.

There has been a moderately fair business in glass on city account during the week, while quite a few orders are coming in for spring delivery. Prices are unchanged, at $1.25 for first break; $1.30 second break, per 50 feet; $3 25 for first break per 100 feet; putty in bulk, $1.85.

PETROLEUM.

There is a fair amount of new business in refined oil both American and Canadian. Car lots of the former changes hands at 16c. for P. W. and 17c. for W. W. less 2 per cent. Canadian car lots is quoted at 11¼c. We quote as follows: Canadian crude at $1.05 per barrel f.o.b. at Petrolia; Canadian refined at 11½c. in shed at Montreal, for round lots, and 12c. for small quantities. American petroleum, 16c. in car lots, 17c. in 10-barrel lots, 17¼c. in five-barrel lots, and 17¾c. for single barrels, net cash; American benzine, 23 to 25c; Canadian benzine, 10¾c. Petrolia; 12½c. Montreal.

HIDES.

The hide market has been quiet, and even at present low prices tanners do not seem to be anxious buyers. Dealers are still paying ½c. less, viz., 3½c, 2½c., and 1½c., according to grade, and tanners ½c. advance on this.

WOOL.

The wool market continues inactive, and there is little or no change to note We quote: Greasy Cape, 14 to 16c.; B. A. scoured, 30 to 35c.; Canadian fleece, 18 to 20c.; Northwest, 11 to 14c.; and British Columbia, 11 to 12½c., as to grade. In pulled wools, 20 to 21½c. is quoted for supers, and extra 23 to 26c.

TALLOW.

Tallow is easy, and we quote best grade, 5½ to 6½c.; common, 5c., and rough grades, 1 to 3c.

MONTREAL TRADE NOTES.

H. McLaren & Co. have been receiving a lot of orders recently for Magnolia metal, the Street Railway Co. and the Royal Electric being large customers.

Jobbers are working along in very small stocks of bar iron just at present—smaller than they usually carry, in fact. The uncertainty about the tariff and the intentions of the different makers induces caution.

Purchases of crude petroleum by dealers here have been made at Petrolia at 10c. per gallon higher, viz., $1.11 per bbl. f.o.b. at that point. This fact has imparted a firmer line to refined oil here.

The Department of Customs has rendered its decision, completely exonerating the firm of Messrs. Pilkington Bros., of this city, from the charge of entering their glass with intent to defraud the Customs. The deposit ($13,296) is ordered to be refunded, less a sum of $444 retained for duty on packages containing rolled plate, cathedral and ornamental glass. This disposes of an important case that has occupied the attention of the department for over twelve months.

Quite a number of orders for cement have been received from western Ontario during the week, the goods to be shipped after railway freights decline.

A. C. Leslie & Co. have note inquiring in regard to cutlery, and have received several import orders for the lines of these goods that they handle during the past week.

TORONTO MARKETS.

TORONTO, Feb. 9, 1894.

HARDWARE.

THERE is not much that is interesting to note. A number of orders have been received from travelers, but the quantities are small. Stocks in the country are small, but dealers are awaiting the result of the tariff reform measure that the Dominion Government is expected to introduce at the next session of Parliament, and in the meantime are buying little beyond what is required to satisfy immediate wants. Business, on the whole equal to that of last week in volume, but payments still continue to show slight improvement. Milk can trimmings are going forward, and a nice business is doing in iron pipe. Rope and tinware are both showing increased activity, while plumbers' and builders' supplies seem about as ever.

WIRE—Shipments from stock are light, but a number of forward orders have been booked. Orders for barbed wire are being entered freely, a good many of which are for present shipment, balance in April.

ROPE—There is considerable more life in this line. A few good orders have been taken for present shipment and a number for future delivery. Prices unchanged. We quote: Sisal, 7-16 in. and larger, 8c.; ¼, 5-16, ⅜ in., 8½c. Manilla, 7-16 in. and larger, 10 to 10¼c.; ¼, 5-16, ⅜ in., 10½ to 11¾c.

CUTLERY—Much as before. Orders are coming in fairly well. No new shipments have been received, but orders have been placed with manufacturers.

NAILS—In cut nails there is not much doing outside of forward orders. Wire nails are quiet, and horse nails are more lively, both "C" and "T.B." going out freely.

GREEN WIRE CLOTH—Stocks have been received by jobbers covering their spring supplies. Future shipments have already been made, but the bulk of the orders will not, however, come forward till the beginning of April. Prices are unchanged at $1.85 to $1.90 per 100 square feet.

TACKS—Are featureless and business is still at a standstill.

CHAIN—A few orders are being received for the heavier sizes of coil chain, but business generally is quiet.

HORSESHOES—Are still going out moderately well, but orders are not large. Prices



are unchanged, at $3.80 Toronto and $3.85 London.

WARE—Tinware is more active, and while some good orders have been received for peerless ware, the volume of trade in this particular line is not what it should be. Blue and white ware is extremely flat, but considerable improvement is expected next month.

LAWN MOWERS—While jobbers have received their shipments, none of the orders are being put in hand yet for the country trade. Forward orders are not quite so numerous as they were the same time last week.

SPORTING GOODS—There is not much doing, and no improvement is anticipated until shipments arrive from manufacturers and prices are issued to country dealers.

PLUMBERS' SUPPLIES—There is nothing doing as far as city trade is conerned, but business in the country is a little more satisfactory.

BUILDERS' SUPPLIES—Are almost on a par with plumbers' supplies, one depending a good deal on the other.

FIRE-BRICK—There is a slightly improved demand, with Cartheraig selling at 28 to 29c.

MILK CAN TRIMMINGS—Are now being forwarded; so is tinners' iron.

IRON PIPE — Is the only article in plumbers' supplies. No orders have been received for carlots or large lots, trade not warranting consumers buying except for immediate wants.

SHIPCHANDLERY—Is beginning to move, although but slowly.

METALS, ETC.

Business, except in a few exceptional lines, is good. Demand for galvanized iron is considerably better than it has been. Increased sales are also reported in ingot tin, sheet copper, terne plates, hoops and bands, Canada plates.

PIG IRON—There is no improvement, and we again quote nominally as before: Summerlee, $20.50 to $21; Carnbroe, $19.50 to $20; Siemen's, $19 50 to $19.75.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: The past week has developed more enquiry and some little increase of new business, but the market is still slow and halting. Prices range a shade lower than those which only recently were considered the limit beyond which it was certainly impossible to go. There are those, however, who think the word "bottom" has not entirely lost its meaning, and are seeking to contract on the present basis for the entire year. We quote on the cash basis f.o.b. Toronto in bond: No. 1X foundry strong coke iron, Lake Superior ore, $14.30; No. 2 X foundry strong coke iron, Lake Superior ore, $13.80; No. 2 foundry strong coke iron, Lake Superior ore, $13.55; Jackson County silvery No. 1, $17.80 to $18.30; Jackson County silvery No. 2, $17.30 to $17.80; Lake Superior charcoal, $16.80; Southern soft No. 1, $12.85; Southern soft No. 2, $12.60.

MARKETS—Continued

BAR IRON—This is still in steady demand, but quantities are small. We quote $1.90 to $1.95.

SHEET IRON—The improvement already noted in this line continues, although stocks are at the moment rather heavier than the demand would warrant. Prices are unchanged, at the $2.75 basis.

GALVANIZED IRON—Business in this line is considerably better than it has been, and quite a number of import orders are now being delivered. Various country dealers placed their import orders in the fall, while the shipments from stock do not comprise as many case lots as anticipated. Trade, however, is fairly satisfactory. We quote Queen's Head and Gordon Crown brands at 5 to 5¼c. for 16 to 24 guage.

INGOT TIN—This has been going out more freely, and a few orders for round lots have been received, but in general, orders are only for immediate wants. As to price, 20½ to 21c. according to quality is quoted.

INGOT COPPER—Remains almost stagnant, the movement being very light. Prices are unchanged at 11¾ to 12c. for ton lots and ½c. extra for small lots.

SHEET COPPER—This is in better demand, more shipments having been made this week than for some time previous. Brazier's, on the other hand, is quieter than it was. Prices are unchanged at 16 to 18c. according to quality.

ZINC SPELTER—Nothing new to report in this line, lots changing hands being small. Prices are unchanged at 4½ to 4⅜c. for domestic and 4½ to 4⅜c. for import.

BOILER TUBES—Continue dull and unchanged.

SHEET STEEL—A fair business is reported, and we hear of enquiries for 50 ton lots. The base price is still $2 25 for plates and $2.40 for heads.

TIN PLATES—Stocks are not very heavy and demand is good, some nice orders having been forwarded during the past week. Import orders are also now being delivered to country dealers. Prices are much as before, although the figures here quoted can be shaded for good-sized orders. We quote: $3.85 to $4 for I.C. charcoal, and $3.40 to $3 50 for coke tin, 14x20 basis.

ZINC SHEET—A few fair orders have been booked, but on the average the quantities ordered are small. Prices unchanged, at 5¼ to 5½c.

TERNE PLATES—There has been a little movement, but shipments have been mostly to particular sections of the country.

HOOPS AND BANDS—Are going a great deal more freely, something which is not at all displeasing to the jobbers in view of the fact that stocks generally are heavy. Prices are unchanged at the recent decline, namely, $2 50 to $2.60 base price.

CANADA PLATES—These are also going out more freely, principally half-polished. Stocks of all dull and all bright are virtually exhausted. Shipments are small throughout. We quote: All dull, $2.60 to $2.65; half-polished, $2.75, and all bright, $2.90.

SOLDER—No particular change to note. Demand is steady and prices unchanged, at 14 to 16c., according to quality.

PIG LEAD—Trade is keeping fair, but no large quantities have been booked. Prices remain unchanged at 3c. for ordinary lots, but round lots can be shaded a fraction.

ANTIMONY—Trade is virtually at a standstill, the movement being scarcely anything. Prices are unchanged at 11¼ to 11¾c. for small lots.

GLASS.

Business is a little better than it was a week ago, and although most of the orders are in the hands of manufacturers, orders are still being received by the jobbers for import. In fact, the import business is just now a feature of the trade; and more has been probably bought than is usual. There is also a steady demand for shipment from stock in small lots, but it is still very difficult to supply the demand, especially in small sizes, stocks in hands of jobbers being broken. Prices are unchanged at $1.20 to $1.25, first break. There is not a great deal doing in plate glass yet.

PAINTS AND OILS.

The little improvement noted in business last week is marked by its absence this week. Travelers are sending in fair orders for prepared paints, shipment to be made in the spring, but for immediate requirements there is no demand; prices unchanged at $1.05 for pure. White lead is dull and unchanged at the base price of 5c. Linseed oil is moving in moderate qualities only. Prices are unchanged, at 60c. for raw and 63c. for boiled Toronto, Hamilton, London and Guelph, with 2c. added for delivery at outside points. Turpentine is still in good demand. Further advances are announced in the South, but no change has been made here, the Association price still being 48c. per gallon Toronto, Hamilton, London and Guelph, with 2c. added for shipment to outside points. There is still some castor oil moving, but the demand is hardly as good as a week ago; 7⅞ to 8c. are still the ruling figures. A few small lots of glue are moving. Payments fair.

OLD MATERIAL.

Business is quiet owing to the lack of foundry work. There are no large contracts on, hence the depression. Red scrap brass has dropped ½c. in the lb., and clean dry bone 5c. per 100 lbs. We quote prices paid by dealers as follows: Agricultural scrap, 55c. per cwt.; machinery cast, 60c. per cwt.; stove cast scrap 40 to 42½c.; No. 1 wrought scrap 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 7½c.; heavy scrap copper 8 to 8½c.; old copper bottoms, 7½c.; light scrap brass 5c.; heavy yellow scrap brass 7c.; heavy red scrap brass 7 to 7½c; scrap lead 1½ to 2c.; scrap zinc, 1½ to 2c.; scrap rubber, 3c.; country mixed rags, 75 to 80c. per 100 lbs.; clean dry bones, 45 to 55c. per 100 lbs.; borings and turnings, 10 to 15c.

SEEDS.

The export season for Alsike is rapidly drawing to a close, but prices have been fully maintained. Red clover, in sympathy with the sharp decline in the American market the past few days, has materially dropped off here as well. Timothy is not moving in any great volume, and quotations are more or less nominal.

We quote: Alsike, $5.75, to $6.25 for good to prime seed, and $6.50 to $6 80 for choice to fancy. Red clover, $5.50 to $5.75 for good to prime; $5.80 to $6.00 for choice to fancy. Timothy, $1 to $1.25 for inferior, $1.50 to $1.60 for prime; choice to fancy, $1.80 to $2.

HIDES, SKINS, WOOL, TALLOW.

HIDES—Still continue on the decline. It is reported that an order was received this week by one of our large dealers for one car of choice buffs at 3⅞c. This is the lowest choice buff hides have ever been known to sell at.

SKINS—Are somewhat lower than they have been for many years. Dealers are offering 80c., whereas in the corresponding month last year they were $1.25. Notwithstanding the stagnant condition of the market, stocks continue to accumulate.

TALLOW—Rendered is in fair demand at 5½ to 6c.; rough, 3c., with a downward tendency.

WOOL—There is a little more inquiry for wool, although prices remain unchanged. Foreign wools remain much as before. Domestic fleece combing is moving slightly at 17½ to 20c.; brashy clothing, 20 to 22c.; selected fine clothing from 21 to 23c.; Southdown, from 24 to 25c. Foreign wools—Green Cape, 11 to 13c.; B. A. clothing from 27 to 29c.; yellow ditto, 24 to 26c. East India wools—White, 17 to 18c.; yellow, 10 to 14c.; black and grey, 11 to 12c. Mediterranean wool—White, from 15 to 17c.; grey and fawn color, from 10 to 12c.

MARKET NOTES.

H. S. Howland, Sons & Co. have a line of grommets in stock.

Stewart & Wood are in receipt of a car of cheap yellow ochre, which they quote at $1.10 per 100 pounds.

Rice Lewis & Son, Ltd., are doing a large trade in "Ideal" building paper. This paper is highly recommended.

Samuel, Benjamin & Co. are in receipt of a carload of green wire cloth, and are prepared to make shipments as soon as advised by their customers.

The stock of H. Carrie, who has been carrying on a hardware business at the old stand of J. Thomson, 276 College street, Toronto, has been purchased by Mr. Hannah, of Shelburne, who will remove it to his store in that town.

The Canadian Mineral Wool Co, Toronto, report the season for the sale of engine packing to be opening up briskly. The firm announce that they have a large and superior stock of this line on hand, for which they are receiving many orders.

The Canadian Mineral Wool Co., Toronto, report having made a large shipment of mineral wool sectional steam pipe covering to Edmonton, Alberta. They have also received the contract for the covering of all steam pipes in the London Electric Light Co.'s works.

M. & L. Samuel, Benjamin & Co., are receiving a number of enquiries for quotations on the double truss cornice brake which they are handling, a cut of which will be found on another page. A number of important improvements have been made in the machine lately, but they are not shown in the cut, it having been produced previously.

The Booth Copper Co. report this year's trade opening up nicely, and the number of orders being received daily steadily on the increase. The firm say: "We have completed our new copper range boiler, and have received the patent for it both in Canada and the United States. We expect a

grea demand for this boiler, which is one of the best and cheapest ever placed on the market."

The Toronto Fence and Ornamental Iron Works have received the contract for the construction of a specially designed ornamental iron fence for the residence of Alex. McArthur, George street. "We are being kept busy in iron works and are receiving many orders for wire fixings," said a representative.

The Toronto Plate Glass Importing Co. report the receipt of a large shipment of plate glass from Europe. The firm state that there has been a steadily increasing demand for all glass during the past two weeks, that they are receiving a large share of the trade, and are kept busy for so early a season.

The McClary Manufacturing Co., Toronto, report dealers buying with care, but their requirements are larger than usual this year. "Inquiries for lamp stoves, oil cook stoves, etc., are earlier this year than usual. We have been forced to stock up in this line, and we are offering several superior styles this spring," the firm reports.

The Gutta Percha and Rubber Manufacturing Co., Toronto, report having this week shipped one and a half tons of their rubber belting on one order. "We are at present in receipt of no less than six contracts for fire hose, from as many corporations in different parts of the Dominion. Our goods are always in demand," say the firm.

The McClary Mfg. Co. announce the receipt of another new line of enamel goods. They state that they have the most complete stock of enamel ware of any firm in the Dominion, and are the largest importers of this line. "We cover the country from the Atlantic to the Pacific, and have had the exclusive handling of nearly every brand of enamel ware that has been imported to this country," said a member of the firm.

Geo. F. Bostwick, manufacturer, Toronto, announces that they are handling the lightest ladies' wheel on the market, namely, the Centaur. The firm says: "We are also selling the Raglan and Premier bicycles, both of which are well known to wheelmen. We anticipate a great demand for these wheels, they having found favor with all who rode them through the past season."

The Toronto Cutlery Co. report business showing marked signs of improvement, orders coming in freely. They announce that their traveler for the N. W. Territories will leave shortly for his route, and also that they are in receipt a large stock of Non XL brand pocket cutlery, and will be prepared to fill spring orders for this line more promptly. "Our customers will have no cause to complain this season, as we have anticipated the large demand and stocked up accordingly," said a member of the firm.

AMERICAN MARKETS.

NEW YORK, Feb. 9, 1894.

COPPER—There was no distinctly new feature in the market. Sales agents of leading producers made some effort in the direction of arguing that late sales at 9¾c. for Lake Superior ingot were purely exceptional, and that natural conditions warrant a higher level of values. Talk is free, but the supply is more weighty and sufficient to keep prices quite erratic, and cause more or less leaning in buyers' favor. There was no sign of speculative tendency in any direction, and the softness of the market would appear to be due in a good measure to general trade dulness and anxiety to expedite sales as much as possible. Sellers' prices were about 9¾ to 9⅞c. for Lake Superior ingot, 9⅜ to 9½c. for electrolytic, and 9¼c. for best casting stock, on the spot.

PIG TIN—Business shows no sign of revival. Speculators are doing nothing to speak of, and dealers and consumers not only limit their purchases to small lots, but manifest indifference to the best inducements that may be made. Five-ton or larger lots may be secured at 79 85c. net cash, on the spot. Still that price was bid for March delivery by one local operator, and the market derives a certain amount of benefit. More remote deliveries were offered at lower rates, including 19.75c. for June and down to as low as 18¾c. for December delivery.

PIG LEAD—The late rise in prices seems to have acted as an effectual check upon business, momentarily at least. In any event the large consumers do not figure to any extent as buyers, and the smaller concerns are taking only what may be necessary to keep stocks in proper form for regular wants. From the West, it was advised that smelters' price was advanced to 3 15c. In the local market not enough business was done to fairly establish prices. About 3.35 to 3 40c. would appear to be a fair range. St. Louis was quoted at 3.15c. with the market firm. London cable to the Metal Exchange quoted £9 5s. for soft Spanish.

SPELTER—Speculative manipulation of prices were broad enough to show clearly that bids, as officially recorded, were prompted, were nicely timed and neatly adjusted, for purposes that may be more easily imagined than to describe. There was, however, a certain amount of firmness, the result of decrease latterly in the production and some reduction of surplus supplies in first hands. At the moment little or nothing can be done in the way of trades in car load lots at less than 3.65 to 3.70c., delivered here. London cable to the Metal Exchange quoted a decline to £15 17s. 6d. for good merchant brands.

ANTIMONY—The market remains quiet, and prices are barely steady at 9⅛ to 9¼c. for Hallett's, and 10⅛ to 10¼c. for Cookson's, on the spot, in wholesale lots.

TIN PLATE—There was no visible improvement over the demand that has prevailed for several days, for either prompt or future deliveries and prices, while showing no radical change, are still rather weak.

IRON AND STEEL—There is very little if any improvement in the market for manufactured iron and steel, and the demand for pig iron and old material continues slow. Along with rather dull business there is the degree of uncertainty and irregularity in prices that has ruled for some time past, and in the general situation little if any change for the better has taken place since the beginning of the year. Prices are still low and irregular all along the line.

PERSONAL MENTION.

H. G. Hagey, president of the Hagey Stove Co., St. Louis, Mo., was in Toronto this week.

J. M. Clarke, a hardware dealer at Smith's Falls, has been in Toronto attending the Prohibition convention.

Among the country merchants who have been in Toronto on business the past week are: J. H. Bundy, of Pickering; W. J. Caven, of Springfield-the-Credit; G. A. Binns, of Newmarket; J. Bundy, of Claremont; O. B. Henry, of Drayton.

Mr. E. Samuel, of the firm of M. & L. Samuel, Benjamin & Co., who was elected a member of the council of the Toronto Board of Trade a couple of weeks ago, was placed upon the Railway and Transportation Committee of the Board at a meeting held Tuesday last.

SUSPENDED PAYMENT.

The bullying manner sometimes assumed by certain barristers in cross-examination, in order to confuse a witness and make his replies to important questions hesitating and contradictory, is notorious.

In a civil action in money matters the plaintiff had stated that his financial position was always satisfactory. In cross-examination he was asked if he had ever been bankrupt.

"No," was the answer.

Next question was: "Now, be careful. Did you ever stop payment?"

"Yes," was the reply.

"Ah!" exclaimed the counsel. "I thought we should get it at last. When did that happen?"

"After I payed all I owed," was the answer.

The Goodyear Mechanical Rubber Co., New York city, went into the hands of a receiver, Alfred R. Page, on January 29th, the latter giving a $25,000 bond. The company has been carrying on its business at Nos. 524 to 536 East 134th street. It was organized in December, 1892, with a capital of $100,000. Alexander Straus was the president and superintendent of the concern, William H. Manning the vice-president and treasurer, and Guy E. Manning the secretary.

Our retailers of coal oil complain that Mr. Isaac Waterman, the London oil refiner, has done them injustice by saying the high price of coal oil is due to them. They say it is not due to them. They say the price of oil in car lots at the refinery is 10c., and that freight, wastage, and other expenses incurred by the retailers necessitate the prices asked by retailers to save them from positive loss. The retailers and Mr. Waterman should settle this question so that it may be known certainly who is getting the large profits.—Northern Advance.

TALKS WITH RETAILERS.

MUM is the word At least that is the opinion of Albert Mass, Queen street west. "I do not think it is policy to tell any one how you are doing,' he says. "If you say you are doing a splendid business, some one will come and set up in opposition to you in the neighborhood. If you claim to be dull, people think that you are not running a good business, and besides it hurts your credit. I believe in a man keeping quiet and neither blowing nor complaining. I am doing neither."

"There is not a great deal doing, but there is as much as we generally do this early in the year," said S. Hobbs, 1434 Queen street, Parkdale. "Business might be worse. Though you hear folks talking about the hard times, I never squeal for squealing's sake, and always look forward for the better times that are coming, and prepare to meet them. Yes, I have a few novelties. I like to keep up with the times, and something new is always coming out. Trade will soon commence to show some signs of waking up. There is the prospect of more building going on in this section than any part of the city, I think. Jobbing trade keeps coming in all the time, and that is one of the best paying branches of the hardware nowadays."

"We are not finding business at all bad for this time of year," said J. Thomson, 1292 Queen street, Parkdale. "It is true we have nothing to blow about, and I don't think any one else has. Fall trade was good, and it has kept moving through last month. Glass trade is beginning to show signs of improvement. There are prospects of some buildings going up soon around Parkdale. I know of one man who is about to build six houses. This looks well for the coming spring."

"We are making the bicycle repairing business go very nicely," said B. Ibbotson, Queen street west, "and though we have had no sign out, we have already had several good jobs in this line. Many of these wheelmen expressed great surprise at the lowness of our prices compared with those charged by the individual bicycle shop. But we are not running at a loss, and intend doing a first-class job and charge a fair price. Business in the store is showing marked signs of improvement lately."

"I have no cause to think that we will not have a good spring trade," said E. W. Chard, 324 College avenue. "I do not see much prospects of many new buildings going up; there will no doubt be plenty of improvements and additions being made. We have a little better sale for ranges just now, and there is plenty of jobbing work coming in. I think there are too many bicycle stores in the city for the hardware man to carry wheels to advantage. But I have no doubt that in a country town it would pay. Bicycle repairing in the jobbing shop should be a success if a man has room to carry it on. I have had plenty of people come in for repairs of this kind, and I have referred them to a neighboring bicycle shop which does only that class of work."

"Hardware trade has been good with us this year," said one of Mr. Hannah's assistants, Shelburne. "We have a patron store there. It is a general store, and they are talking about carrying a side line of hardware. Oh, yes, the patrons buy everything that they feel inclined to, and that they can't get better or cheaper elsewhere, at that store."

"We are moving to 380 Queen street west, and have already got some of our stock over," said F. W. Unitt, 364 Queen street west, to a HARDWARE representative. "You can just tell HARDWARE that they overestimated the price that I paid for my sign. I did not pay as much as they thought."

"Business is quiet, but moving, and there are a few ranges going out," remarked Albert Welch, Queen street west. "There is a good deal of 'hard times' talk going on, but I find the past month has been as good, if not better, than the corresponding month last year, and I have every reason to think that next month will be better, by the way it is opening up. My business has been growing steadily for the past two years, and was 50 per cent. better last year than the year before. I am not grumbling about hard times."

"I think that January has been about the same for business this year as corresponding month last," said W. Pike, Queen street west. "No, we have not yet thought of placing any of our spring orders. We are laying low waiting for black duck. In other words, we are waiting to see what the wholesalers have got to offer, and the prices that they ask. There is plenty of time and we are in no hurry."

"I find things going equally as good as I expected, for the season," said A. G. McIntire. "We have been kept going nicely in the shop, though it has been a little slack this week. We have good grounds to expect a busy season, and though we have got a skeleton in the family closet now instead of in the show window, we are not losing any customers thereby. People know when they are well served, and we are better known than ever."

"Did you ever try to take stock, and wait on customers at the same time," asked Jno. Caslor, Queen street west. "I am trying to do so now. We are finding business about the same, and do not expect any appreciable change before March. Yes; I think that the bicycle trade should belong to the hardware store, but it is a heavy stock, and dealers are timid about taking them up. There should be money in handling sundries."

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CHATTEL MORTGAGES IN MANITOBA.

MR. ADAMS is not sure that it would be to the interest of the farmers to legislate them out of the right to mortgage their chattels. In his speech, when moving the address, he expressed the opinion that perhaps it would have been better if the province "had started out without chattel mortgages"; but it did not, and as the liberty to tie themselves up had been freely exercised for years, he was afraid it "would cripple the farmers themselves if they were entirely done away with." And he went on to add :

"It was very hard for farmers to mortgage their crops in advance, and still harder upon the men who took the crop off and those who did the threshing. He had known instances of persons having mortgages on crops wait until these were cut and threshed, and then sending bailiffs who sold the grain, so that the threshers and the laboring men did not receive one dollar."

Which is an excellent argument against chattel mortgages. The question, however, is a very simple one. The frightful sacrifice of property to satisfy mortgages and judgments, to which the correspondence columns of the Free Press have recently borne witness, is evidence that there is something radically wrong and that the general public interest demands that it should be remedied. Some years ago, persuaded of the wisdom of the step, the Legislature provided that certain property and chattels should be exempt from seizure from debt. This was intended as a protection to the settler struggling for a foothold. If now considered unnecessary the straightforward thing to do would be to abolish the exemption ; but if in the interest of the settler—and the interest of the settler means the general public interest—it is still thought prudent or expedient to protect him against the risk of being sold out of house and home, the exemption should not only be continued, but should be made imperative, the option of assignment so waived by the privilege being absolutely prohibited. An exemption by-law, to be consistent in itself and with common sense, should exempt. It is possible that many farmers might consider themselves crippled in their operations if deprived of the privileges to waive their exemption rights. There are many other restrictions which at times are regarded as extremely inconvenient, but which are nevertheless maintained in the public interest. We do not apprehend that any substantial injury or disadvantage would be worked to any individual or interest if the intention of the Legislature nine years ago should be respected and exemptions made really operative.

We understand from the tone of his remarks that Mr. Adams would not deprive the farmer of the right to secure a debt or raise a little capital in case of emergency, by mortgaging chattels which are exempt by law. And on the face of it there would certainly be the appearance of hardship. He has a fine field of wheat and needs a binder, or an extra team of horses for the fall ploughing would be desirable. But just here comes in the whole mischief of the situation. Tempted by the facility to run into debt, the average farmer reaches out to embrace more than he can manage. This is particularly characteristic of these Western prairies. It would be better for him to grow less wheat and work along on a less ambitious scale, until he felt himself well enough established to venture on an extra team of horses or a binder without the necessity of a chattel mortgage. If exemptions were made to exempt he would be wonderfully encouraged to do this. The straits of the farmer who is compelled to mortgage his crop in advance are desperate, but the situation is made worse in the instances related by Mr. Adams, when through this mortgage the thresher and hired men are cheated out of their due. Whatever may be said one way or the other on the question, we may be quite sure that no one will be injured by making the broad and straight road to debt more difficult to travel. To nine out of ten of us it is the best thing that could happen if it were made so difficult as to be next to impossible.—Free Press, Winnipeg.

EMERSON ON THE MERCHANT.

THERE are geniuses in trade, says Emerson, as well as in war, or the state, or letters ; and the reason why this or that man is fortunate is not to be told. It lies in the man ; that is all anybody can tell you about it. See him, and you will know as easily why he succeeds as if you saw Napoleon you would comprehend his fortune. In the new objects we recognize the old game, the habit of fronting the fact, and not dealing with it at second hand, through the perceptions of somebody else. Nature seems to authorize trade, as soon as you see the natural merchant, who appears not so much a private agent, as her factor and Minister of Commerce. His natural probity combines with his insight into the fabric of society to put him above tricks, and he communicates to all his own faith that contracts are of no private interpretation. The habit of his mind is a reference to standards of natural equity and public advantage ; and he inspires respect, and the wish to deal with him, both for the quiet spirit of honor which attends him and for the intellectual pastime which the spectacle of so much ability affords. This immensely stretched trade, which makes the capes of the Southern Ocean his wharves, and the Atlantic Sea his familiar port, centres in his brain only ; and nobody in the universe can make his place good. In his parlor I see very well that he has been at hard work this morning, with that knitted brow, and that settled humor, which all his desire to be courteous cannot shake off. I see plainly how many firm acts have been done ; how many valiant noes have this day been spoken, when others would have uttered ruinous yeas. I see, with the pride of art, and skill of masterly arithmetic and power of remote combination, the consciousness of being an agent and playfellow of the original laws of the world He, too, believes that none can supply him, and that a man must be born to trade, or he cannot learn it.

LONG AGO.

BY EUGENE FIELD.

I once knew all the birds that came
  And nested in our orchard trees ;
For every flower I had a name ;
  My friends were woodchucks, toads and bees ;
I knew where thrived in yonder glen
  What plants would soothe a stone-bruised toe—
Oh, I was very learned then—
  But that was very long ago.

I knew the spot upon the hill
  Where checkerberries could be found ;
I knew the rushes near the mill
  Where pickerel lay that weighed a pound;
I knew the wood, the very tree,
  Where lived the poaching, saucy crow,
And all the woods and crows knew me—
  But that was very long ago.

And pining for the joys of youth,
  I tread the old familiar spot,
Only to learn the solemn truth :
  I am forgotten, am forgot.
Yet here's this youngest at my knee,
  Knows all the things I used to know
To think I once was wise as he—
  But that was very long ago.

I know it's folly to complain
  Of whatsoe'er the Fates decree ;
Yet were not wishes all in vain,
  I tell you what my wish should be ;
I'd wish to be a boy again,
  Back to the friends I used to know
For I was, oh so happy then—
  But that was very long ago.

WORKSHOP DROPLETS.

Little drops of solder
  Melting in a pot
Are not so awful little,
  Handled when they're hot.

Little drops of tallow
  Dropping from a joint
Are apt to make you hallo !
  If they your hand anoint.

Little drops of rosin
  Kick up quite a smoke,
If the fire they fall in
  From a careless stroke.

Little drops of water
  Falling in hot lead
Are apt to treat the plumber
  To a jolly spread.

Little drops of wisdom,
  Gathered every day,
Make the lad a worker,
  If he's built that way.

—Ironmongery.

BUSINESS WANTED

HARDWARE BUSINESS WANTED. WILL EXchange, in part payment, unincumbered improved farm on Portage Plains, Manitoba; paying $500 a year. For particulars address "Manitoban," this office. (6)

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BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

BOYD & CO., iron founders and machinists, Huntingdon, Que., have filed a consent of abandonment. The assignment is made at the demand of the Jacques Cartier Bank, and has been brought about by the failure of Mr. A. Somerville. The total liabilities are $103,763.92; including bills payable, $7,453.94; open accounts, $244.53; wages, $1,118.54; bills payable, Eastern Townships Bank, $53,000; Jacques Cartier Bank, $9,300; bills receivable, A. Somerville, held by Bank of British North America, $16,772.66; held by the Eastern Townships Bank, $2,699.25; and Mortgage Trust and Loan Company for A. Somerville, $10,975.00. The assets amount to $177,278.20, thus showing nominally a large surplus. These include real estate, plant, etc., $46,400 42; merchandise stock, $6,287.94; lumber, $1,840; hay presses, $2,850.60; horses, waggons, and sleighs, $1,201; implements and machines at Huntingdon, $5,900.86; machines with agents, and due by agents, $38,176.05.

Tolton & Co., tinware, etc., Stratford, are offering to compromise.

Godfrey & Co., hardware, Vancouver, have assigned to R. W. Harris.

Alex. Watson jr., tinsmith, Woodstock, has assigned to James Brady.

John Greig, general merchant, Winfield, has assigned to W. H. Argles.

McGregor & Co., general merchants, Westville, N.S., have assigned.

F. B. J. Nichols, general merchant, Somerset, N.S., is offering to compromise.

J. H. McLaughlin, general store, Athens, is preparing a statement of affairs.

A. G. Thompson, general merchant, St. Philippe, has assigned to Lamarche & Co.

Charles Martin, tinware and hardware, is offering to compromise at 75c. on the dollar.

Beach Bros., general merchants, Beachburg, have assigned to W. A. Campbell, Toronto.

A demand of assignment has been made on W. H. Jeffrey, asbestos mines, Richmond, Que.

Cote & Frere, general merchants, St. Johns, Que., are offering to compromise at 50c. on the dollar cash.

A. G. Thompson, general merchant, Brownsbury, Que., is offering to compromise at 60c. on the dollar.

SALES MADE AND PENDING.

The general stock of R. Little, Wallaceburg, is to be sold by auction 12th inst.

The general stock of John H. Wigle, Ruthven, is to be sold by auction 12th inst.

The general stock of Labourveau & Co., Eaton, Que., is advertised for sale by tender.

The general stock of R. B. Morison, Morristown, is to be sold by auction 14th inst.

Miss Augusta H. Koella, general merchant, Carlisle, is advertising business for sale.

The stock of A. L. Desene, general merchant, Magog, Que., is to be sold by auction 13th inst.

The stock of J. A. Houde, general merchant, St. Brigitte des Saults, has been sold at 50c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Moore & Co., general merchants, Windsor Mills, Que., have dissolved.

Miller Bros. & Huestis, general merchants, Sussex, N. B., have dissolved, and a new partnership has been formed under the style of Huestis & White.

CHANGES.

John Rowley, blacksmith, St. John, N.B., has sold out.

R. P. Wilkinson, hardware, Goderich, has sold out to A. Davidson.

A. Rumford, tinware, Harriston, has been succeded by W. O. Doke.

H. W. Allen, general merchant, Essex, has sold out to G. E. Forsyth.

N. H. Perry, stoves, Vancouver, has been succeeded by Perry & Turner.

Martin Parker, general merchant, Baillieboro, has sold out to White & Fell.

Lawrie Bros., general merchants, have sold their Roland branch to a Mr. Higgins.

E. Chauteloup, founder, Montreal, has sold out to J. N. Fulton, who continues under same style.

FIRES.

F. G. Karstedt, tinsmith and hardware, Flesherton, has been burned out.

John Brown, hotel keeper, and J. W. Phillips, general merchant, Hepworth, have both been burned out.

DEATHS.

John A. P. McLellan, general merchant, Economy, N.S., is dead

VIEWS AND INTERVIEWS.

I RAN across Mr. O. B. Henry, of Drayton, one day this week. He told me that the new business which he is starting in that town will be opened in a week or so. He will carry on tinsmithing in connection with his hardware business, having secured the services of an expert workman to look after that particular branch. "I would not be without HARDWARE for a good deal. It is a most excellent trade journal."

"That's just what I hear my customers say," interposed a traveler. "They tell me they get lots of good pointers from it."

"So do I," continued Mr. Henry, "and I notice that it is improving all the time." Mr. Henry is a pleasant, active, and sharp-looking young man, and one of his friends told me that he was a "real nice fellow."

* * *

"Yes, we find the demand picking up for iron pipe," said the Toronto representative of an eastern manufacturing firm. "But there is a lot of American pipe coming into this city. More than usual? Oh, yes; you see prices are lower on the other side; but the fact is they'll sell for anything over there just now."

* * *

I had a pleasant five-minutes' chat with with Mr. D. Stewart, of Thistletown, the other day. Like everybody else he had to report business quiet, but not bad, and the cheery manner in which he spoke bore evidence of the truthfulness of his utterances. Creameries, he said, were doing a good deal for the farmers in his locality. "The creamery near us," he said, "takes all the milk our farmers will sell it. Then besides this, twice every week two loads of milk are gathered in our locality and sent to Toronto. These two outlets keep the milk in our neighborhood pretty well cleaned out. Why do you know the farmers occasionally have to come to us storekeepers and buy butter. Put quite a bit of money in circulation? Why I should say so; for the farmers are paid by the creamery and the city milk men at least once per month."

"I suppose the creameries are good things for the storekeepers, too?" I queried.

"Indeed they are," replied Mr. Stewart. "For instance, supposing I am paying 20c. for butter. At that price I have to take even what is not worth more than 15c., for the farmer's wife, whom I only paid 15c., would leave me if she knew I had paid her neighbor 5c. per pound more. Now, if they take their milk to the creamery, I don't have to buy their butter. Yes, we do have some peculiar experiences sometimes. I remember one fall taking some terribly rank butter from a customer. I kept it all winter. In the spring this same man came to my store to buy butter, and just to try him I brought up the butter he had sold me, not acquainting him with the fact that it was his own make. He said it was not fit to eat, and refused to take it. I said nothing, but quietly smiled, and got him some of the desired quality. The Patrons? Oh, they never bother me. There was a lodge once in our place, but it's dead now. At that time some of them came to me and wanted me to supply them. I refused to do so, and asked them how they expected to pay cash for everything if now they couldn't all pay cash for such things as flour and salt."

* * *

"Well, there's not many apples being shipped from this point just now," said a dealer Tuesday, "although a good many are being shipped from the outside. One Chicago buyer was in Toronto this week who has picked up 3,000 barrels west of here for shipment to the Windy City. There are not many apples being shipped to England from this part of the country, although I believe quite a few are being sent there from Nova Scotia."

BYSTANDER.

H. Boker & Co.

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—AND—
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For Sale by Leading Wholesale Houses.

SOLDER.

Half-and-Half Solder.
Plumber's Solder.
Refined Metal Solder.
Triangular Solder.

We guarantee all OUR GOODS! If found unsatisfactory can be returned at our expense.

TORONTO SMELTING and REFINING WORKS

92 and 94 Queen St. E., TORONTO.

MIXED PAINTS



TRADE MARK

The Unicorn Brand

Has now the leading reputation for purity and durability in Canada.

They are sold all over the Dominion.

Manufactured only by

A. RAMSAY & SON, MONTREAL

ESTABLISHED 1842.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. — Three Rivers.
Lac a lac Tortue. — Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

THE "JERSEY" Butter Mould.



Registered 1893.

Patented 1893.

Made in following sizes:

¼ lb. ½ lb. 1 lb. 2 lbs.

This mould is by all odds the most satisfactory in every respect on the market.

The square shape is the most convenient form in which butter can be put up, both for packing and table use.

By means of the Screws at the top the size of the Mould is adjustable, and exact weight can be arrived at.

The Handle and Print are practically fastened to the Mould, and still easily removed for cleaning purposes.

We use only the very best selected white maple, thoroughly seasoned.

PRICES QUOTED ON APPLICATION.

Manufactured by

CHAS. BOECKH & SONS,
TORONTO, ONT.

TO THE TRADE

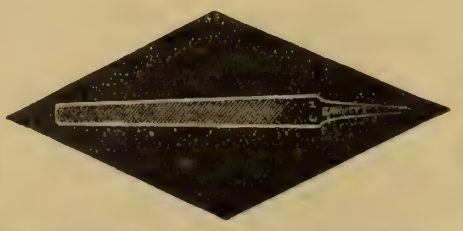
Targets.

We control the sale of the famous **Hamilton, Blue Rock and Expert Traps**

Send for samples and get our prices. Targets well packed and no second handling. Shipped direct from factory in Hamilton.

THE BOWMAN HARDWARE AND SPORTING GOODS CO.
HAMILTON, ONT.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. — **Gulletting Sawfiles.**
Climax Sawfiles. — AND — **Lightning Sawfiles.**

EVERY OTHER DESCRIPTION OF SAW FILES.

IMPROVED CAR-LIGHTING SYSTEM.

THE progress of electric car-lighting in this country has been very slow, and but few trains are even now equipped with this method of illumination, says Age of Steel. In the days of early experimental and pioneer work in this field, cars were provided with individual sets of batteries charged at terminal stations. But it was soon found that the change of batteries required at the end of each trip, and the liability of the charge becoming exhausted before the termination of the journey, made this method too uncertain and troublesome. Presently the cars were supplied with batteries, which were charged from a dynamo placed in the baggage car and driven by a steam engine supplied with steam from the locomotive boiler. This worked somewhat better, but it had the grave defect of being liable to drain the boiler directly of steam required for traction purposes, and often on heavy grades the dynamo had to be stopped in order to keep the train going. Besides this, the installation was expensive, and the plant occupied room in the baggage car that could ill be spared. The dream of electrical engineers was to drive the dynamo from the car axle, but with the swiveling trucks employed on American railways this method of driving has been attended with numerous drawbacks, although it has been fairly successful with the rigid trucks used abroad. The prime essentials of any such system, subjected to such severe conditions as obtain in railway practice, are simplicity, that is, ease of handling, and economy both of first cost and operation. Lieut. I. N. Lewis, U.S.A., has developed a system of car-lighting which appears to possess all the elements of a successful commercial apparatus. The details of the system cannot yet be given, owing to patent office exigencies, but it consists essentially of a dynamo driven from the car axle, supplying current to a set of storage cells, which furnish current while the train is stopped, and at all other required periods.

SERVICEABLE AND CHEAP JACKS.

THE accompanying cuts are illustrations of a couple of styles of wagon jacks which H. S. Howland, Sons & Co. are placing upon the market. The "Daisy"



is made entirely of hard wood, with the exception of the bolts and guide bars, and it will raise 1,200 pounds. The "Victor," which is shown in two different positions, is made entirely of iron and will raise 1,600



lbs. Its weight is only eight pounds. It is claimed that these jacks are unusually com-



plete and serviceable. Another merit they have is that of cheapness, which counts for a good deal in this day and generation.

TO PREVENT BOILERS CORRODING

Some additional evidence is reported in the foreign journals of the success of the method announced a while ago for preserving steam boilers against pitting and corrosion. This is accomplished by fixing electrodes in the boilers and sending periodically currents of electricity through them, under definite conditions, adjusted and controlled by automatic action. When the current is passing from the anodes suspended in the boiler, to the shell, hydrogen is liberated on the shell and tubes, and oxygen on the anodes; then, by means of the depolarizing apparatus the action is changed, most of this hydrogen and oxygen recombining, with the result that, during the first period, the hydrogen performs two distinct functions—first, it disintegrates mechanically, by its volume, the scale formed on the shell and tubes; and, second, some of the hydrogen combining chemically with the oxygen of the oxide of iron on the shell and tubes reduces this oxide to metallic iron, thus doing away with the oxidation of the boiler without wearing away the metal. The secondary action, in a word, is to facilitate the disintegration of the scale, hasten the mechanical action of the hydrogen in bursting it off, and prevent polarization of the shell and tubes—oxidation, it is well known, not being able to take place in the presence of hydrogen gas.



1.—CHOLLY LITEWAITE—Aw, let me have five cents' worth of chestnuts, please.



2.—CHESTNUT VENDOR—No changa. Minda de standa; me getta some.



3.—MISS VAN HAUSER—Why, how do you do, Mr. Litewaite? I had no idea you were in business for yourself. Let me have ten cents' worth roasted, please.

CHAINS



Coil, 7 sizes, Trace, Halter, Tieout, Post, Heal and Cow Ties,

Tie Weights and Evener Chains, etc.

The B. Greening Wire Co., Ltd.

Write for Catalogue.

HAMILTON. CANADA.

CORPORATE MARK



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

MONTREAL, Feb. 6th, 1894.

To the Stove and Heater Trade:

We are about moving our works to the most modern plant in Canada, at St. Henry, near Montreal. Our New Catalogue will be ready early in March, when our travelers will be on the road with a full line of Stoves, Hot Water Heaters, Soil Pipes and Fittings, and other lines that we make. Kindly wait their arrival, as we have the very lowest prices and best goods.

Yours respectfully,

The Wm. Clendinneng & Son Co., Limited,

Stove Manufacturers and Founders,

Montreal and St. Henry, Que.

NO USE FOR SLOW MEN.

IN the second of a series of articles by a noted writer on "How to Get On in the World," says a contemporary, education is considered as a factor in success. It used to be the case, says the writer, that young men as they grew up took their places according to natural endowment, the gifted entering into the higher and more remunerative occupations, while the less gifted took up the humbler callings. Then there was a disposition to stay on the level where one found one's self; now there is a disposition to rise. All this is in a measure true, but talent and training are changing places. There is relatively less room for what is called talent, and more for education; I mean that the educated man now does a great part of the work that used to be assigned to men of special gifts

Accuracy, finish, proportion, convenience, adaptation, enter nearly all that is done--features of work that can be rendered only by men of training.

Commerce and trade are now complex affairs. In former days a man put up a sign, bought his dry goods or groceries, marked them with a certain per cent. of profit, and sold them soon or late, as happened. To-day he must know the markets of the world, and conduct his business, even though it be a moderate one, from an induction drawn from a multitude of conditions, not the least of which is competition. The strong point in competition is brains, or the ability to look broadly and closely at things; and this can be done only by thoroughly trained minds. One of the main reasons why one man goes down before others in the competitions of business is that he is outthought and out-planned. The result follows not because the better man desires to crush him, but as a natural result. No provision is made in the race of life for slow runners; the swiftest will reach the goal first, and he is under no obligation to wait for the slow. It is difficult to find a place in the workshop of human life where education, and trained faculties are not required; and it is useless for a young man even to raise the question how he shall get on in the world, without first securing the greatest possible amount of training. Little education—little success; this is true all the way through.

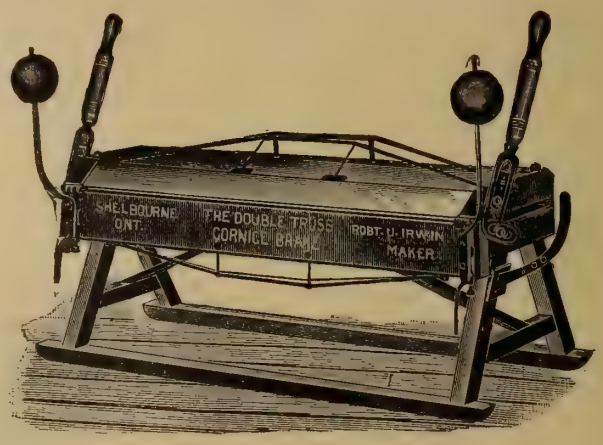
By education I do not mean the accumulation of knowledge. One may know a great deal, and yet not be educated. By education, I mean, rather, such training of the faculties by study that they become strong, pliant, quick, comprehensive in grasp, and able to see things on all sides. The opposite conditions are slowness, stiffness, inability to hold to a point intelligently, or to yield it when the time comes, narrowness of range, and, worst of all, ignorance of these defects and faults. It is just as true that these can be overcome, and the former qualities secured strength, pliancy, alertness, breadth, intelligence, as that the hand of a pianist can be trained to do its work. But there is no way by which the qualities can be gained except by a long and continuous process of study. It does not greatly matter what one studies, if one only studies well. Anthing that makes the mind strong, pliant, quick, comprehensive, broad, and responsive, will answer, although it is better that the studies should be useful and congenial.

Count no hour or year wasted that is spent in helping you to get possession of yourself and your faculties. What you need, in order to win any sort of success in any kind of work, is a trained mind—the ability to think quickly, steadily, accurately, and broadly.

Bring your mind into such a condition as this: Put behind it good health, a strong will, and a nob'e ambition, and there is little doubt whether you will get on well in this good country of ours.

IMPROVED CORNICE BRAKE.

THE Double Truss Cornice Brake, handled exclusively in this country by M. & L. Samuel, Benjamin & Co., is already being actively enquired after. About 100 were sold in the Dominion last year, but sales this year are expected to be larger in consequence of the improvements



that have been made since then, whereby the brake is heavier and stronger than heretofore, with front leaf balanced by ball weights, new clamping device, etc. Extra set screws are also being used to hold the top leaf, thereby making it rigid. It is claimed that the machine will now do the work of an iron brake in every respect, and yet costs but about one-third the price. It is built of good, sound maple, thoroughly seasoned; the leaves are all double-trussed and faced with steel plates planed straight and true; the clamping device, hinges, quadrant gauge, etc. are all made of malleable iron, and all parts are adjustable; it takes in sheets 8 ft. 2 in. long and forms 24-gauge iron or lighter, without springing; it splits the sheets and forms the iron on the same principle and with the same speed as iron brakes; makes moldings of all kinds, ridging, valleys, gutters, eave-trough, square pipe, etc. Each machine is supplied with six half-round formers. These machines have been thoroughly tested in different shops and are giving good satisfaction. No tinshop is complete without them, and they pay for themselves in one year. The machine weighs about 500 pounds.

SELLING THROUGH AN AGENCY.

IT is now announced that the river and railroad coal operators in the Pittsburg district are considering a proposition to end the rate war in the competitive markets and restore prices to something like a reasonable basis by selling all coal through one agency. This plan is being urged upon the coal trade, and some operators seem to favor its adoption, but it is doubtful whether it can be made a success. The same thing has been tried in numerous other lines with nothing like complete success, and in many cases with absolute failure. The first question that comes up is in regard to the share each shipper should get out of the total trade. The smaller ones are very liable to believe that the larger concerns are getting the lion's share of trade. A number of firms in any industrial line, on making an agreement to dispose of all product through a central agency, do not equalize the cost of production in all the establishments included. Therefore in supplying the market, through a central agency, the cheapest product has the advantage and is apt to be soonest disposed of. The plan of selling through an agency, like many other methods of sustaining prices, is severely tried in times like the present, and has been found wanting. In the case of the plate glass manufacturers, a central selling agency, not long since, was abandoned, as it failed to hold up a falling market.

In one instance very recently brought to public notice, coal operators formed a selling agency more than unsatisfactory. A gentleman well known as the attorney for several leading coal companies in the Kanawha and New River, W. Va., regions states that the agency which has been handling a large amount of the coal of those regions, is making the greater part of the profit. It is stated that this agency practically depends upon the capital of the operators and receives far better returns. In this case the agency holds the trade by practically controlling transportation, a feature which would not be present if the Pittsburg operators attempted something in the same line.—American Manufacturer.

You Lose More Than We Do

If you do not buy a copy of "Ideas for Hardware Merchants" at 50 cents . . . . . .



JUST HALF PRICE

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Starting a Hardware Store.
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On receipt of Fifty Cents this valuable work will be forwarded you, postage prepaid. Edition limited.

The J. B. McLean Publishing Co.

10 Front Street East

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TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.

THOS. FIRTH & SONS, Ld.

Best Crucible Cast Steel.

STEEL, PEECH & TOZER, Ld.

Bessemer Steel,

Open Hearth Steel.

Agents,

James Hutton & Co.

MONTREAL.



For Iron Fencing, Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	21, 22
Straits "	20½, 21

Tin Plates—*Charcoal Plates, Bright.*

M.L.S. equal to Bradley	Per box
I.C., usual sizes	$5 50 $5 75
I.X., "	6 75 7 00
I.X.X., "	8 00 8 25
Raven & P.D. Grades—	
I.C., usual sizes	4 00 4 25
I.X., "	5 00 5 25
I.X.X., "	6 00 6 25
I.XXX., "	7 00 7 25
D.C., 12½ x 17	3 75 4 00
D.X.,	4 75 5 00
D.X.X. "	5 75 6 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 50 3 75
I.C., special sizes	3 75 4 00

Note.—Round lots of 14x20 might be purchased of 25c. box

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	7 25
I.X. Terne Tin	9 25 9 50
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 95	
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 60
Hoop " "		2 60
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

3-inch	10½c
4-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¼, 2½
26 "	2½, 2¾
28 "	2⅝, 3

Canada Plates.

All dull	2 65
½ polished	2 75
All Bright	2 90

Iron Pipe.

Wrought 62½ and 5 p.c. to 65 p.c.
Galvanized, 40 to 40 and 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5½
28 " "	5½, 5½
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5½
28 " "	5½, 5½

Note—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4½ 4⅝
" ⅜ " "	4⅜ 4½
" 7-16 " "	3⅞ 4
" ½ " "	3⅝ 3¾
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 11¾ 0 12
Lake Superior	0 12¼ 0 13

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 22 $0 25
" round & square 1 to 2 in	0 20 0 23

Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 15 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 16 0 17

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 18 0 19
" 35 to 45 " "	0 16 0 17
" 50 lb and above per lb	0 15 0 15½

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hard-rolled 2x4 ft.	0 21 0 23

Zinc Spelte .

Foreign, per lb	0 04½ 0 05
Domestic "	0 04⅝ 0 04¾

Zinc Sheet.

5 cwt casks	0 05½ 0 05⅝
Part casks	0 05½ 0 05⅝

Lead.

Imported Pig, per lb	0 03 0 03¼
Domestic "	0 03
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 15 0 16
Standard	0 14 0 15
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 12 0 12½
Other makes "	0 11 0 12

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	5 00
No. 1 Do. "	4 75
No. 2 Do. "	4 50
No. 3 Do. "	4 25

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian "	

Paris Green, per lb	0 13½ 0 15
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 69
Extra "	0 90
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 85
No. 1 Carriage "	1 30
Gold Size Japan "	1 00 1 20
Pure Orange Shellac "	1 95 2 05
Hard Oil Finish	1 30
Oil Shellac	1 40
White Shellac	2 25

Linseed Oil (in bbls)

Raw, per gal	0 60 0 62
Boiled "	0 63 0 65

Turpentine (in bbls)

Selected Packages, per gal	0 48 0 50

Castor Oil.

Best, per lb	0 07⅞ 0 08

Cod Oil.

Cod Oil, per gal.	0 50 0 51

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet	0 13 0 15
White, extra	0 16 0 18
Gelatine	0 20 0 30
Strip	0 16 0 17
Coopers	0 17 0 19

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, common, 15 per cent.

Wads.—Baldwin's.

	per 1 lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " ... 0 65 1 25
Brad, ... 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 35 to 40 pc. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 per cent.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking. 9 00
" 2, " 4 50

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Can'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 pc.,
Loose Pins, " 65 & 10 to 70 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardin Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz.... .... 29 00
Grand Rapids, " 30 00 33 60

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White, lump, per cwt 0 60 0 65
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 o 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c:

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft
16 to 25	1.20-25	2.40	1.75	
26 to 40	1.40	2.70	2.00	
41 to 50		3.10		4 50
57 to 60		3.40		5.00
61 to 70		3.70		5.50
71 to 80		4.10		6.25
81 to 85		4.50		7.00
86 to 90				8.00
91 to 95				9.00
96 to 100				10.00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass

Pilkington's ordinary.
1st break 4 0
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each 0 30 0
Enamelled " 0 55

Grindstone Fixtures.

P. S. & W., per doz 3 88 4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 13

Ball Pean.

English and Can., per lb . 0 25 0 30

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c

Hoe.

C.&B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 45 to 47½ p.c. dis

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c.
" Shepard's Noiseless, dis. 60 p.c.
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 5 0 05½
Screw hook and hinge—
6 to 10 in., per set 0 00 0 04½
12 up " 0 00 0 03½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 to 45 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 65
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 40 and 5 to 40 and 10 per cent

NEW ARRIVALS

30 Cases CUTLERY AND GUNS

ALL NEW GOODS.

Finest Finish. Best Value.



NEW ARRIVALS

20 Casks Cattle and Trace CHAINS

10 Tons Coil Chain.

Five Cars Window Glass.

Bowman, Kennedy & Co., London, Ont

Wrought Hooks and Staples, Amer. dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 50 to 55 per cent.

Horse Nails

Canadian, dis. 65 to 70

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " " 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 27½ per cent. to 30 per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.
   - Basis—50 to 60 dy..... 2 30
   - 40dy..... 2 35
   - 30 dy..... 2 40
   - 20, 16 & 12 dy..... 2 45
   - 10 dy..... 2 50
   - 8 & 9 dy..... 2 55
   - 6 & 7 dy..... 2 70
2. American Pattern Only
   - from 4 to 5 dy 2 90
   - 3 dy. (lath)..... 3 30
3. Canada Pattern Only
   - from 4 to 5 dy 2 80
   - 3 dy. (lath)..... 3 20
   - 3 dy. A.P. Fine 3 90

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 5 per cent. from List Jan. 8, '92 Extras as per List for special nails Terms, 4 months or 3 per cent. cash.
Brads & Moulding Nails, 75, 5 per c. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.

Poultry, 60 per cent dis.
Import 60, 10 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R. Seal..... ....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... . 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... .... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 33⅓ to 35 p.c. dis

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent. cash.
Copper Rivets, dis. 55 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	8	10 10½
¼, 5-16, ⅜ in.....	8½	10½ 10¾
Cotton, per lb.....	18	20
New Zealand.....	8½	9
Russia Deep Sea, per lb..	12¾	13½
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 35 to 37½ per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent. to 40 per cent
Cross Cut, Disston's, per ft. 35 to 55.
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R.H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R.H 70 " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P., dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss Full nickel, 60 p.c. off
" Japanned handles, 70 p.c. off

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, " 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ¼ or ⅛ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3¾ 4
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enanelled cans, per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2 " " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 55 per cent
" tinned, dis. 57½ per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 60 per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 p. c to 65 p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p.c.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p c

Ties.

Cow, per doz 1 75 2 50

Tinner's Shears and Snips

P.S.&W., net list.
Canadian 10 to 15 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ p.c. to 35 p.c
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz..... 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown..... ..... 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50

Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Annealed, annealed and oiled, galvanized 20 per cent. dis.
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal
Plus 10 cents f.o.b. Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 5¾ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } 4 4½
" 4 " 4 & 6 " "
" Plain twist, all deld 3¾ 4
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 03¾ 0 04
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 85 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 5 to 70 and 10 p c
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 00
G. & K.'s Pipe " 6 00
Burrell's " each 1 25 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR HOLLOW WARE

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR KNIVES, FORKS, SPOONS

Manufacturers of the

Finest Quality Electro-Plated Ware.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.



"BUILD TO-DAY THEN, STRONG AND SURE, WITH A FIRM AND AMPLE BASE." —Longfellow.

DO YOU?

WISH THUS TO BUILD, an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors.

DON'T PAINT

your house until you have sent for our 1894 sample card, showing 24 harmonious combinations in colors. They will help you to paint artistically and to preserve as well as beautify your home.

JOHN LUCAS & CO.
Philadelphia, New York, Chicago



SAW GUMMERS.

Price $15, complete.

Will gum any cross-cut saw; anyone can work it. There is paying work for a saw gummer in every town, village or cross-roads in Canada

A. B. JARDINE & CO.

Manufacturers of Blacksmith's Tools and Tube Expanders,
HESPELER, ONT.

You will Insure Success

IN THE

STOVE

Business, by selling

"Souvenir" Stoves and Ranges

They are Leaders and Sure Profit Makers.

If you are not acquainted with the superior merits of these goods, order samples, and you will lead your competitor in sales.

The Gurney-Tilden Co. Ltd.

Successors to The E. & C. Gurney Co.

HAMILTON - - ONTARIO.

ALMOST EVERY STYLE AND SIZE KNOWN TO THE TRADE



CLAUSS SHEARS AND SCISSORS.

Steel Laid. Tempered with Natural Gas. All Goods Guaranteed.

Highest Medals and Diplomas awarded by World's Fair judges. Catalogue mailed on application.

Clauss Shear Co.

67 Adelaide St. East . . TORONTO, ONT.

MUNN'S LIQUID GLUE

IS THE BEST.

THE ART METROPOLE, Agents.

131 Yonge Street, TORONTO.

OUR SALES OF

"BURHAM" Portland Cement

For the past 8 months have been

25,499 CASKS.

"BURHAM" Brand outranks all others
Try it and be convinced. . . . .

Sole Consignees for Canada,

McRAE & CO., OTTAWA

Dominion Wire Mnfg. Co., (Limited)

27 Front St. East, Toronto, Ont. — 185 St. James St., Montreal, Que.

WORKS AT LACHINE, QUE., Near Montreal.

MANUFACTURERS OF

2 and 4 Barb Plain Twist and Strip Fencing

And Staples for same.

Write for Prices and Discounts.



"Crescent" Coat and Hat Hooks.

Supplied in Coppered, Japanned, and Tinned Steel Wire, also in Brass Wire. Best Selling Hook made. TRY IT.

BEST QUALITY

Iron, Steel, Brass, and Copper . . **Wire**

ALSO

Wire Nails, Wood Screws, and Jack Chain.

. . ELEY'S . .
CANADIAN CARTRIDGE



Loaded with Best Powder and Patent Shot.

ELEY'S GUN WADDING


BLACK EDGE


THICK FELT


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Manufacturers of EB and other Percussion Caps.

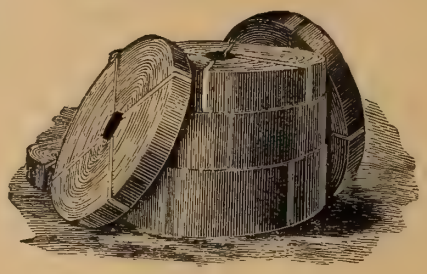
To be had of All Dealers. **Wholesale Only.**

ELEY BROS., LTD.

254 Gray's Inn Road, LONDON, ENG.

FINEST QUALITY

RUBBER BELTING





"MONARCH"
"RED STRIP"
"LION" brands

PARTICULAR ATTENTION GIVEN TO ORDERS FOR LARGE SAW MILL BELTS, ENDLESS OR STRAIGHT . . . .

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT STREET W., **Toronto.**

THE BEST
Lawn Mower
IN THE MARKET.

Improved for 1894.

10½ in. Wheel.

12, 14, 16, 18 and 20 in.

The
WOODYATT

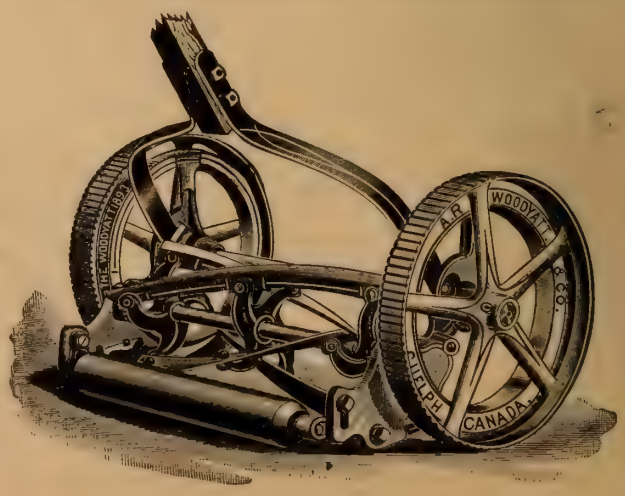
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For Sale by all Wholesalers.

Manufactured by . . . .

A. R. WOODYATT & CO.

GUELPH, CANADA.



CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VI. TORONTO, FEBRUARY 17, 1894. No. 7.

MAGNOLIA METAL

—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

MAGNOLIA METAL CO.,

London Office: 75 Queen Victoria St.
Chicago Office: Traders Building.
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DROP A CARD

Through the mail and we will send you one of our . . . . . .

NEW ILLUSTRATED CATALOGUES

CONTAINING OVER 100 ILLUSTRATIONS.

Every Hardware Man Should Have One.

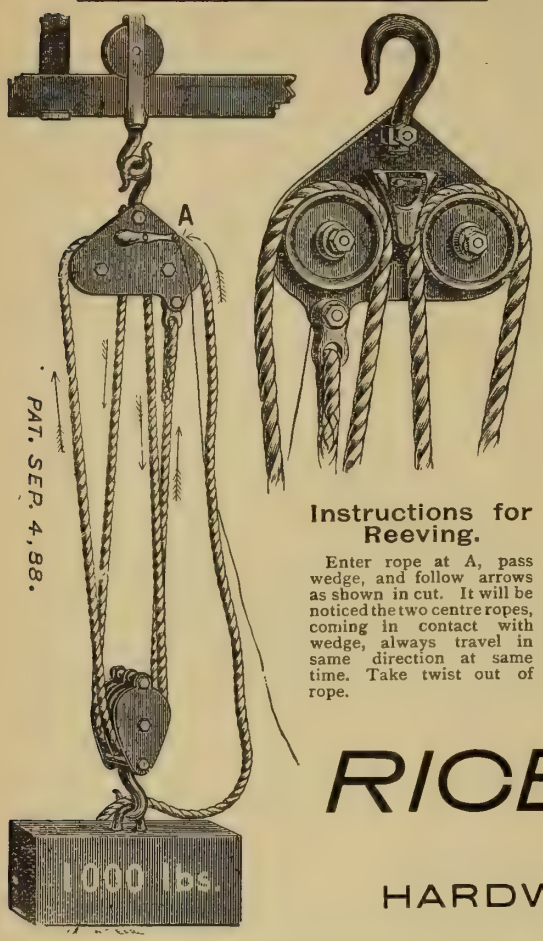
WHY DO WE ADVERTISE? BECAUSE

We handle the finest line of Paints, Varnishes and Artist's Materials of any house in the trade. We have confidence in our goods. We know whenever we make a customer we never lose him. If our goods did not back up all we claim for them we might as well throw our money into the sea as spend it in advertising. They do back us up, therefore we get return for our money.

Walter H. Cottingham & Co.

Fine Paints and Varnishes. MONTREAL

TO THE TRADE



"SURE GRIP"

Steel Tackle Blocks

Instructions for Reeving.

Enter rope at A, pass wedge, and follow arrows as shown in cut. It will be noticed the two centre ropes, coming in contact with wedge, always travel in same direction at same time. Take twist out of rope.

This Block will hold load at any point without fastening the rope. The wedge-shaped brake has a double grip, and is absolutely automatic and reliable. The heavier the load, the better the grip. They are the best and cheapest, because the same amount of money invested in ordinary tackle blocks will not begin to give the same amount of service.

						Each
No. 3, to be used with	⅜	inch rope, one man can lift	300	lbs., capacity	600....	$3.00
" 4, "	½	" "	350	"	1,000....	5.50
" 5, "	⅝	" "	400	"	1,800....	7.00
" 6, "	¾	" "	450	"	2,500....	8.50
" 6½, "	¾	" "	850	"	4,000....	14.00

Blocks Nos. 3 to 6 require rope five times, and No. 6½ seven times the height to be lifted. The above prices include upper and lower block—ROPE EXTRA.

WRITE FOR DISCOUNTS

RICE LEWIS & SON

(LIMITED) **TORONTO**

HARDWARE MERCHANTS

Copper Cider Kettles

(BRAZED AND HAMMERED.)



PLATE 237.

PRICES ON APPLICATION. CORRESPONDENCE SOLICITED.

MANUFACTURERS OF

Brewers, Distillers, Confectioners . . . Varnish Makers Plumbers and Marine

Copper Works

The Booth Copper Co.

Formerly BOOTH & SON. • 122 Adelaide Street West, **TORONTO**

Railroad Milk Cans,
Railroad Milk Can Trimmings,
Creamer Cans,
Creamer Can Trimmings,
Creamer Can Taps,

Sap Buckets, all styles and sizes

Maple Leaf Sap Spiles

MILK CAN TRIMMINGS

Our DAIRY PAILS are the best and heaviest on the market.

Kemp Manufacturing Co.,

TORONTO.

. . HARDWARE . .

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

Vol. VI. TORONTO, FEBRUARY 17, 1894 No. 7

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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THE iron and steel trades of the United States have long had a desire to go up and possess the Canadian market. Now fresh stimulus is being given to this desire, and the Iron Age is leading in the movement designed to secure the desideratum. In pursuance of this object the Iron Age has deputed a special correspondent in this country to report upon the possibilities of extended trade with this country. The first of this correspondent's contributions appeared in last week's issue of that journal. The correspondent opens out with a brief eulogistic reference to Canada's magnificent railway system, and then turns his attention to Canada's needs in the way of iron and steel. These, he points out, represent a yearly consumption of nearly 600,000 tons of pig iron. "For reasons into which it is not now necessary to enter," he adds, "only a small part of this large quantity of iron is provided by Canadian furnaces." Then incidental reference is made to the fact that the "reproductive" branches of iron and steel manufacture have been more fully developed in this country than the classes producing the raw materials. In 1891, he shows, the production of pig iron in the Dominion was 23,891 net tons, in 1892 it was 42,443, and "reports to date indicate that 1893 will show another substantial increase in the output." The correspondent sees in these figures much that is encouraging for the producers, but is of opinion that for a a long time to come Canada must rely on other countries for the larger part of the iron and steel articles which, in one form or another, she will need. Then he dips more into details, and remarks: "Leaving out tin plates on each side, it will be found that in value Canada imports three-fourths as much iron and steel as the United States, although the latter country has thirteen times the larger population. In the fiscal year 1892, the latest for which detailed statistics are available, Canada imported iron and steel to the value of $13,796,972. Deducting $1,235,961 worth of tin plates, it leaves $12,235,961. The United States in the calendar years 1891 and 1892 imported iron and steel, minus tin plates, to the value of, respectively, $16,083,321 and $16,779,960. The dutiable iron and steel imports of Canada have not greatly varied in value for the last three fiscal years. In 1891 they amounted to $9,987,973, in 1892 to $9,963,635, and in 1893 to $9,916,041. Remembering the decline in prices in these years, the above figures represent an increase instead of a decrease in the quantities imported. In addition, Canada imports yearly between $3,000,000 and $4,000,000 worth of iron and steel free of duty." An elaborate table is adduced, in which are shown the importations in Canada, for the fiscal year ending June 30, 1892, of iron and steel and manufactures thereof, together with the proportion contributed by the United States. Of the total in value of $13,796,672, it is shown that $5,685,355 were imported from the United States. "From a brief study of this table," adds the Canadian correspondent of the Iron Age, "it will be seen that the United States already enjoys almost a monopoly of Canada's import market in highly finished productions, such as agricultural implements, engines, hardware, machinery, tubing, tools, etc., supplying over $4,000,000 worth of these in 1892." The Iron Age, referring editorially to the letter of its Canadian correspondent speaks hopefully, in view of the lower prices now ruling in the States, of the United States being able to sell larger quantities of iron and steel in this country, remarking: "The recent capture of an order for 60 miles of wrought iron pipe shows what can be done."

* * *

The benefit to a community of merchants of a by-law regulating transient travelers was exemplified in Hamilton last week. Among the by-laws of that city is an ordinance decreeing that transient traders shall not carry on business there except on payment of a license fee of $100. Some two months ago F. X. Cousineau, a Toronto dealer in bankrupt stocks, opened out a store in the Ambitious City for the sale of bankrupt stocks purchased in Kingston and other places. This fact he advertised; but he omitted to take out the necessary license. This, last week, led to a case in the police court, during which it was brought out that according to the by-law the only exemption in regard to bankrupt stocks is when the trader is selling off the stock of a city insolvent upon the premises; but no provision is made for adding to the stock to make it sell more readily. The defence rested upon a different interpretation of the by-law in this particular, maintaining that the ordinance did not so restrict the sale of such stocks. It was furthermore argued that in order to make the stock sell it was necessary to replenish it. But the presiding judge failed to evoke a reply when he wanted to know what object defendant had in up keeping his stock in the way he admitted he was doing, and thus compete with other traders. After taking a day or two to consider the case, the judge held there had been a violation of the by-law, and he imposed a fine of $50. In addition to this sum Mr. Cousineau will have to take out the customary license.

Interest in the case is not, however, yet exhausted, for Mr. Cousineau has decided to appeal.

* * *

As a rule enactments which interfere with the freedom of the trade are to be deplored rather than commended. A by-law similar to that which Mr. Cousineau ran against in Hamilton is one of the exceptionals to be commended. The license fee of $100 may or may not be excessive. That is not a question at issue. It is the principle involved with which we are dealing. These bankrupt stock dealers, or transient traders as they are legally termed, have no interest in the village or town in which they temporarily locate, beyond the dollars they can make out of it during their sojourn there, while their influence on the town is detrimental rather than beneficial. The principle upon which these transient traders do business is that of the "Cheap John"; they cut and slash prices here and there to attract the unsophisticated and obtain big profits somewhere else to recoup themselves for their generosity. The fruits of this method of doing business are loss of trade by the regular merchants and the breeding of discontent between them and their ordinary customers, the former being displeased when they see the latter flocking to the store of the bankrupt stock man, while some of the customers conceive the idea that heretofore their storekeepers have been charging them excessive prices on some articles at least. Under such conditions it is only proper that the bankrupt stock dealers should be compelled to contribute to the corporation treasury through the medium of the license fee, seeing that they do not remain long enough to do so by the ordinary tax-paying method. If they are not taxed in this way they get police and fire protection free—a premium, as it were, for disorganizing local trade and depriving local merchants of customers and profits.

* * *

Opposition to the principle of high buildings is setting in from quarters which promise to eventually put a stop to the continuance of the fad. The firemen have naturally been opposed to them all along; and some time ago the insurance underwriters in the United States made a deliverance against them. Now the Architectural League of the United States has set its face against them. The opposition of this organization is based on hygienic grounds, and at a meeting recently held in New York the intervention of the law was advocated on the plea that sky-scraping buildings made the streets hotbeds of malaria.

CORPORATION HARDWARE.

THE article in last week's HARDWARE regarding the contract for hardware required by the city of Toronto was read with a good deal of interest—and surprise, too—by the trade. As a subject for discussion it has been one of the most paramount, particularly among retailers. This HARDWARE reporters learned in the course of their peregrinations. Few of them, however, would speak for publication, although nearly all intimated that they were not altogether satisfied with the way in which tenders were asked for.

"Well," said one jobber, "I don't think any good results can follow the publication of that list of prices. For instance, some of the country dealers may fancy that if the city of Toronto can obtain certain lines at certain prices why should not they; and before we will be able to satisfy them, why we will have to go into probably a whole lot of details."

"I would not like to express an opinion," said the representative of a wholesale house, "but I will say this much: I think the present system might be improved upon."

"Well, all I can say," remarked a member of the firm of Rice Lewis & Son, "if those are the prices that are attached to the contract for supplying hardware to the city of Toronto every year, it would to my mind make much more interesting reading matter to know what prices the city paid for the extra goods which were not contracted for. That is all I have to say beyond the fact that HARDWARE is to be complimented on its enterprise in securing a copy of that list."

A jobber who was more outspoken, but who requested that his name be not mentioned, said: "The very fact of offering, at ridiculously low prices, sizes of nails which are seldom if ever used and charging much higher than the retail price on sizes which should be in constant demand seems peculiar."

"What do you think of the present way in asking for tenders?" queried HARDWARE.

"It is wrong; radically wrong."

"Can you suggest a remedy, then?" ventured HARDWARE.

"Yes; let the tenders be based on the quantities used the previous year. Then, of course, there would be no chance of a man tendering away down on goods little of which would be used, and pulling prices away up on articles which would be largely used."

J. Pearsall, Yonge street: That may be the right way of tendering, but I could not make an honest tender and compete with such.

J. T. Wilson, Queen street west: Some of these prices are ridiculously low, while on others the tenderer is receiving more than a good retail profit. For instance, fibre tubs, which are tendered for at 10c., will cost $11 per dozen, while fibre pails, which are to be supplied at 10c., cost $4.50. The city makes no allowance for the amount of the different articles it is likely to use, just making a general average. The consequence is that the tender which seems the cheapest when footed up is the dearest in the end.

Albert Maas, Queen street west: I have seen a copy of last year's contract, and all I have to say is that all that is the matter with some people is that they do not know how to tender. It's all right.

E. Clapp, of Clapp & Moses, Yonge street: I do not think there is much profit in it. However, a man to tender those prices must have considerable capital. Some of the prices are ridiculous. I think it would be more fair to the trade if he had tendered more evenly. There are some prices there which, if anyone connected with the city came to buy off me and offered, I would have to laugh at them. While others are away up.

A retailer, who requested that his name should be suppressed, said: "This contract reminds me of a tender I once made to the city, but which was not accepted, another merchant being judged lower. This will give an idea of the way the city makes an average:

TENDER REJECTED.

Stove pipes.....	8c. per length.
Elbows.....	13c. each.
Zinc.....	6c. per foot.
	27c.

ACCEPTED TENDER.

Stove pipe.....	13c. per length.
Elbows.....	6c. each.
Zinc.....	5c. per foot.
	24c.

Now, as there is a call for at least 10 lengths of pipe to every elbow, mine was the lowest tender, but they could not see that.

Another retailer said: It is a queer contract, and there are all kinds of prices. I do not know what kind of scoops and shovels

he is going to supply at 60c., or axe-handles at 10c., unless he makes big profit on some other goods. It is a fair specimen of some tenders that are accepted nowadays.

UNPROFITABLE ECONOMY.

PECULIAR sometimes are the actions of people when they find themselves in a predicament. This is to be noted in the efforts that are now being made by some merchants to economize. And while it is apparent in several respects, there is one in particular to which we at the moment desire to refer: That is in regard to discontinuing subscriptions to trade papers.

A trade paper is either a help or a hinderance to a subscriber. With papers as cheap as they are to-day it must be a poor journal indeed that does not give value for the amount disbursed in the annual subscription. A careful study of the advertisements—of most trade journals at any rate—alone would save any wide-awake merchant the price of his subscription.

The last thing a sailor would think of throwing overboard if his vessel got into a precarious condition would be his chart. And what the chart is to the mariner the trade paper is to the merchant: Both are for consultation. It is obvious, therefore, that when times are the hardest and the margin of profits the narrowest, the merchant has really more need for his trade paper than when business is brisk and profits wide. In fact, if there is any time when the merchant can best afford to be without a trade journal it is in the zenith of his prosperity. Then, should he purchase heavily of a certain article, the market for which was declining, or not purchase when an advance was threatened, on account of his having no trade paper whereby he might be acquainted with these facts, he would be better able to stand the loss than when the opposite conditions prevail. Besides this, he who is without a trade paper loses the benefit of the hints and suggestions regarding business methods; also as to what others are doing to build up their respective businesses.

But in reality there is no time when a merchant can afford to be without his trade paper. If he is a subscriber to a number, and it is desirable, in the process of economizing, to cut off one or more of them, well and good. To cut off all of them, however, would be poor policy, indeed: It leaves him out of touch with the markets, out of touch with the trade, and, in fact, out of touch with everything upon which the success of his business more or less depends.

A proposition to cut down expenses needs almost as much consideration as a proposition to increase them. But the merchant who submits this question to himself, "Will it pay?" will be assisted in the premises when he is thinking of dispensing with this or that clerk, article, trade paper, or anything whatsoever; and whatever the answer may be, obey it.

PUSH SPORTING GOODS.

THERE is no class of goods that will make a more attractive display than a well assorted and tastefully arranged stock of sporting goods; and the profits in the sale of this line should prompt hardware men to pay more attention to it than they have hitherto done.

There has been a great revival in the popularity of athletics, both open air and indoor, and gymnasiums, athletic, tennis, football, fishing, gunning and bicycle clubs, have been, and are being rapidly organized throughout the country, and the demand for sporting goods of all kinds has grown in proportion. At present there is a good demand for boxing gloves, indian clubs, foils, etc., and in the early spring will come the demand for fishing tackle, and so on through the year.

One essential to the successful sale of these lines is an early and seasonable display. Sporting goods of all kinds offer to the artistic window dresser much scope to display his taste for arrangement. Speaking on the subject an American exchange says: "No windows are more attractive to man and boy alike, than those containing paraphernalia which bring back to memory instances of boy life."

In stocking up in these lines the merchant will find it necessary to carry a cheap line of goods for the small boy; also for others who are not enthusiasts and cannot be induced to buy articles of a higher grade.

There is no doubt, however, that in a town where there are many enthusiasts on tennis, lacrosse, or other games or athletic exercises, that there will be considerable demand for the better class of goods, and they should be kept. The demand for high grade goods will not perhaps be so great as that for the cheaper, but the profits are larger, and the prices willingly paid. It will be policy to sell one of these customers as good an article as he can be persuaded to invest in, even though the profit be less.

There is no line in which a buyer is so particular as to the quality and merits of the article which he buys as the sporting enthusiast. A poor baseball, or tennis racket may mean the loss of a match or game, while a first class article may be of great assistance in winning the same.

A customer who is the owner of any article in the sporting line, whether it be a gun, fishing rod, tennis racket or any other paraphernalia appertaining to some sport or game of which he is an apostle, is wont to boast of its various good qualities, and to exhibit it for the admiration of his friends. The question he invariably is asked is, "Where did you buy it?"

A well suited customer is one of the best advertisements a merchant can have, and in these lines especially.

There is no doubt that if the merchant has sporting proclivities himself he will find it a great help in the selection of his stock, and also in the selling of goods of this class.

The local demand for seasonable sporting goods may be greatly enlarged, and the interest in various sports and pastimes, aroused by occasional prizes offered for the largest fish caught in the season, or some other feat or competition. These prizes should find a conspicuous place in the show window, together with the articles that appertain to that particular branch of sport, and a printed card naming the day of presentation, conditions, etc.

Pictures of local and national champions or crack sporting men will attract considerable attention to your window and will show that you are taking an interest in sporting events. For instance, a photo of J. S. Johnston, with a display of skates, or Corbett with boxing gloves, etc. Such displays always attract.

Be obliging and willing to show your customers anything new or old that you keep in stock. Make yourself thoroughly familiar with the article and its various merits, so as to be able to explain them thoroughly to your customers. Don't try to force goods on buyers of sporting goods, for, with a few exceptions, every enthusiast on a certain pastime or game thinks he knows as much about it as you do. In a word, you need to be diplomatic.

"LOBSTER" RETAILERS.

NOT long ago an article appeared in one of the daily papers in which was mentioned the peculiarities of the lobster, which, when left in some shallow pool or on the rocks by the receding tide, made no effort to return to the open sea. It was content to stay within the limits of a small pool or die upon the rocks, when, with a little effort, it might have returned to its native elements. The writer finishes by admonishing men in business, not to be lobsters.

Now that the dull season is nearing an end, and the time approaching for the retail hardware merchant to commence stocking up with goods for the spring trade, it is a pertinent question to the retailer: What have you done towards enlisting the interest of the public in regard to your business during the coming season? Are you idly waiting for the tide of prosperity to come to you? An ostrich hides its head in the sand when it scents danger, and a tortoise closes its shell, both thinking no doubt that they are "out of sight." The business man who imagines he is doing the right thing when he hides his information from the public, is a good deal like the tortoise and ostrich—a failure.

Money is scarce and competition is keen, and the man who would succeed must be a hustler. The old proverb, "All good things come to them that wait," has been supplanted by the new one: "All good things come to they that hustle."

A HARDWARE representative asked several retailers last week if they were making any special efforts to advertise or push their business in anticipation of the coming spring trade.

One dealer answered that he was well known, and he guessed they knew where to find him. Another said, "I place a small ad. in the daily papers, and I treat my customers courteously." One man said: "Times are dull, but I am doing as well as my neighbor, and am hoping for better times, but I do not know that I am going much out of my way to drum trade."

It is a good thing to be well known and respected. An advertisement in a local paper, if properly worded and catchy, will draw much trade, courtesy will retain the customers that you already have, and through them you will obtain many others. It is no doubt a great consolation in dull times to know that you are doing as much business as your rival, and hope will give a man courage in the worst of times. Hope is a good thing in its way, but it is not substantial food for the man of business. Business is not to be had by hoping. Success is only achieved by hard work and enterprise.

Do not hide your light under a bushel. Use every legitimate means that is possible to attract attention and draw custom, and let people know that you are not only willing but able to supply them with all requirements in the hardware line at reasonable prices. Keep a sharp watch for any movement on the part of your competitors; be always willing to learn, and be quick to take advantage of anything that may tend to increase your business. Lay in your stock in good time, being careful to select goods that will be likely to prove in good demand, yet not keeping within too narrow lines, for it is a well-known fact that one dealer is able to create a demand for an article which some other has been unable to sell. He will need also to use his own judgment as to what class of goods will suit his locality and particular class of trade. Do not wait for other stores to display their spring stock before giving yours a place in the window. The men that lead, and not those who follow, are generally the successful ones. An early display often creates a like demand. Let the public know that you have a business, what that business is, and the benefits that may be expected by doing business with you. Make every preparation to meet the incoming of the spring tide. Don't be a lobster.

HINTS ON SELLING BICYCLES.

TO be a successful bicycle salesman there are three essentials. First, he must have a thorough knowledge of the wheel he is selling, and also that of his competitors in trade. He must have a knowledge not only of the machine as it stands, but also of its various parts. In fact, a good bicycle salesman should have the catalogue at his finger ends, and be able to answer any questions and give reasons for his assertions as to the merits of the wheel he is selling, and the demerits of those he is not. It is not policy to run down other lines, but it is well for the salesman to be able to demonstrate the superiority of his machine. He should be well up in all wheeling events, and should be a close student of the bicycle papers.

The salesman must also have patience and be genial, and always ready to exhibit his wheels, or converse with the customer on its merits, or the merits of some new patent, whether it be saddle or bicycle lamp. Wheelmen have been known to visit as many as a dozen stores, some of them three or four times, before deciding as to what wheel they will purchase. They often see two or three different wheels which are equally attractive, and in a case of this kind they invariably return to the man who has been the most obliging and seems the best posted.

He must be a rider, and ride the wheel that he is selling. He must use every means to make himself popular with local wheelmen. He need not necessarily be a fast man, but he must be a good salesman. Especially in smaller towns, he must attend all racing meets, as far as possible, and must be an active member of the local bicycle club, though it is not good policy to solicit custom while in and about the club. Bicycle salesmen who are members of clubs, and use the club house for a place to buttonhole members and "talk shop," are naturally voted bores, and do not add to their popularity thereby. By being a member of a club you hear the opinions of the riders of different wheels that are on the market, and are able to form far better conclusions as to their various merits.

The hardware merchant who intends to sell bicycles should also handle bicycle sundries, such as pedals, lamps, rubber cement, oil, etc. Even though he should not determine to sell the bicycle itself, he will find good sale for sundries in any town where bicycles are in use, and, at the present at least, will not find much competition.

Wheelmen are continually complaining that they can scarcely ever obtain small sundries at towns on their routes when on a bicycle tour.

To make a success of bicycle selling or repairing, the merchant should first find means of letting the public know that he has embarked in the business and guarantees good workmanship and low prices. Circulars should be sent to the neighboring clubs and local wheelmen, and special attention should be taken to place a conspicuous sign in front of the store. The large wheel of an old-fashioned ordinary, or the whole machine if you have it, makes a good sign.

A hardware merchant in Toronto expressed his intention of painting an old ordinary that is in his possession with aluminum paint, and using it for a sign. Another

BRANDRAM BROS. & CO.

ROTHERHITHE, LONDON, ENG.

Manufacturers of the Celebrated Brand

BRANDRAM'S B. B. GENUINE WHITE LEAD

B. B. WHITE LEAD

BRANDRAM'S B. B. NO. ONE WHITE LEAD

Noted for its Extreme Whiteness of Color, Purity and great Covering Property, rendering it specially suitable for Painting in Enamel White and other Decorative Work. To be had of all the Principal Importers in the United States, and for the Canadian trade. Manufactured in Halifax, Nova Scotia.

FOR SAMPLES AND INFORMATION APPLY TO

HENDERSON & POTTS

NOVA SCOTIA PAINT WORKS - - HALIFAX, N.S.

Toronto hardware man is trying to devise a plan to make a wheel which he intends placing as a sign revolve by means of the wind and two tin wings placed on either side of the wheel.

Advertisements in the Canadian cycling and local papers will let people know what you are doing. An advertisement a little out of the common will attract attention. As a sample of a circular that might be distributed, or an advertisement that might be inserted, we submit the following :

Attention, Wheelmen ! !

No More Extortionate Prices for Repairing.

We charge a SQUARE price and put your WHEELS in good shape to GO smoothly and easily ROUND. The best and cheapest place FOR the knowing WHEELMEN to get their repairs done at reasonable rates is

JOHN SMITH'S,

Hardware Merchant, Etc.

The active season for the sale of the bicycle commences about the 1st of March, but there has been a considerable amount of repairing going on all this winter, owing to the mildness of the weather. Merchants who have the intention of handling bicycles or sundries should lose no time in stocking up. The wheelmen will endeavor to have their repairing done before the season has commenced, not wishing to lose any time after the roads are in good condition and fit for wheeling.

TALKS WITH RETAILERS.

"IT will be another month before we will find any appreciable change in trade," said one of George Boxall's assistants. "There are a few ranges selling, but all lines are moving very slowly. This is not the season that the hardware merchant expects much, and therefore he has no need of being disappointed."

"There is very little doing just now in the store, but jobbing work keeps coming in nicely, however," said J. Pearsall, Yonge street. "A man came here to borrow a lawn mower last week, but don't be under the impression that the demand for lawn mowers is already starting. He wanted it to use in a garden scene at the theatre. This return of cold weather brings us a great many skates for sharpening. We do a lot of that kind of work."

"Yes, we do a large paint business, and always carry a good stock in that line," said W. L. Murray, Yonge street. "We have just received a complete stock of varnishes, etc., for the spring trade. Varnish and mixed paints make a very nice display when they are tastefully arranged. Business is a little quiet, but it is a little early yet to expect much. I expect you hear the same reports all over the city."

"It is early yet to expect any improvement in trade," said Jno. Caslor, Queen street west. "Yes, we sell quite a lot of coal oil, and I think the duty should be lowered. I am selling twice as much American as I do Canadian. I have never cut prices on oil, and am selling it now at a fair price, but I don't see why the duty should be so high."

"I would like to see the cold weather and snow stay for awhile, said E. Clapp, of Clapp & Moses, Yonge street. "It is wonderful the charm that sleighbells have to open up people's pockets. I always find business much brisker when the weather is cold and sleighing good. You might think snow kept people indoors, but it does not."

"The changeable weather is responsible for the quietness in trade that has been experienced during the past week," said J. T. Wilson, Queen street west. "It is hard to tell what the coming season will be like. We make it a point to keep the store filled with seasonable goods and always make our display in the window well in advance. I do not see any reason for expecting it to be dull."

"Barrie men are right when they say that it is impossible to sell coal oil at a cheaper rate than they are already doing," said a Toronto hardware merchant. "We pay 11½ to 12c. a gallon, according to the quantity ordered, and retail at 12½c. We get a re-

bate for the barrel, but in warm weather, when there is not much selling, there is a loss from leakage. Canadian oil is not what it ought to be, and the duty should be reduced on the American."

"Business is quiet, but moving," said R. J. Daley, Queen street west, successor to Rosenberg & Son. "There is no settled demand for any particular line. One day it is paints and oils, another house furnishings, and so on. We are making more of a specialty of house furnishing than we used to. Yes, we sell quite a lot of oil. Speaking of oil, I think that the Canadian refiners have had long enough time to bring their oil up to a standard that will compete with the American, if it is possible to do so. You may get one barrel of Canadian that is very good, and then the next will be bad, and you lose customers. People are not going to use oil that smells and flickers. The American oil is 24c. and the Canadian 12½c., and I can sell two barrels of American to one of Canadian. The duty is entirely too high. Why the dealers can afford to retail at 8 to 10c. a gallon in the United States."

BRITISH BESSEMER STEEL.

A WEEK ago HARDWARE'S Montreal correspondent referred to some figures with regard to the relative production of pig iron in Great Britain and other iron producing countries, which went to show plainly that the mother country was not holding her own in this respect.

Some additional figures, which have been procured from the same source, go to show that the same process is taking place in regard to Bessemer steel.

Of late years the production of this material in the principal metallurgical countries has not kept pace with the progress made in the earlier history of the trade, around 1878 for instance.

This reduced demand is attributed by leading authorities to the shrinkage of the world's wants for railway purposes.

The following figures, which show the production of Bessemer steel in 1878 and 1892, will give some idea of the position of the different world producing countries in the two years :

	1878. Tons.	1892. Tons.
United States	534,000	4,168,000
Great Britain	762,000	1,501,000
Germany	390,000	1,900,000
France	218,000	510,000
Belgium	75,000	210,000
Austro-Hungary	97,000	220,000
Russia	8,000	95,000
Sweden	22,000	191,000
Spain	Nil.	130,000
Total	2,106,000	8,925,000

Figured out this would give a percentage of reduction about as follows for the three principal countries :

	1878.	1892.
United States	25.0	42.0
Great Britain	42.0	15.0
Germany	18.5	19.3

The percentage of increase is therefore about as follows :

	Per Cent.
United States	680
Great Britain	97
Germany	387

From these figures it would appear that while Great Britain produced more than one-third of the world's total make of Bessemer steel in 1878, she produced less than one-sixth in the year 1892, while the make of the United States within the same interval increased from 25 to 42 per cent., and that of Germany from 18.5 to 19.3 per cent. of the world's output. In fact, these figures go to show, and leading authorities agree with them, that the British Bessemer steel industry for a number of years past has been steadily declining, and the output of that metal was 30 per cent. less in Great Britain in 1892 than four years previously.

DECLINE IN PRICE OF ALUMINUM.

The price of aluminum in Europe, which a year ago declined to 50 cents a pound, but subsequently rose to 75 cents a pound, its present price, is about to decline again to lower figures than ever before reached. The day is not far distant, says the Railway Review, when this interesting and, for many purposes, valuable metal will be produced in what would now appear enormous quantities and at prices which will permit many new uses. The Aluminum Industrie Actein Gesellschaft, of Neuhausen, Switzerland, has increased its dynamo capacity to 4000 horse-power, and some improvements in the processes employed enable it to increase largely the production of aluminum, and for that reason the price from the beginning of the year will be 45 cents per pound. It must be remembered that owing to the low specific gravity of aluminum, if equal bulks, not weights, of the different metals are taken, this price is really lower than that of copper as recently as 1890, and is actually less than that of tin at the present time. Such a reduction in price is likely to be followed by a very considerable increase in the use of the metal for various purposes.

IRON ORE IN CUBA.

UNITED States Consul Pulaski F. Hyatt, Santiago de Cuba, writes: "The principal iron mines of Cuba are between Santiago and Guantanamo, along the south-eastern coast of the island, within a radius of fifty miles. Three American companies—the Juragua, the Sigua, and the Spanish-American—have, in the aggregate, invested about $12,000,000 in plants to develop these mines. Several additional millions of American capital are invested in ships which transport the ore from Cuba to Baltimore, Philadelphia, Perth Amboy, and New York.

"During the year 1892 the amount of ore shipped from this consular district was 341,050 tons, and for the first six months of the present year the amount was 273,000 tons. Two of the three companies—the Sigua and the Spanish-American—have shipped thus far very little ore, having not much more than established their plants when the late financial depression in the United States caused the mines to shut down.

"The ore from the Cuban mines yields from 60 to 67 per cent. of pig iron. But the value of iron ore does not depend alone upon the percentage of iron that it will yield, but also upon the nature of the foreign substances which must be eliminated. These foreign substances are usually sulphur, silica, phosphorus, manganese, alumina, lime, magnesia, together with organic and volatile matter. The Cuban ore is peculiarly free from all foreign substances except organic and volatile matter, which are easily and cheaply eliminated.

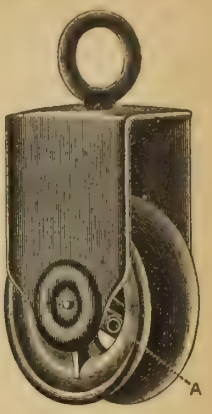
"Manganese, which is used in the manufacture of steel, is also found in an unlimited supply in the same mountain range of Cuba in which the iron ore is found, but between Santiago and Manzanillo, within a distance of seventy-five miles. American enterprise has also asserted itself here by capturing the richest and most available mines. These mines are now being connected with the seaboard by short-line railroads.

"During 1892 there were shipped to the United States from this consular district 18,851 tons of manganese, and during the first six months of the present year (1893) the amount transported was 11,640 tons.

"I am reliably informed that immense quantities of manganese have been discovered in the Caucasus Mountains, between the Black and Caspian Seas, and that European capitalists claim that they will be able to deliver manganese in Baltimore at $9 per ton. Cuban manganese has been delivered there the past year at an average cost of $15 per ton. With the rich deposits of the Ponupo and other mines recently discovered here, the completion of railroad connections with the coast, and the addition of improved machinery now being put up, those interested in the Cuban mines confidently assert their ability to undersell the Europeans in

"RIXFORD" HARVEST TOOLS

Superior to all others



SEND IN YOUR ORDERS....

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE

No. 37 Front Street West, Toronto.

the American markets. The decreased price of manganese will make available many Pennsylvania iron mines which it does not pay to work at present."

COST OF HEATING ROOMS BY GAS.

MANY extraordinary statements, says London Hygiene, as to cost of gas fires have been made, not one of these being based on any actual results, or giving any basis to calculate from. The mistake is that the calculations have been made from the air space to be heated. The absorption of heat by the air varies enormously according to the moisture held in suspension, but under any circumstances it may be quite ignored as a basis on which calculations must be made for heating rooms of different shapes. The heat is almost entirely expended on heating the walls of a room; they appear to have an unlimited capacity for the absorption of heat, and the calculation must be made from the wall surface, the following rules being the result of repeated trials on both a large and small scale under varying conditions. We will take first the cheapest possible form of gas heating, flueless stoves, and limiting the ventilation. This system is suited only for beer cellars and stores, and is given as a standard of reference for the greatest available duty for the fuel used. Rule for finding the gas consumption required to obtain any exact temperature: For every 1,200 square feet of wall surface (excluding ceilings and floors) a consumption of one cubic foot of gas per hour is required for every one degree (Fahrenheit) rise of temperature. Example—a room without flue, kept close, and badly ventilated, size 30 by 30 by 10 feet high, would require a gas consumption of 20 cubic feet per hour to raise the temperature 20 degrees Fahrenheit. The figures given are for continuous heating, night and day—i.e., for retaining a given temperature after it has been obtained. The actual heating up of the room and walls is a comparatively slow process, and depends on the speed required. It may be taken as a rule that for heating up a room which has been allowed to cool, at least double the consumption will be required for the first three or four hours.

DETERIORATION OF STEEL RAILS.

MR. J. E. HOWARD, who has charge of the great testing machine at the Watertown arsenal, writing in relation to some tests of steel rails made at the Government building at the World's Fair, states that the steel rail in question was exhibited for the purpose of showing how a steel rail, originally tough, would, after exposure to the wheel pressure, become devoid of toughness, and fracture in a very brittle manner when bent with the head on the tension side; and how the metal might have its toughness restored by annealing; in this manner showing that loss of toughness was not, at least in this case, the result of incipient cracks forming in the head, but that exhaustion in toughness is an independent feature in the deterioration of metals. The softer the rail, or the lower its elastic limit, the sooner will it yield under the wheel pressure, and the sooner reach a state of brittleness, so far as the metal immediately at the top surface of the head is concerned. Rails which were planed off ⅛ inch on the head bent as well as the annealed sample. Of two samples of the rail at the World's Fair, when loaded at the middle on supports 30 inches apart, the one which was loaded on the head sustained 99,800 pounds total load, and bent 40 degrees without rupture; whereas the other piece, loaded on the base, thus bringing the head on the tension side, fractured, without appreciable bending, under the load 63,900 pounds. This behavior of rails which have yielded and the metal in the head flowed over the sides under the wheel pressure, has been verified in a number of instances. The rails which are harder at the start appear to be affected in a similar manner, but in a less marked degree.

THE BUSINESS MAN'S HEALTH.

THERE are many business men who would be the better by reading and acting upon the advice given below. No doubt there are many whose first acquaintance with the facts that their brains and bodies are not made for unchanging action, is made by means of a serious illness. The following, from the Chicago Medical Times, is a good scrap to paste up in front of the desk:

The true secret of health and long life lies in very simple things.

Don't worry.

Don't hurry. "Too swift arrives as tardy as too slow."

Don't over-eat. Don't starve. "Let your moderation be known to all men."

Simplify! Simplify!

Court the fresh air day and night. Oh, if you knew what was in the air!

Sleep and rest abundantly. Sleep is nature's benediction.

Spend less nervous energy each day than you make.

Be cheerful and courteous. A light heart lives long.

Work like a man; but don't work yourself to death.

Avoid passion and excitement. A moment's anger may be fatal.

Associate only with healthy people. Health is contagious as well as disease.

Don't try to hold the whole world on your shoulders, far less the universe. Trust the Eternal.

TRADE ON A CASH BASIS.

HARDWARE dealers have frequently intimated to HARDWARE their wish to change their business to a cash basis. In event of their doing so, a day should be fixed for its initiation and their customers duly prepared for it, either personally, or by letter or circular, care being taken to point out the benefits derived by the customer thereby. Ironmongery gives the following sample of a useful circular that might be issued :

"We take pleasure in announcing to our friends and the public generally that after this date we propose to conduct our business, both buying and selling, on the cash plan.

"A long experience in the hardware business has convinced us that the system of selling goods on credit, to be paid for when convenient, is a most vicious one. The increased expenses of doing a credit business, on account of salaries of bookkeeper and collector, the amount of inevitable losses every year because of bad debts, which will occur notwithstanding the most careful discrimination, and the loss of interest from having a large amount of capital 'tied up' in book accounts, all render necessary a larger margin of profit, which has to be considered as business expenses and paid for by the cash buyers.

"Besides this, the bad feeling constantly occurring because credit is given to one customer and refused another, and the disagreeable necessity of being obliged to 'dun' customers for past due accounts, confirm us in our determination in the future to sell for cash.

"In these times of close competition cash buyers expect, and are entitled to, the very lowest prices, and should not be required to pay the losses incident to a credit business.

"In the future it shall be our aim, by giving the most careful personal attention to every detail of our business, to satisfy the demands of close cash buyers, and to carry a still better assortment of carefully selected lines of the following goods. Endeavoring in all things to further the interest of our patrons by giving them all the advantages of a cash system, we shall hope to merit a continuance of the patronage which we have received in the past."

Attention should also be called by the circular to the particular stocks principally dealt in, such as : Cutlery, house-furnishing goods, builders' hardware, mechanics' tools, suitable articles for gifts, blacksmiths' goods, butchers' supplies, skates, lamps. Prices should also be quoted in parallel columns showing what they formerly were and how much less they are on the cash basis. It is not necessary to make reductions all the way round in the same proportion. Special reductions in a few leading lines carefully brought to the notice of customers will be sufficient in the circular. Quick sales will ensue, and by the money being in hand and again and again invested, profits, though smaller in each instance, will be multiplied. No bad debts will then be made.

A COMMENDABLE COFFEE POT.

IT has long been in question how to obtain a perfect drink and retain the full strength and aroma of the tea or coffee In the old style of tea or coffee pot, a great deal of the life, essence, strength and aroma is certainly wasted. A pot that will make it impossible to make anything but delicious tea or coffee, should find great favor with devotees of the cup that cheers but does not inebriate. The accompanying cut repre-



sents the Excelsior Tea and Coffee Pot, which the Collins Manufacturing Co, Toronto, are putting on the market, and which they say possesses all the before-mentioned perfections. Amongst other things the firm claim that it will save one-third the amount of coffee used in any other way, and it requires no skill to be able to make the best in the quickest time ; also that it is the only one in which you may boil the coffee and retain all the strength and aroma. "All who have used them say it makes the best tea or coffee they ever drank, and we anticipate a large demand for them," said one of the firm.

FACT IS BETTER THAN POETRY.

A newspaper philosopher laments that the earth has become small and pinched. There is no distance any more, he says. In a few days one is whirled around the globe. In that olden time a few hundred miles was far, far away, and the friend that had come such distance was almost hailed as would be a denizen of Mars. Yes, those old-time days are gone. The peaceful, restful, quiet days are past—they are only a reminiscence, a tender recollection. Soon they will be swept from the memory of all the living. The old days of song and story have vanished. The sickle and the scythe, the grain cradle and the rake, these can only be seen in museums of antiquities. One goes to the grain field, and, instead of the poetic harvest field as of old, a clicking and metallic whirr greets the ear—a mechanical harvester propelled by horses, or, if in the West, by steam, looms upon the sight, and, as if by magic, the standing grain is cut and strikes the earth in automatic bundles. Ere the day is far advanced, presto! the grain that in the morning breeze swung like billows of flame is standing in somber shocks. This spirit of the modern age, whose iconoclastic imprint is on everything, comes from boiling water and toying with lightning. Strangest of all strange things was this, that the song of the teakettle, falling on an inquiring brain, should revolutionize the world !

CUTTING PRICES.

IT is a constant cause of complaint on the part of some retail ironmongers, says London Ironmongery, that others engaged in the same business are cutting prices altogether too low in general and staple lines as well as in such seasonable goods as skates, in order to get the trade by underselling. Some cases have been mentioned to us of dealers exhibiting skates for sale at prices which could not possibly give a profit of more than one penny per pair. No doubt it is difficult to avoid the temptation to make a run on such a class of goods while the cold weather is here, but ironmongers in each district would do well to mutually agree upon some minimum of profit below which they would not sell. People who want skates do not haggle over a few odd pence on the price of a pair, and a slight addition to the cost will not lessen the total number sold to any real extent. Underselling, if a reasonable profit be made, cannot be seriously complained of in some instances. If one dealer manages to buy more successfully than another, he is entitled to his extra profit, or to an equal profit, if he can get it by selling at the same figure as his less fortunate fellow trader, or even below it. What is to be condemned is cutting prices to a ruinous extent. There are instances of this being done in regard to many articles, and to an extent which is disastrous to the individual and injurious to the whole trade. Such a system, ruthlessly pursued, would be pernicious and most detrimental to all the interests concerned. Dull times help to further this evil, but ironmongers generally will be too wise to allow the practice to be encouraged.

Many a fond parent does not go to sleep until after the bawl is over.—Boston Globe.

THE CONSOLIDATED
PLATE GLASS
COMPANY OF CANADA (Limited)
HEAD OFFICE :
73 and 75 Wellington Street West, TORONTO
BRANCHES :
MONTREAL, 338 St. Paul St. LONDON. OTTAWA.
FRANK J. PHILLIPS, Toronto, President.
WM. R. HOBBS, London, ALEX. RAMSAY, Montreal, } Vice-Presidents
Correspondence Solicited. Estimates Given
Special Discount to the Trade.

U. S. GLASS INDUSTRY.

THE changes in the window glass situation follow each other so rapidly that it is not easy to keep up with them, says N. Y. Journal of Commerce. A trust was organized about a year ago, because the capacity of the existing plants in this country were far in excess of the demand, even if no glass whatever were imported. But this excessive capacity, which was the occasion for organizing the trust, was the obstacle to its success; all the manufacturers could not be induced to come in; enough remained outside, selling at lower prices than those fixed by the trust, to make the maintenance of list prices impossible; the trust concerns had to cut prices or see business go away from them.

It does not seem probable that the outside concerns were willing or able to continue in business at a loss, and the presumption is that if they were making some profits the trust was organized to make large and undue profits, and failed only because a good many manufacturers preferred doing a good deal of business on a small margin to going into the trust and doing a great deal less business at a higher rate of profit.

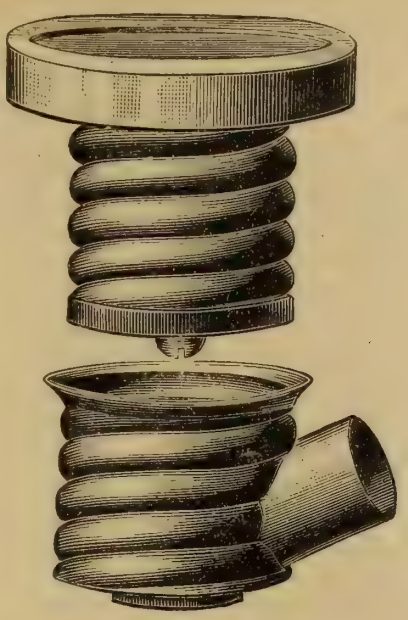
All the glass establishments were idle during the summer, as is their wont. They did not close on account of bad times; they always close, but the bad times made them slow about starting up in the fall, and they attempted to get a considerable reduction in wages. The men resisted, and the manufacturers had the usual prospect of winning by waiting till the men got hungry, when the Chambers Glass Co., of Kensington, Penn., created intense disgust by starting up in the middle of October at the old wages. This was announced at the time as the end of the Glass Trust, but the formal dissolution did not occur till just two months ago, when the moribund trust assembled its component parts in Milwaukee, the seat of its corporate existence, and dissolved itself because it could not control the market.

Not a month ago, and only about five weeks after the trust had performed the "happy dispatch," most of its integral elements met in Pittsburg and considered the depressed condition of trade. The formal action taken was to agree to close all the plants February 10, provided 85 per cent. of the producing capacity agreed. But the understanding reached by the glass makers who attended the meeting was more drastic. The Pittsburg Commercial Gazette of January 12 said: "It had been decided by the largest producers to stop work at the time stated, and this course has been decided upon without any general agreement." Chairman Bodine said: "The shut-down would have come without an agreement, and will take place in many sections regardless of the decision of the manufacturers who were not present at our meeting. There is no market for our glass, and the stocking of our warehouses with glass at the present cost of production would lead to bankruptcy, as the future prices will be so low by reason of foreign competition as to prevent the disposal of any stock accumulated under the present labor cost at anything but a great loss. * * * No factory in the country has more orders than will insure a run of seven days."

The plans of the manufacturers, as explained by the Commercial Gazette, were to shut down absolutely February 10; if, after that, the workmen came around and begged for work at wages fifty or sixty per cent. less than the former rates, the manufacturers would consider the matter of starting up.

But on February 2, a dispatch was sent out from Pittsburg saying that the proposed shut-down at the end of this week would probably not occur. "The large firms of Indiana have said that they will not suspend unless the Chambers Glass Company does so." This is the same concern that broke the back of the trust by resuming in October at the old rate of wages. It is one of the largest concerns in the country; its plant is new, and it is evident that it can do business with higher wages and lower prices than some of the other concerns, and it shows little disposition to handicap itself for the benefit of establishments with smaller and less efficient means of production. On the same day there was sent out from Atlanta the announcement that the glass works at that point, which had been idle for eight months, had started up the day before.

Although plate glass is a different article, it is worth noticing in this connection that, according to a dispatch from Elwood, Ind., dated Sunday, Col. A. L. Conger said that on the following day twenty more pots would be started at the Diamond Plate Glass Works at Elwood, and the factory would soon be running at its full capacity.



NEW

Steel Creamer Tap

All Parts Retinned

Superior to Lead taps and much cheaper. . .

THOS. DAVIDSON & CO.

MONTREAL

SOFT STEEL IMPROVING.

THE Iron Trade Review of February 8 says: "The market for soft steel has furnished further encouraging indications the past week, and an advance of from 50 to 75 cents over the lowest prices touched has taken place. Pittsburg and Chicago have recorded heavy transactions in billets. Prices have advanced to $16 Pittsburg and $18.50 Chicago. The heavy demand for wire rods is a further feature, and the refusal of an Eastern order by a Western mill indicates how well sold ahead are the rod mills of both sections—a condition that contrasts strangely with that of a few weeks ago in this department of the market. The fact that buyers have been in the market after advances were made in prices indicates that purchases have been in response to demand springing up in the various ramifications of small trading. The call for nails and for barb wire, which has been responsible for much of the business in billets, shows a starting of things in a retail way—the beginning of buying that must be looked to as a basis of any general revival. From the standpoint of the mills the situation is better than at any time in months. Whether the process of building up to a basis of permanent betterment has begun can be better determined a few weeks hence. No appreciable improvement has taken place in pig iron."

Ed. (the bill collector)—I'm one of the most popular men in town. Ned—Why do you think so? Ed.—Wherever I go I'm always asked to call again.

TRADE CHAT

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

H. LAPORTE, of Laporte, Martin & Co., has been elected president of the Montreal Chambre de Commerce, and Mr. J. D. Rolland, vice-president. The annual meeting takes place on Friday in the Monument National, when the council will be elected.

The Dodge Wood Split Pulley Company, Toronto Junction, has resumed operations.

The Winnipeg wholesale dealers in coal oil have reduced all grades about 3½c. a gallon.

The Dominion Government has decided to make no change in the canal tolls the coming season.

The hardware and general stores of Bolton will close at seven o'clock on Monday, Wednesday, and Friday evenings.

Efforts are being made to induce Mercer Bros., of Alliston, to remove their agricultural implement industry to Brantford.

Trying to do business without advertising is like winking at a pretty girl through a pair of green goggles. You may know what you are doing, but nobody else does.

Mr. Williams, who has been connected with the blacksmith business at Charbrook for the last six years, has purchased a farm near London, to which he will move in the spring.

At the Antwerp exhibition Mr. Hector Fabre will have thirty thousand feet of space at his disposal for the Canadian exhibits. It is probable that the Fisheries Department will make a display at Antwerp.

J. J. Morehouse, the smelting works projector, was in Hamilton a few days ago, arranging to let the contract for half a million hard brick for the furnaces. He says the buildings will be pushed on in the spring.

In the matter of the Ideal Washer, Churn and Wire Mattress Company, of St. Thomas (limited), after paying preferred claims, there is $221.35 left to pay claims of $22,107.60, and a first and final dividend of one cent on the dollar has been declared.

The Dominion Plate Glass Insurance Co., of Canada, has decided to open up for business in Winnipeg. The company was incorporated by act of parliament, and has a capital of $50,000. Messrs. Gordon & Suckling have been appointed general agents for Winnipeg.

Messrs. Weaver, Adams & Reynolds, of Neepawa, have received an offer of $22,000 from a Chicago firm for the patent right for the United States of their "Thill Coupler or Shaft Support." Already they have sold $1,525 worth of county rights in Manitoba, and have a standing offer of $450 for Winnipeg.—Neepawa Register.

Wm. Buckberrough and his two assistants have, during the past eight days, put on 780 horse shoes. This, with other work, makes a good week's business, and "Bill" will no doubt be Tilsonburg's first millionaire if things keep on coming his way as they have for the last eight days.—Journal, St. Thomas.

A. E. Caron, examiner in the Government patent office, states that in his opinion Allard, the Quebec blacksmith, who was said to have discovered the lost art of tempering copper, did not really discover it at all. Mr. Caron said that none of the pieces of copper tempered by the process which Allard sumbitted to him were so hard that he could not cut them with a knife. He said further, that Allard offered to sell his secret for $500.

James Holmes, son of Mr. James Holmes, hardware merchant, of Woodstock, met with a serious accident on the market there on Saturday morning. The young man was watching a sale of cattle, when a new milch cow with a calf wheeled around and, catching the boy on her horns, tossed him up several feet in the air. He fell heavily on the frozen ground, receiving serious injuries. He is suffering from slight concussion of the brain and is otherwise badly bruised.

At Hamilton, Inventor Harris displayed his model for running electric cars without overhead wires, and explained in a general way the principles on which it worked. Between the rails on which the wheels run there were slits through which connection was made by brushes with the charged wire underneath, and to all appearance the inventor has solved the problem. The inventor was able to answer satisfactorily the queries put to him, and to remove the objections suggested.

Application has been made to the Legislature for a charter of incorporation for the Hamilton Hardware Co. (Ltd.), with a capital stock of $75,000. The objects of the company are to carry on the business of wholesale and retail hardware and general merchants. The applicants for the charter are: James Ferres, merchant; Christopher Alonzo Whitwam, merchant; William James Swanson, merchant; Ralph Bowering Baker, salesman, and Harcourt Edward Orton Bull, clerk, all of this city. The business is to be carried on in Hamilton.

The annual meeting of the Consolidated Plate Glass Co. of Canada (Ltd.) was held at the head office of the company on the 7th inst., when these gentlemen were elected directors for 1894: F. J. Phillips, W. C. Phillips and N. W. Bryant, of Toronto; Alexander Ramsay and L. I. Boivin, of Montreal; W. R. Hobbs and T. S. Hobbs, of London. These gentlemen met after the close of the shareholders' meeting and re-elected Mr. F. J. Phillips as president and Messrs. W. R. Hobbs and Alexander Ramsay as vice-presidents.

The fortieth annual dinner of the firm of Crathern & Caverhill, and Caverhill, Learmont & Co., Montreal, was held Friday night at the Balmoral hotel. After a very sumptuous banquet, of which the menu was the best, the following toasts were the order of the dinner: "The Queen," "The Hardware Trade," "Our Guests," "The Firms of Crathern & Caverhill, and Caverhill, Learmont & Co," "The Caverhill & Learmont Hockey Team (champions of the hardware trade)," "The Ladies." A vote of thanks was passed to Messrs. R. W. Garth and Jack Davidson.

A cable says the official figures for the trade between Canada and the United Kingdom for the month of January are published to-day. They show that the imports were £173,089, being an increase of £99,528 over the previous January. The exports to the Dominion totalled £351,111, a decrease of £39,913 for the month, as compared with January, 1892.

The Canadian Pacific Railway Company is applying to the Dominion Government for authority to bridge over the Ottawa to connect the Lake Temiscamingue railway line, now being constructed by the company, with the main Canadian Pacific line at Mattawa. As the Ottawa river is not navigable at that point the government can authorize the construction of a bridge there by order-in-council.

At the annual meeting of the Richelieu & Ontario Navigation Company, held in Montreal Thursday, a board of directors was chosen as follows: M. Connolly, L. J. Forget, J. Louis, A. F. Clerk, F. C. Henshaw, R. Forget, H. Mackenzie, J. Swift, W. Wainwright, and W. R. Miller. This leaves out five members of the old board: Messrs. N. K. Connolly, ex-president; Thomas McGreevy, Jacques Grenier, John Patterson, and W. G. Murray. Mr. M. Connolly was appointed president, and Mr. W. Wainwright, vice-president.

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NON-XLL	Pocket Knives	WARRANTED
IMPERIAL	Razors	
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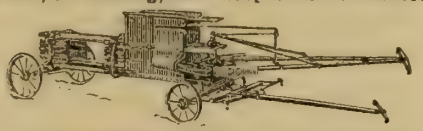
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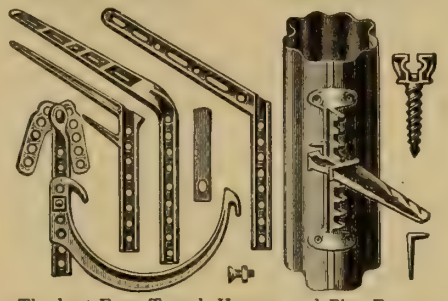


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Screen Doors and Windows
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PARIS GREEN *WRITE for QUOTATIONS*

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

Montreal, Feb. 16, 1894.

HARDWARE.

THE week has witnessed a fair movement of business, principally in one or two lines of shelf goods, which are fairly active in a small way for present delivery. The demand does not extend to all lines, however, so that speaking generally, hardware still rules on the quiet side. It is worthy of note, however, that fair orders are being received for spring shipment by jobbers in all the leading lines, business in this connection being about on a par with that of last spring. Despite this demand on spring account, however, wholesalers do not show much urgency about supplies, and both manufacturers here and agents of foreign makers state that they are backward in this respect, expressing uncertainty about tariff changes, etc., though it is not expected that there will be any radical change in the clauses of the iron tariff which govern small wares. In consequence of this backwardness, stocks in jobbers' hands are very small. In fact, it is common talk that they were never so low before at the season of the year in some lines, cutlery, for instance, in some branches of which one or two of the leading houses were practically run out of stock at the first of the year. Present movement largely consists of hinges, carpenters' tools, bolts, hollow ware, etc., made up principally of small orders for actual requirements.

WIRE—The actual movement at present is very small, but fair prospects are noted on spring account, if orders are any criterion.

ROPE—A few small lots are moving, but actual business is small. We quote: Sisal, 8½ to 8¾c. for 7-16 and upwards, and 15c. for deep sea line; pure manilla, 10¼ to 10½c. for 7-16 and upwards, and 11¾c. for smaller sizes.

CUTLERY—Only a small jobbing business is doing. Stocks in jobbers' hands here are very small, in fact some lines are almost run out, but despite the fact there does not appear to be much urgency about business for importation, sales agents' complaining that business is very backward in this respect.

NAILS—Both cut and wire nails are quiet. Present movement is small, and orders for forward account are not noticeably large. Makers also report that wholesalers do not seem inclined to talk business very far ahead.

BOLTS, NUTS, ETC.—Quite a few small orders for bolts, nuts, burrs, copper rivets, carriage bolts, etc., have been going out this week, but only for immediate requirements.

TACKS—Tacks continue to move in small lots for actual wants, quite a few lots of gimp tacks going out this week, but otherwise the market is quiet, there being little doing for forward account.

CHAIN—Remains dull and unchanged.

HORSESHOES — Nothing to report in horseshoes or horsenails, only a few small lots moving.

WARE—A few lots of common ironware have been moving during the last few days, but only for immediate wants.

SPORTING GOODS—Guns and ammunition rule quiet, but some small sorting orders for skates have been received.

TOOLS—The feature in this line is the demand in a small way for carpenters' tools, smoothing planes, grooving planes, saws and augers all receiving attention.

PLUMBING SUPPLIES—Little or nothing doing.

BUILDERS' SUPPLIES—Remarks re plumbing app'y to building supplies also.

IRON PIPE—Nothing doing except in a very small jobbing way.

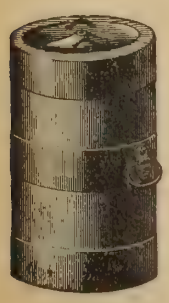
NAVAL STORES—These have ruled very quiet, there being little or no demand for any article except turpentine for which there has been some enquiry in consequence of the firmer tendency of values. In fact we quote an advance of 1c. as follows: Turpentine, 49 to 51c.; resins, $2.50 to $5, as to brand; coal tar, $3.50 to $4; cotton waste, 6½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12½c.

METALS.

There is a little or nothing to report either in heavy hardware iron or metals, all lines of which continue quiet both as regards business from stock and for importation. In the latter respect buyers evidently consider that there is nothing in the condition of primary markets to call for any particular urgency. It will be noted elsewhere however that cables to some commission men quote advances on some particular brands of tin plate, but in the main the feeling on the other side does not seem to infer the possibility of any radical change in the direction of higher prices in the near future.

PIG IRON—In pig iron the market has continued dull, and until the uncertainty regarding the tariff is settled no material change is looked for. We quote ex-store: Summerlee, $19 50; Eglinton, $18.25; Carnbroe, $18, and Nova Scotia, $17 to $17.50.

SCRAP IRON—There has been some large business in wrought scrap iron put through for importation during the week, involving 2,000 to 3,000 tons, the terms being private. It is possibly within a range of $15.50 to $15.75.



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Milk Can Trimmings AND Cans
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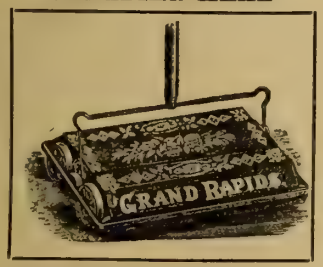
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These are fine foundry irons, being strong and large scrap carriers.

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Broken Car Wheels,
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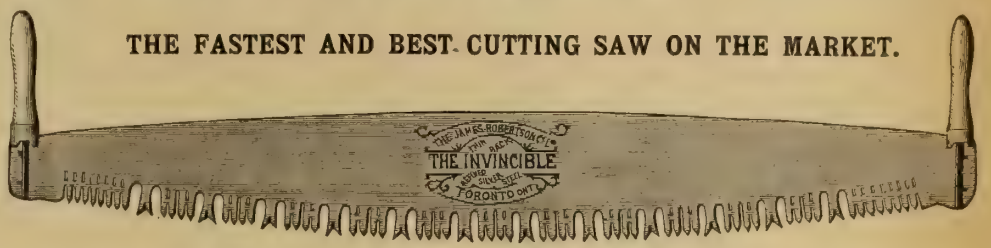
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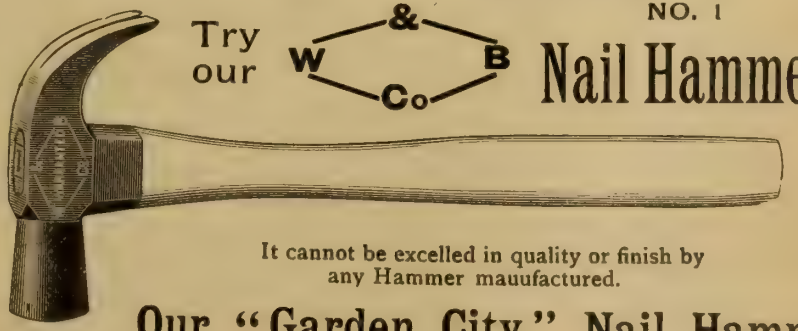
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Try our W & B Co NO. 1 **Nail Hammer**



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Is the best and cheapest "Solid Cast Steel" Hammer on the market. . . .

We aim to keep in stock a full line of Hammers, Sledges, etc., and will make prompt shipments. . . . . .

MONTREAL MARKETS—Continued.

BAR IRON—Buyers are only taking what they actually require in bar iron pending the uncertainty about the tariff. We quote $1.85.

SHEET IRON—There is no change in sheet iron, and business rules quiet at the former range, $2.30 to $2.60. Russian sheets are scarce and firm at 10½ to 11c.

HOOPS AND BANDS—Very little business to note in this line, and prices are unchanged, at $2.30 to $2.35.

STEEL—Business quiet and prices unchanged. We quote: Best cast steel, 10½ to 11c.; sleigh shoe, $2.40; spring, $2.50; tire, $2.50 to $2.75, and round machinery steel, $3.

GALVANIZED SHEETS—Business continues small, in fact it is almost nil. Some orders for imports are reported, but they are small as buyers are as backward in this line as any other. We quote: 4¾ to 5c. for ordinary brands, Morewood, 6 to 6¼c.; tinned sheets, coke, No. 24, 6 to 6¼c., No. 26, 6½ to 6¾c., and the usual extra for larger sizes.

TIN PLATE—The tone on these continues very easy, and there is very little business doing either from stock or importation. Supplies on the whole were not large and buyers are not urgent. One commission man has been cabled that the brands he handles have been advanced 4½d. per box, but there have been offers of cokes as low as $3.05 and charcoal at $3.30 for spring delivery, in large quantities, of course. We quote here ex-store cokes $3 to $3.15, and charcoal $3.50 to $4, according to brand.

CANADA PLATE—The easy tone on these is as strong as ever, and it is said that offers as low as $7 per ton have been made for spring importations with little business doing. Business for stock here is very dull and prices are more or less nominal at $2.40 with a strong possibility of its being shaded if a good order was really under consideration.

TERNE PLATES—Offers of these for spring importation have been made at equivalent to $7 with little encouragement in the shape of business. We quote ex-store $7 to $7.25, according to grade.

COPPER—The activity that has been noted elsewhere in copper certainly does not extend to this market, which continues dull. We quote 11 to 12c.

TIN—Tin continues dull, but is rather firmer, at 20 to 21c. for ingot and bar tin 25c.

SPELTER—There is no change in spelter, which does not present much activity. We quote as before: $4.60 to $4 75.

ANTIMONY—Is quiet and unchanged at at 10½ to 12c.

LEAD—The tone has been rather firmer on pig lead, but the fact has had little or no effect. We quote: Pig lead, $2.80 to $3, and sheet, $4 to $4.25.

ZINC SHEETS—Only a few small orders are being booked, and business for present wants is nil, or very nearly so. We quote as before: $5 to $5.25.

CEMENT—There has been little change in the situation of the cement market. Demand is slow, and no particular change is looked for until the mild weather sets in. Prices are nominally unchanged on spot. Foreign houses have commenced to quote for early spring shipment, but as stocks here are large and the market abroad somewhat firmer than it was this time last year, importers are holding off. We quote: English cement, $2.05 to $2.15, and Belgian, $1.90 to $2. Firebricks are firmer and a fair amount of trade has been doing at $18.50 to $22.50 per 1,000, as to brand.

PAINTS AND OILS.

There has been a fair number of orders received for leads and paints for spring shipment, comparing favorably, in fact, with those of a year ago, and prices are steady all round. Linseed oil is very quiet and prices are unchanged. We quote as follows: Choice brands of white lead, government standard, $5 to $5.25; No. 1, $4.75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4½c.; No. 1, 4¼c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots, raw, 59c., boiled, 62c.

GLASS.

The glass market, as noted in our last, gave signs of a little more life, and the better feeling has continued this week, business being a little more active for present wants, while fair orders are being received for spring shipment. We quote: $1.25 for first break; $1.30 second break, per 50 feet; $3 25 for first break per 100 feet; putty in bulk, $1.85.

PETROLEUM.

Refined oil has ruled rather quiet during the week, there being less new business in both American and Canadian. Prices, however, are steady and unchanged. We quote as follows: Canadian crude at $1 05 per barrel f.o.b. at Petrolea; Canadian refined at 11½c. in shed at Montreal, for round lots, and 12c. for small quantities. American petroleum, 16c. in car lots, 17c. in 10-barrel lots, 17¼c. in 5-barrel lots, and 17¾c. for single barrels, net cash; American benzine, 23 to 25c.; Canadian benzine, 10¾c. Petrolea; 12½c. Montreal.

HIDES.

The hide market continues much the same. Dealers are still paying ½c. less, viz., 3½c., 2½c., and 1½c., according to grade, and tanners ½c. advance on this.

WOOL.

Business is very quiet in the expectation of tariff changes. We quote: Greasy Cape, 14 to 16c.; B.A., scoured, 30 to 35c.; Canadian fleece, 18 to 20c.; Northwest, 11 to 14c., and British Columbia, 11 to 12½c., as to grade. In pulled wools, 20 to 21½c. is quoted for supers, and extra, 23 to 26c.



TALLOW.

Tallow rules easy, and we quote best grade 5½ to 6½c.; common 5c., and rough grades 1 to 3c.

MONTREAL TRADE NOTES.

Jas. Hutton & Co. report that the railway companies are only securing supplies from hand to mouth at present.

The stock of cutlery on the shelves of two of the leading jobbing establishments in this city was never as low as it has been recently.

Offers in Canada plate, for spring importation have been made as low as £7 per ton, an exceptionally low figure, without much business resulting.

A. C. Leslie & Co. have received cables from the firm of makers in England that they represent to the effect that their brand of tin plate has been advanced 4½d. per box, which they have contemplated for some time, owing to the very low prices that have ruled.

The Northwest is not content unless it keeps pace with the age. Jos. Hutton & Co. have just received from the Assiniboia Club in the N.W.T. a notification that the Burroughs & Watts English billiard table, which the Club had ordered, had been received without injury.

Euard & Macdonald, hardware merchants, William Euard and George Mackay Macdonald, have assigned at the demand of H. V. Truell. The full list of creditors has not yet been filed, but those on the list are D. J. Macdonald, $15,682; Merchants Bank of Canada, $8,500; Anderson & Son, $1,500; H. V. Truell, $300.

A delegation of the Montreal lead and color grinders went up to Ottawa to confer with the cabinet this week in regard to changes in the tariff. It consisted of Messrs. Robert Munro (Canada Paint Co.), D. A. McCaskill (McCaskill, Dougall & Co.), A. Manson (A. Ramsay & Son), and A. McArthur (McArthur, Corneille & Co.)

Walter H. Cottingham & Co. have just got out their catalogue and descriptive price list for the present season. It is a handsome pamphlet of 105 pages, conveying an intelligible idea of the extensive list of goods which this firm handle. Their patrons will find it very handy to refer to when ordering goods.

The controversy over the question of iron duties rages apace both in the press and out of it here. In the meantime, to show that Canadian charcoal iron is a very superior article, the Canadian Furnace Company ex-

MONTREAL Markets continued

hibit in a window on St. James street a lot of samples of their iron and a testimonial from the superintendent of the Michigan Central railway shops at St. Thomas, to the effect that the works there could not do without C. I. F. iron for car wheel purposes.

TORONTO MARKETS.

TORONTO, Feb. 16, 1894.

HARDWARE.

Trade this week is enjoying one of its periodical conditions of quietude which usually put in an appearance in February. Business is almost at a standstill, and one of the chief reasons advanced for the very pronounced quietude is the uncertainty regarding the tariff. Retailers tell travelers that they will not buy any more than is absolutely necessary for present requirements until something definite is known regarding this important matter. Aside from this particular feature of the situation the prospects are fairly good, inspiring confidence rather than otherwise. Rope showed little more activity than a week ago, but the improvement in this particular is offset by an unsettled feeling in prices. Coil chain is in little better request, and the same may be said of tinware. Payments remain much as before.

WIRE—There have been a few shipments of fence wire from stock, but not many have been booked for forward delivery. Some orders for barbed wire have already been filled, but in quantities that are small.

ROPE—Trade in this line is more active. Prices are, however, unsettled. Some good shipments have been made, and quite a number of orders have been booked for spring delivery. Prices unchanged. We quote: Sisal, 7-16 in. and larger, 8c.; ¼, 5-16, ⅜ in., 8½c. Manilla, 7-16 in. and larger, 10 to 10¼c.; ¼, 5-16, ⅜ in., 10½ to 11¾c.

CUTLERY—Most of the orders being received are for general lines of pockets, but quantities are small.

NAILS—Cut and wire nails are quiet, but stocks are light, especially in the former. Horse nails are going out freely, particularly P. B. brand.

GREEN WIRE CLOTH—A few good shipments have been made on shipments booked some time ago, but the bulk of the orders will not be filled for at least four to six weeks. Prices are unchanged at $1.85 to $1 90 per 100 square feet.

TACKS—There is no business doing and prices are as before.

CHAIN—Coil chain shows a little more life, but business is on the whole quiet. Import orders are arriving.

HORSESHOES—These are still in steady demand, but quantities are small. Prices are unchanged at $3 80 Toronto and $3.85 London.

WARE—Business is a little brisker in tinware, some good shipments having been made. Peerless ware is also going and fairly well, but in blue and white ware there is practically nothing doing.

LAWN MOWERS—No orders of any account have been booked during the last ten days. Shipments from orders already booked will be made in the course of a few weeks. So far the volume of business has not been up to that of last year, customers being disposed to hold off till spring trade opens up.

SPORTING GOODS—Business in this line is at a standstill.

PLUMBERS' SUPPLIES—Remain inactive, and there does not appear to be much work in the hands of the architects.

IRON PIPE—Is still in fair demand, nice quantities having been delivered both in the city and in the country during the past ten days.

BUILDERS' SUPPLIES—Business continues dull without prospect of immediate improvement.

FIRE BRICK—Demand continues fair at 28 to 29c.

MILK CAN TRIMMINGS—Orders for these are being received and shipments are being made. Import orders of tinned iron are arriving. Some fair orders are reported for creamery can trimmings, but in sap buckets and spiles very few orders have been booked so far.

METALS, ETC.

Metals share in the quietude which characterizes general hardware, and lower prices, bred of a desire to to push business are announced in some lines.

PIG IRON—Enquiries are coming in a little more freely for the domestic article, but we hear of no transactions being made. We quote nominally as before: Summerlee, $20.50 to $21; Carnbroe, $19.50 to $20; Siemen's, $19 50 to $19.75.

Rogers, Brown & Co. report the Toronto market for American pig iron as follows: The past week has developed rather more of an effort from iron makers to sell than has been witnessed in this field for some time past, and a corresponding falling off in the amount sold. Buyers have lost confidence in the market, which is so sensitive that any determined effort to force sales defeats itself by creating the distrust of another slump. Business is exceedingly light and prices irregular. Charcoal iron has reached such a low figure that very few furnaces using that fuel are in operation in the country. We quote on the cash basis f.o.b. cars Buffalo: No. IX foundry strong coke iron, Lake Superior ore, $12.75; No. 2 X foundry strong coke iron, Lake Superior ore, $12.25; No. 2 foundry strong coke iron, Lake Superior ore, $12.75; Ohio strong softener No. 1 $12.75; Ohio strong softener No. 2, $12.25; Jackson County silvery No. 1, $16.80 to $17.30; Jackson County silvery No. 2, $16.30 to $16.80; Lake Superior charcoal, $14.75; Tennessee charcoal, $15.50; Southern soft No. 1, $12.50; Alabama car wheel, $16.50 to $17.50; Hanging rock charcoal, $18 50 to $20.

BAR IRON—Jobbers are still receiving numerous orders, but business in the aggregate is small. Prices are unchanged at $1.90 to $1.95.

SHEET IRON—Considerable improvement has developed during the week, and a number of shipments for cask lots have gone forward. Import lots are also moving rapidly. The base price is still $2.75.

GALVANIZED IRON—Business continues fair at unchanged prices. We quote Queen's Head and Gordon Crown brands at 5 to 5¼c. for 16 to 24 gauge.

INGOT TIN—Trade remains much as before, no large lots going out. Prices have been reduced slightly, and we now quote 20½ to 21c. for small lots, but for fair quantities these figures can be shaded.

INGOT COPPER—A few good shipments have been made, but principally of small manufacturers. We quote 11¾c. to 12c. for ton lots and ½c. extra for small lots.

SHEET COPPER—A number of orders have been booked for import, but shipments from stock are only small. Figures have been reduced, being now 15 to 17c. per pound.

ZINC SPELTER—Nothing new to report, no sales worthy of mention being made. Prices are unchanged at 4¼ to 4⅜c. for domestic; and 4½ to 4⅝c. for import.

SHEET STEEL—Much as before, with the base price still $2.25 for plates and $2.40 for heads.

TIN PLATES—Demand continues good. Shipments have been frequent, and orders have been for fair sized shipments for the country trade. We quote: $3 85 to $4 for I.C. charcoal, and $3.40 to $3.50 for coke tin, 14x20 basis.

SHEET ZINC—Orders have been principally for small quantities, only a few cask lots going forward. We quote: 5¼ to 5½c.

TERNE PLATES—There is practically nothing doing at the moment.

HOOPS AND BANDS—The activity noted last week continues. Prices have, however, been further reduced on account of stocks being heavy. Prices now range from $2.45 to $2.55.

CANADA PLATES—Demand is steady for small quantities. Stocks are complete. A few import orders have been taken for early delivery. Prices are as before. We quote: All dull, $2.60 to $2.65; half-polished, $2.75; and all bright, $2.90.

SOLDER—There is no change to note. Demand continues steady at unchanged prices of 14 to 16c. according to quality.

PIG LEAD—A few good shipments have been made and business generally continues steady. Prices are virtually as before, at $2.90 to $3 per hundred pounds.

ANTIMONY—There is no special feature to note, business continuing dull, with prices as before, at 11¼ to 11¾c,

MARKETS—Continued

GLASS.

Business in window glass has fallen off considerably, although there are still small lots going out from stock. A good trade is still being done on import account, although most of the orders have been booked and are in the hands of manufacturers, shipments to be made about June. Prices are unchanged at $1.20 to $1.25 first break. There is not a great deal doing in plate glass.

PAINTS AND OILS.

Business is a little better than a week ago, but it is still small in volume. Payments are reported only fair. The feature of trade is the firmness of the turpentine market. In the South prices are about 4c. per gallon higher than they were, and an advance of probably 3c. per gallon will be ordered by the Ontario Turpentine Association today. The demand for turpentine is showing more life. There is not much doing in linseed oil, and prices are unchanged at 60c. for raw and 63c. for boiled Toronto, Hamilton, London and Guelph, with 2c. added for delivery at outside points. White lead is moving a little better than a week ago, but trade in this line is still quiet; base price unchanged at 5c. Last week's remarks again apply to prepared paints—few good orders coming in for spring delivery; immediate business quiet; pure is still quoted at $1.05 and second quality at 90c. Castor oil is moving freely considering the general condition of the paint and oil trade; ruling price 7⅞ to 8c. Glue, if anything is quieter than it was a week ago. Resin is quiet and unchanged at 1⅛c. per lb. in barrel lots.

OLD MATERIAL.

Business shows no signs of improvement. Dealers are carrying large stocks, and prices remain unchanged. We quote prices paid by dealers as follows: Agricultural scrap, 55c. per cwt.; machinery cast, 60c. per cwt.; stove cast scrap 40 to 42½c.; No. 1 wrought scrap 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 7½c.; heavy scrap copper 8 to 8½c.; old copper bottoms, 7½c.; light scrap brass 5c.; heavy yellow scrap brass 7c.; heavy red scrap brass 7 to 7½c.; scrap lead 1½ to 2c.; scrap zinc, 1½ to 2c.; scrap rubber, 3c.; country mixed rags, 75 to 80c. per 100 lbs.; clean dry bones, 45 to 55c. per 100 lbs.; borings and turnings, 10 to 15c.

SEEDS.

Alsike remains quiet but steady. Red clover, in sympathy with the rapid decline in the American market, is considerably lower. There is not much movement in timothy yet, and prices are mostly nominal. These prices are being paid by jobbers at outside points. Alsike, $5.75, to $6.25 for good to prime seed, and $6.50 to $6.80 for choice to fancy. Red clover, $5.50 to $5.75 for prime to fancy. Timothy, $1 to $1.25 for inferior, $1.50 to $1.60 for prime; choice to fancy, $1.80 to $2.

HIDES, SKINS, WOOL, TALLOW.

HIDES—Continue on the decline, jobbers paying 3¼, 2¼, and 1¼c., and selling at ½c. advance.

SKINS—Are about the same. Dealers are complaining of the small quantity that is being received and of the equal light demand. The prices are the same as last week, viz., 80c.

WOOL—Moving slowly, with little inquiry. Foreign wools are quiet at unchanged prices. We quote: Domestic fleece combing 17½ to 20c.; brashy clothing, 20 to 22c.; selected fine clothing from 21 to 23c.; Southdown, from 24 to 25c. Foreign wools—Green Cape, 11 to 13c.; B. A. clothing from 27 to 29c.; yellow ditto, 24 to 26c. East India wools—White, 17 to 18c.; yellow, 10 to 14c.; black and grey, 11 to 12c. Mediterranean wool—White, from 15 to 17c.; grey and fawn color, from 10 to 12c.

TALLOW—Continues in fair demand with prices unchanged at last week's quotations, namely 5½ to 6c. for rendered, and 3c. for rough, the latter however is somewhat slow of sale.

PETROLEUM.

Trade continues brisk on the Toronto market at unchanged prices, and collections are somewhat better than expected. We quote: 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; American water white, 18 to 19c.; photogene, 20c.

The Petrolea Advertiser, in its weekly review, says: "Crude oil, $1.01½ per brl.; refined, 6¼ to 6½c. in bulk, or 9 to 9¼c. in barrels in car lots f.o.b. here. We are glad to notice a daily increasing interest being taken by prominent oil men in the Oil Exchange. There is now invariably a good attendance every day, and business is assuming a substantial form. The price on 'Change is firm at the above quotations. We are reliably informed that the stocks of crude oil in the tanks on the 1st February were not over 71,000 barrels all told, and this cannot be said to be an excessively large surplus in a business amounting to a yearly production of over 900,000 barrels, and in order that the business should be maintained in a healthy condition it is apparent that this surplus should not be recklessly offered for sale by the producers, but that it should be carried by them either in their own tanks at the wells or else in the warehousing tanks of the different tanking companies."

MARKET NOTES.

The heavy fall of snow in the early part of the week has made the blacksmithing trade brisk.

A new German glue is being placed on the market by Stewart & Wood. It is known as XXX.

The Clauss Shear Co., Toronto, announce having completed arrangements with G. F. Stephens & Co, Winnipeg, Man., to handle exclusively the Clauss shears and scissors for the Province of Manitoba and the Northwest Territory. The firm say: "We are pressed on all sides with orders for our six-bladed meat choppers. They are giving great satisfaction, and we have to hustle to keep pace with the demand."

Rice Lewis & Son are experiencing an increasing demand for "Sure Grip" tackle blocks, which they are advertising in another column.

H. S. Howland, Sons & Co. have just got in a shipment of window glass which they assert is received in an unusually good condition.

Sanderson Pearcy & Co. are offering Berger's English pure paris green for importation, and request orders should be placed at once.

The Toronto Silver Plate Co. are manufacturing to order two sets of silver-plated hollowware for the tables of the C.P.R. steamers Alberta and Athabasca.

Sanderson Pearcy & Co. are sending out circulars to the trade calling attention to their large stock of paints, glass, etc. See their advertisement.

Walter H. Cottingham & Co., of Montreal, have been appointed agents in Canada for the well-known quick drying coach colors, manufactured by the Sherwin-Williams Co., Chicago and New York.

The live hardware dealer is always looking for hints that will help him in business. "Ideas for hardware merchants," which can be obtained at this office for 50c., is just the thing he wants. Send for a copy.

The Dominion Wire Co. call attention to their "ad." referring to the Truss and Cable fence wire. This line is, it is claimed, stronger and costs less per rod than any other strand of equal width in the market.

A new line of spades and shovels is being placed on the market by M. & L. Samuel, Benjamin & Co. It is named the "Columbia," and the firm already have some of the goods in stock. "The 'Columbia,'" said a representative of the firm, "is similar to the scoops which we sold so many of last season, and which gave such general satisfaction. We are still handling Jones' spades and shovels, and we have a shipment on the way."

A report having been circulated that the Toronto Lead and Color Co. (Ltd.) had sold out to the Canada Paint Co., the former concern has issued a circular denying that such is the case. "A name and reputation such as the Toronto Lead and Color Co. has built up during the past ten years," says the circular, "is not destined to die just yet. Our reliable brands of pure prepared paints and 'Star' pure white lead are still in the market, and our travelers are out on their several routes, meeting with their usual success in booking large orders for spring ship-

QUALITY That is the Word!

Our Prices are as Low as any, but that is a secondary consideration. The Quality of our Goods is unequalled in Canada.

We carry a full line of Paints. Varnishes, Glass, and General Painters' Supplies.

"Painters" Pure White Lead, Pure Prepared Paints, all shades and sizes, Carriage Varnish Paints, Colors in Oil and Japan, Oil and Water Stains, etc. Varnishes, Shellacs, Glues, Dry Colors, Artists' Materials, Brushes, etc. Glass, all sizes; Best Quality 4ths, Double ◆, Enamelled, Rough Rolled, Stained, etc.

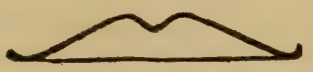
SANDERSON PEARCY & CO., 130 to 138 Bay Street, TORONTO



W. & S. BUTCHER, Sheffield, England, Makers for over *ONE HUNDRED YEARS* of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

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FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

Hard Wear Paper FOR Hardware Men

Manillas, Brown Wrapping,
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We can supply Paper of all Grades, in any size or weight, at the best prices and most favorable terms. Write us for samples and quotations.

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THE **E. B. EDDY CO., Hull, Canada**

ment, while any orders entrusted to us by mail will receive our prompt and careful attention."

Fire broke out about ten o'clock Wednesday evening in the factory and storehouse connected with the James Morrison Brass Manufacturing Co.'s foundry, 97 and 99 Adelaide street west, Toronto, completely gutting the five story building and destroying the greater part of the contents. The fire spread with great rapidity, owing to the fact that some inflamable substance was stored in the upper stories. The loss will be over $30,000, with insurance on the whole building, which is owned by Mr. Morrison, amounting to $120,000, nearly all of the city companies being interested.

AMERICAN MARKETS.

NEW YORK, Feb. 16, 1894.

PIG TIN—There was no revival whatever of speculative interest in the market for this metal. Spot stock at 19 60 to 19.65c., exchange terms, attracted very little attention. Offers of June delivery at 19.50c. fared no better, and, December delivery at corresponding prices, were virtually neglected. In fact there was little if any business except in a jobbing way, with 19.75 to 19.85c., the range of price on ordinary store parcels. London prices by cable were lower on both prompt and future deliveries, reflecting unfavorable bearing of the depreciation in price of silver, the comparatively heavy stock there and sluggish condition of general trade. These facts and the uncertainties surrounding the American tariff doubtless account in a good measure for the extreme dullness of the American market.

COPPER—The market is weak. There are offerings of Lake Superior ingot at 9¾c. by more consumers than one. In not a few instances offers at 9⅝c. of stock for early delivery have been passed. The bid at present is 9½c., and the offer is made on moderate quantities only. There is some pretense of firmness on other varieties, but when it comes to the matter of actual business, 9½c. for electrolytic and 9¼c. for good casting stock would seem to be the maximum of actual trading basis. Dealings are still on a moderate scale, and the demand generally is very tame.

PIG LEAD—Not the slightest improvement in the demand was reported. For that matter, business seemed to have been almost at a standstill. Bids above 3.20c. were strictly the exception, and offers to sell 3.30c. for prompt and near future delivery met with very feeble response. The Metal Exchange wire and private advices quoted sellers at 3.10c. there, and the market weak. The London cable to the Exchange quoted £9 5s. for soft Spanish.

SPELTER—There was not enough business to fairly determine the true status of the market. The negotiation suggested that more sellers than one were on the alert to make the most of the recent upward movement in prices to realize profits, and that buyers are content to quietly await developments. One thing certain was that standard Western brands could have been secured at 3.90c., prompt delivery, in this market, while offers to sell for prompt or February delivery were made at 3.87½c. on the Exchange, in the face of quotation by wire of 3.65c. from St. Louis. The London cable was £15 5s. for good merchant brands.

ANTIMONY—Except for jobbing quantities there is little demand at present, but the business passing suffices to hold prices fairly steady at 9⅜ to 9½c. for Hallet's and 10⅛ to 10¼c. for Cookson's on the spot.

TIN PLATE—No improvement was reflected in the general report as to business in either spot stock or forward deliveries. To the contrary, it would appear that purchases continue to run behind the average for the season, and that buyers are extremely reserved. Sales of ordinary cokes have been made at some concession from popular quotations, futures are at still a greater discount, and upon the whole the market shows rather poor form.

IRON AND STEEL—The increase latterly in orders for some lines of heavy steel and iron here and at leading centres of manufacture has made little headway during the past few days, and the bright pictures drawn from the placing of some deferred orders hardly reflect the true market situation. That affairs have recently changed somewhat for the better is patent, but the significant fact remains that business in nearly all departments is rather below the February average, and that competition, with few exceptions, is strong enough to keep prices very low. Purchases of pig iron, old material, etc., are governed accordingly, and up to the present time there is lack of substantial evidence or other improvement in prices than a natural reaction from late exceptionally low figures. The one redeeming feature is that the recovery serves to give some branches of the market rather more tone.

SCRAP IRON IS NOT FREE.

TWO influential journals have recently fallen into an error regarding the Canadian tariff on scrap iron. They are the Iron Age, of New York, and the Daily Star, of Montreal. The former, in its issue of the 8th inst., when referring editorially to the possibilities of an enlarged trade with Canada, stated that "under the Dominion tariff scrap iron is admitted free." On Tuesday last the Montreal Star made a similar blunder. In the case of the Iron Age the reference was incidental; in that of the Star, however, upon the allegation that scrap iron was free, was largely based the superstructure of an article..

Scrap iron is not free, and both the Iron Age and the Star should have referred to the tariff list before making an assertion to the contrary. As a matter of fact, there is a duty of $2 per ton levied against scrap iron coming into the country, and here is the particular clause dealing with it:

Scrap iron, wrought and scrap steel, being waste or refuse wrought iron or steel, and fit only to be re-manufactured, the same having been in actual use, not to include cuttings or clippings, which can be used as iron or steel without re-manufacture, $2 per ton.

Cuttings and clippings which are exempt from the operation of the above clause, are subject to a duty of 30 per cent. On cast scrap the duty is the same as on pig iron, namely, $4 per ton.

VIEWS AND INTERVIEWS.

"I CONSIDER that pig iron has all the protection that is necessary, with a bounty of $2 per ton and an import duty of $4 per ton," I heard a manufacturer remark Thursday.

* * *

"Our advices from the United States," said a jobber to me this week, "report quite a boom in cut and wire nails and barb wire, the low prices having attracted the attention of both merchants and speculators. As a result of this prices have advanced 10 to 15 per cent. over there."

* * *

"There have been more enquiries for cut and wire nails," remarked a wholesaler, "than the jobbers have had for some time."

* * *

"I suppose you have heard that hinges are lower?" enquired the buyer of a local wholesale house Wednesday. "You haven't? Well, they are. Mr. Britton, of Cowan & Britton, Gananoque, was in Toronto to-day, and he informed me that the price of 'tee' and strap hinges has been lowered by his firm."

"Did he advance any reason for the drop?" I queried.

"Yes; he said it was to meet the American slaughter prices. Mr. Britton says he intends to hold the Canadian trade even if in the meantime, he is compelled to sell goods at or even below cost. In the event of prices rising in the States, however, he says that his firm will certainly do likewise, because there is no profit in the prices now obtaining. To my mind this is now a good time for retail merchants to lay in stocks of hinges. Do you know that in the United States hinges are actually being sold at less than the cost of the raw material? You see, over there they manufacture a lot of goods for stock, with the result that they have been caught with heavy stocks when the times are hard. Now, in order to push off this stock, and turn it into the much needed cash, they are taking prices which do not even in some cases pay for the raw material used. Then much the same applies to nails over there. Just imagine selling nails at 90c. per

1894. THE 1894.

Paris Green

THAT THE

Toronto Lead & Color Co.

Are offering to the trade is guaranteed to be

14, 16, 18 and 20 Pearl Street, TORONTO, ONT.

ABSOLUTELY PURE.

keg! Well, that is just what they have been doing. Why the bar iron alone will cost them about $1.20 per hundred pounds. But you can depend upon it they will never be caught that way again. They will do what the manufacturers do in England, just make to order." BYSTANDER.

PERSONAL MENTION.

Mr. Lauton, of the Nicholson File Co., Providence, R.I., was in the city this week. He reported an increasing business.

Mr. Britton, of Cowan & Britton, Gananoque, was in Toronto this week. He announces a decline in the price of "tee" and strap hinges.

Mr. Bonnett, of Bonnett & Bowyer, Listowel, was in Toronto this week. In renewing his subscription to HARDWARE he said that he would not be without it for many times its present cost.

F. D. Benjamin, of M. & L. Samuel, Benjamin & Co, has, according to an evening paper, just presented the Sick Children's Hospital with a nice, crisp one hundred dollar bill.

T. H Glendinning, of T. H. Glendinning & Co., Sunderland, was in Toronto this week. He reported that his son, who some months ago fell and injured his spine, is again able to appear in the store, although it is a long time yet before he is expected to receive his full measure of health again.

W. Harston and C. M. McQuillan have left for the West in the interest of the Comet Cycle Co., and will establish agencies throughout that part of the country. F. W. Doyle has gone East for the same purpose. The following hardware merchants will be agents for the Comet bicycle through the coming season: J. M. Bond & Co., Guelph; Bowman & Moore, Hamilton; Andrew G. Buckham, Brampton.

These country merchants have been in Toronto during the week: J. A. W. Allan, of Newmarket; J. W. Nicklin, of Moorfield; H. Keys, of Weston; N. Courtemanche, of Penetang: R. E. Bingham, of R. E. Bingham & Co., Stayner; G. R. Vanzant, of Vanzant & Co, Markham; James Warnock, of Galt; Mr. McLeod, of Shaw & McLeod, Almonte; M. Clark, of Smith's Falls; W. Padget, of Padget & Hay, Unionville.

A FORTUNATE TRAVELER.

IT is not often that a commercial traveler is fortunate enough to fall heir to a fortune that will enable him to forsake the vicissitudes of the "road" for the comforts of a private gentleman's life: Yet this is the lot that has fallen to H. P. Heming, who represented H. S. Howland, Sons & Co., of Toronto, in the north and northwest until the gods thus smiled upon him. Each of his fellow employees wished that he was the lucky one, but when the day for Mr. Heming to drop the "grip" to pick up the glove of ease came they all got their heads together, those of the employers amidst them, and presented him with a handsome clock and showered upon him their best wishes for his future happiness.

George W. Rogers has taken Mr. Heming's route, and now his friends are hoping that he will meet with as good luck thereon as his predecessor.

SIGNS OF BECOMING RICH.

"I ASKED a man who was worth a great many more thousand dollars than I am worth cents," writes a well known hardware traveler in Iron Age, "what were the first signs to him, from the outside world, of his being rich. I knew that he began with very little, had lived right along in a plain way, making no show of wealth, and I was curious to know how the public made him aware that it knew him to be wealthy.

"'I think,' he answered, 'that it first came to me in the way of prospectuses. When the first two or three were received I accepted them as I would a business circular, taking it for granted that some one had a Dun or Bradstreet and made his list from that. But I began to get them from sources outside of this, and then it came across me that in some way it was known that I had a little money. Following soon after this I was persuaded to take a little stock in an incorporated company, and, much to my surprise, I was elected a director. This seemed to be the signal to the world at large that I was a man of some means, and everybody with a little scheme promptly honored me with his acquaintance. I knew then that the little world looked upon me as a rich man, and over-estimated my riches. But I have answered your question.'"

POWER-PROPELLED SLED.

A SLEIGH designed to be readily propelled and steered over ice and snow, either by the occupant or by a suitable motor, is one of the latest inventions, according to a Boston paper. On bearings which permit of vertical adjustment at each side of the sleigh are journaled short shafts carrying paddle wheels of novel construction, adapted to engage the snow or ice to propel the sleigh forward or to steer it. The shafts may have suitable crank arms, for propelling the sleigh by hand, or they may be connected by pitman with a motor, and the paddle wheels have spokes, each having its outer end forked, the transversely extending paddles being made of sheet metal, with their outer edges serrated. Near the forward end of the sleigh on each opposite side is a curved rubber, held normally out of the snow by a spring, but by pulling on a rearwardly extending cord a downward swinging motion is driven to one of the rudders to move its rear curved end into contact with the snow or ice, to steer the sleigh to the right or left as desired. To conveniently pass the sleigh over ground a pair of front wheels is provided, their axles journaled in pivoted side arms and locked in place by a pin, the arms being swung downward when it is desired to wheel the sleigh over the ground, the paddle wheels being at the same time locked in their lowermost position, whereby the sleigh is lifted entirely off the ground. When the snow or ice is again reached, the arms carrying the front wheels are swung into their upper position and the paddle wheels are raised to the height best adapted to effectively engage the surface of the ice and snow. The invention also provides for the convenient and ready attachment to the main runners of different forms of auxiliary runners especially adapted for running over ice or hard frozen ground, or loose or wet snow.

ELECTRICITY IN THE FAR EAST.

THE willingness of the Japanese to adopt, without reserve, says a writer in the Electrical World, a civilization totally different in character from that under which they had previously lived is one of their most striking characteristics. While they are very conservative in many ways, they are the most liberal people in the world in others. Twice in their history they have experienced a complete change of front, and adopted a foreign civilization. The first time was many centuries ago, when Chinese civilization, with its literature, manufactures and science, was found to be better than their own, and its adoption raised them from a state of barbarism to one of comparatively high civilization ; and now, in these last few decades, the new civilization of the West has been adopted to a degree that must astonish any one who has a thorough understanding of the magnitude of the change that has taken place. In no way is this change made more evident than in the hold which electricity has taken in the past five years. The telegraph, of course, has been in use since soon after the opening of the country and now extends to all parts of the empire. When it was first established there were many amusing occurrences, due to the inability of the people to understand how the message was sent over the wire. The writer's first visit to Japan was early in 1886, and one day he was, with a guide, walking over a remote mountain road along which passed a telegraph line. A countryman was met who had seated himself by the roadside and was intently watching the wire. His gaze was so fixed that the guide asked what he was doing, and he replied that he was waiting to see a message go along the wire, that he had watched many times since it was put up, but had never been able to see anything. This incident was, perhaps, no more amusing than the reception of the telephone in Rio Janeiro. The writer was in that city when the exchange was being started, and considerable opposition was shown, as the people supposed nothing but English could be spoken and in order to be able to use it they must learn that language.

A COUNTRY TRADER'S COMPLAINT.

A country merchant complained to the Commercial the other day about the difficulty of getting small parcels enclosed in cases from wholesale houses. Frequently when ordering goods in the city he had arranged to have small parcels sent to wholesale warehouses where he had made larger purchases, with the object of having the parcels enclosed, but they had almost invariably been left out, and had to be sent on singly afterwards. Speaking to a wholesale dealer about this, he said they had always experienced difficulty in securing enclosures. They were frequently asked by customers to send parcels to other warehouses in the city, to be enclosed, but very often the enclosures were not made. He said the trouble is with the packers, who seem to be opposed to accepting parcels from other houses to be enclosed with shipments being made up to customers. It is an accommodation to the customer to have these enclosures, and the warehouses should compel the packers to be a little more accommodating in this matter. They should be made to understand that the interest of the customer is of more importance than their whimsical objections to making enclosures.—Commercial, Winnipeg.

A SLY TRICK.

THE buyers of turpentine are likely to get cheated when they buy turpentine, if they are not cautious. A Boston paper showed this fraud up a few years ago, but it has now broken out again. The southern procrastinators, finding that they are effectually blocked from sending adulterated turpentine into the Boston market direct, have resurrected their previous scheme for cheating. They make a barrel which is not honest, but, on the other hand, extremely deceptive. They have barrels made with extra thick heads, and with a few extra thick staves, and by so doing are enabled to defraud the buyer of turpentine out of anywhere from a fraction of a gallon to two or three gallons per barrel.

The Savannah Board of Trade has taken this matter up in earnest, and appointed a committee to investigate into the extent of the fraud This committee found it to be far more generally practised than was supposed, and the Board has gone at it in earnest and propose to demand of manufacturers that they make honest barrels, under the penalty that if they do not, the dealers will refuse to purchase barrels made by a dishonest man.

Mr. Charles Richardson, of Boston, who has made some investigations on his own account, which have since been successfully verified by others, says :

"I am pleased that the Savannah Board of Trade has taken up this subject, and is making a systematic investigation. This is the correct way to crush out dishonesty and trickiness on the part of a few persons who believe a dishonest method of doing business is a virtue. Expose the parties at once. Let all oil and paint associations in the United States join in and let us demand honest-made barrels and request that the makers brand such barrels with a hot iron, bearing the maker's name and address. This fact established the dealers will purchase turpentine from such sources as will supply this class of barrel. It is barely possible this may correct abuse."

"Since writing the above we have emptied two barrels of turpentine in stock and had the following results : Boston guage on first barrel, 52½ gals., actual guage by sealed measure, same barrel filled with water 50½ gals. was all that it would contain. Barrel No. 2, Boston guage, 53½ gal., all that we could get into the barrel of water, measured in carefully with a sealed measure, was 50¾ gals. Let others investigate and do what they can to correct this fraud."

EFFECTIVE GUNS.

THE Armstrong company have shown some very interesting experiments with the latest ordnance. A six-inch gun was fired four times in twenty seconds, and an eight-inch gun three times in thirty seconds. A torpedo was driven satisfactorily with cordite as a powder. There was a search light, which would keep its beam upon an object no matter how violently the vessel rolled. A 10-inch 30-ton gun, when it was fired, opened the breech screw by the recoil, and wound up a spring, which, when released, would close the breech again. A 4 7-10 field howitzer anchored itself after the first discharge by driving a spade-shaped plate into the ground, after which its recoil was met by a jacket, which surrounds it. A quick-firing field gun, which anchors itself in a similar manner, fired five rounds of shrapnel in fifty-three seconds A 15-pounder mountain howitzer could be taken to pieces so that no part would weigh more than 200 pounds. It is screwed together in five minutes. A six-inch gun with light, portable disappearing mountings for a siege train, could be taken apart so that no portion weighed more than three tons, ten hours being required to mount it A six-inch naval gun fired five rounds in 69 seconds, each time at a different range and target. A plate of steel designed for a shield received rifle and Gatling gun fire at 100 yards' range without a single penetration, while the plate hitherto used was punctured at every shot, the Gatling gun almost cutting it in two.

BUSINESS WILL BE BETTER.

Some of these days all the skies will be brighter—
Some of these days all the burdens be lighter ;
Hearts will be happier—souls will be whiter—
SOME OF THESE DAYS !

Some of these days, in the deserts upspringing,
Fountains shall flash, while the joy-bells are ringing,
And the world with its sweetness of birds shall go singing—
SOME OF THESE DAYS !

Some of these days ! Let us bear with our sorrow ;
Faith in the future—its light we may borrow ;
There will be joy in the golden to-morrow—
SOME OF THESE DAYS !

—Atlanta Constitution.

JOHN WILSON'S

BUTCHER KNIVES

and Steels,

'Farriers' and Shoe Knives

Are the Best in the World.

TRADE MARK.

SOLDER.

Half-and-Half Solder.
Plumber's Solder.
Refined Metal Solder.
Triangular Solder.

We guarantee all OUR GOODS! If found unsatisfactory can be returned at our expense.

TORONTO SMELTING and REFINING WORKS

92 and 94 Queen St. E., TORONTO.

MIXED PAINTS

ORA ET LABORA

TRADE MARK

The Unicorn Brand

Has now the leading reputation for purity and durability in Canada.
They are sold all over the Dominion.

Manufactured only by

A. RAMSAY & SON, MONTREAL

ESTABLISHED 1842.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

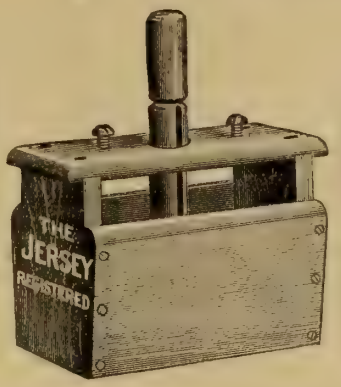
BRAND "C. I. F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

THE "JERSEY" Butter Mould.



Made in following sizes:

¼ lb. ½ lb. 1 lb. 2 lbs.

This mould is by all odds the most satisfactory in every respect on the market.

The square shape i the most convenient form in which butter can be put up, both for packing and table use.

By means of the Screws at the top the size of the Mould is adjustable, and exact weight can be arrived at.

The Handle and Print are practically fastened to the Mould, and still easily removed for cleaning purposes.

We use only the very best selected white maple, thoroughly seasoned.

PRICES QUOTED ON APPLICATION.

Manufactured by

CHAS. BOECKH & SONS,
TORONTO, ONT.

TO THE TRADE

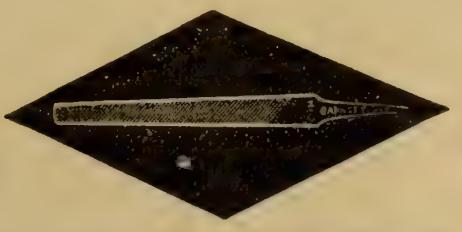
Targets.

We control the sale of the famous **Hamilton, Blue Rock and Expert Traps**

Send for samples and get our prices. Targets well packed and no second handling. Shipped direct from factory in Hamilton.

THE BOWMAN HARDWARE AND SPORTING GOODS CO.
HAMILTON, ONT.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. **Gulletting Sawfiles.**
Climax Sawfiles. —— AND —— **Lightning Sawfiles.**

EVERY OTHER DESCRIPTION OF SAW FILES.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

Frank Atkinson, stave factory and cooper, has assigned.

Jesse T. Tipping, tinware, Parrsboro', N.S., has assigned.

A. W. Dalton, general merchant, Carberry, has assigned.

The Mabon Coal and Gypsum Co., Ltd., Mabon, N.S., have assigned.

The Wilkinson Plow Co. is offering to compromise at 75c. on the dollar.

F. Labelle & Fils, painters, Montreal, have filed consent of abandonment.

E. Lapham, general merchant, Deleau, Man., has been granted an extension.

C. Decoste, general merchant, St. Justine de Newton, Que., has assigned to Lamarche & Oliver.

R. A. C. Durno, general storekeeper, Acton, has placed his affairs in the hands of W. R. Holton.

Hugh Gillespie & Co., general merchants, Alvinston, have assigned to Henry Barber & Co., Toronto.

Percival & Craig, general merchants, Smith's Falls, have obtained an extension of 15 months and dissolved.

Wm. Johnston & Son, Ltd., Montreal, are making application for liquidation, and the stock has been sold to W. E. Dickson.

Some time ago Mr. Joseph Hawley, of the St. James Hotel, Toronto, gave a chattel mortgage for $5,000, and his creditors have been pushing him so closely that he has called a meeting of creditors for next Saturday afternoon, in Mr. W. A. Campbell's office. The liabilities amount to about $14,000, but the claims are divided in such a manner that no firm will suffer to any great extent.

SALES MADE AND PENDING.

The hardware stock of Godfrey & Co., Vancouver, is advertise for sale.

The stock of the estate of Frank Squibb, plumber and electrical supplies, Hamilton, is advertised for sale by tender.

The general stock of Ovide St. Jacques, Belle Riviere, Que., is advertised for sale 16th inst.

The stock of McInnes & Irwin, general merchants, Strathclair Station, Man., has been sold at 54½c. on the dollar, and the back debts at 12½c.

PARTNERSHIPS FORMED AND DISSOLVED.

Rousseau & Fils, tinsmiths, Quebec, have dissolved.

Thompson & Pipes, hardware and stoves, Amherst, N. S., have dissolved.

Dempster & McLaughlin, blacksmiths, Victoria, have dissolved. P. W. Dempster continues.

J. Chenier & Co., general merchants, Canmore, N.W.T., have dissolved. S. Laurendeau continues.

Carey & Co., manufacturers of machinery, Montreal, partnership registered, Chas. W. Carey as general partner and Frank Wilson as special partner for $1,000 to February 6, 1899.

J. H. Gariepy, general merchant, Edmonton, has admitted Mr. Chenier as partner; style Gariepy & Chenier.

Noel & Co., hardware, Quebec, have dissolved, and Dame Marcaux, wife of Eli Noel, has been registered proprietress.

Joseph Cusson and H. Therien have registered a partnership in Montreal to carry on business as plumbers under the style of Cusson & Therien.

J. S. Cowan & Co., hardware, Montreal, have dissolved, and a new firm composed of Thos. Pollock and James S. Cowan, formed; style unchanged.

CHANGES.

Hugh Steele, blacksmith, Minnedosa, Man., has sold out to James Murphy.

Norris & Carey, general merchants, Edmonton, have sold out and retired.

C. Hiebert, general merchant, Gretna, Man., has sold out to W. Esau & Co.

R. Rogers, general merchant, Clearwater, Man., has sold out to Hunter & Moore.

Gardiner & McGregor, general merchants, Kemble, Ont., have been succeeded by Carlill & McGregor.

A. Atkinson & Co., grain, Winnipeg, have sold warehouses at Arden, Franklin, and Neepawa to Northern Elevator Co. The latter company has also bought the warehouse of G. H. Crowe at Myrtle, Man.

AIR-TIGHT SHOW WINDOWS.

ONE great cause, and in many instances the only cause, of the loss from the damage of goods in show windows, says an exchange, particularly in country towns, is owing to the fact that in the majority of instances, with the occasional exception of a fixture but six to eight feet high, there is nothing between the window and store. Hence the dust raised by each morning's sweepings drifts over into the window, makes the goods look dirty and unattractive or necessitates their constant handling and renders them unfit for sale, at least at regular prices. This could easily be remedied by building a glass casing in the back of the window above perhaps a six or eight foot wooden fixture which can be used for display of goods if desired, or a case can be set up against it. A door on one side of the fixture renders passage in and out of the window easy. The cost of this work for two ordinary windows would not be over $30, and the improvement would soon pay for itself. Besides, the arrangement of attractive displays would be facilitated by having a solid back to the window. By means of the glass casing, light would still be admitted into the store, as it would never be necessary to construct your backgrounds up to the entire height of the casing. Then, again, the constant frosting of the windows and the consequent "sweating," so damaging to the goods, would be avoided, particularly if three small holes were made in the woodwork at the top (not at the bottom) of the window pane. Act on this suggestion. It will pay you.

AN INVENTIVE GENIUS.

J. H. Schnarrenberger, an inventive genius, now located at Greenfield, O., but formerly a resident of Springfield, is attracting considerable attention by reason of the products of his fertile mind, according to an exchange. While at Springfield he invented a very simple cash register, and chief among his most recent productions is a motor that can be operated by air, gas, water or steam, compressed air, however, being the force best suited to the motor. It is exceedingly simple in construction and embraces a practically new principle in construction. Mr. S. carries about with him a sample that is made of steel; it is about 7 inches long and ¾ inch in diameter, and is for the use of dentists in drilling and plugging, and it is pronounced a wonderful improvement over the old tread mill and gearing. Compressed air is furnished through a small rubber tube. The motor is stopped by putting the finger on a hole the size of a pin head; removed it starts. At a test a speed of 14,000 revolutions was obtained. This same motor, enlarged, may be used in boiler making, all kinds of drilling, riveting, etc. Two motions are obtained—circular and up and down. Mr. Schnarrenberger has also invented a surgical pump, the principal feature of which is a shift device. With this pump a physician can do as much work in ten minutes as was formerly accomplished in three hours. This ingenious Ohioan not long ago invented a bush-puller, and several other devices calculated to lighten the labor of those who till the soil.





CHINA STEEL WARE

The finest decorated Enamelled Ware made.
Supplied in various designs for
table and toilet sets.

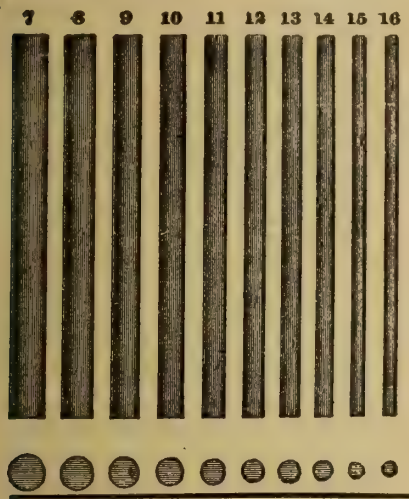


PURITANA IMPROVED ENAMELLED WARE

Made in White, Grey Granite, Cologne Granite, and all colors, also in decorated
Supplied in every article selling in Enamelled goods.

Imported through the General Agents for Canada:

PAINCHAUD, SQUIRE & CO.,
Antwerp (Belgium), and Montreal.



Wire. Wire.

Coppered Steel Spring Wire, Tinned Mattress Wire,
Broom and Brush Wire, Hay Baling Wire,
Flat Wires, Soft Coppered Wires.

WE GUARANTEE THE QUALITY OF ALL OUR WIRES.

The **B. Greening Wire Co. Ltd.**

Write for Catalogue. HAMILTON, CANADA.

MONTREAL, Feb. 6th, 1894.

To the Stove and Heater Trade:

We are about moving our works to the most modern plant in Canada, at St. Henry, near Montreal. Our New Catalogue will be ready early in March, when our travelers will be on the road with a full line of Stoves, Hot Water Heaters, Soil Pipes and Fittings, and other lines that we make. Kindly wait their arrival, as we have the very lowest prices and best goods.

Yours respectfully,

The Wm. Clendinneng & Son Co., Limited,

Stove Manufacturers and Founders,

Montreal and St. Henry, Que.



Fuel is a Large Item in Your Expense Account

CUT IT DOWN ONE-THIRD

By covering your Steam Pipes and Boilers with **SECTIONAL MINERAL WOOL COVERING**, preventing condensation and loss of steam.

Others have done it, why not you? Full line **ASBESTOS GOODS** on hand

Canadian Mineral Wool Co., Ltd.,

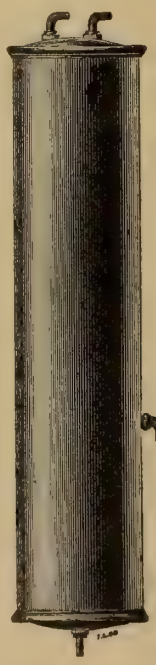
111 BAY STREET, TORONTO.

GEO. A. COWAN, Montreal Agent, 204 St. James St. GEO. R. THOMPSON & CO., Manitoba Agents, Winnipeg.

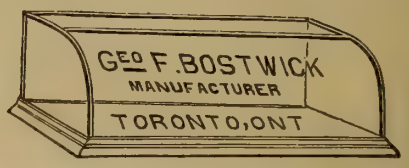
SMOKE PREVENTION.

AT the meeting of the Engineering Association of the South, Nashville, Tenn., July 13th, the subject of "Smoke Prevention" was presented by Prof. Olin H. Landreth, of Vanderbilt University. The paper discussed successively the causes, the effects of smoke, and the remedies for it. Objectionable smoke comes mostly from bituminous coal, other fuels producing very little smoke. When fresh coal is thrown on incandescent coal, there at once begins the distillation of the more volatile hydro-carbons, which distilled matter is burned if sufficient oxygen is present and the temperature is sufficiently high, but which otherwise passes up the chimney as yellowish fumes. As the fresh coal becomes more highly heated, the less volatile hydrocarbons are distilled and are decomposed at a temperature much below that necessary for the combustion of the carbon liberated, about 2000 deg. Fahrenheit, a temperature so high as to give considerable margin of opportunity for this portion of the carbon to escape unburned. It is this free unburned carbon in a finely divided state that, while incandescent, produces the luminous flame, and when cooled, the clouds of smoke that issue from the chimney and afterwards settle as soot. After the volatile matter is driven off the fixed carbon remains, and in burning produces but little flame and no smoke, since the particles of carbon are not detached from the solid mass until combustion takes place. As to the effects of smoke production, the fuel loss in the smoke itself is but small, estimated at one-sixth of one per cent., but the causes of smoke are also the causes of imperfect combustion and consequent waste of fuel in the form of invisible gases, carbonic oxide and light hydrocarbons, and the presence of smoke indicates this parallel waste. Aside from the fuel waste, the effects of smoke outside the furnace make its abatement of public interest. It is authoritatively stated that the residuum of smoke in the lungs induces consumption of an incurable character, and that in the city of Pittsburgh, Pa., the death-rate was 1.62 per 1,000 lower during the eight years in which the use of natural gas almost freed the city from smoke, as compared with the preceding eight years, and that since the partial return of smoke the rate has increased 2.57 per 1,000. Carbon in a finely divided state is an easy vehicle both for noxious gases and organic impurities. The insidious soot pervades and defaces public and private buildings, and calls for fruitless efforts for cleanliness, when cleanliness is impossible. Smoke is objectionable from the loss of light; also from the repression of æsthetic tendencies and consequent mental and moral discouragement. Consideration of the causes suggests the agencies and the mechanical devices for the prevention of smoke; these latter, so far as pertains to steam boilers, are classed as mechanical stokers, air flues in the walls and grate bars, coking arches, dead-plates, down-draft furnaces, steam jets for injecting air and mixing the gases, baffle-plates and double furnaces. Smoke prevention must be accomplished by educating the public to consider smoke a nuisance that unquestionably can and should be abated, for the smoke producers are very slow to be convinced that this abatement is to their interest. Following the influence of public sentiment, laws are to be enacted and provisions made for their enforcement and for furnishing to smoke producers, when desired, professional advice regarding the means and appliances for smoke prevention.

THE RESISTO BOILER.



The accompanying cut represents the Resisto Copper Range Boiler, and is the latest article in this line to be placed on the market. It differs from all others in the fact that no rivets are used in its construction, the heads being fastened by a patent process of the manufacturers, The Booth Copper Co., who state that each boiler is subjected to a hydraulic test of 200 pounds. "Consequent upon the ordinary galvanized boiler failing to fully meet the requirements of the trade," said a member of the firm. "We have given special attention to the production of a low-priced copper pressure boiler to take its place. The "Resisto" is a range boiler, made of the best Lake Superior copper, tinned throughout, and handsomely finished. The price is so low that it must come into universal use, and we anticipate a large demand. At present we are making only the thirty-gallon size. We intend, however, producing larger sizes at an early date."



Mantels, Grates and Tiles, Office and Store Fittings and Furnishings.

CENTRAL *Business College*

TORONTO AND STRATFORD.

Canada's Greatest Business Schools.

FORTY DOLLARS invested in a first-class business education will produce highly satisfactory results.

Others have found it a paying investment Why don't you try it?

Write for catalogues.

SHAW & ELLIOTT, Principals.



THE

Eureka Refrigerator,

PATENT.

Manufactured by the

Eureka Refrigerator Co., of Toronto. 54 Noble St.

WM. HOVEY, Manager

This cut shows our grocer size. We keep a large assortment in stock for the trade, which we will supply at any time.

Send for Catalogue.

THE OAKVILLE BASKET CO.,



Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE BASKET CO.

IDEAS FOR HARDWARE MERCHANTS

BY

D. T. Mallett



HALF PRICE

THE original selling price of "Ideas for Hardware Merchants" was $1.00; the price now is **50 cents,** and only handled by ourselves. We bought out the publishers at a bargain, hence the exceedingly low price.

> "There is a tide in the affairs of men
> Which taken at the flood leads on to fortune;
> Omitted, all the voyage of their life
> Is bound in shallows and in miseries."

This is the opportunity of your life. Will you grasp fortune as she rapidly glides past you and within reach? We have only a limited number of copies and they are rapidly going. Mailed on receipt of price, postage prepaid.

The J. B. McLean Publishing Co.

10 Front Street East, Toronto, Ont.

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.

THOS. FIRTH & SONS, Ld.

Best Crucible Cast Steel.

STEEL, PEECH & TOZER, Ld.

Bessemer Steel,

Open Hearth Steel.

Agents,

James Hutton & Co.

MONTREAL.



For Iron Fencing, Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	21, 22
Straits "	20½, 21

Tin Plates—*Charcoal Plates, Bright.*

M.L.S. equal to Bradley	Per box	
I.C., usual sizes	$5 50	$5 75
I.X., "	6 75	7 00
I.X.X., "	8 00	8 25
Raven & P.D. Grades—		
I.C., usual sizes	4 00	4 25
I.X., "	5 00	5 25
I.X.X., "	6 00	6 25
I.XXX., "	7 00	7 25
D.C., 12½ x 17	3 75	4 00
D.X., "	4 75	5 00
D.X.X. "	5 75	6 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	3 50	3 75
I.C., special sizes	3 75	4 00

Note.—Round lots of 14x20 might be purchased of 25c. box

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	7	25
I.X. Terne Tin	9 25	9 50
Old process I.C.	13	00
" " I.X.	16	00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½	6½
26 "	6¾	7
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 95	
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 60
Hoop " "		2 60
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

½-inch	10½c
¾-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
⅜ " nd thicker	2 25

Sheet Iron,

1 to 20 gauge	2⅞, 3
22 to 24 "	2¾, 2⅞
26 "	2⅝, 2¾
28 "	2½, 3

Canada Plates.

All dull	2 65
½ polished	2 75
All Bright	2 90

Iron Pipe.

Wrought 62½ and 5 p.c. to 65 p.c.
Galvanized, 40 to 40 and 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head

16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5½
28 " "	5½, 5¾

Gordon Crown—

16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4½
" ⅜ " "	4⅛ 4⅜
" 7-16 " "	3¾ 4
" ½ " "	3⅜ 3⅝
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 11¾ 0 12
Lake Superior	0 12¼ 0 13

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 22 $0 25
" round & square 1 to 2 in	0 20 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 15 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 16 0 17

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 18 0 19
" 35 to 45 " "	0 16 0 17
" 50 lb and above per lb	0 15 0 15½

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hard-rolled 2x4 ft.	0 21 0 23

Zinc Spelte .

Foreign, per lb	0 04⅜ 0 05
Domestic "	0 04⅝ 0 04¾

Zinc Sheet.

5 cwt casks	0 05½ 0 05⅝
Part casks	0 05⅝ 0 05¾

Lead.

Imported Pig, per lb	0 03 0 03¼
Domestic "	0 03
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.	
Bar Half-and-half (guar.)	0 15	0 16
Standard	0 14	0 15
Wire	0 17	0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 12 0 12½
Other makes "	0 11 0 12

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	5 00
No. 1 Do. "	4 75
No. 2 Do. "	4 50
No. 3 Do. "	4 25

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon		$1 05
2nd qualities "		0 90
Barn (in bbls)	0 80	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre(J.C.) bbls,p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } " "	1 25 1 90
Canadian " }	
Paris Green, per lb	0 13½ 0 15
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 69
Extra "	0 90
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 85
No. 1 Carriage "	1 30
Gold Size Japan "	1 00 1 20
Pure Orange Shellac "	1 95 2 05
Hard Oil Finish	1 30
Oil Shellac	1 40
White Shellac	2 25

Linseed Oil (in bbls)

Raw, per gal	0 60 0 62
Boiled "	0 63 0 65

Turpentine (in bbls)

Selected Packages, per gal	0 48 0 50

Castor Oil.

Best, per lb	0 07⅞ 0 08

Cod Oil.

Cod Oil, per gal	0 50 0 51

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet	0 13 0 15
White, extra	0 16 0 18
Gelatine	0 20 0 30
Strip	0 16 0 17
Coopers	0 17 0 19

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, common, 15 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " ... 0 65 1 25
Brad, ... 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 35 to 40 pc. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 per cent.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking. 9 00
" 2, " " 4 50

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 pc.,
Loose Pins, " 65 & 10 to 70 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardin Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White, lump, per cwt 0 60 0 65
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—Socket, Framing and Firmer

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 o 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft
16 to 25	1.20–25	2.40	1.75	
26 to 40	1.40	2.70	2.00	
41 to 50		3.10		4 50
57 to 60		3.40		5.00
61 to 70		3.70		5.50
71 to 80		4.10		6.25
81 to 85		4.50		7.00
86 to 90				8.00
91 to 95				9.00
96 to 100				10.00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass

Pilkington's ordinary.
1st break 4 0
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each 0 30 0
Enamelled " 0 55

Grindstone Fixtures.

P. S. & W., per doz 3 88 4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 13

Ball Pean.

English and Can., per lb 0 25 0 30

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 45 to 47½ p.c. dis

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c.
" Shepard's Noiseless, dis. 60 p.c.
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 5 0 05½
Screw hook and hinge—
6 to 10 in., per set 0 00 0 04½
12 up " 0 00 0 03½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mortar, etc., discount 40 to 45 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier per doz 0 50 1

Wrought Iron.

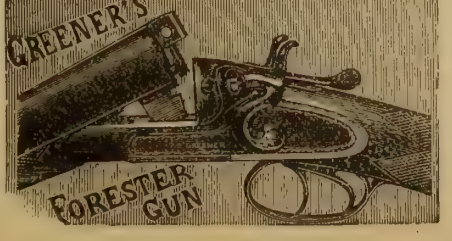
Wrought Hooks and Staples, Can dis. 40 and 5 to 40 and 10 per cent

NEW ARRIVALS

30 Cases CUTLERY AND GUNS

ALL NEW GOODS.

Finest Finish. Best Value.



NEW ARRIVALS

20 Casks Cattle and Trace CHAINS

10 Tons Coil Chain.

Five Cars Window Glass.

Bowman, Kennedy & Co., London, Ont

Wrought Hooks and Staples, Amer. dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 50 to 55 per cent.

Horse Nails

Canadian, dis. 65 to 70

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " " .. 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock. Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 27½ per cent. to 30 per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy.....	2 30
40dy.....	2 35
30 dy.....	2 40
20, 16 & 12 dy.....	2 45
10 dy.....	2 50
8 & 9 dy.....	2 55
6 & 7 dy.....	2 70

2. American Pattern Only

from 4 to 5 dy	2 90
3 dy. (lath).....	3 30

3. Canada Pattern Only

from 4 to 5 dy	2 80
3 dy. (lath).....	3 20
3 dy A.P. Fine	3 90

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 5 per cent. from List Jan. 8, '92 Extras as per List for special nails Terms, 4 months or 3 per cent. cash.
Brads & Moulding Nails, 75, 5 per c. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.

Poultry, 60 per cent dis.
Import 60, 10 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W. " 0 25
S. R. Seal.....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 35 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c, from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 33⅓ to 35 p.c. dis

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent. cash.
Copper Rivets, dis. 55 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	8	10 10½
¼, 5-16, ⅜ in.....	8½	10½ 10¾
Cotton, per lb.....	18	20
New Zealand	8½	9
Russia Deep Sea, per lb..	12½	13½
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 35 to 37½ per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent. to 40 per cent
Cross Cut, Disston's, per ft. 35 to 55.
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H 70 " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 70 p.c. off

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ¼ or ½ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3¾ 4
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enanelled cans, per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2 " " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 55 per cent
" tinned, dis. 57½ per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 60 per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 p. c to 65 p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p.c.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p c

Ties.

Cow, per doz 1 75 2 50

Tinner's Shears and Snips

P.S.&W., net list.
Canadian 10 to 15 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ p.c. to 35 p.c
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz..... 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown..... ..... 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz..... 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8,10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Annealed, annealed and oiled, galvanized 20 per cent. dis.
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal
Plus 10 cents f.o.b. Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 5½ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } " 4 " 4 & 6 " }	4 4½
" Plain twist, all deld	3¾ 4
" Steel thorn and ribbon.....	4½ 5
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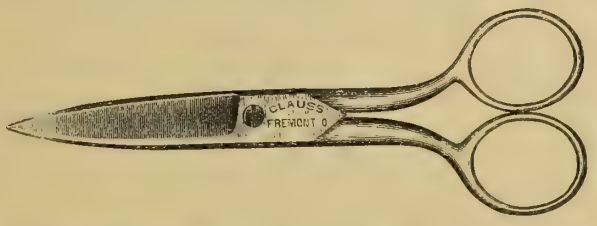
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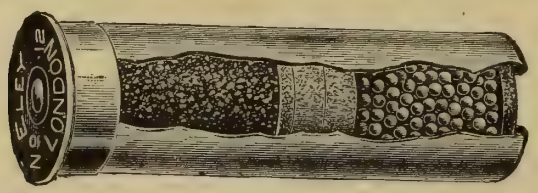
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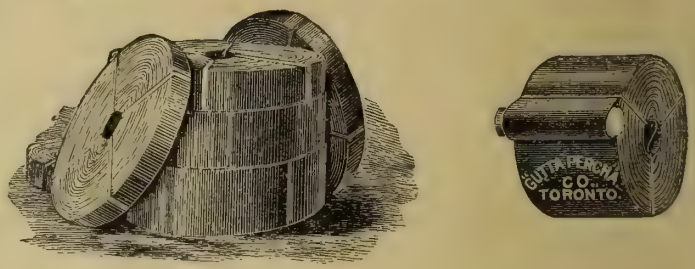
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WOODYATT

Improved for 1894.

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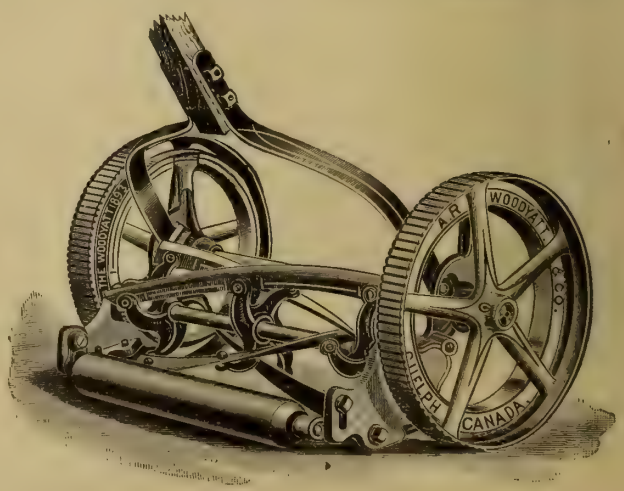
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CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VI. TORONTO, FEBRUARY 24, 1894. No. 8.

MAGNOLIA METAL

—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

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We could hardly fail of success with such a line as this.

You **cannot** fail to succeed with such a line as this in stock.

Think of it

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Mander Bros.' Varnishes
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Fine Paints and Varnishes. MONTREAL

TO THE TRADE



Instructions for Reeving.

Enter rope at A, pass wedge, and follow arrows as shown in cut. It will be noticed the two centre ropes, coming in contact with wedge, always travel in same direction at same time. Take twist out of rope.

"SURE GRIP"

Steel Tackle Blocks

This Block will hold load at any point without fastening the rope. The wedge-shaped brake has a double grip, and is absolutely automatic and reliable. The heavier the load, the better the grip. They are the best and cheapest, because the same amount of money invested in ordinary tackle blocks will not begin to give the same amount of service.

							Each
No. 3,	to be used with	⅜	inch rope,	one man can lift	300 lbs.,	capacity 600....	$3.00
" 4,	"	½	"	"	350	" 1,000....	5.50
" 5,	"	⅝	"	"	400	" 1,800....	7.00
" 6,	"	¾	"	"	450	" 2,500....	8.50
" 6½,	"	¾	"	"	850	" 4,000....	14.00

Blocks Nos. 3 to 6 require rope five times, and No. 6½ seven times the height to be lifted. The above prices include upper and lower block—ROPE EXTRA.

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HARDWARE MERCHANTS

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LIMITED

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Railroad Milk Cans,
Railroad Milk Can Trimmings,
Creamer Cans,
Creamer Can Trimmings,
Creamer Can Taps,

Sap Buckets, all styles and sizes

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MILK CAN TRIMMINGS

Our DAIRY PAILS are the best and heaviest on the market.

Kemp Manufacturing Co.,

TORONTO.

HARDWARE

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

Vol. VI. TORONTO AND MONTREAL, FEBRUARY 24, 1894 No. 8

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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THE result of the experimental shipment of British Columbia ore, which it is proposed to send from Vancouver to Swansea, England, via Cape Horn, will be awaited with a good deal of interest. British Columbia, like all the other provinces in the Dominion, except Manitoba, is rich in iron ore; but again, like the o her provinces, progress in the development of this particular industry has been comparatively small. All the iron ore that has hitherto been shipped from British Columbia on foreign account has gone to the United States, that country taking, during the fiscal year ending June 30, 1892, 1,087 tons, valued at $8,015. The year previous the shipment of ore from that province to the United States was only 132 tons, valued at $280. None of the provinces exported any ore to Great Britain in 1892, but the year before the latter magnanimously took 20 tons, valued at $140, but which of the provinces was the lucky seller returns do not chronicle.

* * *

While agitations for general changes in tariffs are fomenting, the commercial condition of the country which is the scene of the movement is anything but benefitted thereby, whatever may be the result when the questions appertaining thereto are settled for the time being. This is apparent at the moment in both the United States and Canada. True, in this country the effect is not so marked as it is across the border, but we are affected nevertheless, and that materially, too. And there are no branches of trade that realize this more than the iron and steel and hardware trades. Everybody in connection with these industries expects that there will be changes of some kind in the tariff on goods relating to the iron and hardware trade. As to the extent, however, of these changes there is a wide difference of opinion. But it is a peculiarity to be noted that those who are likely to be most directly affected by changes in the tariff are the ones who at least profess to believe that the tariff, as far as it relates to the hardware and allied trades, will not undergo much alteration while passing through the fire. They are not, however, inclined to take many chances, and are consequently moving cautiously, while retailers—in the ranks of whom there seem to be the largest percentage of those looking for radical changes—are, as a rule, ordering no more goods than what they need for actual requirements. "People are looking for a big change in the tariff; and until something definite is known they will not do business," is in effect what travelers' reports say.

* * *

The work of revising the tariff is by no means a sinecure. In fact it is one of the most arduous and most difficult of missions that a government can undertake. Yet it is imperative that the Dominion Government, in the work of revision on which it is now engaged, should make all possible haste in preparing the bill which is to be submitted at the next meeting of Parliament, so that the thread of discussion upon it can be taken up as soon as the members have assembled. The country demands this, for as long as the question is in abeyance the wheels of commerce are clogging and the country suffering.

* * *

The trade condition in Canada to-day is much healthier than it is in the United States. This remark is not made in a spirit of exultation over the unfortunate condition of our cousins across the border, but because, while business is not brisk in this country, we can discover some reason for thankfulness when making a comparison between the relative conditions of the two countries. One of the best evidences, at the moment, of the superior position of Canada is in regard to the unemployed. Here we are, unfortunately, not exempt in this respect. Only the other night the unemployed in the city of Toronto held a meeting demanding that the civic authorities provide them with work in order that the necessary bread and butter might be obtained. But there is not that acute general distress that is so taxing the energies of the state and municipal authorities and the charitably disposed on the other side of the line. Nor has there been found any difficulty of managing the unemployed. In Toronto the proportion of unemployed is perhaps larger than in most Canadian cities. For some years the Queen City has been the point of attraction for thousands of workingmen on account of the public works actual or projected, such, for instance, as the straightening of the Don river, the reclamation of Ashbridge's bay, the changing of the street railway system to electricity. As a result the local labor market is overcrowded, while the building trade has been quiet as a result of the collapse of the real estate boom.

* * *

But produce the darkest picture of the unemployed we have in Canada, and it will not approach in vividness of outline and depth of coloring the poverty and distress that obtains among the masses in the United States. The police of New York recently took a census of the unemployed in that city, and the results showed that in 48,681 families out of 78,023 usually employed, no less than 67,280 were then out of work. In addition to this, it must be remembered, is the great army of those who seldom, if ever, work. The most distressing feature of the in-

formation collected by the police was the fact that 39,311 of the 48,681 families above referred to were in need of assistance. Bradstreet's estimated in December last that 30,000 were out of employment in Boston, 5,000 in New Haven, 30,000 in St Louis. The same authority's estimate of the total number unemployed in the country was 801,055, dependent upon which were nearly two millions of people. It is, however, gratifying to note that some of the industries which have been latent for several months are again awakening into life. The worst of the financial panic of 1893 has passed, evidently; and it is to be hoped that the United States has entered upon a period of prosperity which will be shared in by Canada and all nations with which the American people have business relations.

* * *

"The Patrons of Industry here are dead, and there is not enough proceeds left in their treasury to give them a decent burial." Thus writes a correspondent of THE GROCER at Keady, Ont., and thus is added another tombstone to the number that have already been planted in memory of departed lodges whose usefulness have been destroyed by ill-conceived notions of some of the objects which they were created to attain. One of these was the management of the busines es of retailers throughout the country, in at least so far as the regulation of the profits were concerned. Such a policy is opposed to all business ethics and is bound to fail in its purpose. As a factor in politics the Patrons have much opportunity for producing good results, but the fruits which have resulted from their meddling in business matters which were beyond their ken, have been disastrous to all concerned—to the merchants directly and to themselves indirectly. Were the merchants of the country to organize with a view to fixing the price at which farmers should sell their grain, live stock, fruit, dairy produce, etc., their action would be deemed impertinent, and bitterly would such interference be resented. And yet this is practically what the Patrons of Industry are doing when they dictate the price at which the retail merchant shall sell them the goods which they purchase from him. There is one satisfaction, however; and that is in the knowledge that such a policy must soon become effete. The most intelligent members of the organization are evidently realizing the impracticability of this plank in their platform, and are gradually forsaking it and devoting more of their energy to promoting that which has the political significance, and with which they promise to be more successful.

* * *

It is gratifying to note that our little sister colony down by the mouth of the St. Lawrence—Newfoundland—has escaped, like Canada, the full force of the general depression that has been sweeping over the rest of the world. At least that is if the Governor's speech at the opening of the Legislature last week is worthy of credence. And he had at least some grounds for indulging in a little boasting. The cod fishery, for instance, he showed was successful, 200,000 additional quintals having been exported. In lobster, too, a marked improvement was announced. Exports of copper pyrites and lumber were greater than the year before in volume, although somewhat less in value. The extension of the railway across the island was shown to be progressing favorably and was giving work to a large force of men. The dark side to the shield was the condition of the agricultural and seal industries, neither of which were satisfactory. In the latter the catch was not half that of the previous year. What with fires and inshore fisheries' disputes, the tight little island has had "heaps of trouble," and no one will begrudge her getting a little larger share of the sunshine of prosperity than have some other parts of the world.

* * *

The statement of exports and imports entered for consumption during January shows the former to have been $4,657,593, and the latter $8,593,554. This, compared with the same month last year, is a falling off of $317,582 in exports and of $587,310 in imports. Among the imports showing decreases are ales, beer, porter, animals, books, pamphlets, drugs and medicines, manufactures of furs. Green and dried fruits, and grain, on the other hand, show substantial increases. Turning to the exports it is seen that products of the mine declined nearly one half, compared with January of last year. Marked decreases are also to be noted in exports of products of the forest, animals and their products, and agricultural products. The fishery exports, on the other hand, were about 50 per cent. larger than a year ago, and an appreciable gain was made in manufactured goods. If, however, the trade of the Dominion last month was not as large as the corresponding period of 1893, it is satisfactory to note that the aggregate trade for the seven months of the fiscal year is ahead of the same period of last year by some three millions of dollars.

AGAIN THE IRON DUTIES.

A KEEN controversy is going on at present between several of the political dailies with regard to the iron duties. The Liberal organs are urgent for a modification, while the Conservative journals, naturally, take an equally strong position in the opposite direction.

It is significant in this connection also that the attention of American iron manufacturers is being directed to Canada at present, and the possibility of an extension of the existing trade of American makers in the Canadian market seriously discussed. The Iron Age, for instance, believes that Canada offers a considerable market for American iron and steel products, pointing out that with a population of only one-thirteenth that of the United States, Canada imports three fourths as much iron and steel as the United States does, and nearly half of the Canadian imports of these articles in 1892 came from the United States. It says, therefore, that pioneer work is unnecessary; it is a question of enlarging a trade which already amounts to a considerable sum, a little more than five and a half million dollars.

Naturally the Canadian manufacturer was early aroused by the possibility of reductions, and the discussion in the Canadian and American press has accentuated their anxiety in the matter.

As HARDWARE has pointed out before, unbiased authorities agree that the iron tariff will not bear much tampering with; the infant Canadian iron industry is not to be throttled. Mr. Geo. E. Drummond, the president of the Canada Iron Furnace Co., spoke strongly in regard to the matter to HARDWARE'S correspondent on Saturday last.

He emphasized the fact that the only market that Canadian iron producers and manufacturers had was the home one. If there was any radical change in the iron schedule it meant that American makers would dump their goods in Canada at slaughter prices. They could easily afford to do this until they had shut down all the Canadian works, for no one at all conversant with the conditions in Canada thought for a

minute that our makers could compete on even terms with the Americans. The result would be that once Canadian competition was shut off, prices would be jumped up to the regular American basis. Instead of lower values, the ultimate effect might very likely be that consumers in Canada would have to pay more for their supplies once American makers had got thorough control of the market.

Instead, therefore, of five million dollars' worth of American importation, as at present, there would probably be double that amount once a loophole was made in the tariff wall. This simply meant that the possession of inexhaustible resources in raw material would avail us nothing, and that all the capital now invested in the Canadian iron industry would go for nought. He did not think it at all probable that the Canadian workingmen would endorse such a policy, and the farmer, if he once sat down and thoroughly considered the matter in all its pros and cons, would think the same.

Our importations of foreign material, in his opinion, were already large enough without affording an opportunity for an increase in this direction. Every ton of her annual consumption of 100,000 tons of steel rails was of foreign make. The rolling mills at Montreal, Hamilton, Swansea, New Glasgow, N.S., and elsewhere produced 80,000 tons of products, the raw material for which was largely foreign. Canadian iron founders required 80,000 tons of pig iron annually in casting stoves, agricultural implements, and machinery of all classes, one-half of the raw material only used in this manufacture being of Canadian manufacture. Let American manufactures in and probably this 80,000 tons of finished goods would be entirely of foreign make.

But aside from these leading lines, Canada consumed each year a large quantity of such products of iron, as band and hoop iron, special quality bar iron, steel boiler plates, steel sheets, sheet iron, chain cables, slabs, blooms, bridge and structural iron, railway fish plates, rolled beams, nail and spike rods, wire, locomotive tires, iron and steel for ships, steel ingots, bars, and other forms of iron too numerous to mention, but almost wholly the production of foreign labor. In not a single case has it been shown that lack of raw material necessitated the closing down of a Canadian furnace, and such being the case, it was our obvious duty to utilize this raw material rather than pay our money into the American or other foreigner's purse. The industry is now at its most critical stage, its only market being within our own borders, and if it was not to be annihilated the premature demand for reduction in the current protective duties should not be acceded to by the Government. In view of all this, it was for Canadians to say whether they will give work and business to the producer who lives in Canada or to the producer who is building up the commerce and developing the resources of some other and rival country.

"TO-MORROW" NEVER COMES.

LONGFELLOW has said that "Our unfinished tasks wait like mendicants at our gate," remarks a contemporary. The shiftless man expects to accomplish to-morrow the work of yesterday, and wastes to-day in vague plans for the future. The satisfaction of being abreast of his work he has never felt. His office table is always buried under an avalanche of unanswered letters, unchecked accounts, and unsorted documents of every kind. A place for everything and nothing in its place is his idea of order. Correspondents have to write twice or more before he replies, and then he never answers their communications fully. And as to paying accounts on the date due, that is an act he is never guilty of. He intends to be honest, but he delays the doing of it until it is too late. The man who through mere habit has fallen into shiftless methods and dilatory ways seems to himself to be overwhelmed with business. He has, he complains, "no time to do anything." He is always a few minutes too late to catch the train, or just misses an important appointment.

His position is like that of a person who would attempt to climb a ladder with both hands full of packages. A step forward means the loss of balance, and the shiftless man spends all his energy in recovering his own possessions.

What he did yesterday slips from his grasp as he reflects on to-morrow, because his plans do not provide for the necessities of to-day. He resolves at night to accomplish the unfinished task to-morrow, but when the sun rises he discovers that it is simply another "to-day," and delays the purpose for a more leisurely occasion.

The prospector digs among the rocks and washes the sand in search of gold, and when the day is over and nothing of value has rewarded his efforts, buoys his courage with dreams of the glittering nuggets which the shovel of to-morrow will bring to the surface. The miner's to-morrow may serve some useful purpose and cheer his heart, but the business man who puts off the present duty will never find to-morrow to which he can intrust the demands of to-day.

HINTS TO CLERKS.

A CORRESPONDENT of the Michigan Tradesman gives a little of his personal experience with clerks, making a point of the fact that intelligent clerks who have tact, patience and an accommodating disposition will never be a drug on the market, and will find it is only a question of time when their efforts will be suitably rewarded. Speaking of the good points of this particular young man, he says:

"I have watched him closely, and have been more than pleased at the tact and intelligence which he displays in dealing with different customers. In fact, I find myself studying his manner and noting the quiet but effective methods he uses to make sales. One of his strong points is the patience and good humor with which he treats any disparaging remarks about the goods or prices. If the customer complains that the saws are rusty from handling or the price of barb wire is a quarter of a cent higher than anybody else is offering it for, he does not dispute or avoid the statement, but assumes a half worn, half amused look, and, while acknowledging and deploring the rust, still so deftly explains the good points of the saw as to convince the customer that the rust is a matter of small moment in view of its good qualities. As regards the difference in price, he puts himself in the place of the customer and admits that a quarter of a cent a pound is worth saving, but at the same time drops a hint as to giving generous weight, and so secure the sale without cutting the price.

"Another of his strong points is his accommodating manner with customers in small matters without immediate gain. If a carpenter wants a ten-cent file to sharpen a saw with, he takes an interest in the subject and procures a saw from the case to ascertain the proper size required, and six times out of ten the customer will spend a dollar or more before he leaves the store, because of his pleasant and accommodating manner."

Collector—Fewscads told me yesterday to call to-morrow and he would settle this bill.

Bridget—Mr. Fewscads is not in, sor, but if he promised to pay you termorrer, what the divil are you comin' here to-day for? To-day isn't termorrer, by any manner or manes!

TALKS WITH RETAILERS.

"WE are selling a good many ranges, considering the season," said Mr. Thompson, of Gibson & Thompson, Yonge street. "We handle Gurney's ranges and find them give satisfaction. I believe we are doing as big a business in ranges as anyone in this neighborhood. Business has been steady, but not slow. Some people never think they are doing anything unless money is pouring in on all sides. We intend handling gas and oil stoves during the coming season. I think that we will see things move off nicely, by-and-bye, or I am much mistaken. There are a lot of inquiries for repairs being heard, but the weather is against things being active in this line yet."

"Yes, trade is rather quiet, and I expect you hear about the same all over the city," said Mr. Harrington, Yonge street. "We hope to find things better in the course of a few weeks. House furnishings should soon show signs of improvement. I guess there is a fair share of what is doing coming our way."

"We do not expect much to be doing at this time of year," said Wm. C. McFarland, Parliament street. "Paints and oils are moving a little, but the demand for these lines will not be much felt for a month or more yet. No, we are not running much on tinware; there is not much in it these days. It is cut up too much."

"We have all that we can do in the jobbing line," said Wm. Mathieson, King street east. "Sales are rather slow in the store, but that is to be expected." "Yes, we have quite a collection here to repair; here is a gun, a toy jumping goat, a banjo, etc," interposed an assistant. "We mend anything that comes along that there is any money in, and if we undertake a job and cannot do it satisfactorily, we'll get a new one for you."

"There are a great many grievances that retail hardware men have in general," said Wm. Mullett, 738 Queen street east. "Wholesalers are combining for the mutual protection of their interests; the manufacturers are also doing the same thing. Why do not the retailers do likewise? I have been about 18 years in the hardware business here and elsewhere, and have seen local dealers combine to keep up prices, and make a list, which all, at the time, agreed to abide by, but soon some penny halfpenny outside man carrying other lines would come along and break through it, and in a short time things would be as bad as ever. While wholesalers continue to supply goods outside the legitimate trade, we can do very little to remedy the evil."

Agitation has been renewed in Montreal for the establishment of a wheat pit.

STATE THE PRICE.

A FACT will outrace a theory any time, therefore I will state a couple of facts, says a writer in Printers' Ink. A while ago I wanted a library appliance, and at about the same time the want was created a page ad. of the article appeared in a magazine. Now, there was a chance for cohesion at once. I wanted the article and the man in New York wanted me to have it—provided I paid for it. I eagerly read what little was said about it, and was disgusted because the price was not stated. I did not feel disposed to write to New York and await a reply to learn what the manufacturer, I thought, ought to have told me in his ad. Had the price been stated, and had it been a reasonable one, a cheque would undoubtedly have gone off by first mail; as it was, a half-hour's hunt in the furniture stores on Wabash avenue made it possible to buy at home.

Another case: A furrier in this city not long ago broke out in an advertising fit and filled pages of the daily papers. He ran illustrations of his garments, and under every article asked the reader to "write for prices." The attention of a friend whose wife was so fortunate as to have presented to her a seal sack, latest Columbian style, with sleeves as large as a big ham, was called to this ad. He laid the paper down with the remark that he had no use for a house that dare not state in an ad. the price of the article it advertised; that a wide-awake, up-to-the-times house would not hesitate to face the music of competitors by giving its price in print. As a consequence he bought elsewhere.



F. NEWMAN G. McGOWAN A. MacFARLANE H. DOUGLAS
L. J. LABELLE J. DAVIDSON, (Capt.) A. BAIN G. A. JORDAN

HOCKEY TEAM—CAVERHILL, LEARMONT CO., MONTREAL.

BRANDRAM BROS. & CO.

ROTHERHITHE, LONDON, ENG.

Manufacturers of the Celebrated Brand

BRANDRAM'S B. B. GENUINE WHITE LEAD

B. B. WHITE LEAD

BRANDRAM'S B. B. NO. ONE WHITE LEAD

Noted for its Extreme Whiteness of Color, Purity and great Covering Property, rendering it specially suitable for Painting in Enamel White and other Decorative Work. To be had of all the Principal Importers in the United States, and for the Canadian trade. Manufactured in Halifax, Nova Scotia.

FOR SAMPLES AND INFORMATION APPLY TO

HENDERSON & POTTS

NOVA SCOTIA PAINT WORKS - - HALIFAX, N.S.

LOOK AFTER YOUR SIGNS.

WE are not superstitious, but we believe in signs: Signs of enterprise, signs of prosperity, and signs of originality.

An attractive store sign, prominently placed, and neatly kept, is a sign of all these other signs.

A sign need not always be ornate or glittering, but it should be kept in good condition and read plainly. If it does not read properly, a failure to accomplish its purpose is certain. It is the finger-board of trade.

In many towns in England the merchant's business is known by the sign that he displays. For instance, ask a man where you can get nails and he will direct you to the "Golden Anvil," etc.

A sign should be placed as much as possible in a position that it may catch the eye of the passer, and should clearly and briefly state the style of the firm and the business carried on. Care should be taken in wording a sign, a slight mistake often making it ludicrous. For instance, the business man who hung out the following sign: "Don't go anywhere else to be cheated. Step right in here," was surprised to find that it created much merriment, but brought no trade.

Wooden models of anvils, keys, guns, etc., all make good signs, and can be placed in a position of prominence by means of iron rods or hung to a bracket.

There is a great tendency amongst merchants to neglect their signs. Some years ago they had placed a sign up, which no doubt was all right originally, for many of the letters are still left, but the passer-by has often considerable difficulty in deciphering it, many of the letters having dropped out.

A HARDWARE representative, in his rambles about the city, has from time to time noticed on many windows the relics of porcelain signs that once informed the public the names of the firms carrying on business in the different stands, but many have lost one or more letters, which, in many cases being cemented on, have loosened and dropped off. In some cases these signs have been in this condition for months. These firms no doubt think it is a minor detail that will not lead to any loss of business, but it looks slovenly and unbusinesslike to say the least.

The public are quick to draw conclusions, and likely to conclude that the man who is careless about the appearance of his own place of business is a poor one to place confidence in.

Signs need not necessarily be expensive or elaborate, but they should read plainly, be kept in good repair, and be placed where they can be seen to best advantage.

METHODS OF ADVERTISING.

AFTER many years of experience in the hardware business and its various branches, one may begin to realize some of the qualities and methods required to build up and extend a business that shall be both substantial and remunerative. To be thoroughly successful one must have a liking or adaptation to the business, for while to the uninitiated it may look easy, not every one can conduct a hardware store and make it pay; at least not without some previous training for their chosen vocation.

While one must be governed in methods by his location and trade, yet there are a number of general principles that may influence the extension of one's business by increasing the demand for the merchandise which is offered for sale. Advertising in the local papers, if judiciously done, may be considered one of the most important means to this end. The writer believes that ordinarily a brief statement of the facts concerning the goods to which one wishes to call attention is better and has a more lasting effect than an elaborate or overdrawn statement or one of too many words.

A cut of the article or articles advertised is a great factor, especially in this line of business. The advertisement should be changed as often as once each week, each succeeding advertisement being more attractive and novel than the former, if possible, for when an advertisement becomes stale it is a waste of printers' ink. One of the best advertisements of hardware that I have ever seen was used by an energetic firm who do an extensive and growing business in Southern Michigan. This consisted of a cut of some leading event of the day, with a few words relative to it leading to some special article for sale. This was changed nearly every week, with a new cut, and when displayed near the column of local news was always observed, and while occupying a small space always hit the mark. The cuts were obtained of a firm who make this work a specialty—suiting the cut to the advertisement desired.

Newspaper advertising is an art which evidently had never been cultivated by the firm who had furniture to sell and also combined undertaking with their business, and who, wishing to call attention to their bargains in furniture, headed their advertisement in bold type: This will interest you; and following this announcement with the cut of a hearse. A student at Yale College is fitting himself especially for writing newspaper ads., finding in it a field both congenial and remunerative, and when cultivated talent is used for this purpose one may expect to

reap results accordingly: Hood, Wanamaker, and a host of others attest by their success the power of the pen to extend business. One hardware jobbing house is pinning its faith to this method by investing $50,000 in advertising a special make of bicycle, which will doubtless make it one of the leading wheels. This enterprise in advertising may be used by retail dealers on a reduced scale to advantage.

Advertise, advertise,
Art in asking him who buys—
There the merchant's secret lies.
Advertise.

Circulars, while often set aside as of minor importance, yet serve in their humble capacity to arrest if not hold the attention of a customer, and often form the connecting link in the chain which binds a bargain. But how most efficiently to use them is the question. To distribute them from door to door is antiquated and unsatisfactory, and in many of the larger cities is justly prohibited. The best way to dispose of circulars and other printed matter is to have a box of suitable size in which to arrange and classify them, placed conveniently near the wrapping counter, and when goods are done up, neatly insert in the package such circulars as would be of interest to the customer. This is the most delicate and effective way of using them and often proves a good investment for the trouble. There are other ways of using them, but the writer has found this the best solution of their disposal.

One of the most unique and striking advertisements was recently used by an enterprising hardware firm in one of our leading cities, as follows: There appeared in the daily paper an advertisement that this firm would give away 500 gas stoves, and those desiring to secure one should call and see a sample of the stove and leave their names and the stove would be delivered on a certain day. It was a one burner stove which usually retails for $1.50, and was really a desirable article. No such generosity had ever been heard of before in a business way, and, as may be imagined, the people came with a rush and kept the clerks busy taking their names till the desired number was reached. Of course, to give away 500 stoves without any benefit to the donor could hardly be expected. The rubber tube used for connecting the stove, which was required to be purchased of the firm, partially paid the investment, while the demand created for the ovens, boilers, and other furniture to complete the outfit reduced the loss to a minimum if it did not in the end leave a profit by creating a future demand.

A photographic reprint of a large hardware catalogue reduced in size to 5x6 inches and about 2 inches thick, containing over 1,200 pages, bound in red cloth, was recently made by a large jobbing house, leaving out their name entire and inserting the name of the retail dealer, to whom it was sold at a cost of 30 cents per volume. This distribution to the customers of the retail dealer was highly appreciated, and is one of the most permanent mediums of advertising that has ever been originated. Where one has seasonable novelties in the house furnishing line to sell, a large special postal card, containing cuts and descriptions of articles, mailed to prospective customers, often brings purchasers.

One of the most important articles in a general retail hardware store is stoves, an article in which there is usually severe competition, and their successful sale depends much upon the method used in showing them. The writer believes the model way to show them is to have a room separate if possible from the general store, and this attractively furnished, walls papered, floor carpeted, and supplied with chairs for the comfort of customers. The stoves exhibited, thoroughly blacked and polished, should be arranged on large caster trucks so as to easily handle them before a purchaser. When a cooking stove of unusual merit is being offered, an exhibition of its baking qualities might be given, and an announcement of such an exhibition made in the local paper, stating the day and hour and inviting those especially interested to come and witness its merits as a baker. This same idea might be followed up with many other lines of goods, mantels, and grates, builders' hardware, and many things in the house furnishing line where the size of the town or city will permit of it, and even in small towns one would find this method profitable.

There is nothing that will do more to keep pace with the times than the proper displaying of goods. The front windows are a most important part of this feature, and cannot be over-estimated. A man may be clothed in the most fastidious manner and in the latest fashion, but if his face be grimy and unshaven it will mar the whole and no one will remember anything but the face. So it is with the store. The office and the goods on the shelves may be in good order, but if the show windows are dirty and used for storage rather than display the effect is depressing on the observer; while on the other hand, a window that has a clean front, with goods attractively displayed, will often cause a passer by to stop and look, with many chances of his becoming a purchaser. It is not in the province of this discussion to make suggestions as to how most attractively to dress a window with hardware, but when dry goods and other stores find it profitable to pay good salaries for special work of this kind, it should not fail to interest those who are desirous of extending their trade.

The arrangement of the store should be as automatic as possible. The wants of the customer should be responded to without any bungling by experienced clerks, who are thoroughly posted in the routine of the business of their special department. Too little attention is given to the old proverb, "Knowledge is power," for therein lies the sequel for a successful salesman, and as he is the motive power which propels the craft, it behooves the commander that his crew are well instructed and thoroughly drilled, for upon them depends his success or failure. Where more than four or five clerks are employed I believe it a most commendable plan that they be made thoroughly conversant with any new or special article purchased. This can be done by the buyer, who obtains his points from the traveler, or by the traveler himself. Suppose a new kind of lawn mower has been purchased. Call the salesmen together at a convenient hour, say immediately after closing, if no other convenient time can be found, and spend a half hour, or even less, in exhibiting the special points of the mower—dissecting its parts and comparing its points with those of other manufacturers. Encourage comments by those present as to their ideas regarding the superior or defective points. This could be made a social evening, if thought best, with light refreshments, with papers previously prepared upon any special article relative to the trade, or debates might be given on such questions as—Resolved: That cut nails are better for general use than the wire nail, or that hot water heat is superior to hot air for heating houses of moderate size, etc.

The writer has often found points gained by overhearing a traveling man who was well posted dilate upon an article he was selling invaluable in selling the same to the retail customer, and if this be true in one case, why not in all? When we know a thing absolutely, with what confidence we proclaim and hence impart our faith to the hearer! A response to the demands of one's trade as to the class and kind of merchandise required to meet its wants is necessary if one would do a healthy and growing business. To be continuously out of an article for which there is a frequent call, thus allowing custom to drift to one's competitor, is a poor way to extend business in the right direction. To study the style and class of goods best calculated to please is an opportunity not to be overlooked. It is said that John Jacob Astor once foreclosed a mortgage which he had on a stock of millinery in New York city because the interest was not paid, after matters were adjusted the business was continued with Astor as a partner. Passing through Central Park one might have noted the millionaire leisurely sitting on one of the Park seats carefully observing the bonnets of the most stylishly dressed ladies out for their promenade; any head gear of a peculiar or fascinating style was fully noted and reported to his head milliner. The consequence was that business grew, and two men have since retired from the business worth $10,000,000 apiece. I have said nothing about the power of personal solicitation, but will close by quoting from the rules of a well-known hardware firm:

"Go for business in every direction, in the store and out of it; wherever you see a chance to make a sale work for it with all your might."—D. C. Foote in Iron Age.

"RIXFORD"

HARVEST TOOLS

Send in your Orders. **Superior to all Others**

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE

No. 37 Front Street West, **Toronto.**

A PALACE HARDWARE STORE.

WHEN HARDWARE, about a year ago, announced the amalgamation of McKee & Davidson and Fortye & Phelan, two well-known Peterboro' hardware firms, under the style of the Peterboro' Hardware Company, it was intimated that the new concern would build a magnificent building at George and Simcoe streets, in that town. This building is now completed, and the firm is just getting settled down in its new quarters. The total cost of the building was $14,000.

This is how one of the Peterboro' papers describes the new structure: The building stands out with striking magnificence on George and Simcoe streets, on both of which it has an entrance. The building is three stories in height, and the architectural appearance is excellent. The fronts are of Don pressed brick, relieved with large ornamental windows on each story. The store is an ornament to George street, and in design and appearance would be a striking acquisition to the business street of any city.

It is when one enters and explores the interior of the great store that he realizes what extensive, handsome and thoroughly modern premises the company have for their business. Entering from George street the general retail store is immense in its extent. It has an area of 30 by 106 feet from the front to the rear, and this space is unbroken by pillar or support, the steel girders used in the construction of the upper floors making any columns or supporting pillars unnecessary. At the rear of this mammoth store is the business office, raised slightly above the main floor. In connection with the office is a fire-proof vault, with burglar-proof doors. On the north side of the office is the stairs leading to the second story, while to the south a large sliding door, half glass, connects with the wing which fronts on Simcoe street. This wing is 20 by 50 feet in dimension. Throughout the entire interior everything is finished in oak, with varnish finish. Counters have been dispensed with, and in their stead eight handsome and highly polished oak tables are ranged the length of the main store on the two sides. The main store will be for general hardware, while the wing will be the iron warehouse or department. The driveway from the Simcoe street side leads to a large double doorway in the wing opening to the elevating hoist, which runs from the cellar to the roof. This arrangement permits goods to be delivered from the trucks or drays to the hoist, and then placed in any part of the building where they may belong.

The main store is perfect in its interior equipment. The shelving on either side extends the full height of the ceiling, 18 feet, and a balcony runs along each side in order to allow the goods on the topmost shelves, where the reserve stock of shelf goods will be kept, to be reached. A bicycle step ladder has been placed on each side with the shelving. This is simply a step ladder running at the bottom on a track on the floor and at the top on a metal bar. It allows the clerk access to any of the shelves below the balcony, and can be moved along at will, either before or after mounting. It is an exceedingly convenient contrivance. When the company have their large stock placed on the shelves and arranged throughout this immense store, the display will be most advantageous. The substantial finish of everything throughout the ground floor, the elegantly appointed office in the rear, with the prevailing "bigness" of the premises, impresses one immediately upon entering. Fourteen gasaliers will light the ground floor at night, while during the day an abundance of light finds entrance through the large plate glass windows in front and rear.

The second and third floors, which covers the same area as the ground floor, will be utilized for reserve stock. The second floor has been fitted up with shelving for this purpose, and the third story will be devoted to glass, harvest tools, etc. The company will thus be given ample space for the accommodation of the larger stock of hardware, iron, glass, paints, oils, etc., which they propose to carry in supplying their retail and wholesale trade.

The cellar extends under the entire store. It has a Portland cement floor, and will be utilized for storage purposes. Here the closets and wash rooms, fitted up in modern style, are situated.

The heating of such extensive premises is an important consideration, but has been successfully accomplished. It is heated by a combined hot water and hot air furnace. The store is heated by hot air, and the office by hot water.

The officers of the Peterboro' Hardware Co. are: President, R. B. McKee; vice-president, H. Phelan; secretary, R. H. Fortye; treasurer, R. S. Davidson.

According to the report on tavern and shop licenses, the number issued in 1893 was 4,313, a decrease of fifty-one as compared with the preceding year. The decrease is chiefly in the shop licenses, while the wholesalers have increased by four. The total revenue derived was $664,169, as compared with $665,609 for the preceding year. Of this the municipalities received $289,996. Drunkenness, which has been gradually on the decrease, shows also this year a falling off of 74 cases. The figures for 1893 were 2,652, and when it is remembered that in 1877 the commitments numbered 4,032, the improvement is fully apparent.

THE CRADLE CHURN.

A NEW churn is being placed on this market. It is named the "Cradle," and the accompanying cut shows the manner of its construction.

In their circular the manufacturers claim for this churn that it is the easiest to clean and the easiest to operate, and on account of its peculiar construction no tight cover is required; a free circulation of air is allowed while churning. The labor is at least one half of that required by the ordinary barrel churn, and there is positively nothing about it to get out of order. The shape of the churn is such that, when rocked back and forth, the cream describes a complete figure eight, and is, it is claimed, more thoroughly



agitated and mixed than by any other process. In addition, the manufacturers give the following guarantee: "We guarantee the Cradle churn to make the best granulated butter in as short time and with much less labor than any other churn in the market." The wholesale agents are the well-known firm of Chas. Boeckh & Sons, Toronto, manufacturers of brushes, brooms, and woodenware, who will be pleased to forward circular and testimonials, and quote prices, terms, etc. Perhaps the most interesting feature to dealers is that these churns will be sold only by the trade, and in no case by agents or pedlars.

NICKEL AND SILVER.

Some authorities say that the prices of nickel and silver will eventually cross each other, says B. C. Commercial. They argue that nickel is more useful, is scarcer, and is not so readily produced, and that as silver is used less as a symbol of wealth, its value in that direction will gradually depreciate. In such an event there is a long road, because silver has in it the tradition of ages, and the poorer classes of the world would be actuated in its use as the rich have been, and for a long time the downward course would be stayed by this sentiment alone. A general return to bi-metalism, would, moreover, completely reverse the conditions on which some few financial experts base their pessimist view of the future of silver.

BUSINESS IS BUSINESS.

SO says the old saw, and true it is that business is business—all the time, says Ironmonger. Some of us occasionally forget or overlook the fact, but sooner or later it comes home to us, and if we have done what should have been business in an unbusinesslike manner we are pretty sure to have to bear the consequences. It is surprising how many men in business there are who are not men of business. They may be the round men in square holes or the square men in round holes, or they may be men who ought never to have embarked in business at all. Whatever the cause, there is no question as to the effects. These are the men who look upon a business as being a sort of annuity or pension. They regard their business as being either a nuisance to themselves personally or, on the other hand, as being a sort of an enclosed preserve with which no external hand may meddle, and against which no competitor should dare to arise. They do as little work personally as possible. They "never advertise," don't read their trade journal, "don't like telegrams," hate all signs of progress; hold on like grim death to old patterns, old prices, old profits, and old ways generally; and when they find themselves thoroughly stranded pose as victims, and deem themselves very badly used men. With these business is not business, and if the class to which they belong does not try to "keep up with the procession" they are bound to be lost sight of. Another class of men with whom business is not business is the large class whose members never have time for anything; are always "on the rush"; seem to be "worried to death" (by their attempts to do everything themselves); never know how their stocks or books stand; fuss about over every single transaction of the day, and ultimately become prematurely old, faded, and impecunious men. That sort of thing is not business. The man who is engaged in any branch of trade, and who means to be successful, must embody the great principles of the division of labor, must organize as well as work, must keep his head cool, and must so arrange his stock and books so as to be able to ascertain "where he is" at an hour's notice. Of still another class is the man who knows the the mechanical or routine part of his business thoroughly; who has been "in it" all his life; who is perfectly respectable, industrious, and conscientious, and yet never gets ahead of his actual wants, and never has fifty pounds to expend or invest. This class has many members, who are often deserving of the utmost sympathy and encouragement. They do not succeed thoroughly because they are lacking in some of the essentials which make for complete success. Either they are afraid of "stepping out" in order to keep up to date, or have no belief in the efficacy of most of the modern incitements to progress of which they read or hear. Some of them are short of capital, others are burdened with large families—in both of which circumstances the brake of sluggishness is more misfortune than fault. But the average man of this description does not make the most of his opportunities, and his shortcomings lead one to the conclusion that with him, too, business is not business in the proper sense of the phrase. Now, it is perfectly clear that, in theory, at all events, men of business should always be businesslike men. That is the only route to the goal of success, and if the conditions of the contest are not observed no man can justly complain if he fails to secure a prize. Most men have opportunities of some kind at some epoch of their lives. The man who takes the tide on the flood is the man who succeeds and makes money. The unsuccessful man does not grip the chance when it arrives, and often indulges in a life-long lament that he did not do so. That is the difference between the two men. One is eagerly on the look-out, and never loses a chance; the other expects opportunities to be almost forced upon him, and even then fails to grasp and turn them to account. To the man with whom business is business it is so all along—not now and then, but every minute of the business day, and every working day of the entire year. And that is so in details as well as in what we may term bulk. Genius is said to consist in infinite pains over insignificant matters: so business is business in relation to all things in a man's affairs—from A to Z, and from the largest wholesale transaction to the smallest retail sale. Business is not fun, nor is it the mechanical performance of any given set of duties. It is the combination of brains with hands, eyes, and ears; the due consideration of all conditions and circumstances; the prompt grip of opportunities; the honest and just treatment of all persons with whom you come in contact; the careful observation of all that is going on around one and in the world at large; the readiness to move on with the rest of the world, and particularly with the rest of your trade; the receptivity of new ideas; and the determination to be a "twenty-shillings-in-the-pound" man all round. Depend upon it business is business, and no man can succeed unless he means business, sticks to business, and is always business.

THE CONSOLIDATED
PLATE GLASS
COMPANY OF CANADA (Limited)
HEAD OFFICE:
73 and 75 Wellington Street West, TORONTO
BRANCHES:
MONTREAL, 338 St. Paul St. LONDON. OTTAWA.
FRANK J. PHILLIPS, Toronto, President.
WM. R. HOBBS, London, ALEX. RAMSAY, Montreal, } Vice-Presidents
Correspondence Solicited. Estimates Given
Special Discount to the Trade.

HONORS FOR A CANADIAN.

A CABLE in Friday's Empire contained the information that Mr. Geo. A. Goodwin, a Canadian, following his profession in London, had been elected president of the Society of Engineers. This distinction is a notable one, especially in view of the fact that Mr. Goodwin is not yet 40, and the honor is one which indicates not only success, but the possession of good abilities and fine qualities. Some information about Mr. Goodwin's career will be read with interest, not merely by his friends in Canada, but by all who are pleased in the success of Canadian brains and Canadian worth, especially as Mr. Goodwin has been engaged in large engineering operations in every quarter of the globe. The new president of the Society of Engineers, who now resides at 28 Victoria street, London, was born in Montreal in 1854. He left Canada at an early age, and received his education at Paris, London and Manchester, completing his studies at London. After a five years' apprenticeship, he gained in 1875 a Whitworth scholarship, which at that time had a value of £100 per annum, and was tenable for three years, while he carried off other prizes at the end of each year in his other examinations.

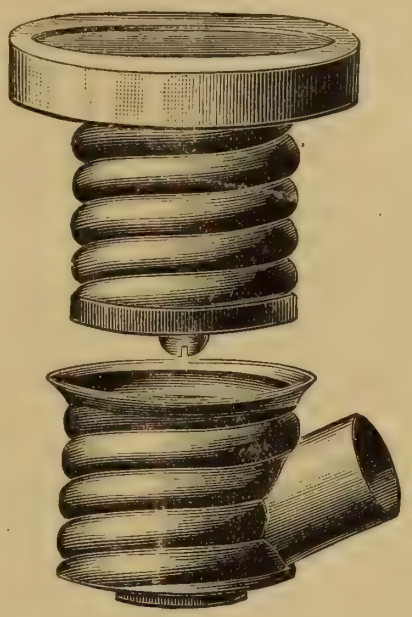
One of his first professional engagements was in the service of Mr. John Fowler, now Sir John Fowler, Bart., K.C.M.G., and there he filled the important position of chief inspector for all the work sent out to the New South Wales government, for whom Sir John is the consulting engineer. His next engagement was with the Hon. F. Cadogan, of London, and the Prince de Sagan, of Paris, to carry out a series of experiments, in the application of superheated steam to locomotives, which was done on the G. E. railway. After that he was busied with cold air refrigerating machinery, the first cold storage chambers at the Victoria docks being built and fitted under his immediate supervision, as also the fitting up of several steamers with similar plant. In 1881 he started business as a consulting and supervising engineer, which he has carried on up to date in England and the continent with equal success.

Among the important works he has since had charge of, is the construction of the Eveleigh running sheds, a building with a semi-circular rib roof of 100 feet span, and the Eveleigh workshop with a hip roof of 50 feet span, 150 feet long, to say nothing of numerous railway and road bridges. A most responsible undertaking was one for the New South Wales government, which included the iron work for the immense abattoirs at Sydney, sewage aqueducts made of wrought iron six feet in diameter, with bridges for carrying them, and machinery for a cable traction station. While in Australia he constructed a 720 foot suspension bridge for a private company. He also superintended the rolling stock for the Smyrna and Cassaba railway, winding and hoisting engines, and air compressors, with regulating valves, for the Transvaal, being a patent of his own, and having for its object an automatic gear to relieve the engine of all work without stopping it or varying its speed. He also acted as consulting engineer for two companies, and one of his notable achievements was the fitting up of steamers for carrying frozen meat from Australia and the Falkland Islands to England, the Selembria for the service from the Falklands, being the largest carrier at that time, having a capacity of 1,000 tons, equal to 30,000 carcases, with four cold air machines, each of 70,000 cubic feet capacity. Among his other extensive undertakings were the designing of a sea pier for the eastern shores of Asiatic Russia, drawing plans for an extensive installation of hydraulic power in one of the chief cities in the United States, and the superintendence of the major portion of the superstructure of the Liverpool overhead railway.

Mr. Goodwin practices as a technical expert in engineering law suits, and has had the scientific conduct of several important cases. He is the author of a paper on the "Relative Merits of Working Hoisting Machinery by Steam, Water, and Electricity," which was prepared for the Chicago Engineering Congress, 1893.

On two occasions Mr. Goodwin has acted as hon. examiner in engineering and practical electrical work for the Crystal Palace School of Engineering.

He is a member of the Institution of Civil Engineers, and president of the Society of Engineers.—Toronto Empire.



NEW

Steel Creamer Tap

All Parts Retinned

Superior to Lead taps and much cheaper. . .

THOS. DAVIDSON & CO.

MONTREAL

A SAD SURPRISE.

THE Sydney, N.S.W., papers of the first week in January, bring the sad news of the death of Mr. G. B. Rowley, brother of one of Ottawa's well known citizens, Mr. W. H. Rowley, of Eddy & Co.

All the papers contain obituary notices expressing deep and general regret at Mr. Rowley's demise. From these the following is selected :

"The melancholy news of the death of Mr. G. B. Rowley, of the firm of Clarke & Rowley, was received in town from Parramatta this morning with general regret. The deceased gentleman will be remembered as secretary to the Rosehill Racing Club, for which association he so successfully labored for many years past. Both in public and private he was highly respected. His manner at all times was staid and resolute, but underneath his manly countenance a Bohemian smile was always discernible. His word was his bond, and for these estimable qualities he was much admired. In the early part of his life Mr. Rowley was engaged in the lands department as draftsman, in which capacity he was considered quite an expert, in fact his skill was acknowledged to such an extent that the government accepted many of his maps, which are used in the Public schools and recognized as the most reliable extant. The cause of Mr. Rowley's death was owing to his being thrown out of his buggy last evening, when he was so seriously injured that he never regained consciousness. The deceased was a single man and only about 40 years of age."

The papers also contain a notice that in consequence of Mr. Rowley's death the Kensington race meeting had been post poned.

TRADE CHAT

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

THE Canadian General Electric Co. are about to commence the manufacture of cars at their works at Peterboro'.

Winnipeg merchants are seeking a compulsory law to close all retail establishments at 7 p.m.

Stocks of copper on February 15 aggregated 47,150 tons, compared with 60,100 the same date last year.

John G. Bradley, book-keeper in the London Brush Factory, London, was married on Wednesday evening to Miss Nellie Fletcher.

Robertson's saw works, King street west, Toronto, was the scene of a small fire at noon Tuesday. It was caused by the upsetting of a paint pot.

The hardware and general stores, Bolton, will close at 7 o'clock on Monday, Wednesday and Friday evenings until some one breaks through the ice.

Tweed is becoming an asbestos centre. Last year 450 tons of that useful mineral was mined, and 100 tons will shortly be shipped to Elizabeth, N.J.

The town of Brampton bonused a large foundry some years ago to the extent of $75,000. The ratepayers are still paying interest and principal, but the business is no more and the town is offered $6,000 for the whole plant.

The Halifax Shovel Co. are erecting a shed at the end of their handle factory and fitting up the same with machinery, so they will not lose all their spring trade. They will rebuild upon the old site as soon as the weather is fit.

One of the new vessels now being built by the British government as a torpedo boat destroyer is expected to attain a speed of thirty knots per hour. Thirty knots is thirty-four and a half miles, a speed seldom made in Canada by railway trains.

The Hart Emery Wheel Co., of Hamilton, will no longer sell their manufactures through the Dominion Emery Wheel Co., which for the past four or five years have been exclusive agents. The Hart Co. intend to do business for the future in their own name.

Gordon & Suckling, real estate agents, Winnipeg, estimate that the building record in that city for 1894 will reach fully $1,500,000. Reports indicate that a number of structures, costing $25,000 to $100,000, will be erected during the coming season, also a large number of high class residences. The Free Press says a number of contracts are already let, and operations will commence as soon as possible.

Hendrie & McNicol, of the Hamilton Bridge Company, had an interview with the Controller of Customs last week, and discussed the question of a rebate of the duties paid on certain importations of iron and steel used in the construction of the steamship Chippewa.

The Canadian General Electric Co. have secured a contract from the Toronto Railway Co. for 80 street car motors and about 3,000 horsepower of generators. Including this contract the Canadian General Co. have sold during the past few weeks electrical apparatus to the value of about a quarter of a million dollars.

Wiarton Board of Trade has elected these officers for the present year: President, D. M. Jermyn; secretary, James F. Symon; treasurer, G. W. Ames; council, B. B. Miller, J. J. Clark, John Irwin, J. P. Newman, J. V. Crawford, Wm. Sadlier, James Hunter, and D. G. Mills. The board wants a fish hatchery, a market place, a public park at the bay, and connection with the C. P. R.

F. B. Fanchot, of Buckingham, who was in Montreal last week, reported matters quiet in the phosphate industry. He states that Florida phosphate is so greatly under Canadian phosphate in price that the market for the latter is comparatively dead. In his opinion it will require a considerable space of time for the market to revive.

Letter boxes have been attached to the street cars in Huddersfield, England, and letters can be posted in these boxes as the cars are traversing the suburbs, the boxes being emptied by the postoffice employees on the arrival of the car at or near the central postoffice on each trip. If a person stops the car especially for the purpose of mailing a letter, a penny is collected by the conductor and deposited in the fare box. This doubles the cost of sending the letter, but the advantage of an immediate special delivery is secured, and letters are greatly expedited by the scheme.

Application is to be made by the Hamilton Radial Electric Street Railway Company to the Legislature to increase the capital stock from one to two million dollars, and to extend the lines from Hamilton to Niagara Falls, Hamilton to Brantford, Oakville to Mimico, and from Elmira to other points in Waterloo County. The company propose to build a system of radial railways out of this city, and to bring the power to operate them from Niagara Falls. It has been in existence about a year. No active operations on any of the lines have yet been commenced.

C. A. Jaques, of Geo. E. Jaques & Co., shipping agents, of Montreal, and A. B. McKay, of Hamilton, have returned from Toledo, Ohio, where they made arrangements for the establishment of a steamboat line between that city and Montreal. They control the steamers Acadia and Melbourne, two of the finest passenger and freight steamers on the lakes, and propose to run them so as to connect with the ocean steamers running to Great Britain and Europe, discharging freight and passengers directly, thus saving transhipment. These boats will carry one hundred passengers and six hundred tons of freight each.

The sixth annual meeting of the shareholders of the Londonderry Iron Co. (Ltd.) was held in Montreal last week, when the annual report for the past year was submitted and adopted. The following Board of Directors was re-elected: Lord Mount Stephen, the Hon. Donald McInnes, A. T. Paterson, John Turnbull, Sir Charles Tennant, Bart.; A. S. McClelland and R. MacD. Paterson. And at a subsequent meeting of the directors A. T. Paterson was re-elected president and managing director, the Hon. D. McInnes, vice-president. Jas. Phymister wass appointed secretary and F. C. Budden, treasurer.

A terrible accident occurred at the McKinnon dash and hardware factory, St. Catharines, Saturday morning, and Thomas Feeney, a young lad of about 17 years of age, was so badly injured that he died a few hours afterwards. The unfortunate lad was minding the Japan oven, and, without any warning, it exploded. The building in which was the Japan oven is only lightly constructed, and the force of the explosion was so great that the room was almost completely wrecked. The roof and a portion of the walls, which are only the thickness of a brick, were blown out. Feeney's side was torn open and his liver was disrupted.

About fifty manufacturers of agricultural implements from the western and northwestern States had a meeting at the Grand Pacific, Chicago, last week, to consider the Wilson tariff bill, which proposes to put agricultural implements on the free list. After a lengthy discussion it was decided to send a petition to the Senate Committee, which now has the bill in charge, setting forth that it is unfair to submit American manufacturers to a free competition with foreigners when the latter impose a tariff against American tools and machines. The present tariff, which the Wilson bill removes, is 35 per cent.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton. Ontario.

8P

TORONTO CUTLERY CO.,

65 and 67 Yonge Street, Toronto

M. MAYER, Propr.

NON-XLL	Pocket Knives	WARRANTED
IMPERIAL	Razors	
T. C. Co.'s	Nickel Steel Shears	
WILLIAMS	Dble Shear Steel Butcher Knives	

We fully guarantee all goods named above.

ADAM HOPE & CO.,

HAMILTON

Offer for Sale

"Pioneer" and "Sloss"

PIG IRON

These are fine foundry irons, being strong and large scrap carriers.

Also all the well-known—

Scotch Brands,
Broken Car Wheels,
and Railway Cast Scrap.

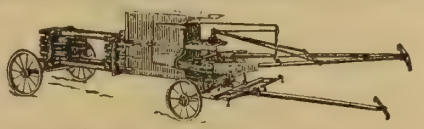
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Made of Steel—lighter, stronger, cheaper, more power, everlasting, and competition distanced.

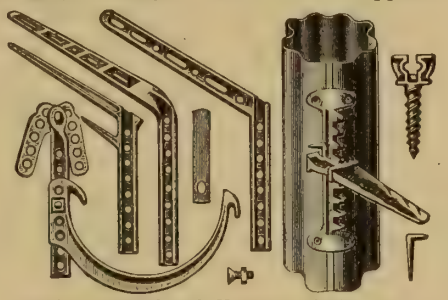


Also all styles of Bale Ties made from the Best Steel Wire.

Manufactured by BOYD & CO., Huntingdon, Q.

BERGER BROS.

Tinners' Hardware and Roofers' Supplies.



The best Eave Trough Hangers and Pipe Fasteners on earth. Berger's Long Eave Gutter, Pipe Hooks and Fasteners of every description. Also Ridging, Crestings, Finals, Registers and Ventilators. Don't buy until you have our price. Samples and catalogue free.

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Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

Gas, Electric, Combination

Fixtures AND Brackets

English, Canadian, and American DESIGNS



A select stock of Gas and Electric GLOBES always on hand

JAS. BARWELL, 88 Bay Street, Toronto

Drawings and prices on application.
The trade supplied.

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ENGLISH HOUSE: **SAMUEL, SONS & BENJAMIN** 164 Fenchurch St, London, E. C.

Screen Doors and Windows
Green Wire Cloth
Screen Door Hinges

(LARGE ASSORTMENT)

PARIS GREEN

WRITE for QUOTATIONS

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, Feb. 23, 1894.

HARDWARE.

There has been no radical change in the position of the general hardware market since our last. In some particulars there is a moderate degree of activity to note, but it is solely confined to a movement in small sized assortments of various kinds of shelf goods for immediate wants, and does not extend to all descriptions of hardware. The movement, however, is fair of its kind, in fact furnishes quite a respectable aggregate business. Wire cloth, cutlery, screws, and bolts and carpenters' tools seem to be the kind of goods most enquired after, and they constitute the bulk of the orders going forward. For spring delivery a few orders keep coming forward, but buyers as a rule manifest caution about ordering. We referred last week to low stocks, which is fairly correct, except in the case of cutlery. It is true that the stock of some lines of this was allowed to run down pretty low at the end of the year, as is the custom, but since that time there has been a suitable replenishment, and one of the leading general houses here show an extensive and varied assortment of all the leading brands of cutlery, where intending purchasers will be sure to find all they want. Payments do not appear to be as satisfactory as they might be from Ontario, but in Quebec they are fairly good.

WIRE—Business in wire continues small, and no change is anticipated in the near future.

ROPE—Only a few small lots are moving for actual wants. Otherwise business is quiet. We quote: Sisal, 8½ to 8¾c. for 7-16 and upwards, and 15c. for deep sea line; pure manilla, 10¼ to 10½c. for 7-16 and upwards, and 11¾c. for smaller sizes.

CUTLERY—There has been a fair movement for immediate shipment in small orders of these goods. In our last some reference was made to small stocks of this kind. This was hardly correct. Brokers and makers agents, it is true, have not been doing very much so far, but although stocks as usual were allowed to run down at the close of the year, there has been considerable replenishment since that time. In one case at least, of one of the big general houses, its stock of cutlery we can testify from personal inspection is a large and varied one.

NAILS—There is little or nothing doing in cut nails and only a few small lots of wire nails are moving.

BOLTS, NUTS, ETC.—Demand for small lots of carriage bolts, nuts, burrs, etc., that we have previously noted, continues.

TACKS—There has been a moderate business in tacks on account of immediate shipments. House tacks in small kegs are one of the lines showing a good deal of movement.

CHAIN—Quiet and dull, with nothing special to report.

HORSESHOES—No business doing in horseshoes, but a few small lots of horsenails are moving out. Spring orders are backward.

WARE—There has been some further business in common iron ware, but it is slacking up a little.

SPORTING GOODS—As a rule these are dull and featureless.

TOOLS—Quite a fair assortment of carpenter tools keep on the move, but the business doing is not of an extensive character.

PLUMBING SUPPLIES—Nothing special to report.

BUILDERS' SUPPLIES—Are absolutely without feature.

IRON PIPE—A few small lots have been moved, but for forward business buyers won't operate.

NAVAL STORES—The firmness in turpentine noted in our last has been accentuated and we now quote the line at 52 to 53c. according to quality. Business, however, remains quiet in all lines. We quote: Turpentine, 52 to 53c.; resins, $2.50 to $5, as to brand; coal tar, $3.50 to $4; cotton waste, 6½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12½c.

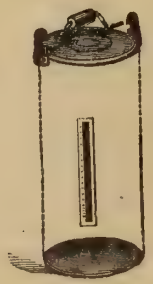
METALS

The dull, depressed feeling that we have had to report in heavy iron and metals is still the predominant characteristic of the market. In pig, for instance, neither the agents of the Nova Scotia furnaces or importers of Scotch brands are doing anything Bar iron is the same way, while in other lines, although cable advices from England state that prices are at bed rock and more apt to advance than remain stationary, business in tin plate and other leading lines for spring importation is conspicuous by its absence.

PIG IRON—The market for pig iron is steady but dull. A few small lots of Nova Scotia have been placed for forward shipment at $17 for No. 1 and Summerlee at $19, with Carnbroe $18. Buyers, however, manifest a determined opposition against operating ahead, and will only take what they see an opening for. We quote ex-store: Summerlee, $19 to $19.50; Eglinton, $18 to $18.25; Carnbroe, $18, and Nova Scotia, $17.

SCRAP IRON—There has been nothing


BROAD HOOP PATTERN.








IRON CLAD PATTERN.

We can Supply at Once everything required in the milk delivery line—Cans, Trimmings, Pails and Sheets. We have an entirely new idea in Creamery Can Gauge, easy to solder, perfectly tight, unbreakable. Sap Buckets and Spiles. We can supply both the ordinary flaring and Montreal pattern deep straight bucket.

THE McCLARY MNFG. CO., London, Toronto, Montreal, Winnipeg, Vancouver.

The Best is the Cheapest.

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STANDARD BELT

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J. L. GOODHUE & CO., Danville, Quebec.

A full stock of our goods kept on hand by our Western representative,

H. D. SIMMONS & CO.

Telephone 2164. 85 York St., Toronto

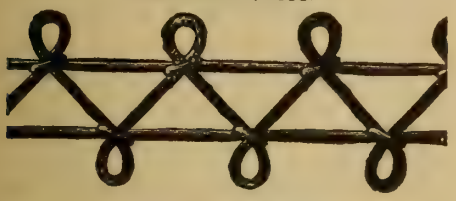
Manager of Works Wanted.

A well educated and thoroughly practical Mechanical Engineer with previous experience, capable of taking sole charge of the Mechanical Department of the business. One with a knowledge of Electrical Engineering preferred. The company has a well equipped machine shop, and is at present engaged in manufacture of Skates, Bolts, Nuts, etc., and General Machine Work. Address, stating age, qualification, previous experience, reference and salary required.

The Starr Manufacturing Co., Ltd.

HALIFAX, N.S.

Pat. Nov. 19, 1889.



Above Cut is One-half Actual Size.

"Hathaway Fence Wire."—Safe, solid and sure. The handsomest. Seen at long distance. Will not sag or get out of shape. Allowance for contraction and expansion. Suitable for farm, field, garden, lawn or trellis work. Easily put up; splices itself, and cheap.

THE COLLINS MANFG. CO., Manufacturers, 84 Adelaide Street East, Toronto.



THE Eureka Refrigerator,

PATENT.

Manufactured by the Eureka Refrigerator Co., of Toronto. 54 Noble St.

WM. HOOEY, Manager

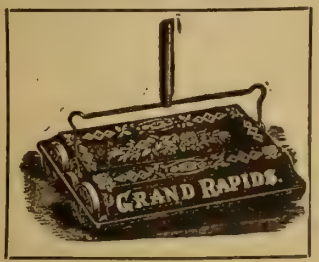
This cut shows our grocer size. We keep a large assortment in stock for the trade, which we will supply at any time.

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AMERICAN CARPET SWEEPERS

CANADIAN MAKE

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BEST QUALITY

PRICE PER DOZEN, $26.00.

Order from your jobber, or send direct to

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Send for Price Lists. HAMILTON.

CUTLERY.

Jos. Rodgers & Co's, E. M. Dickinson's and other Sheffield Makes. German Pocket Knives and Razors, "Hercules" Scissors. Import orders solicited. See our samples and prices.

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MONTREAL and TORONTO.

Pure Southern TURPENTINE Our Specialty

Remember, we are headquarters for the pure article, and intending purchasers will do well to get our price before placing their orders.
Every barrel of Turpentine we ship is accompanied by our printed guarantee that it is ABSOLUTELY PURE.

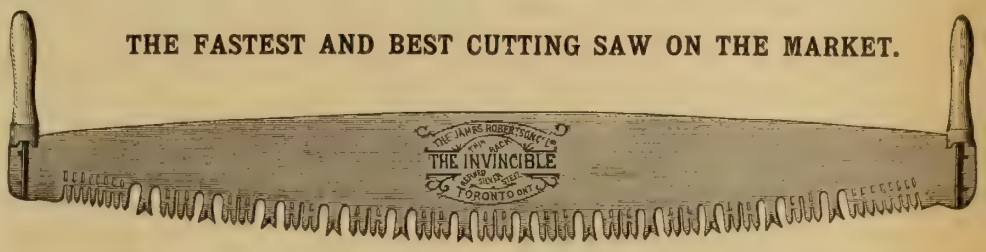
We Are Not Members of any Combine.

FRANCIS, FROST & CO., 33 Front St.W., TORONTO

THE INVINCIBLE.

EVERY SAW WARRANTED.

THE FASTEST AND BEST CUTTING SAW ON THE MARKET.



Guaranteed four Guages Thinner on Back than Front and Made from the Highest Quality of Double Refined Silver Steel.

Manufactured only by

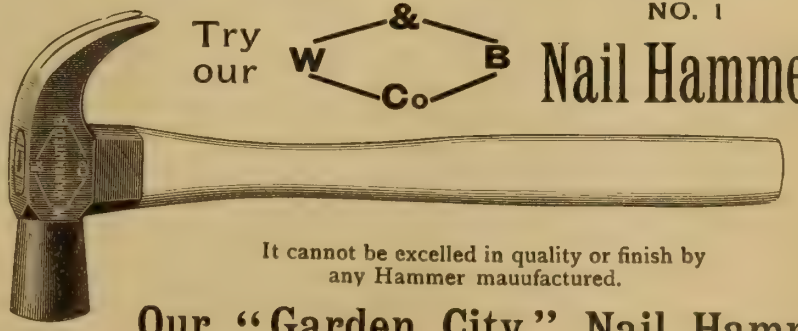
The James Robertson Co. (LIMITED.)

SAMPLE ORDER SOLICITED. Toronto.

THE WHITMAN & BARNES MFG. CO.

Canadian Branch: St. Catharines, Ont.

Try our W & B Co NO. 1 Nail Hammer



It cannot be excelled in quality or finish by any Hammer mauufactured.

Our "Garden City" Nail Hammer

GET OUR PRICES AND TRY OUR GOODS

Is the best and cheapest "Solid Cast Steel" Hammer on the market. . . .

We aim to keep in stock a full line of Hammers, Sledges, etc., and will make prompt shipments. . . . . .

MONTREAL MARKETS.—Continued.

special to report in scrap during the week, and we quote wrought iron $14 to $14.50.

BAR IRON—There is only a small movement to meet actual requirements. We quote $1 85. No change is anticipated in this line until the tariff matter is settled.

SHEET IRON—This line continues quiet and unchanged, at $2.40 to $2.60 for black sheet iron; Russian sheets are quoted 10½ to 11c.; common sheet, $2.25 to $2.40, according to gauge.

HOOPS AND BANDS—Trade rules quiet and prices are nominally the same, at $2.30 to $2.35.

STEEL—There is a jobbing business doing of the usual dimensions for the season. We quote: Best cast steel, 10½ to 11c.; sleigh shoe, $2.40; spring, $2.50; tire, $2.50 to $2.75, and round machinery steel, $3.

GALVANIZED SHEETS—There is little or no business to report. Prices continue nominally unchanged. We quote: 4¾ to 5c. for ordinary brands; Morewood, 6 to 6¼c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., and the usual extra for larger sizes.

TIN PLATE—There is no particular change in tin plates, and we have nothing to report either in the matter of business on spot or for spring importation. We quote: Cokes ex-store, $3 to $3.15, and charcoal $3.50 to $4, according to brand.

CANADA PLATE—Canada plate rules steady for business from stocks here, and a few small lots have been moved at $2.45.

TERNE PLATES—There s nothing doing in ternes, which we quote at $7 to $7.25, as to grade.

COPPER—Copper rules dull and nominal at 11 to 12c.

TIN—No change in tin this week, which we quote at 20 to 21c for ingot, and 25c. for bar tin.

SPELTER—Remains quiet and unchanged at $4.60 to $4.75.

ANTIMONY—Continues nominal at 10½ to 12c.

LEAD—Steady and unchanged. We quote: pig lead $2.80 to $3, and sheet, $4 to $4.25.

SHEET ZINC—There is no change in these, which are stationary at $5 to $5.25.

CEMENT—There has been no change in the situation of the cement market. Demand is slow and business dull. We quote: English cement, $2.05 to $2.15, and Belgian, $1.90 to $2. The advance in firebricks noted in our last has been maintained, with a fair amount of trade doing at $18.50 to $22.50 per 1,000 as to brand.

PAINTS AND OILS.

There is a fair lot of orders coming in for paints, leads, varnishes, etc., for forward delivery, but business for present movement is nil. Linseed oil is quiet and firm. We quote as follows: Choice brands of white lead, government standard, $5 to $5.25; No. 1, $4.75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4½c.; No. 1, 4¼c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots raw, 59c., boiled, 62c.

GLASS.

Orders for glass on spring account continue fair, and the better tone noted in our two last letters is fully maintained We quote: $1.25 for first break; $1.30 second break, per 50 feet; $3 25 for first break per 100 feet; putty in bulk, $1.85.

PETROLEUM.

The market has ruled quiet and steady with no feature of interest to note. Demand has been moderate and confined to small lots. We quote as follows: Canadian refined at 11¼c. in shed at Montreal, for round lots, and 12c. for small quantities. American petroleum, 16c. in car lots, 16½c. in 10-barrel lots, 16¾c. in five-barrel lots, and 17¼c. for single barrels, net cash; American benzine, 23 to 25c; Canadian benzine, 10¾c. Petrolea; 12½c. Montreal.

HIDES.

The receipts of green hides have been small, but the demand is very slow and the market dull. Prices are low, in fact, the lowest known. We quote: No. 1 at 3½c., No. 2 at 2½c., and No. 3 at 1½c. Sheep and lambskins are moving slow at 70 to 75c. each. In calfskins there is an easier feeling and there is a move on foot to reduce prices to 5c., but at present dealers are still paying 6 to 7c.

TALLOW.

There has been rather more enquiry for tallow of late, and all the small lots obtainable have been bought up at 5½ to 6c. Stocks are not large and firm values are looked for.

WOOL.

There is only a small hand to mouth trade doing in wool, a few sales of Cape and some Canadian fleece in a small way being all the business there is to note. We quote: Greasy Cape, 14 to 16c.; B.A., scoured, 30 to 35c.; Canadian fleece, 18 to 20c.; Northwest, 11 to 14c., and British Columbia, 11 to 12½c., as to grade. In pulled wools, 20 to 21½c. is quoted for supers, and extra, 23 to 26c.

MONTREAL TRADE NOTES.

The announcement that Thos. Wilson & Co., one of the oldest French wholesale hardware houses, was in difficulties, was a genuine surprise to the trade this week. The house is one of the oldest on the east end of St. Paul street, and it is the general wish of the trade that they will pull through all right.

The firm of Wm. Johnson & Sons (Ltd.), paint manufacturers, has made application to liquidate the business, and the stock has been sold to W. E. Dickson.

Simpson, Hall, Miller & Co. have completed the work of removing their plant and stock from their old premises on De Bresoles street to their new warehouse and factory on Notre Dame street.



The S.S. powder manufactured by the Smokeless Powder Co., of London, England, is meeting with a very favorable reception, and any sportsman who gives it a trial will readily recognize its many advantages.

In one of our trade notes last week we referred to the fact that stocks of cutlery were low in jobbers' hands. This does not apply to the assortment of these goods offered by Messrs. Caverhill, Learmont & Co. The writer can testify from personal inspection that their stock of all the leading brands of cutlery is a very extensive one, sufficient to meet the possible wants of all their patrons.

TORONTO MARKETS.

TORONTO, Feb. 23, 1894.

HARDWARE.

A SLIGHTLY brisker trade has been experienced by jobbers during the week in general hardware, but trade is still on the whole quiet, and in volume scarcely up to that of the average of previous years. Much of this is no doubt due to the refusal of merchants to anticipate their wants until Parliament has taken some definite action in regard to tariff reform. Payments in Ontario continue to show slight improvement, but those due from the Northwest and British Columbia are much as before. The colder spell and the accompanying snow has resulted in city payments being met a little better. Coil chain is showing a little more activity than a week ago, and the same may be said of some lines of ware. There is, if anything, a little more life in plumbers' supplies, while builders' supplies are about as uninteresting as ever. Milkcan trimmings are going out freely. There have been some enquiries from the Northwest for rifles, but otherwise trade in sporting goods is dull. Poultry netting, supplies of which are now being received, is being shipped, but at prices much lower than those obtaining a year ago.

WIRE—The principal demand in this line seems to be for bright iron wire for tinners' use, but even in this the quantities moving are small.

ROPE—Some good shipments have been made on account of forward orders, balance to go forward in April. Prices are being held virtually the same as last week, although in a few instances they have been shaded a

MARKETS—Continued

little. We quote : Sisal, 7-16 in. and larger, 8c.; ¼, 5-16, ⅜ in., 8½c. Manilla, 7-16 in. and larger, 10 to 10¼c.; ¼, 5-16, ⅜ in., 10½ to 11¾c.

CUTLERY—While not altogether dull, yet the volume of business is not large. A few good orders have been received, principally for "pockets."

NAILS—Business is quiet in both cut and wire nails, while horseshoe nails are in fair demand.

GREEN WIRE CLOTH—A few shipments have been made, but it is rather early yet for much business to be done. Prices are unchanged at $1.85 to $1.90 per 100 square feet.

TACKS—Continue quiet, and those selling in kegs have been reduced in price.

CHAIN—Enquiries have been coming in quite freely for quotations, and several good orders have been booked, but the general shipments from stock have been small.

HORSESHOES— Demand steady, but for small lots as a rule.

WARE—Tinware is going out quiet freely, especially that portion covering the spring supplies. Peerless ware is being called for in good quantities, and a few sales have made in blue and white ware.

LAWN MOWERS—Much as before, business being practically at a standstill.

SPORTING GOODS—Some sales of rifles have been made in the Northwest, but in this section of the country there is nothing doing scarcely.

PLUMBERS' SUPPLIES—Actual trade is still quiet, although enquiries for prices are coming in more freely than for some time, and prospects are all the brighter thereby.

IRON PIPE—Is still moving fairly well, but no large sales are reported.

BUILDERS' SUPPLIES —Trade continues dull and featureless.

MILKCAN TRIMMINGS—These are going out quite freely, and tinned iron for making up the same is in active demand. Not many orders have yet been booked for sap buckets and spiles, the season yet being early. Creamery cans and trimmings for same are going out more freely.

FIREBRICK—Prices are advancing owing to a scarcity of the best brands, and it is thought probable that supplies will have to be brought into Toronto before the opening of navigation ; $33 to $36 is quoted for A 1 brands.

METALS.

Galvanized iron, black iron, hoop and bands, ingot tin and tin plate have been moving satisfactorily, but in other lines there is not much doing.

PIG IRON—Some carload lots of Nova Scotia, on account of orders booked last fall, have been coming in, and a few orders for Scotch iron, delivery April 1, are announced, but on terms that were private. Trade is however still quiet, and quotations are purely nominal. We quote nominally as before : Summerlee, $20.50 to $21; Carnbroe, $19.50 to $20 ; Siemen's, $19 50 to $19.75.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows : Our vision from long and constant use has become strained. It can't be depended on, we acknowledge. We think, however, that there is more activity, but coupled with lower prices. It is difficult to say just where the market is. As a matter of fact history is being made every day, and great activity is required to keep from being old fashioned. We quote on the cash basis f.o.b. cars Buffalo : No. 1X foundry strong coke iron, Lake Superior ore, $14.30; No. 2 X foundry strong coke iron, Lake Superior ore, $13.80 ; No. 2 foundry strong coke iron, Lake Superior ore, $13.55; Jackson County silvery No. 1, $16.80 to $18.30 ; Lake Superior charcoal, $16.25; Southern soft No. 1, $12.85 ; Southern soft No. 2, $12.60.

BAR IRON—Business is still confined to small quantities at $1.85 to $1.90. Stocks in the hands of the mills are light.

SHEET IRON—A continued improvement is to be noted, the demand being all round good. Prices have been shaded a little, but for quantities only, it is claimed. $2.75 is still quoted as the base price.

GALVANIZED IRON—Is going out fairly well, principally in the heavier gauges, namely, 26, 24, and 22. Some few case lots in the lower gauges have changed hands. Prices unchanged. We quote Queen's Head and Gordon Crown brands at 5 to 5¼c. for 16 to 24 gauge.

INGOT AND STRAITS TIN—Some few good orders have been booked and forwarded, but in general orders have been small and prices easier, at 20 to 21c. for small lots and 19½ to 20c for quantities.

INGOT COPPER—Business is opening up a little in this line, but the movement is still light however. We quote 11¾ to 12c. for ton lots and ½c. extra for small lots.

SHEET COPPER—Shipments from stock have been limited, but import lots have just arrived and are being delivered at destination. Prices are unchanged at 15 to 17c. per pound.

ZINC SPELTER—Although a few orders have been received business generally ruled quiet, at 4¼ to 4⅜c. for domestic and 4½ to 4⅝c. for imports.

SHEET STEEL—There are a few sorting-up lots moving, but on the whole it continues quiet. Import orders are not yet to hand. We quote base price $2.25 for plates and $2.40 for beads.

BOILER TUBES—Boiler makers are quite busy, and there is a fair demand for tubes in consequence. Prices are lower, with the tendency still downward. We quote : 1½ inch, 8c. ; 2 inch, 9c.; 2¼ inch, 10c.; 2½ inch, 10¾c.; 3 inch, 12½c.; 3½ inch, 16c.; 4 inch, 21c.

CORRUGATED IRON—A number of enquiries are being received, but it is on the whole quiet, as is usual in February. We quote, per square, for galvanized : 26 gauge, $4.25 ; 22 gauge, $7 ; painted, $3 to $4.50.

TIN PLATES—Are going out quite freely, and, with the exception of one or two odd sizes, stocks are complete We quote as before : $3.85 to $4 for I.C. charcoal, and $3.40 to $3.50 for coke tin, 14 x 20 basis.

SHEET ZINC—There is not much doing, and prices are unchanged at 5¼ to 5½c.

TERNE PLATES— Business remains at a standstill.

HOOPS AND BANDS—Are in brisk demand at the figures quoted last week, viz., $2.45 to $2.55. Stocks are still heavy.

CANADA PLATES—Immediate business is practically over, except for special sizes. Orders are, however, being taken for spring delivery. Of all dull and all bright there is very little held, jobbers' stocks being principally in half-polished. We quote : All dull, $2.60 to $2.65 ; half-polished $2.75 ; and all bright, $2.90.

SOLDER—No special feature to note, demand keeping about the same. Prices unchanged at 14 to 16c. according to quality.

PIG LEAD—Trade has dropped off a little in this line, but prices are unchanged at $2.90 to $3 per hundred pounds.

ANTIMONY—There is not much doing in the way of immediate business. Orders are however being taken in cask lots for import, but at lower figures however than previous quotations, and the probabilities are that still lower values will be seen. We quote 11¼ to 11¾c.

GLASS.

Business continues quiet, but even then jobbers find it difficult to supply the demand for the sizes wanted on account of the lowness of stocks. Prices are being maintained at $1.20 to $1.25 first break. There are still some important orders being booked. Plate glass remains quiet and unchanged.

PAINTS AND OILS.

The anticipated advance in the price of turpentine has materialized, the figures now being 50c. Toronto, Hamilton, London, and Guelph, with 2c. per gallon added for delivery at outside points. It was anticipated that the advance would have been at least 3c. per gallon. The association, however, was satisfied with 2c. for the time being, but the market is strong at the advance in sympathy with the American market. There is not much demand for turpentine. Linseed oil is in fair demand and unchanged, at 60c. for raw and 63c. for boiled, Toronto, Hamilton, London, Guelph, with 2c. added for delivery at outside points. Orders are being taken for Paris green, but it is yet early for much business to be done in this line.

MARKETS.—Continued

Putty is quiet, at $1.90 to $2 for bulk and $2 to $2.10 in bladders. White lead is quiet and unchanged at the 5c. basis. The paint and oil trade shows some signs of improvement.

OLD MATERIAL.

Business is dull. There has been a slight drop in the price of stove cast scrap and old copper bottoms. We quote prices paid by dealers as follows: Agricultural scrap, 55c. per cwt.; machinery cast, 60c. per cwt.; stove cast scrap 35 to 40c.; No. 1 wrought scrap 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 7½c.; heavy scrap copper 8 to 8½c.; old copper bottoms 7 to 7¼c.; light scrap brass 5c.; heavy yellow scrap brass 7c.; heavy red scrap brass 7 to 7½c.; scrap lead 1½ to 2c.; scrap zinc, 1½ to 2c.; scrap rubber, 3c.; country mixed rags, 75 to 80c. per 100 lbs.; clean dry bones, 45 to 55c. per 100 lbs.; borings and turnings, 10 to 15c.

SEEDS.

In both Alsike and red clover the export season is about over, and in the absence of a home demand dealers are not anxious to accumulate stocks. There is a good deal of inferior Alsike offering that will not fetch price quoted. Timothy is quiet with offerings moderate. We quote prices paid by jobbers, delivered Toronto: Alsike, good to finest, $5.50 to $6.50; timothy, ordinary to choice, machine threshed $1.25 to $2, with fancy unhulled worth 30 to 40c. per bushel more; red clover, prime to choice, $5.25 to $5.50.

HIDES, SKINS, WOOL, TALLOW.

HIDES—Quiet and unchanged, dealers paying 3¼c. for green, and selling cured at 3¾c.

SKINS—All offering are taken, but there is not much activity. Prices unchanged at 80c.

WOOL—More wool has been selling the last few days, but the market is still very quiet. Prices unchanged. We quote: Domestic fleece combing 17½ to 20c.; brashy clothing, 20 to 22c.; selected fine clothing from 21 to 23c.; Southdown, from 24 to 25c. Foreign wools—Green Cape, 11 to 13c.; B. A. clothing from 27 to 29c.; yellow ditto, 24 to 26c. East India wools—White, 17 to 18c.; yellow, 10 to 14c.; black and grey, 11 to 12c. Mediterranean wool—White, from 15 to 17c.; grey and fawn color, from 10 to 12c.

TALLOW—Quiet and easy; dealers are paying 5½c. for rendered, and selling at 6c.; rough unchanged at 3c.

PETROLEUM.

Business continues fair on the Toronto market at unchanged prices. We quote: 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; American water white, 18 to 19c.; photogene, 20c.

The Petrolea Advertiser, in its weekly review, says: "Crude oil, $1.01½ per brl.; refined, 6¼ to 6½c. in bulk, or 9 to 9¼c. in barrels in car lots f.o.b. here. The oil market this week has been quiet, owing to the absence of speculation, which is due to the immediate expectation of the advent of the flowers and sweet smelling shrubs that bloom in the spring, at which season of the year the demand for refined oil usually falls off, and the farmers go to bed by daylight."

MARKET NOTES.

Turpentine is 2c. higher at 50 to 52c.

Large shipments of poultry netting have been received by M. & L. Samuel, Benjamin & Co.

Sanderson Pearcy & Co. report that orders are coming in for Paris green, especially for Berger's English manufactured.

The Metallic Roofing Co. report that their January business was nearly 100 per cent. larger than for the same month last year.

Hon. Clarke Wallace will be in Toronto Saturday, and will consult with merchants and manufacturers regarding the tariff.

Rice Lewis & Son have one of their windows devoted entirely to a display of water filters. It attracts a good deal of attention.

Sanderson Pearcy & Co. have received a fresh supply of glass, and all sizes are to be had, both in "Star" and "Double Diamond."

M. & L. Samuel, Benjamin & Co., report that they are booking a number of orders for screen door hinges, having four or five different kinds in stock.

E. T. Morton, of Morton & Turner, hardware, stoves, and tinware, Campbellford, has purchased his partner's interest and will continue the business alone in future.

M. & L. Samuel, Benjamin & Co. have a large quantity of Booth's nickel-plated copper kettles, which they are offering at what they claim to be greatly reduced prices. These kettles are said to be nearly twice as heavy as the ordinary kettles on the market.

By request of Dr. Oldright, lecturer on hygiene, at the School of Pedagogue, Mr. Dowd, of Smead, Dowd & Co., delivered a lecture on Thursday to the attending students on the Smead & Dowd system of heating. Mr. Dowd's lecture was interspersed with many practical tests, and was listened to by about sixty students.

The Alabastine Company report increased sales of alabastine this season, and that Church's potato bug finish seems to be taking well with the dealers, and that they have booked orders for upwards of 1,000 barrels of Church's potato bug finish, and are taking more at the rate of three tons per day.

The Kemp Mfg. Co. report a marked improvement in business. "Orders for our onyx enamel ware are coming in rapidly," says the firm. "We have always handled the best of enamel ware, and have sold more onyx ware than any two firms in the country. We have been having a large demand from the country trade for milk can stock and other dairymen's supplies."

M. & L. Samuel, Benjamin & Co. are issuing pamphlets to the trade in regard to the double truss cornice brake, a cut of which was shown in HARDWARE a few weeks ago. Further improvements have just been made in the brake, which are referred to in the pamphlet.

The Toronto Smelting Co. report that though this is considered the quiet season for solder, their brands are still in good demand. "Business in our other lines is also moving nicely," said the firm.

The Toronto Plate Glass Importing Co. report the receipt this week of a large shipment of mirror plate glass. "We are still busy working on the Toronto drill shed," said a member of the firm. "The prospects for the glass trade this year are good. We anticipate that the bulk of it will be from the country."

Chas. Boeckh & Sons, brush manufacturers, Toronto, report a big run on their shelf step-ladders, which are manufactured specially for the use of painters. "Our travelers tell us that HARDWARE is the most popular trade journal with the trade throughout the country," said a member of the firm.

The McClary Mfg. Co. report having had a large demand for sap buckets. "Sales in cook stoves have been good this week, and there has been a big run on creamer trimmings and cans," reports the firm. "We anticipate a heavy demand for our new patent milk can gauges."

The Toronto Steel Clad Bath & Metal Co. report a steadily increasing demand for their baths. The firm say: "No. 2 Steel Clad is finding favor everywhere, and we anticipate a large run on them. We have received the contract for the placing of all baths in the new summer hotel which is in course of erection at the terminus of the Niagara Electric Railroad."

The Collins Mfg. Co., Toronto, report business showing signs of improvement. The firm announces that it is in receipt of a carload of wire this week. "We anticipate a large demand for Hathaway fence wire this season," Mr. Collins remarked to a HARDWARE representative. "One of our travelers said to me the other day that he had found no advertisements bring such good results to him as those we placed in HARDWARE."

The Canadian Mineral Wool Co., Toronto, report their business in engine packing on the increase. "A large manufacturer of engine packing, etc., on seeing our stock this week," said a representative, "remarked that he would wager there was not a finer or larger stock in this line in Canada or New York State. We invite and advise dealers to inspect our stock or correspond with us

QUALITY That is the Word!

Our Prices are as Low as any, but that is a secondary consideration. The Quality of our Goods is unequalled in Canada.

We carry a full line of Paints, Varnishes, Glass, and General Painters' Supplies.

"Painters" Pure White Lead, Pure Prepared Paints, all shades and sizes, Carriage Varnish Paints, Colors in Oil and Japan, Oil and Water Stains, etc. Varnishes, Shellacs, Glues, Dry Colors, Artists' Materials, Brushes, etc. Glass, all sizes; Best Quality 4ths, Double ◆, Enamelled, Rough Rolled, Stained, etc.

SANDERSON PEARCY & CO., 130 to 138 Bay Street, TORONTO

CORPORATE MARK



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

Hard Wear Paper FOR Hardware Men

Manillas, Brown Wrapping,
Hardware Manilla . . .
Leather Manilla, Etc., Etc.

PAPER

We can supply Paper of all Grades, in any size or weight, at the best prices and most favorable terms. Write us for samples and quotations.

TORONTO BRANCH: 29 Front St. West.
MONTREAL BRANCH: 318 St. James St.

THE E. B. EDDY CO., Hull, Canada

before placing th ir orders. We have this week received an order from the Nasmith Co., Ltd., Toronto, for a quantity of our steam pipe covering."

The regular annual meeting of the shareholders of the Toronto Silver Plate Co. was held at their offices, 570 King street west, on Monday, the 12th inst. The old board of directors were re elected, viz.: W. H. Beatty, president; Alfred Gooderham, vice-president; Geo. Gooderham, W. H. Partridge, Wm. Biggar, W. T. Kiely, Wm. Thomson, James Webster, Frank Turner, C.E., with Messrs. E. G. Gooderham as manager, and Jno. C. Copp, as secretary-treasurer. A good year's business was done, and the company are bringing out many new patterns for the present year.

AMERICAN MARKETS.

NEW YORK, Feb. 23, 1894.

COPPER—The clearest information as to alleged late extensive dealings is quite cloudy, and the nearest approach to facts is a statement that orders have been placed recently for several million pounds, for March, April, and May delivery, and that the orders were chiefly for electrolytic and lower grade copper. On prices the only statement drawn out was that wire bars brought about 9½c. Rumor had it that Lake Superior ingot went at 9⅝c. or less, but there was no confirmation of either dealings or offers at below 9¾c. On casting stock the popular quotations were 9¾c. upward.

PIG TIN—Speculation shows no sign of revival. Purchases by dealers and consumers are extremely conservative. The offering is somewhat reserved as well. In short the market remains extremely flat, and the movement of prices, while still tending in the downward direction, is extremely narrow.

PIG LEAD—There were quite free offers of common domestic at 3.25c.; some quiet seeking for business at 3.20c., and few if any bids above 3.15c. on carload or larger lots. The offering was tame, but liberal enough in connection with light demand to keep the tone of the market rather weak. Private advices quoted 3 to 3.02½c. for common, and 3.05c. for desilverized in St. Louis. The Metal Exchange wire was 3.05c. London cable quoted £9 7s. 6d. for soft Spanish.

SPELTER—Private advices quoted 3 65 to 3.70c. in St. Louis for prime Western, with the inside rate the exception. The Metal Exchange wire was 3.65c. On the Exchange there were offers to sell for prompt and February delivery at 3.85c. here. Outside of that there was little if any offering of good brands at less than 3.90 to 3.95c. for delivery here or at common point. Sales here are very moderate. London cable to the Exchange quoted £16 for good merchant brands.

ANTIMONY—Of ordinary jobbing parcels there is about the usual movement, and in prices hardly any change takes place. Prices are steady at about 9⅛ to 9¼c. for Hallett's, and 10⅛ to 10¼c. for Cookson's, on the spot.

TIN PLATE—No improvement was reported in the volume or character of spot business, and orders for future deliveries are still running below the average for the season, although offers are made by sellers at 5 to 7½c. below popular spot prices. The market thus remains rather weak as well as low.

IRON AND STEEL.—General report indicated that flatness is the most prominent feature in the pig iron market at the present time. The signs, more or less substantial, of good trade that came to the surface a week ago have about all disappeared, only routine business is passing. The bulk of this is at late lowest prices for both foundry and mill grades.

On manufactured iron and steel the reports were tame, as a rule. In some few instances negotiations for fairly good sized lots of structural material and pipes were referred to, but railroad patronage continues light, and the movement in ordinary bars and sheets is still on a rather limited scale.

PERSONAL MENTION.

HARRY GAYFER, who has been connected with Adam Hope & Co., wholesale hardware merchants, of Hamilton, has accepted a position with Messrs. H. S. Howland, Sons & Co.

Cyrus A. Birge, general merchant, Canada Screw Company, Hamilton, was in Toronto this week.

W. B. Clements, Milton, was in Toronto this week, attending the A.O.U.W. convention.

A. F. McPherson, secretary of the Montreal Rolling Mills, who has been sojourning in Toronto some time, returned to the "Commercial Metropolis" this week.

Mr. Forbes, of Halifax, inventor and manufacturer of the Columbus skate, was in Toronto this week.

These country merchants were seen touring the warehouses this week: M. H. Smith, Oakville; M. C. Drew, Burk's Falls; E. Seeber, Caralsrhue; J. S. Johnson, of Oshwekin; Fred Hatch, of Hatch Bros., Whitby.

A BENEVOLENT HARDWARE MAN.

The following letter, which explains itself, was received Wednesday morning by Mayor Kennedy from Alfred D. Benjamin, of the firm of M. & L. Samuel, Benjamin & Co.: "Deeply impressed by the eloquent address of Her Excellency Lady Aberdeen at the Pavilion yesterday, I beg to enclose a cheque for $100, to be devoted, according to your good judgment, on behalf of the unemployed of this city. In view of the persistent efforts of the Council to reduce our assessments this year to a minimum it is a duty incumbent upon those who will benefit thereby, and are in a position to aid their less fortunate brethren, to consecrate a portion of the savings to the relief of the deserving poor among us."

PEOPLE WE MEET.

"I COULD punch that fellow's head for him if I saw him," said a traveler to me the other day. "Why is that?" I asked. "I thought he was a decent sort of a fellow." "Decent," said he; "Well, I'll show you how decent he is. I called on him for that small account of a little over three dollars. He was in and told me it was too bad that it hadn't been paid, but if he did not pay it next week I could go behind the counter and kick him. Well, I left him, feeling satisfied that I would get it all right the following week. I called again a week later, and, as before, he was there. 'Well,' he said, 'I guess you had better come and do that.' 'Why, how is that?' I said, 'have you not got any money?' 'No,' he replied, but I'll be sure, without fail, to let you have it next week. 'All right,' I said. Before I saw him again he had compromised for 25c. on the dollar."

A lawyer owed me nine dollars for goods. I handed him two accounts for collection amounting to $6 and $3 respectively. He succeeded in collecting $3, which he kept. I asked him for a settlement; he told me that he had collected $3 and his bill against me was $6, so he would call it square. I thought it was lucky he did not owe me $20.

A respectable firm would not keep an employee around his place who was getting a good salary and did not pay his debts. But governments do.

RETAILER.

SUCCESS AND MANHOOD.

THE Rev. Dr. Munger, whose book, "On the Threshold," has aroused in so many young men a desire and impulse to do what they know they ought to do, says, in a discussion of "How to Get On in the World":

"There can be no getting on in the world except by getting on in manhood. I admit that it is a fine thing to secure good positions and large salaries, to build up a prosperous business and to make money, to achieve a good name and to win honors; but I claim that it is a better thing to achieve a true manhood, to stand well in your own conscience, to command your own self-respect, to be rich in honesty and honor and purity and kindness and intelligence and high purpose.

"This is better because it is what life is for; better, also, because it is the true way

1894. 1894.

THE PARIS GREEN THAT THE

Toronto Lead & Color Co.

14, 16, 18 and
20 Pearl Street,
TORONTO, ONT.

Are offering to the trade is guaranteed to be

ABSOLUTELY PURE.

of getting on in the world. There is no getting on except on the strength of a full manhood. Scripture is clear on this point. When Christ said, 'Seek ye first the kingdom of God, and his righteousness, and all these things shall be added unto you,' He meant that if one made a true life one's first object, one would not lack food and shelter and raiment. The man goes before everything. There must be a man to work, to win, to enjoy, and to use. If there is not a true man at the bottom, there will be no success nor enjoyment nor use, but only failure or some phantasms that pass under these names.

"In this first article I shall speak of manhood as it is related to the body.

"The body lies at the basis of success in all respects. A poor body means a poor life all the way up, even to the highest stages of spiritual life. Any religious experience that is connected with a weak or diseased body is to be regarded with suspicion. There can be no healthy thought, no normal feeling, no sound judgment, no vigorous action, except in connection with a sound body. Great minds are often shut up in poor bodies—as Pascal and Cowper and Carlyle and Amiel—but in each case we make allowance for what is called the personal equation; their opinions are examined in the light of their physical weakness or disease before they are trusted.

"The first thing a young man who has thought enough of life to take a look ahead should take into consideration is how to secure a good body. Mr. Beecher said that the best way to secure one was to have a good set of ancestors; but as we cannot alter matters in that direction, we must start with such bodies as we have. There is seldom an ancestral weakness or taint that cannot largely be overcome or kept under. Nearly every one can be strong and healthy if he will begin right and keep on the right way.

"It is impossible to overestimate the value of health in the work of life. It is not a luxury and a fortunate possession; it is the main factor in the whole business of life. With health, the way is open to any success of which mind and heart are capable; without health, the way is absolutely barred.

"There are two things that I wish to emphasize:

"First—Health can be stored up for future use, and can be drawn on for the hard times of after life. And I wish to say that there is nothing so well worth laying up as a good stock of health, though I prefer to call it vitality. By virtue of the mysterious laws of our nature, it is possible for us, during the period previous to twenty-five, to work into bodies a certain thing or force called vitality which will last until we are seventy or eighty, and yet give itself off all the while; there are within us natural dynamos made to keep up the supply.

"It is with this vitality that we do our work, whatever it is. It is the amount of vitality that determines the amount of work; it is the intensity of the vitality that determines the quality of the work. If it is not secured early, it can never be secured. If our natural stock of it is early wasted and drawn off by excesses, it cannot be regained, any more than you can put oxygen back into ashes and make them into wood again.

"Vitality is the capital with which the business of life is done. There must be other things—skill, industry, intelligence—but this is what we do the work with. A good body well developed in lung, muscles firm, nerves steady, and quick as lightning when called on to act, but sleeping quietly when there is nothing for them to do; limbs trained to all sorts of vigorous uses; rapidity and strength of action; endurance; keen eyesight; the whole frame alert, facile, responsive to every demand made upon it, and imparting its quality to step, voice, eye and gesture—this is the sort of body we should have when we start out to make our way in the world.

"Second—My next word is that this vitality depends largely upon habits; good habits increase it, bad habits waste it. Make it your business to lay up a good stock of vitality. You have hard work before you; you will have to bear heavy burdens, to endure great strains; there will be times when you will have to do two men's work, go without sleep, undergo dangers and experiences that will test your nerves and courage and endurance. Such a future awaits all. It is often said that a brave and strong life depends on the stuff in a man. True; but the stuff consists in large part of vitality—a good body well stocked with nervous energy."

PARIS GREEN takes a tumble.
Buy it at your own figures.
Combination prices broken.
What caused it? -- Read below:

A BONANZA FOR DEALERS

Church's Potato Bug Finish

READY FOR USE DRY NO MIXING REQUIRED

Sticks to vines and finishes the whole crop of Potato Bugs with one application. Also kills Curculio and Tobacco Worm. The only safe way to use a strong poison. Cheap.

NO MORE WATERY POTATOES
WORTH ITS COST AS A FERTILIZER
DOES NOT INJURE THE VINES

WAIT FOR OUR TRAVELERS, WHO WILL TELL YOU ALL ABOUT IT

. . Not Sold by Jobbers . .

Alabastine Company, Paris, Sole Manufacturers.

BUSINESS CHANGES.

PARTNERSHIPS FORMED AND DISSOLVED.

E. DUFORT and J. Barrette have registered a partnership to carry on business as plumbers in Montreal, under the style of Dufort & Barrette.

N. Lemieux & Noel, wholesale and retail hardware, Quebec, have dissolved.

Booth & Ballantyne, plumbers, Montreal, have dissolved. James Ballantyne continues.

L. H. Hebert, wholesale hardware, Montreal, has admitted Jeanotte and Auguste Brodeur as partners ; style unchanged.

Matthews, Reid & Co., blacksmiths and carriage makers, Guelph, have dissolved. and have been succeeded by Matthews Bros.

James Gage Bailey and John Underwood have registered a partnership to carry on business in New Glasgow, N.S., under the style of the Steel Harrow Co.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Salls Seymour, implement agent, Clarenceville, Que., has assigned.

McKinnon & McCracken, general merchants, Durham, have assigned.

John Wright, gunsmith, etc., Hamilton, has assigned to George Hunter.

A. Belanger, blacksmith, Rigaud, Que., has called a meeting of his creditors.

Adam Forbes & Co., general merchants, Rathwell, Man., are asking an extension.

Charles Martini, tinware and hardware, Rodney, has assigned to C. B. Armstrong.

Turner & Morton, hardware, Campbellford, have dissolved. E. T. Morton continues.

Labelle & Fils, contractors, Montreal, have assigned, with liabilities of some $16,000.

Kaufman, Wildfong & Co., general merchants, are offering to compromise at 20c. on the dollar.

A demand of assignment has been made on Chas. Campbell, general merchant, Richmond.

W. R. Moffatt, general merchant, Aspy Bay, N.S., has assigned. So has E. J. Lord, grocer, Halifax.

Thomas Wilson & Co., wholesale and retail hardware, Montreal, are preparing a statement of affairs.

C. Jasmin, general merchant, Coaticooke, Que., is absent, and a meeting of his creditors is called for 24th inst.

Jos. M. Noel and Jean F. Dagneau, have registered a partnership in Quebec to carry on business as hardware dealers under the style of Noel & Dagneau.

W. A. Murray and M. L. Williams have registered a partnership in Montreal to carry on business as machinery brokers under the style of Murray & Williams.

H. W. Moorehouse, general storekeeper, Port Alma, has assigned to C. B. Armstrong. W. C. McFadden, in the same line of business at Williscroft, has also assigned to Mr. Armstrong.

P. Dickson, general merchant, Alexander, Man., has compromised at 60c. on the dollar. A W. Dalton, in the same line of business at Carberry, Man., has secured a settlement at 50c. on the dollar.

SALES MADE AND PENDING.

E. M. Walson, general merchant, Heathcote, is advertising business for sale.

The general stock of W. J. Kidney, Campbellville, has been sold under chattel mortgage.

The stock of Beach Bros., general merchants, Beachbury, is to be sold by auction on the 27th inst.

The stock of Ovid St. Jacques, general merchant, Belle Riviere, Que., has been sold at 40c. on the dollar.

CHANGES.

H. S. Sutherland, blacksmith, Acadia Mines, N.S., has sold out.

Fullerton & Ross, general merchants, Manitou, have sold out to C. R. Gordon.

Joseph Burke, a Morris (Man.) general merchant, has sold out to James Blair.

Doyle Bros., general merchants, Lloydtown, have been succeeded by Reynold Bros.

J. L. Somers, hardware, Edmonton South, N.W.T., has been succeeded by J. J. Ferguson.

John Abel Engine and Machine Works Co. (Ltd.), Toronto, have obtained charter of incorporation.

DEATHS.

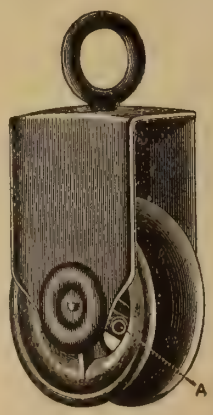
George Cormack, lumber, Whitby, is dead.

James Mitchell, general merchant, Merigornishe, N.S., is dead.

W. Gilroy, of the firm of Gilroy & Moag, who has been in business in Smith's Falls for over 25 years, is dead.

A DESIRABLE HAY FORK PULLEY.

H. S. HOWLAND, SONS & CO. have just received a consignment of the Hartz Steel Hay Fork Pulleys, and the accompanying cut conveys a good idea of the style of its construction. These pulleys are made by the same people who manufacture the well-known Hartz Steel Tackle Block. They combine lightness with strength, and are claimed by the makers to be superior to any other pulleys on the market. Quite a number of pulleys have already been sold by the Messrs. Howland, although they have only had them in stock a short time.



CASH VS. CREDIT.

WHY do merchants encourage the credit system? queries Herald of Commerce. You answer that you do not. Yes, but you do. If the system were not encouraged by merchants it would not be in existence to-day. Did you ever stop to think that the mercantile community of the country is the only body of men who tolerate the credit system? Let's see you buy postage stamps, postal notes, money orders, etc., on credit. Go to the theatre, and you pay cash. Express companies demand cash, and railroad tickets are cash on delivery to the purchaser. Why should not the merchant demand and receive cash? Simply because he encourages the credit system.

It may be an impossibility to completely eradicate the credit system, but a strict limitation upon credits is a step on the right road, and its evolution will be practically a cash basis system of doing business. It is worthy of a trial, and should begin among the jobbers. It will quickly spread among the retailers, like measles in a country school, and when it does it has solved the dead-beat problem for all time.

When sifted down, it will be found that the credit system is the progenitor of and responsible for more evils that affect the financial and business world than all other agencies combined.

At the annual meeting of the Woodstock Board of Trade these officers were elected : President, D. W. Karn ; vice-president, J. McIntosh ; secretary-treasurer, J. G. Wallace. Council—John White, John F. Stewart, John M. Grant, J. J. Hall, R. Whitelaw, A. Pattullo, Jas. Sutherland, M.P., M. Douglas, J. Scott, T. H. Parker, W. G. Clarke, J. R. Huggart. Arbitrators—T. W. Gray, C. M. McCuaig, R. T. Crawford, J. Morrison, Dr. A. M. Clark, Dr. McLurg, G. Clarkson, Dr. A. Mackay, F. W. MacQueen, J. Brady, A. Gardner, J. Mitchell. Auditors—C. M. McCuaig and Dr. Rice.



H. Boker & Co.

ARE FAMOUS FOR THEIR FINE QUALITY

RAZORS, SCISSORS,
—AND—
POCKET CUTLERY

TRADE MARK.

(TREE BRAND)

For Sale by Leading Wholesale Houses.

SOLDER.

Half-and-Half Solder.
Plumber's Solder.
Refined Metal Solder.
Triangular Solder.

We guarantee all OUR GOODS! If found unsatisfactory can be returned at our expense.

TORONTO SMELTING and REFINING WORKS

92 and 94 Queen St. E., TORONTO.

VARNISHES



TRADE MARK

Acknowledged
A 1

Unicorn Brand

Don't be deceived. We guarantee them against all.

Manufactured by

A. RAMSAY & SON, MONTREAL

ESTABLISHED 1842.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

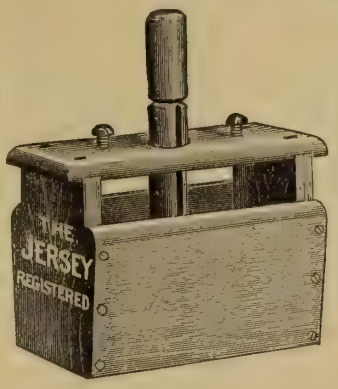
MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

THE "JERSEY" Butter Mould.



Registered 1893.

Patented 1893.

Made in following sizes:

¼ lb. ½ lb. 1 lb. 2 lbs.

This mould is by all odds the most satisfactory in every respect on the market.

The square shape i the most convenient form in which butter can be put up, both for packing and table use.

By means of the Screws at the top the size of the Mould is adjustable, and exact weight can be arrived at.

The Handle and Print are practically fastened to the Mould, and still easily removed for cleaning purposes.

We use only the very best selected white maple, thoroughly seasoned.

PRICES QUOTED ON APPLICATION.

Manufactured by

CHAS. BOECKH & SONS,
TORONTO, ONT.

TO THE TRADE

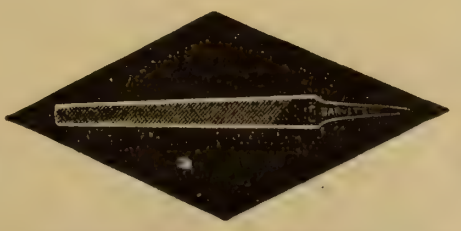
Targets.

We control the sale of the famous **Hamilton, Blue Rock and Expert Traps**

Send for samples and get our prices. Targets well packed and no second handling. Shipped direct from factory in Hamilton.

THE BOWMAN HARDWARE AND SPORTING GOODS CO.
HAMILTON, ONT.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. **Gulletting Sawfiles.**
Climax Sawfiles. —AND— **Lightning Sawfiles.**

EVERY OTHER DESCRIPTION OF SAW FILES.

A HANDY SPRAYER.

IF there is nothing new under the sun, methods are changing at any rate. This is ascertained in one respect at least by



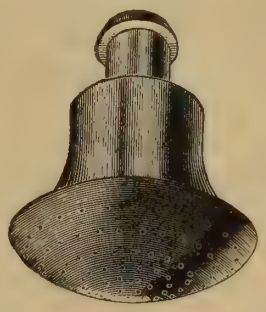
a glance backward at the methods the agriculturists had to pursue when spraying their plants and shrubs in the years gone by, and how it is possible for them to do the same work now by the aid of the Lennox Sprayer, which M. & L. Samuel, Benjamin & Co., of Toronto, are now making a specialty of. A retrospect, however, is not necessary to demonstrate this. Indeed, the fact can be more easily ascertained by a comparison of the method of spraying as shown in the first of the accompanying cuts with those that follow. This sprayer, which is known as the "Knapsack," is so simple in its construction that all danger from machinery complications are obviated. It is well made, and with reasonable care will, it is claimed, last a dozen years. The "Knapsack" has a capacity of 22 quarts, and when full weighs but 50 pounds. It can be adjusted to either



man or boy. On the left of the machine there is a knob attached to an agitator, by which the operator can with one hand mix the Paris green or other ingredient, allowing the other free to manipulate the bulb. A commendable feature about the sprayer is that much less Paris green is used than by the old methods. The accompanying cuts show the different uses to which the "Knapsack" can be put.

GENUINE WHITE LEAD WAS USED.

Some years ago, says the London Engineer, Sir William Arrol bought the material of the old Hammersmith Bridge for the purpose of using it as temporary plant in the erection of the Forth Bridge. It had been up 62 years, and a great many of the parts had not been painted since its erection, as it was impossible to get at them ; yet those parts were in a good state of preservation—in fact, quite as good as when they left the works. He took some of the material with which it had been painted to ascertain the reason for the good state of preservation it was in, and the result of analysis was that



the material with which it had been painted was genuine white lead.

SOME BORN TO FAIL.

There are failures in all kinds of business, remarks a contemporary. Some men seem born to fail. At least, there are some who never make a success of anything. Some men have started out under exceptionally favorable circumstances and have failed, while others, apparently less gifted, and with less capital at their command, have stepped in and succeeded. It is a noticeable thing in the business world, that almost invariably when a man fails, some one is ready to step in and take his place, in full confidence that he can make a success of the enterprise. Failure is sometimes the result of accident, or of a combination of circumstances over which one may have no control—such, for instance, as repeated losses by fire. Many failures, however, are avoidable. The individual has a good deal to do with the result. Generally speaking, incompetency and neglect are the principal causes of failure in ordinary commercial business. Lack of knowledge of the particular business embarked in, as well as lack of ability generally, lead to a large number of failures. Laziness, lack of push, intemperance, gambling, are simply different forms of neglect. But come how they may, failures are bound to occur, from one cause or another, while



complete success is seldom attained in business. Statistics show that complete and continuous success in business is the great exception—failure eventually is the rule.

HARDWARE DID IT.

W. PADGET, of Padget & Hay, Unionville, talking to a HARDWARE representative, said : "The times are not so hard as some people fancy; there are a lot of chronic grumblers who are always crying hard times. I am not one of them. We have been doing fairly well. Well, yes, there was some talk about the Patrons of Industry organizing in our neighborhood, and one of the prime movers of the scheme approached me for my opinion. I showed him a copy of HARDWARE, in which was published an article on the subject. He read it and seemed much impressed. Since then we have heard very little of them around Unionville."

The Wellington County Council has agreed to grant a bonus of $1.50 per chain to those who will erect wire fences along the country



roads. Wire business ought to be brisk with retail hardwaremen in Wellington County.



CHIN STEEL WARE

The finest decorated Enamelled Ware made.
Supplied in various designs for
table and toilet sets.

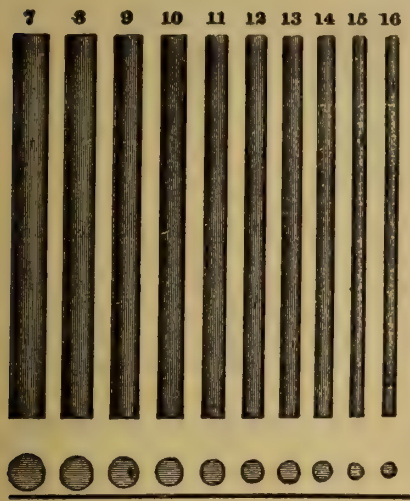


PURITANA IMPROVED ENAMELLED WARE

Made in White, Grey Granite, Cologne Granite, and all colors, also in decorated
Supplied in every article selling in Enamelled goods.

Imported t rough the General Agents for Canada:

PAINCHAUD, SQUIRE & CO.,
Antwerp (Belgium), and Montreal.



Wire. Wire.

Coppered Steel Spring Wire, Tinned Mattress Wire,
Broom and Brush Wire, Hay Baling Wire,
Flat Wires, Soft Coppered Wires.

WE GUARANTEE THE QUALITY OF ALL OUR WIRES.

The **B. Greening Wire Co. Ltd.**

Write for Catalogue. HAMILTON, CANADA.

MONTREAL, Feb. 6th, 1894.

To the Stove and Heater Trade:

We are about moving our works to the most modern plant in Canada, at St. Henry, near Montreal. Our New Catalogue will be ready early in March, when our travelers will be on the road with a full line of Stoves, Hot Water Heaters, Soil Pipes and Fittings, and other lines that we make. Kindly wait their arrival, as we have the very lowest prices and best goods.

Yours respectfully,

The Wm. Clendinneng & Son Co., Limited,

Stove Manufacturers and Founders,

Montreal and St. Henry, Que.

MEETING EMERGENCIES.

EMERGENCIES we must all meet, and many of us are just now having to settle the question of "Shall we be able to master the situation, or will the situation master us?" remarks Merchant Sentinel.

It is now, in a crisis like this, that the man who has never neglected anything, who has never lost an opportunity offered for useful knowledge of any kind whatsoever, finds his time and trouble rewarded by being able to do something, even if it is not the thing most desired.

'Tis not always the man with the lightest heart who makes the world smile, and not always the best machinist, who would not have held a college chair, had he the privilege of a first choice.

But let us not easily be discouraged. Let us have a strong determination that we will at least be equal to the emergency which presents itself now—leaving the fears for future troubles out of the consideration of present difficulties.

Don't worry about the future, meet the emergencies and overcome them as they arise; but keep yourself in such a condition, your business under such systematic control as will insure your being able to push it over and through all adverse circumstances.

Driving without reins looks well in a circus display, but it isn't quite the practical thing for every day use.

Such men as Gleason, Magnus and York, natural horsemen, men with exceptional ability, manifested in their power over and control of animals, might be able to reduce to practice their methods of governing the horse until they could with comparative safety divest him of bit, bridle and reins, and depend upon the motion and crack of their whip and the voice, to start, guide or stop the most spirited animal under ordinary circumstances; but even they would be powerless and at his mercy when the unexpected arose—the emergency.

But drivers of horses are not all Gleasons or Yorks. The hundreds of men with less ability must drive and use horses, and they must have reins in hand ready to meet every change, overcome every emergency, or the runaway, the crash and disaster must occur.

There is not one of our careless, heedless business men who would endanger his life and limb by trying to imitate these expert horsemen in driving a spirited colt down to their office or store in the morning; and yet they will drive their business day after day, and week after week, without the reins of order and system, and the bit of definite purpose. Because some man of extraordinary financial ability has plunged along on the road to success, and, perhaps, safely reached his destination, these others think they can follow, and throw the reins of all restraint and proper management out over the dash, and on they go with hurrah and shout until they sight the danger signal of an emergency, such as has met our business men within the last year, and then their charger, who isn't under their control, goes pounding down the difficulty-blocked Failure Street until there is not a vestige left of spoke, or hub, or axle to their elaborate but visionary business cart.

The horse could have been controlled very easily when the incoming train frightened him, but the over-confident driver had thrown the reins out upon his back, given him his head, and away he went. It wasn't necessary to worry about the train, but it would have been only the right thing to do to hold the reins ready for any unexpected emergency.

It is not necessary to borrow trouble from the threatening clouds, but it is good policy to keep the rudder of your business ship always within touch, so that you may be master of the unexpected situations.

Know the details of your work; be able, if necessary, to perform them; don't be a helpless, reinless driver.

It is apparently wasteful for a man who can earn several dollars an hour at the work which is his specialty, to spend any time in labor which can be performed for him by the man whose time is worth very much less. If the better man lets his chores encroach upon the hours that belong to his special work, he certainly is wasteful; but it does not prove that it is wiser for him to forego chores altogether. It would not be wise for the captain to always go into the rigging to take in the top and main sails, but he should know how, and be able to do so if the circumstances demanded, for this bit of menial service performed by him might at the time of meeting an emergency save the vessel.

Know every detail of your business; be able to stop this leak with practical knowledge and overcome this obstacle with actual experience. Keep the reins in your hands.

IRON ORE DEPOSITS OF PICTOU.

AMONG the applicants at the Mines office for leases to mine minerals are Messrs. H. M. Andrews and George A. Ferguson, of Bridgeville, Pictou county, who make application for one square mile of their license to search. The application covers a deposit or vein of brown hematite ore, and is, unless we are wrongly informed, as yet the only discovery of a body of ore of this character on the western side of the river from Springville to Sunny Brae, while the specular ores have here been located in numerous pockets of varying sizes and well defined. The eastern side has hitherto claimed a monopoly of the hematites. A specimen of the Andrews and Ferguson ore, taken from the lead, is at the office of the commissioner of mines, and to the unexperienced eye of the journalist it looks all right, but as "the proof of the pudding is in the eating of it," so is that of iron ore in the analysis, and doubtless the lessees are able to satisfy anyone of an enquiring turn of mind on that score.—Chronicle, Halifax.

IMPROVED MILK CAN GAUGE.

DAIRYMEN and dealers handling milk can stock will be interested in anything that is new in this line. Milk can gauges have been previously made by a sheet of glass inserted in the tin and cemented by putty or some similar substance. The rough usage that milk cans often receive would break the glass, and the putty or cement was not conducive to cleanliness. The cut here shown is that of the latest improved gauge that is being offered to the Canadian trade, and which is being manufactured by the McClary Manufacturing Co., London.



"In the place of glass we have placed a sheet of mica, which is held firmly between a tin frame and pressed closely together," said one of the firm "so as to prevent all leakage," and whereby the contents of the can may be plainly seen from the outside. Mica is an improvement on glass, it not being affected by the heat, and it will stand greater compression, thereby making it more tight. It is not so easily broken, and the absence of either putty or cement makes it more cleanly." Patents have been applied for in Canada and the United States.

ELECTRIC LIGHT FOR CARRIAGES.

THE lighting of the interior of private carriages is on the increase, and one of the most recent instances of this new departure, says Iron Age, is the recent electric illumination of that extraordinary relic of ancient pomp and pageantry, the state coach of the Lord Mayor of London. The lamps, backed by an enamel reflector, are placed in the centre of the roof of the gorgeous carriage, and the effect is said to exceed in brilliancy anything seen since mad King Ludwig used to fill his chariot with a blaze of light, and set out on his wild midnight gallops through the villages and forests of Bavaria. In order to obviate the tendency of the platinum wire to droop when it becomes hot, a glass stilt is used, and the lamps can be hung vertically instead of horizontally. In the first attempts to light carriages in this manner, the vibration of traveling was apt to jar the lamps, often causing a breakdown. It was sought, but unsuccessfully, to remedy this defect by using steel springs. The plan which has been adopted in the Lord Mayor's coach is to suspend the complete lamp in a sheet of rubber, which is attached to the interior of the carriage, and neutralizes the vibration. The storage batteries which provide the current are carried in the boot, under the coachman's seat. A battery is now made which keeps a lamp alight for eighteen hours.

You Lose More Than We Do

If you do not buy a copy of "Ideas for Hardware Merchants" at 50 cents . . . . . .



JUST HALF PRICE

CONTENTS:

Starting a Hardware Store.
What Hardware Dealers May Sell.
System in the Store.
The Holiday Trade in Hardware.
The Parable of a Foolish Trader.
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Behind the Desk.
Ratio of Stock Expenses to Sales.
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On receipt of Fifty Cents this valuable work will be forwarded you, postage prepaid. Edition limited.

The J. B. McLean Publishing Co.

10 Front Street East

Toronto.

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.



For Iron Fencing, Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

THOS. FIRTH & SONS, Ld.

Best Crucible Cast Steel.

STEEL, PEECH & TOZER, Ld.

Bessemer Steel,

Open Hearth Steel.

Agents,

James Hutton & Co.

MONTREAL.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	21, 22
Straits "	20½, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 50 $5 75
I.X., "	6 75 7 00
I.X.X., "	8 00 8 25
Raven & P.D. Grades—	
I.C., usual sizes	4 00 4 25
I.X., "	5 00 5 25
I.X.X., "	6 00 6 25
I.XXX., "	7 00 7 25
D.C., 12½ x 17	3 75 4 00
D.X.,	4 75 5 00
D.X.X. "	5 75 6 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 50 3 75
I.C., special sizes	3 75 4 00

Note.—Round lots of 14x20 might be purchased of 25c. box

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	7 25
I.X. Terne Tin	9 25 9 50
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	6¾ 7
28 "	7½ 7¾

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 95	....
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 60
Hoop " "	....	2 60
Swedish " "	4 00	4 25
Sleigh Shoe Steel	.....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
⅜ "	2 35
¼ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¼, 2½
26 "	2½, 2⅝
28 "	2⅝, 3

Canada Plates.

All dull	2 65
½ polished	2 75
All Bright	2 90

Iron Pipe.

Wrought 62½ and 5 p.c. to 65 p.c.
Galvanized, 40 to 40 and 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4½
" ⅜ " "	4⅛ 4⅜
" 7-16 " "	3⅝ 4
" ½ " "	3⅜ 3⅝
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15 ....
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 11¾ 0 12
Lake Superior	0 12¼ 0 13

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	$0 22 $0 25
" round & square 1 to 2 in	0 20 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 15 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 16 0 17

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

14x6 ft, 25 to 30 lb ea, per lb	0 18 0 19
" 35 to 45 " "	0 16 0 17
" 50 lb and above per lb	0 15 0 15½

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelte .

Foreign, per lb	0 04½ 0 05
Domestic "	0 04⅝ 0 04¾

Zinc Sheet.

5 cwt casks	0 05½ 0 05⅝
Part casks	0 05½ 0 05⅝

Lead.

Imported Pig, per lb	0 03 0 03½
Domestic "	0 03
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 15 0 16
Standard	0 14 0 15
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 12 0 12½
Other makes "	0 11 0 12

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	5 00
No. 1 Do "	4 75
No. 2 Do "	4 50
No. 3 Do "	4 25

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } " "	1 25 1 90
Canadian " }	
Paris Green, per lb	0 13½ 0 15
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 69
Extra "	0 90
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 85
No. 1 Carriage "	1 30
Gold Size Japan "	1 00 1 20
Pure Orange Shellac "	1 95 2 05
Hard Oil Finish	1 30
Oil Shellac	1 40
White Shellac	2 25

Linseed Oil (in bbls)

Raw, per gal	0 60 0 62
Boiled "	0 63 0 65

Turpentine (in bbls)

Selected Packages, per gal	0 48 0 50

Castor Oil.

Best, per lb	0 07½ 0 08

Cod Oil.

Cod Oil, per gal.	0 50 0 51

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet	0 13 0 15
White, extra	0 16 0 18
Gelatine	0 20 0 30
Strip	0 16 0 17
Coopers	0 17 0 19

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, common, 15 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads. in ½ lb. bags	0 70
Best thick white card wads. in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 85
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " ... 0 65 1 25
Brad, ... 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 35 to 40 pc. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 per cent.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking. 9 00
" 2, " " 4 50

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 to 55 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 25

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 pc.,
Loose Pins, " 65 & 10 to 70 p.c.
Berlin Bronzed, dis. 70. 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardin Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White, lump, per cwt 0 60 0 65
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18
Chisels—*Socket, Framing and Firmer*
American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 o 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c:

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft
16 to 25	1.20-25	2.40	1.75	
26 to 40	1.40	2.70	2.00	
41 to 50		3.10		4 50
57 to 60		3.40		5.00
61 to 70		3.70		5.50
71 to 80		4.10		6.25
81 to 85		4.50		7.00
86 to 90				8.00
91 to 95				9.00
96 to 100				10.00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass

Pilkington's ordinary.
1st break 4 0
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each 0 30 0
Enamelled " 0 55

Grindstone Fixtures.

P. S. & W., per doz 3 88 4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 13

Ball Pean.

English and Can., per lb 0 25 0 30

Handles.

Axe per doz 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 45 to 47½ p.c. dis

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c.
" Shepard's Noiseless, dis. 60 p.c.
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 5 0 05½
Screw hook and hinge—
6 to 10 in., per set 0 00 0 04½
12 up " 0 00 0 03½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's..... 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mortar, etc., discount 40 to 45 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 65
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 40 and 5 to 40 and 10 per cent

NEW ARRIVALS

30 Cases CUTLERY AND GUNS

ALL NEW GOODS.

Finest Finish. Best Value.



NEW ARRIVALS

20 Casks Cattle and Trace CHAINS

10 Tons Coil Chain.

Five Cars Window Glass.

Bowman, Kennedy & Co., London, Ont

Wrought Hooks and Staples, Amer. dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 50 to 55 per cent.

Horse Nails

Canadian, dis. 65 to 70

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " " ... 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 27½ per cent. to 30 per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.
   - Basis—50 to 60 dy..... 2 30
   - 40dy..... 2 35
   - 30 dy..... 2 40
   - 20, 16 & 12 dy..... 2 45
   - 10 dy..... 2 50
   - 8 & 9 dy..... 2 55
   - 6 & 7 dy..... 2 70
2. American Pattern Only
   - from 4 to 5 dy 2 90
   - 3 dy. (lath)..... 3 30
3. Canada Pattern Only
   - from 4 to 5 dy 2 80
   - 3 dy. (lath)..... 3 20
   - 3 dy. A.P. Fine 3 90

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 5 per cent. from List Jan. 8, '92 Extras as per List for special nails Terms, 4 months or 3 per cent. cash.
Brads & Moulding Nails, 75, 5 per c. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.

Poultry, 60 per cent dis.
Import 60, 10 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W. " 0 25
S. R. Seal.....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan. R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 33⅓ to 35 p.c. dis

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent. cash.
Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 50 and 10

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	8	10½
¼, 5-16, ⅜ in.....	8½	10½ 10¾
Cotton, per lb.....	18	20
New Zealand	8½	9
Russia Deep Sea, per lb..	12¾	13½
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 35 to 37½ per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent. to 40 per cent
Cross Cut, Disston's, per ft. 35 to 55.
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R.H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H 70 " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss Full nickel, 60 p.c. off
" Japanned handles, 70 p.c. off

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ¼ or ⅛ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3¾ 4
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enamelled cans. per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2 " " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 55 per cent
" " tinned, dis. 57½ per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 60 per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 p. c to 65 p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p.c.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p c

Ties.

Cow, per doz ..... 1 [illegible] 2 50

Tinner's Shears and Snips

P. S. & W., net list.
Canadian 10 to 15 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ p.c. to 35 p.c
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown..... ..... 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50

Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Annealed, annealed and oiled, galvanized 20 per cent. dis.
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal
Plus 10 cents f.o.b. Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 5¾ to 6¼c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } 4 4½
" 4 " 4 & 6 " }
" Plain twist, all deld 3¾ 4
" Steel thorn and ribbon..... 4½ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 03½ 0 04
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 85 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 5 to 70 and 10 p c
Standard, dis. 60, 60 & 10 p.c.
Coe's Genuine, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 00
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR
SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE
HOLLOW WARE.

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR
WM. ROGERS.
KNIVES, FORKS, SPOONS

Manufacturers of the

Finest Quality Electro-Plated Ware.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.



"BUILD TO-DAY THEN, STRONG AND SURE,
WITH A FIRM AND AMPLE BASE."
—Longfellow.

DO YOU?

WISH THUS TO BUILD, an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors.

DON'T PAINT

your house until you have sent for our 1894 sample card, showing 24 harmonious combinations in colors. They will help you to paint artistically and to preserve as well as beautify your home.

JOHN LUCAS & CO.
Philadelphia, New York, Chicago



SAW GUMMERS.

Price $15, complete.

Will gum any cross-cut saw; anyone can work it. There is paying work for a saw gummer in every town, village or cross-roads in Canada

A. B. JARDINE & CO.

Manufacturers of Blacksmith's Tools and Tube Expanders,
HESPELER, ONT.

You will Insure Success

IN THE

STOVE

Business, by selling

"Souvenir" Stoves and Ranges

They are Leaders and Sure Profit Makers.

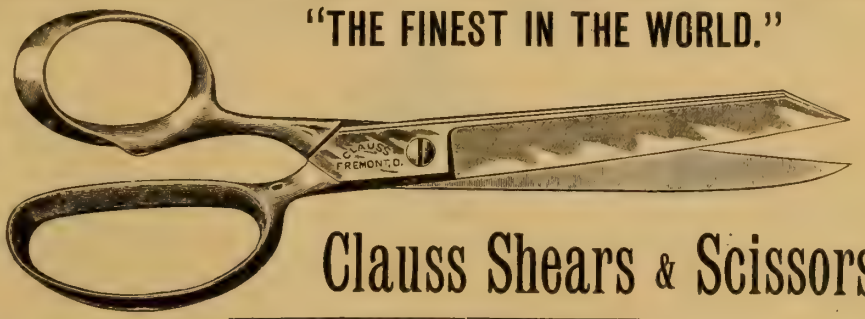
If you are not acquainted with the superior merits of these goods, order samples, and you will lead your competitor in sales.

The Gurney-Tilden Co. Ltd.

Successors to The E. & C. Gurney Co.

HAMILTON - - ONTARIO.

"THE FINEST IN THE WORLD."



Clauss Shears & Scissors

"Clauss" Shears, Scissors, Razors, Bread, Cake, Paring and Carving Knives.

Catalogue mailed on application . . . .

Higest Medals and Diplomas awarded by World's Fair Judges.

CLAUSS SHEAR CO. 67 Adelaide Street East, **TORONTO, ONT.**

MUNN'S LIQUID GLUE

IS THE BEST.

THE ART METROPOLE, Agents.

131 Yonge Street, TORONTO.

OUR SALES OF

"BURHAM" Portland Cement

For the past 8 months have been

25,499 CASKS.

"BURHAM" Brand outranks all others
Try it and be convinced. . . . .

Sole Consignees for Canada,

McRAE & CO., OTTAWA

TRUSS AND CABLE FENCE WIRE.



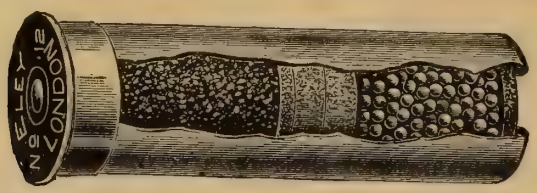
SIZE OF ONE STRAND.

IS STRONGER AND COSTS LESS PER ROD

THAN

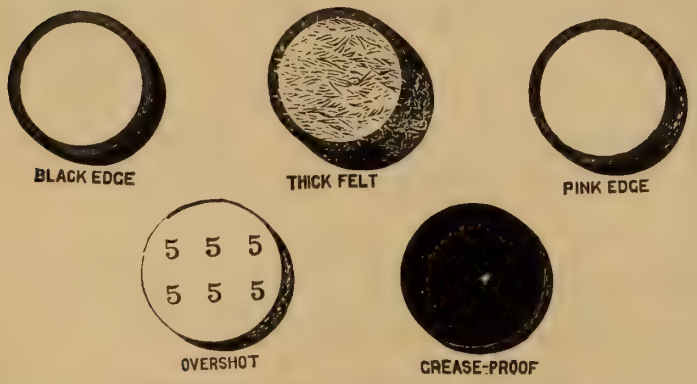
Any other Strand of EQUAL WIDTH in the Market.

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Loaded with Best Powder and Patent Shot.

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Manufacturers of EB and other Percussion Caps.

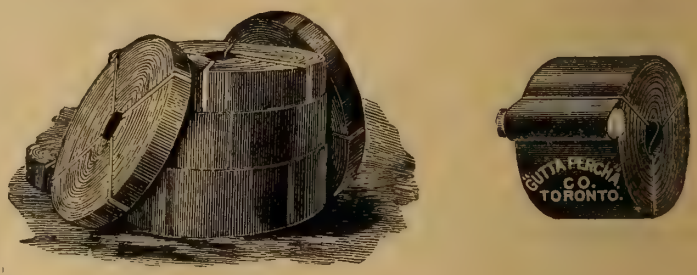
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ELEY BROS., LTD.

254 Gray's Inn Road, LONDON, ENG.

FINEST QUALITY

RUBBER BELTING



"MONARCH"
"RED STRIP"
"LION" brands

PARTICULAR ATTENTION GIVEN TO ORDERS FOR LARGE SAW MILL BELTS, ENDLESS OR STRAIGHT . . . .

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT STREET W., **Toronto.**

THE BEST
Lawn Mower
IN THE MARKET.

The
WOODYATT

Improved for 1894.

10½ in. Wheel.

12, 14, 16, 18 and 20 in.

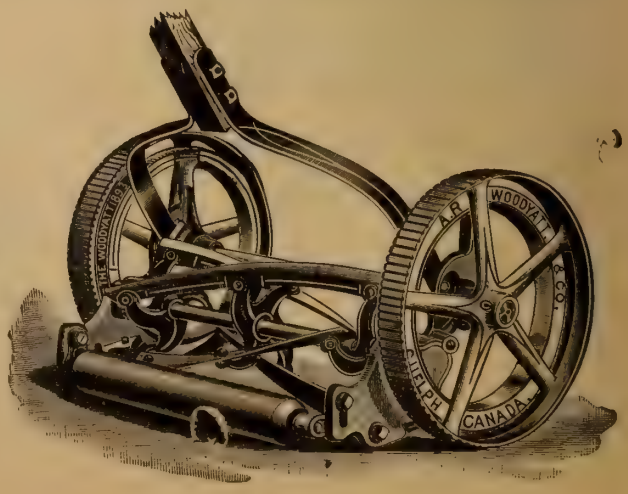
Patented in England May 15th, 1893
" " Canada " 29th, "
" " United States Dec. 12th, 1893

For Sale by all Wholesalers.

Manufactured by . . . .

A. R. WOODYATT & CO.

GUELPH, CANADA.



CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. VI. TORONTO, MARCH 3, 1894. No. 9.

MAGNOLIA METAL

—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

MAGNOLIA METAL CO.,

London Office: 75 Queen Victoria St.
Chicago Office: Traders Building.
Montreal Office: H. McLaren & Co., Agents

Owners and Sole Manufacturers,
74 Cortland Street, NEW YORK.

What has made our success in so short a time?

We could hardly fail of success with such a line as this.

You **cannot** fail to succeed with such a line as this in stock.

Think of it

and let us hear from you by letter or through our salesmen.

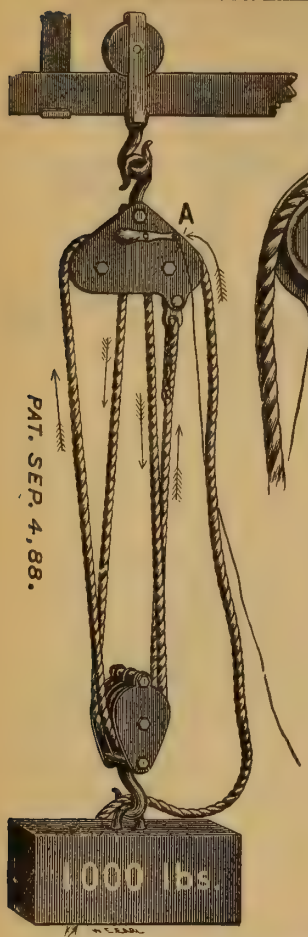
The Goods We Handle

Mander Bros.' Varnishes
LONDON, ENGLAND
Blundell, Spence & Co.'s Colors and Oils
HULL, ENGLAND
Aspinall's Wonderful Enamel
LONDON, ENGLAND
Sherwin-Williams' Coach Colors
CLEVELAND
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CHICAGO
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Walter H. Cottingham & Co.

Fine Paints and Varnishes. MONTREAL

TO THE TRADE



"SURE GRIP"

Steel Tackle Blocks

This Block will hold load at any point without fastening the rope. The wedge-shaped brake has a double grip, and is absolutely automatic and reliable. The heavier the load, the better the grip. They are the best and cheapest, because the same amount of money invested in ordinary tackle blocks will not begin to give the same amount of service.

Instructions for Reeving.

Enter rope at A, pass wedge, and follow arrows as shown in cut. It will be noticed the two centre ropes, coming in contact with wedge, always travel in same direction at same time. Take twist out of rope.

						Each
No. 3, to be used with	⅜	inch rope, one man can lift	300 lbs.,	capacity	600....	$3.00
" 4, "	½	" "	350 "		1,000....	5.50
" 5, "	⅝	" "	400 "		1,800....	7.00
" 6, "	¾	" "	450 "		2,500....	8.50
" 6½, "	¾	" "	850 "		4,000....	14.00

Blocks Nos. 3 to 6 require rope five times, and No. 6½ seven times the height to be lifted. The above prices include upper and lower block—ROPE EXTRA.

WRITE FOR DISCOUNTS

RICE LEWIS & SON

(LIMITED) **TORONTO**

HARDWARE MERCHANTS

"RESISTO" COPPER RANGE Boiler



GUARANTEED

Hydraulic Pressure

200 POUNDS

Cheapest . .

COPPER BOILER

on the market.

PATENTED AUG. 1893.

The Booth Copper Co.

Coppersmiths TORONTO, ONT.

Railroad Milk Cans,
Railroad Milk Can Trimmings,
Creamer Cans,
Creamer Can Trimmings,
Creamer Can Taps,

Sap Buckets, all styles and sizes

Maple Leaf Sap Spiles

MILK CAN TRIMMINGS

Our DAIRY PAILS are the best and heaviest on the market.

Kemp Manufacturing Co.,

TORONTO.

. . HARDWARE . .

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

Vol. VI. TORONTO AND MONTREAL, MARCH 3, 1894 No. 9

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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THIS is a day when the profits of large corporations are being regulated—or attempted to be—by legislative enactment. The introduction of a bill in the New York State Assembly is among the most recent of the many instances of this. The bill, which has received the endorsation of the New York Board of Trade, provides that a fixed charge shall be made by telephone companies day and night, which shall be pro rata as provided in the act. In cities of 1,000,000 or more inhabitants the charge shall be $78 per year; in cities of 500,000 or less than 1,000,000 inhabitants the charge per year is fixed at $66; for 100,000 or less than 500,000, $48; for 20,000 or less than 100,000, $36; and in all cities and places of less than 8,000 inhabitants, $22 per year. For messages sent from any public or pay station a uniform rate of fifteen cents is fixed for the first five minutes' conversation, and five cents for each additional five minutes or part thereof. The primary object in view is the fixing of the rates so that the dividends shall not exceed 10 per cent. If it is found that the rates fixed are not remunerative, provision is made for a readjustment, but in no case must a company make a return beyond interest and ten per cent. The Comptroller, Attorney-General, and the State Engineer and Surveyor, are authorized to act as a board of governors, and they are to meet once a month. An infraction of the regulations will be considered a misdemeanor, and punishable with a fine of not less than $100 and not more than $500.

* * *

It is safe to say that net-work wire has been put to a use in Australia which was never intended, or even conceived of, by the inventors. Everybody has heard of the rabbit plague in Australia and the various methods suggested to overcome it, in response to a $125,000 reward offered therefor. Pasteur, the great bacteriologist, it will be remembered, recommended that a few hundred of the rabbits be inoculated with the virus of hydrophobia, and then set at liberty to breed disease and death among their own fellow rodents. But this method was considered too cruel, and the attendant results too dangerous, and was finally rejected. Then some ingenious fellow bethought himself of bordering the lakes and rivers with wire netting to keep the rabbits away from water. The idea was put into practice; and with the result that thousands of the little pests have died during the dry seasons, while it is estimated that they will be exterminated in another half dozen years. There is no saying to what uses an article may be put to in these days. This is surely an instance of necessity being the mother of invention.

* * *

An order was moved for in the Ontario Legislature last week which is probably of more interest to hardware men than most motions introduced in the House. The trade, of course, know all about the binder twine industry that was started something like a year ago in the Central Prison by the Ontario Government to supply the farmer with cheap binder twine, and, as some say, to make a cord whereby the agricultural vote may be bound together in the interest of the party in power. Last season, it will be remembered, the Central Prison product was placed upon the market, but with what result nothing definite is known. It is with a view to securing this information that Mr. Preston has moved for a return showing the amounts expended in connection with the industry; the total output of twine in quantity and the amounts realized therefrom; the total quantity of raw material and twine on hand; the amounts, if any, unpaid, together with the names of the debtors; the names of the agents employed for selling the twine, and the amount of remuneration received by each. Hardware merchants were unable to make money out of the sale of binder twine last year, and, of course, they will be pardoned for having a curiosity to know how the Government came out with its new venture, particularly as this new venture was largely the cause of their woes in this particular.

* * *

A bill has been introduced into the Ontario Legislature by Dr. Gilmour to amend the law in regard to the personal covenant clause in mortgages. The amendment proposes that the personal covenants shall be taken on a separate document, premising that people would then enquire what they were signing, something which now they do not always do. The particular cause which has led to the introduction of this bill is the collapse of the real estate boom in Toronto, and the consequent large number of persons who have found themselves in financial difficulties because of their personal covenant on often along forgotten mortgage. As the law now stands the life of a covenant is twenty years. And it is against this extreme longevity that the majority of those desiring an amendment to the law have set their faces. Dr. Gilmour's bill, it will be observed, does not deal with the law in this important particular. In the general terms of a mortgage the covenant clause is no doubt overlooked by a good many mortgagors, especially by those who are getting their first experience in mortgage making. As far as these go Dr. Gilmour's amendment may be all right, but as for its being a balm for an undoubted grievance under the present law is another

thing altogether. What is wanted is an amendment that will shorten the life of a covenant, and those desirous of seeing a change of this character made assert that it should be reduced to seven years, the same as an ordinary debt ; and even then there would be the land left upon which the holder of the mortgage could realize. There are some who go so far as to urge the elimination of the covenant clause ; but this would scarcely be advisable. True the mortgagee would still have security in the property, but this would scarcely be satisfactory to the loan companies, etc., in view of the fluctuations in values to which land is subject. But were these extremists to succeed in their purpose, it would result in a higher percentage of interest being charged on real estate mortgages. And then, anyhow, what is to prevent the mortgagor giving the mortgagee his personal covenant, provided it is struck out of the regular mortgage, when he is pledging his property? Nothing. Men anxious to raise money do not, as a rule, allow such a thing as a personal covenant to stand between them and the desideratum ; and the only agreements that the law will not recognize are those interfering with the freedom of trade or those of a criminal character.

* * *

An important judgment relating to Canada was handed down by the Judicial Committee of the Privy Council of Great Britain Saturday last. The Constitution of the Dominion of Canada says that the authority for enacting laws governing bankruptcy is reposed exclusively in the Federal parliament. But upon the question as to what properly constitutes bankruptcy, there has been a difference of opinion ; and consequently the absence of a well defined line as to where the respective powers of the Dominion and the Provinces ended and began in the matter of making or unmaking laws relating to bankruptcy and insolvency. In order to settle the much disputed point the Dominion and Ontario Governments decided some time ago to submit a test case to the courts for adjudication, and the highest court in the land—the Supreme Court—decided in favor of the exclusiveness claimed by the Dominion. From the Supreme Court the case went to the Judicial Committee of the Imperial Privy Council. It was argued before that august body in December last, Hon. Edward Blake contending for the province and Sir Richard Webster for the Dominion. The opinion was then ventured that the finding, judging from the observations of the judges, would be in favor of the province of Ontario. What was then anticipated was on Saturday realized, Lord Herschell, Lord High Chancellor, in stating the decision of the Privy Council, declaring the Ontario Act respecting assignments and preferences by insolvents to be valid. It was furthermore declared that the provisions at issue—enactments relating to assignments purely voluntary—do not infringe on the exclusive legislative power of the Dominion Government. This means that while the provinces have not the power to enact a law compelling an insolvent to assign, it is within their power to pass legislation under which voluntary assignments can be made. The Quebec law, compelling insolvents to assign on demand of a creditor, was enacted prior to Confederation, and is, therefore, consequently valid.

* * *

Those who are taking an active interest in urging the passing of a Dominion Bankruptcy law are pleased with the decision of the Privy Council, knowing that if they fail at Ottawa it is possible to secure at least a partial measure of relief from the provinces. In the meantime, however, they will continue to urge the passage of a Federal Bankruptcy law, the need of which is none the less because of the recent decision of the Privy Council. What is wanted is a uniform law that will cover the Dominion, and this cannot be secured unless the Federal Parliament bestows it.

* * *

A daily paper claims to have discovered that the Minister of Finance, when drafting his Dominion Insolvency bill, overlooked an important necessity, namely, bankruptcy courts. As a matter of fact, however, there was no overlooking about it. It was purposely omitted. When the representatives of the different boards of trade in the country submitted to the Minister of Finance the bill which had been prepared by them, and which proved the basis of Mr. Foster's measure, no bankruptcy court was provided for, neither was there one desired. Bankruptcy courts undoubtedly have their good offices, but they are held to be too expensive luxuries for the requirements of this country, and that is the reason no provision was made for them in the bill which it is proposed to submit for the consideration of Parliament at its next session.

THE "HARD TIMES" CRY.

IF there is one thing peculiarly characteristic of a large part of the human family, it is proneness to exaggerate the trade conditions. If they are brisk, these people magnify them inordinately, and if they are quiet they belittle them unduly. The peculiarity in this latter particular is being at the moment demonstrated. Business in this country is just now passing through a period of quietness, much of which is seasonable. But the United States has been experiencing a financial crisis. So has Australia; and in Great Britain there has been much depression. Now some people imagine that the contagion has reached this country, and "Hard times!" "Hard times!" is the cry heard nearly everywhere, although its centre seems to be in Toronto.

The wheels of commerce are not moving with the accustomed spring and summer briskness, but it is nonsense to talk of the depression being so great as to bring them almost to a standstill.

Times are quiet ; they are not hard. The turn over in some branches of trade is probably not as large as is usual at this, the ordinarily quiet season of the year. In dry goods it is probably not. But that this is true of all, facts amply dispute. Take the wholesale hardware men ; they have done more business, they say, during the first two months of the present year than they did the same period of 1893. So have the wholesale grocers.

A man is largely what he makes himself ; and so business is largely what men make it. If they sit about in the market places and sprinkle the ashes of despair upon their heads and cry "Hard times!" Hard times!" in the same doleful voice as the lepers of old cried "Unclean!" "Unclean!" they cannot expect anything else but "hard times." Imagine you have cholera or any other disease that may be hovering around, and ten chances to one you will get the real thing. And the merchant who is caught by the cry of "Hard times," ten chances to one will get a taste of it.

When business is quiet the proper thing to do is to look on the bright side, put your shoulder to the wheel and push. Search your brain for new ideas to create a demand and stimulate trade. Get up and hustle. By-and-bye you will get to a point where business will bowl along briskly ; and then you can let it carry you along to your joy and comfort.

To men of brains or men of muscle,
All things come to those who hustle.

REDUCTION IN WIRE.

A REDUCTION in the price of wire has been decided upon by the makers.

It applies to bright, annealed, oiled, and annealed and galvanized.

Heretofore the price has been 10c. f.o.b. Toronto and Hamilton above the fixed price in Montreal, and in London it was 14c. higher than in the latter city.

Under the new order of things Toronto and Hamilton will be placed on the same footing as Montreal, while the excess in London will be only 4c. In other words there has been a reduction of 10c. all round.

Lately wire has been coming into the west from the United States, and it is believed that the reduction ordered by the Canadian makers is because of this new competitor for the home trade.

CHRONIC GRUMBLING.

DID it ever occur to you what a lot of chronic grumblers there are on this little earth, and also what a depressing effect these people have on trade generally when there is a slight depression in trade or during the dull season. You make a call on one merchant of this class and he looks at you with the expression of a man who had lost his last friend on earth, and says in the most solemn tone of voice: "Business is bad, very bad; and I see no chance of it improving. I have seen the time, but it was many years ago, when things were good, but now—well, we'll never see such days again." When you ask him why he did not make more hay while the sun shone, he will doubtless answer: "I did as well as most men." And now that times are dull and not as much doing he is contented to do as well as most men and grumble about hard times.

This year, in spite of all the hard times talk that has been going on, has been equal up to date to the preceding, and a canvass of the Toronto dealers reveals the fact that their sales in nearly every case have been equal to those of the same months of 1893, and in many cases have been in excess. Wholesale men report collections fairly good, and the number of orders received at this early season have been in excess of what was expected. Retailers' reports are also fairly satisfactory regarding collections. All this tends to show that the hardness of the times have been greatly overated.

A Toronto hardware man, speaking on the subject to a representative of this paper, said: "There has certainly been a tightness in money, but one cannot always tell the true state of things by that fact. There are always a lot of people on the merchants' books who take advantage of hard times to postpone paying debts, and consequently make things worse than they otherwise would be. If those who are perfectly able to pay were always willing to pay, we could afford to be lenient to those who were not able. The great trouble is to discriminate between these two classes. We are, however, this year running our business as nearly on a cash basis as possible, and though in some cases we have given offense by refusal of credit, I do not think we are losing anything. We can afford to give our customers better prices, and if cash trading could be more universally adopted we would not have half as much grumbling about the hardness of times. The trouble lies in the habit of ignoring the possible coming of adversity during the days of prosperity, and the postponement of paying of debts, from time to time, until the slack season comes. Then the merchant tries to collect what is due, the consumer is out of work and pleads hard times. Business shows signs of improvement and the consumer again gets on his feet, but now he has not only to meet current expenses but pay off the old debt that has been accumulating all the while. So things go on from day to day and year to year. While paying up an old debt he is piling up a new one, and the merchant is, in most cases, eventually the loser."

WANT THE DUTIES MAINTAINED.

THE discussion regarding the question of iron duties goes on apace in Montreal, and the arguments and attention that the Iron Age and other American papers have been devoting to the question of the extension of the iron trade in Canada is eagerly seized on by those who oppose any reduction in the duties.

It is pointed out that even with the duty on, the American furnace men get into western Ontario, and that if the duty is taken off, the 40,000 tons that the Canadian furnace men now market in Canada will soon be a thing of the past.

The long haul from the Nova Scotia furnaces to the western Ontario market is also adverted on as a reason why, in their present struggling state, the Canadian furnaces should be given all the protection possible. Importers point to the case of Scotch iron as an illustration of what protection will do.

"Summerlee costs about $12.85 a ton in Glasgow, and as it is the iron most in favor with Canadian consumers, it is a pretty good illustration of what the protective tariff has done," said a well known importer of iron to HARDWARE's correspondent the other day. "The Londonderry or the Ferrona company will tell you that they are doing more and more business in Montreal every year despite this predilection in favor of Summerlee. In fact it is now only imported for special purposes. This is easily understood. This brand of Scotch iron would cost under summer freights laid down in Montreal $18.50. I used to sell this iron in thousands of tons where now I only sell hundreds. The reason is simply that 'Londonderry' and 'Ferrona' are selling and have been selling during the summer and fall at $16 to $17, and at the lower cost naturally take its place. This, too, notwithstanding the fact that freight from Glasgow in summer is only $1.10, while the freight from Nova Scotia to Montreal is about $3.50 In Western Canada, as everyone knows, Scotch pig is out of the market, as American during the past two years has been the only competitor that Canadian iron has had to face up there. The American furnace men have simply made their price to suit the market irrespective of cost, and if there was no duty it is easy to see how quickly the Canadian iron industry would be killed by this method. Of course if business conditions improved across the line the case would be different, as the American furnace men would hardly be content to lose money as they are now doing on every ton of iron, but in any event they would soon smother the Canadian furnaces if it was their interest to do so, and would be very apt to do so if the American papers are any indication of the feeling across the line.

SUGGESTS A RETAILERS' COMBINE.

"THERE is no use of some people talking against it," said a Toronto hardware dealer. "Things are coming to that point when the smaller dealers will be forced to form an association, or combine, if you like to call it so. Why should they not combine? Everything is going that way now. The department stores are cutting our business to pieces, and can afford to undersell us, because they purchase large quantities and get better prices. I don't blame the manufacturers; there are very few of us who would not do the same thing. I am in favor of the formation of a limited company, composed of retail hardware men, each to take $50 or more worth of stock. The purpose of the company would be to enable retailers to compete with the department store prices, by buying collectively and in large quantities, thereby getting better prices, and they would, in addition, receive cash discounts. Their stock would always be a guarantee of good faith. I feel that it must eventually come to something like this. It is certain that we cannot compete with the department stores without doing something of this kind."

'TWAS A BLUNDER.

ONE of our exchanges, to be more specific, HARDWARE, published at Toronto, Canada, quotes an article from the last issue of this journal, and either by error or facetiously, credits it to the "Saturday Plumber." The difference between Saturday and Sanitary is very considerable, when the sense of the words is considered. There is not very much differ-

ence when the mere sound is considered. Every plumber, of course, does sanitary work, and every plumber certainly has his Saturday. All plumbers are Saturday plumbers in a sense of bringing their week's work to a close, and more particularly in paying wages or drawing weekly stipends. A journal called the Saturday Plumber would not be a bad idea. And should such a venture ever be started, we shall most cordially welcome it to the general field. It remains for our esteemed Canadian contemporary, however, to explain whether Saturday Plumber was a blunder or intended as a joke.—Sanitary Plumber.

'Twas a blunder, brother, nothing more or nothing less. But the printer was the cause of it, and the proofreader responsible for it, and both are now repenting of it. We don't joke —or, hardly ever.

TALKS WITH RETAILERS.

"WE are finding business on the quiet side," said Mr. Wheeler, of Wheeler & Bain, K ng street east. "We do not see any prospects of much improvement in our line for some weeks. Our trade is largely a country one, and the coming spring will no doubt bring an increase in demand, but the spring trade is not likely to have fully opened up before April 1st. We are in receipt of two contracts for furnaces this week, and cook stoves and ranges are moving. I guess we are holding our own all round."

"No, there is no rush round this neighborhood at present," said W. J. Whitten, King street east. "There will likely be some demand for necessities from the farmers next month, but they are all economizing and there is not a great deal to be looked forward to from that quarter. I do not think that the destitution we hear about is as widespread as we are led to believe by the daily papers. Hard times talk is very contagious. There are a lot of people who are always hard up no matter how good the times are. I think the coming 4th of March accounts will be met fairly well, though there are bound to be a lot of renewals. Wholesalers are not expecting a great deal I should think. We are receiving a fair share of the business that is doing in our line, which is house-furnishing. We do not go outside it, and are not running our business at a loss."

"I anticipate a change for the better in trade soon," said Geo. Pearsall, Yonge street. "Things will show some signs of improvement next month or I am much mistaken. Sales were somewhat slow in the store last week, but we always have enough work in the shop to keep us busy."

"The weather had a depressing effect on the trade last week," said E. Clapp, of Clapp & Moses, Yonge street. "There has been a considerable improvement in business the last two or three days, however. There is quite a bit of jobbing work coming in, and a few sales are being made in cook stoves. We have placed a new fire-pot in the Moses combination stove, which greatly improves it."

"We are not yet experiencing any increased demand for spring goods," said J. W. Woodsworth, "but business is moving nicely for this time of year. Trade is very quiet, and, by the look of things, lots of men are glad to see something turn up, if it is only snow. It is hard to say how bad the times are. On one hand we have the unemployed shoveling snow, and on the other we see thousands paying exorbitant prices to see Patti and Irving."

"Last week trade was quiet, owing to the severeness of the weather," said J. T. Wilson, Queen street west. "The first line that we anticipate an increase in demand for will be house-furnishings. When people start house-cleaning, they begin to find out what they are short of. Something or other wants a coat of paint, or tacks, etc., are needed. All these small things, which are not much in themselves, mount up, and swell the weekly sales considerably. We are busy manufacturing our Good Value gas stoves, and will have them this season in four sizes. We claim that they are one of the cheapest and strongest gas stoves that are at present on the market."

"We keep fairly busy in the shop, though of course this is the dull season for jobbing work as well as other lines," said B. Ibbotson, Queen street west. "Skating is about over, so there is little or nothing doing in that line, and the grass has not come up yet to create other work. I do not intend handling bicycles this season, but will confine myself to the repairing and the sale of sundries."

STEEL IN CAR CONSTRUCTION.

AT the December meeting of the Western Railway Club, J. D. McIlwain, of the Harvey Steel Car Works, gave an interesting description, according to an exchange, of the cars exhibited at the World's Fair in whose construction steel was employed to a greater or less degree, and also of the extent to which that metal is used in other countries. He stated that it has been demonstrated that a steel frame car can be built that will embody 150 per cent., or 2½ times, greater resisting strength, at least 300 per cent. longer life, cost 50 per cent. less for maintenance, and weigh 15 to 20 per cent. less than the modern American wooden car. As to its being necessary to have special machinery to repair steel cars, he stated that every well appointed railway locomotive and car shop is equipped with punches, shears, cold saws, bulldozers, etc., and that is about all that is needed to frame and form material for renewals and repairs of steel parts. If standard sections are used very little forging will be necessary.

If put together on car building lines, and not like a boiler, it will be as easy to remove and repair bent or defective parts as in a wooden car. The evolution would be gradual from wood to steel. The same would be the case with appliances for repairing. The cost for any change in the repairing plant would be small compared to the reduced amount of repairs required with the use of metal frames. In European and other foreign countries the evolution from wooden to metal cars has been quite rapid. It having been demonstrated that the metal car costs much less for maintenance than the wooden car, yet the difference in cost of metal and wooden cars is much more than it is or will be in this country, as they build a car there without much regard to future cost of maintenance, which is a very important item in this country. Thus far our metal cars have been built with a view to future maintenance, which is a consideration absolutely necessary.

The question of dead weight is of considerable importance. To obtain a steel car with 15 per cent. less weight than a wooden car of same capacity means a saving in cost for haulage of 15 per cent., which insures a less number of cars to do the same amount of business, a less number of cars to maintain and renew, making a very marked reduction in the cost of rolling stock.

AN INGENIOUS SHARPER.

The Toronto police authorities here have received warning that sharpers have a new scheme. This time it relates to bicycles. One man usually works alone and his plan is to find the names and addresses of bicycle riders. He then represents himself as an agent of the maker of the wheel which his intended victim rides, and tells him that a number of wheels have been stolen and that his is one of the number. He produces his authority for taking the wheel and frequently gets the machine, which, of course, he sells, frequently in the same town. Hundreds of people have been victimized in Chicago, Detroit, Rochester, Buffalo and other cities.

Some of the business men in the central part of Toronto are objecting to a new order from the postoffice authorities, changing the system of delivering registered mail matter. Formerly all registered matter was allowed to accumulate and be sent out at a certain hour each day. Under the new order, it must be sent out with the other mail just as it comes in. The objection to this system is based on the fact that it is inconvenient to the cashiers, and other responsible officials will have to attend to each mail delivery. A protest by one of the firms brought an answer from Inspector Barwick that the firm must either make arrangements to receive the registered matter from the carrier or else call for it at the general delivery.

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RUSTLESS COATING FOR IRON.

THE following, according to an exchange, is a translation by Frederic W. North of a paper read before the Paris Societe d'Encouragement by M. Octave de Rochefort Lucay, on the new Bertrand processes for coating with magnetic oxide and enameling iron and iron carburets, and on a new process of tinning for cast iron.

Messrs. Barff and Bower were the first to practically coat iron, steel, and cast iron with magnetic oxide, so as to form, at the cost of the metal itself, the protective layer that is obtained usually from paint, or from enameling, etc., with a thin coating of a metal that is not oxidizable.

The Bertrand processes are more simple than those of Bower and Barff, and are based on a new discovery in chemistry, and may be stated thus: If a thin adherent film of another metal is formed on the wrought iron or on the cast iron, and this iron or cast iron, heated to 1000°, is exposed to a current of oxidizing gas, the oxygen penetrates through the film, oxidizes the iron, or the cast iron, and under these conditions magnetic oxide is the result. The formation of magnetic oxide, thus obtained, continues indefinitely, and the thickness of the coating of oxide increases according to the period of exposure to the oxidizing current, providing the temperature remains at about 1000°.

As to the film of metal deposited in the first instance, it disappears in some obscure way, forming oxides which mingle with the magnetic oxide or volatilize, according to the nature of the metal of which they are composed. M. Bertrand had then to find the best metal and the best method for depositing it on the article to be coated, and he has found that bronze, a mixture of copper and tin, gives, from a practical point of view, every satisfaction. For depositing this bronze on the wrought iron and cast iron M. Bertrand uses electricity or wet baths, and uses sulphophenolic acid.

The following is the method adopted in the Bertrand manufactory for an oxidation: The article is cleansed (the cleansing is not indispensable), then dipped a few moments in a bath containing a solution of sulphophenate of copper and tin. The coating of bronze being formed, the article is immediately washed with cold water and dried with sawdust. The article dried is put into a furnace. Oxide forms, and at the end of 15 to 30 minutes (according to the articles) the article is taken out, sufficiently oxidized. The coating produced varies from 1-10 to 1-5 mm.

M. Bertrand uses electricity to ascertain if the coating is of sufficient and uniform thickness, and in doing so he makes use of bells. If in putting the two wires in contact with the oxidized article the bells ring, the current passes—the oxidization is insufficient; if it remains silent the oxide formed is of sufficient practical thickness, because it prevents the electric current from passing.

PROCESS FOR TINNING CAST IRON.—M. Bertrand has also used sulphophenolic acid to obtain tinning on iron. He dissolves salts of tin in a mixture of water and sulphophenolic acid at the rate of 1 per cent. of tin salt and 5 per cent. of sulphophenolic acid. In this mixture the article, which is previously cleaned, is dipped; and is at once covered with an adherent coating of tin, and afterward, by the means of rotating brushes in wire and cloth, the coating of tin is polished, and a result obtained which is both effective and cheap.

PROCESS FOR ENAMELING—There are not more than two processes for enameling cast iron. In the first, called hot, the iron, heated to a vivid red, is powdered with a flux powder (borosilicate of lead), distributed with a sieve; then it is heated, and when the flux fuses it is powdered afresh with glass, more soluble, forming the glaze of the enamel. This process, the only direct enameling, is dangerous to the operator, and even impossible for large articles, nor does it allow of decorations. The second process consists of dressing the cast iron by three distinct and successive operations in the furnace with a kind of pottery. In the Bertrand enameling, the article is first coated with magnetic oxide, then dipped in borosilicates of lead, colored by metallic oxides, in which is added a little pipe clay in order to give rather more body. The article thus covered cold, by dipping or with brushes, is put into the furnace; the enamel adheres and vitrifies at the usual furnace temperature used by enamelers. By putting a coating of colored enamel with a brush on a first coat simply plain, it is possible to make any decorations desired, which may be burned in at one operation for outdoor vases, etc. These results, due to the first oxidation with magnetic oxide, are remarkable, as much for the color as for the tenacity of the enamel and its resistance to rough usage.

A MANUFACTURERS' SECTION.

A meeting of the members of the Toronto Board of Trade who are manufacturers was held Monday afternoon to discuss the advisability of forming a manufacturers' section of the board. Mr. Edward Gurney occupied the chair, and there was a good attendance. After discussion it was unanimously resolved: "That, with a view to the promotion of the manufacturing interests of this city and province application be made to the council (of the Board of Trade) for authority to form a manufacturers' section of the Board."

W. B. Hamilton, J. J. Phillips, J. C. Copp, and the pro tem. chairman, Edward Gurney, were appointed a committee to prepare by-laws and draft a circular, to be sent out to all the manufacturers in the province who are members of the board. This committee will report to a general meeting to be held on March 19th.

HINTS ON THE BRUSH TRADE.

NOW is the season for the retailer to turn his mind to the stocking up of paints, oils and brushes.

It is perhaps somewhat early to expect any demand for these lines, but the dealer will find it advantageous to be a little forehanded, and he will no doubt stock up more judiciously, and exercise more care in the selection of his stock than if he were to leave it to the last moment.

Mixed paints and varnishes, etc., may be very tastefully displayed in the show window, and the arrangement of brushes allows a wide scope for the window dresser to exercise his taste.

Retailers handling mixed paints, varnishes, wood stains, etc., often neglect to give these goods a place in the window.

There are very many different brands and grades of paints, and we must leave it to the dealer's judgment to select from whom he will buy. In the selection of his stock of brushes it is necessary that the dealer should have one or two facts prominently before him. The first, and, probably, the most important, is that in the majority of cases a good article will find better sale, and be found more satisfactory in every respect to his customers ; and more profitable to himself.

There is hardly any article handled by the hardware trade in which adulteration, or palming off inferior goods, is so prevalent as in brushes. To judge accurately their value and quality the dealer must be an expert. As a safeguard it is advisable to buy where you are sure of being honestly dealt with. It is safest to place your orders with old established and reliable makers who brand and guarantee their goods. Such makers have a reputation to sustain, and will not misrepresent their goods for the sake of some small additional profits. A stock of brushes should, however, be so selected as to embrace a variety of sizes and qualities to meet the demand of different classes of consumers ; but the goods in themselves should be well made, and neatly finished and tastefully put up in closed packages or boxes. All lines of brushes, but particularly those used by painters, should be kept in a moderately warm place, where they are not so liable to shrink or dry up, but in event of any goods being so affected, they should be returned to the manufacturer. Any good firm of makers will renovate, or replace them with others.

The dealer should use considerable judgment, and not overstock himself in odd or slow selling sizes, and should carry the bulk of his stock in staple lines on which he can easily post himself through the traveling salesman.

A neat display of brushes, mounted on boards covered with red and blue flannel, baize or cotton, will have a pleasing effect, and will attract attention to the lines that you are carrying, and tend to increase sales.

The larger makers are issuing some very attractive show cards. These should be placed where they will catch the eyes of customers entering or passing the store. Any new lines or novelties which show any decided improvement the dealer will do well to give a fair trial.

There are a few new styles being placed on the market this season, and anything that will tend to enhance the value of a brush, and find favor with painters, the dealer should not be slow to embrace. The dealer cannot be too particular in the selection of paint brushes.

Spring will bring a demand for other kinds of brushes, such as household brushes, shoe brushes, etc. All these the retail hardware dealer, especially those who make a specialty of house furnishing, should now be placing in stock, in anticipation of the coming demand. All these goods will find ready sale when well displayed and offering good value. An early display often creates an early demand.

THE FLEXIBLE BRIDLE.

AN important improvement in painting brushes, which has lately been put on the market, is the flexible bridle, which does away entirely with the old-fashioned way of bridling a brush with twine. Not only is the saving in time to be considered, but also the great advantage which this improved bridle gives in the working and wear of the brush. Being flexible it allows the paint to circulate freely, and as the brush can be frequently cleaned out, the stump always remains soft and pliable and will wear down to an even chisel-edge, as shown in the cut. It can be applied to oval, round, or flat brushes of all kinds, and any painter who has given it a fair trial will never go back to the old way. The manufacturers, Chas. Boeckh & Sons, report having received the very highest testimonials from leading Canadian and American painters, and we may safely say that it is only a matter of a short time when dealers will find it necessary to carry a stock of the flexible bridled brushes, not only for the use of practical painters, but also for amateur painters who find it a very difficult matter to bridle a brush; and unless properly bridled it is impossible to do good work.



The following extract from a letter received from a leading painter will fully confirm all that is claimed : "In reply to your enquiry as to how I like your flexible bridle, I beg to say I think it the best I ever saw or heard of. It is a vast improvement on the old twine method of binding, both in the saving of time in binding and general cleanliness in use, and it certainly has the effect of keeping the bristles more compact and cleaner in the stock, thereby allowing a brush to be used closer to the ferrule. In using them on wall brushes I find that a brush with an inch longer bristles can be used to advantage, thereby decreasing the cost of the brush." A very handsome showcard will shortly be ready, illustrating the flexible bridled brushes, and the same will be forwarded to dealers on application ; also price-lists and circulars, etc.

"A MAN IN BUSINESS."

THIS was, according to N.E. Grocer, Rev. M. J. Savage's subject for a recent sermon, and he took his text from Luke ii., 49 : "Wist ye not that I must be about my Father's business ?" He said :

Business is the production and distribution of those things which the needs of the world demand. It is the general opinion that there is a very wide divorce between business and religion. It is a thing too common among business men not sufficient to appreciate the divine side of business.

A barbarian has few desires, few needs, but a civilized man has many desires, many needs. The more things a man wants the more he is a man. The distance between a barbarian and a civilized man measures what business has done for man. The business enterprises of the world have opened up many new fields, have been a new stimulus to the intellectual life.

One of the most important things that business has given us is the sense that man, under whatever condition, is human ; that all men are children of one father ; that they are all brothers.

It is a common belief that business is made up of dishonesty. But I wish to say that the business of the world has done more to create a sense of truth than anything else. A man will not be engaged in the existence and conduct of any business the existence of which is an injury to the world. A man will not lie in carrying on his business.

A man will not steal. A man will not treat the men whom he employs as mere counters in his game. He will remember that in the long run it is the prosperity of these employees which makes the business prosperous. A man will not make his business the end of his life. He will make his own manhood, and that of others, the end.

By rightly conducting your business you are serving God a thousand times more than you are in performing your perfunctory religious duties. In the church you will learn about religion, and in the field of business you will live it out.

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COST AND SELLING PRICE.

DOES the average retail dealer ever stop and figure up the profit in his business? queries Hardware Reporter. Or, to put it in another way, does he always determine the selling price by adding what he thinks is a fair advance on what the goods cost him, without taking into consideration the many incidental yet necessary changes which make up the sum total of the cost? He may lump these together by guessing at what they amount to, and at the end of the year may find himself minus a profit on the comparatively large amount of goods he has sold, or else he may find that his sales have been very light because he overestimated the proper selling price, and so was unable to make a ready disposal of his wares. In either case the result will have been obtained through a lack of system and an ignoring of the details in business.

Take a suppositious case as an illustration of this. A bill of goods is invoiced at $1,000 and freight charges bring the amount up to $1,100. This amount stands against the merchandise account, but what more is to be added? Drayage, or the cost of hauling, store expenses, including clerk hire and rent, loss by breakage or on shop-worn goods, and all the minor items, inconsiderable in themselves, but the sum of which swell the total on the debit side of the ledger. If their cost in dollars and cents cannot be approximately determined—and there is seldom any reason why this cannot be definitely figured up and added to the cost—the retailer will have nothing more than a jumble of figures in which to guess his selling price. If in the case under consideration the merchant will add the cost charges immediately attaching to the invoice, such as drayage, and will determine what charges the invoice for $1,100 worth of goods should bear to his other stock, he can establish a definite selling price after adding the profit to which each particular article or line may be entitled, according to his own ideas of what such a profit should be. He may possibly be accustomed to attach a certain uniform percentage to the cost price of all goods, no matter what may be their variety, or their character as ready sellers, but when he does this he will be very apt to find that he has reckoned without his host when he comes to balance up his books at the end of the year, or whenever it may suit him to do so.

A LESSON ON SELF-MADE MEN.

CHAUNCEY DEPEW, in a recent address to the alumni of one of our leading colleges, paid self-made men a compliment, but in conclusion he said some things which should set the boys to thinking, says Sanitary Plumber. It was practically this, that if these self-made men had had the advantages of schools and colleges, they would have had teachers to help them, and therefore they would have gotten along so much faster and so much easier; that while we wonder at what they have done, we would have had still greater cause for wonder if they had had such aid as our modern schools and colleges afford. The moral of this is, that while the working boys should study and study for themselves, yet, whenever opportunity affords, they should take advantage of the night schools, whether they be trade schools or otherwise, so as to have not only the advantage of books, but the advantage of teachers.

There are a great many things that can be learned from books, but there are many other things which can be more quickly learned if you have a teacher to help. In the shop the boy has a magnificent school, if he only knows how to use it, but half of the boys at the present day, when they have a spare moment, feel that they are wasting time unless they are skylarking or passing ball in the street or reading a novel. In good weather passing ball is good practice, and there is no objection to reading a novel now and then, but if a boy wants to get along, he should not miss any opportunity to ask questions of the man whom he is helping; or if he is not a helper, to learn from the journeymen or master workmen in the shop all that he can about different parts of the business. One man said in the old days that being apprenticed was only permission to learn all you could in the shop.

Now the only way to learn a trade is to ask questions of the men who know, and it is not always the boss who can tell you the most. One man used to say that when he was an apprentice, and a new journeyman came into the shop, he always felt as though he had a new book, and he pumped that new journeyman for all he was worth. Now that is the true spirit, and the true way to make the most of your opportunities. Use your teachers as well as your books, and use the journeymen as though they were your teachers. Do not be afraid. Almost any "white" man is glad to help a boy who is willing to work and tries to learn how.

Finally, if one in these days intends to become a self-made man he must not try to do it in the old-fashioned way of studying alone, trying experiments by himself. He must try to obtain help, use teachers and schools and take advantage of all the modern methods

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Mr. Cleland's bill, introduced in the Ontario Legislature to amend the game law, is designed to restore the close season for hares to what it was before the passing of the present consolidated game law. Under this bill, the close season, instead of being from 15th December to 15th of September of the year following, will be from 15th March to 1st September.

DON'T WORK WITHOUT A PROFIT.

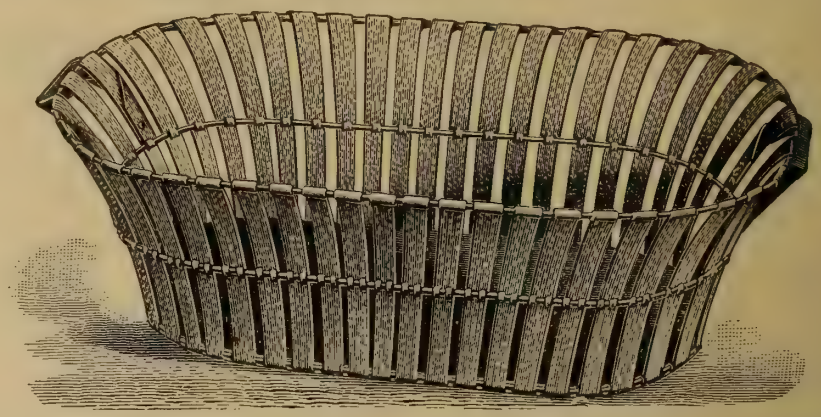
A GOOD many young mechanics who have been having hard times during the last six months are exceedingly anxious to get business and be at work, says Hardware Reporter. They are willing to do almost anything, and make almost any sacrifice if they can get something to do, even if they only make day wages. They will go to a builder and propose to put in furnace pipes, or do what plumbing is necessary at cost, providing they can get as much over and above the actual expenditure for material as their wages would amount to. On the face of it, this seems to be all right. If they charge for the material, for their time and for the time of the men, they do not see but that they have made themselves whole. There is just where the inexperienced contractor makes his mistake. The cost of the goods, in nine cases out of ten, does not include the cartage, and charging the cost of the goods to the builder very likely does not include waste. If the time of the men is put in at exactly what is paid, there is also a loss. In other words, the beginner, in making an estimate like this, forgets that he has rent to pay, that he has to do the cartage, that his tools are wearing out, and that there are a variety of expenses constantly going on which must be paid for, and which come out of his pocket. When he does a job nominally at cost, he receives less money for it than he pays out.

It is precisely the same as though a grocer should buy sugar at four cents per pound and undertake to sell it at the same price. Even if that sugar were delivered at his door free of charge, yet it costs him something to weigh it out, and there is also a loss in giving "down" weight, so that his 350 pounds in the barrel will not foot up 350 pounds on the pass books of his customers. The young man who undertakes to lay tin plate on a roof and charges the same amount per box which he pays, is losing money in he same way; he is paying certain costs on those boxes of tin which do not appear on the bill; and if he does not in some way receive pay for them he will be badly out of pocket.

It is a great deal better to be idle than to be paying out money for the privilege of doing work for other people. The beginner in the tin or pumbing trade is very likely to be so eager to get on in the world that he demoralizes his prices, and at the end of a few years finds himself bankrupt, and out of business, while all the time his books have apparently shown that he was making a profit, or at least getting his money back. In the hard times which are upon us, and which are by no means ended, there will be a great deal of this kind of work, and while we cannot hope that the older men will be wise in time, the boys at least can learn a lesson, and they need not be wearing out their soldering coppers or burning up their charcoal or benzine without getting some money with which to purchase new tools and more fuel.

THE CENTURY BASKET.

THE Buffalo Specialty Manufacturing Co., of Buffalo, N.Y., are placing a steel basket upon the market, and the accompanying cut gives an excellent idea of its style of construction. The basket is all steel, excepting the bottom, which is hard wood. The metal part is galvanized, making it attractive and rust proof. The manufacturers claim that the basket remains



sweet and clean, as nothing can penetrate into it, that it cannot wear out, and that it cannot break. It is designed as a handsome, strong, attractive and light display and delivery basket for grocers, butchers, bakers and merchants generally. The baskets are made in three sizes: No. 1, 21 inches long, 13 inches wide and 7¾ inches deep; No. 2, 23 inches long, 14 inches wide, 7¾ inches deep; and No. 3, 25 inches long, 15 inches wide, 7¾ inches deep. The dimensions given are top measurements.

HARDWARE MEN ORGANIZE.

A SPECIAL general meeting of the Metal and Hardware Association of the Montreal Board of Trade was held last week, Mr. T. J. Drummond in the chair.

The draft by-laws, with some slight amendments, were adopted.

The election of officers resulted as follows: President, Mr. Jas. Crathern; vice-president, Mr. Thos. J. Drummond, treasurer, Mr. J. B. Learmont. Directors—Messrs. F. Fairman, Jas. Phymister, Wm. McMaster, A. C. Leslie.

It was agreed to issue a circular to the members inviting them to attend on 'Change daily between 12.30 and 1 o'clock and especially at that hour, so that on that day, at least, members might certainly expect to find other members on 'Change.

On motion of Mr. James Cooper, seconded by Mr. James Crathern, a hearty vote of thanks was unanimously tendered to Mr. G. A. Drummond for the time and labor he had expended in the promotion of this Association.

TRAVELERS AND RETAILERS.

"A TRAVELING salesman receives an education that will fit him for the road before he goes out on his trips," said Mr. A. L. Shapleigh, of the A. F. Shapleigh Hardware Company, St. Louis, to the Reporter, "and, in fact, his time at headquarters is mostly spent in learning all about any trade developments that may have been brought about and which he did not gather in while away from home. There's something new every day, and a traveler's 'think tank' must be very large in order to hold all the information about details, and so on, that are so necessary to the successful carrying out of his campaign of education among the trade. And that is just the point I want to make. I don't suppose the idea is a new one, but it cannot be repeated any too often—that is, the statement that the well-posted and intelligent traveler is in a position to do almost as much for the retailer as in selling him the best goods on earth at the lowest possible price. He can, and frequently does, tell the retailer what the other retailers are buying, gives him a better insight into the trade and what it requires, and very often makes suggestions about business in general that cannot fail to help the retailer's sales if properly acted upon. Of course, the traveler is not infallible, but he does a great deal of good in other ways than as a salesman, and I believe the trade is willing, as a class, to appreciate his efforts in that behalf. At least 75 per cent. of the jobbing hardware business is sent in by the travelers, which goes to show that the trade very largely depends upon their judgment in the selection of goods."—Hardware Report.

THE CONSOLIDATED
PLATE GLASS
COMPANY OF CANADA (Limited)
HEAD OFFICE:
73 and 75 Wellington Street West, TORONTO
BRANCHES:
MONTREAL, 338 St. Paul St. LONDON. OTTAWA.
FRANK J. PHILLIPS, Toronto, President.
WM. R. HOBBS, London, ALEX. RAMSAY, Montreal, } Vice-Presidents
Correspondence Solicited. Estimates Given
Special Discount to the Trade.

VIEWS AND INTERVIEWS.

"TALK about hard times," I heard an old gentleman remark, "why, the people of this day and generation do not see anything like I saw in 1840. Why, it was terrible. The farmers couldn't find a market for their produce, and the business of the country was almost at a standstill. About '46, however, business was booming again."

* * *

"The linseed oil market is much firmer in the United States," said a jobber to me Thursday. "Our advices state that on that market American raw is quoted at 53c. and Calcutta raw at 58c. This is much higher than we are selling at here. The reason for the advance on the other side is this: Some time ago, owing to the depression there, vast quantities of the seed were exported. Now they find themselves compelled to import Calcutta seed, in consequence of which up goes the price. Good grinders say our seed is equal to the best, and yet our price is so much lower."

"Yes," remarked another jobber, "the American market is higher; it has not affected this market. Nor will it. This market is always regulated by the English market."

* * *

N. Courtemanche, of Penetang, paid one of his periodical visits to Toronto this week, and he brings the gratifying intelligence that trade prospects are pretty good in his town, and that the erection of a number of buildings is contemplated.

* * *

"Do you know," said a broker to me the other day, "that people are daily becoming more favorable to American sheet steel, and to-day we are supplying steel plates to boiler makers here at less than the English figures. If this state of thing continues very little English boiler plate will be used in Canada this year, especially as American manufacturers are now making big bids for this market."

* * *

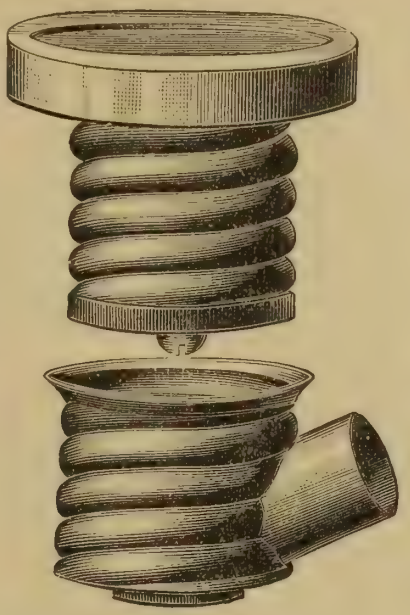
"Yes, trade is picking up in plumbers' supplies," said the representative of a manufacturing firm, "and I think business with us in this line was probably better last week than for a number of years."

BYSTANDER.

VICTORIOUS HOCKEYISTS.

Lucke & Mitchell, hardware merchants, Sherbrooke, P.Q., have a hockey team that appears to be sweeping everything before it. About the middle of last month it met and defeated the Coaticook team by nine points to six, and a few days later a team from Stanstead was vanquished. May your victories multiply.

The Edmonton Board of Trade has been organized with the following officers: President, John Cameron; vice-president, J. A. McDougall; secretary, Isaac Cowie; treasurer, Jas McDonald; council, M. McCauley, Jas. Ross, C. F. Strang, W. Johnstone Walker, T. W. Lines, G. R. F. Kirkpatrick, T. Bellamy, J. T. Blowey.



NEW

Steel Creamer Tap

All Parts Retinned

Superior to Lead taps and much cheaper. . .

THOS. DAVIDSON & CO.

MONTREAL

PARIS GREEN Takes a Tumble

Buy it at your own figures. Combination prices broken.
What caused it? -- Read below:

A BONANZA FOR DEALERS

Church's Potato Bug Finish

READY FOR USE DRY NO MIXING REQUIRED

Sticks to vines and finishes the whole crop of Potato Bugs with one application. Also kills Curculio and Tobacco Worm. The only safe way to use a strong poison. Cheap.

NO MORE WATERY POTATOES
WORTH ITS COST AS A FERTILIZER
DOES NOT INJURE THE VINES

WAIT FOR OUR TRAVELERS, WHO WILL TELL YOU ALL ABOUT IT

Alabastine Company, Paris, Sole Manufacturers.

HILL & FORBES, 327 ST. JAMES ST., MONTREAL: Agents for the Province of Quebec.

STANLEY'S PATENT
HAND-Y LEVEL.



The shallow grooves along the two sides of this Level give the owner an excellent grip on the Tool. In climbing ladders, walking on stagings or on the frame of a building, the peculiar form of the Level imparts a feeling of steadiness to the workman who carries it. For ascertaining a Plumb, it can be brought to a perpendicular position with remarkable ease and accuracy.

No. 16. Hand-y Plumb and Level, Cherry, Polished and Tipped.....$1.25

Manufactured by THE STANLEY RULE & LEVEL CO. New Britain, Conn.

SOLD BY ALL HARDWARE DEALERS.

TRADE CHAT

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

A copper mine has been discovered on the farm of W. McRae, near Kingston, and a company will be formed to work it.

The Cobban Manufacturing Co. sent the Mayor of Toronto $50 Saturday as a contribution to the fund for the unemployed.

The nail factory in Culbrook road, St. John, N.B., has been destroyed by fire. The building and plant were worth $40,000, and the insurance is about $16,500.

Five years ago the Massey-Harris Co. sent their agent to Australia for the first time. Last year the firm sold 875 self-binders there.

The first of what is expected to be a long series of annual banquets was held by the Waterloo Board of Trade Tuesday night. The chairman was President Roschman.

These United States patents have been granted: Hot water generator for stoves, Aleck Saunders, Goderich; wood carving machine, Aleck Saunders and John Story, Goderich.

A deputation of Winnipeg merchants waited on the Manitoba Government last week, and asked that an act be passed making it compulsory that all retail establishments be closed at 7 p.m.

J. Hodgins and C. Hodgins, of Montreal, laid their views on the duty on wrought iron pipe before the Government Tariff Committee last week, and Messrs. Nixon Bros., of Ingersoll, submitted certain facts and considerations regarding the manufacture of agricultural implements.

Last year Canada exported 908,232 tons of coal, against 945,125 tons in 1892. Of the total quantity, 764,865 tons went to the United States, some 8,000 less than was sent across the border from Canada the preceding year. Nearly all the coal sent to the United States went from British Columbia.

Art in hardware is of comparatively recent development, but of assured and permanent growth. This is seen not only in the ware itself but also in the arrangements for its display, and a store, no matter how small, that does not cater to the demand for neatness and attractiveness, is reasonably certain to be numbered in the has beens.—Hardware Reporter.

The McCallum Steel Waggon Works Co., of Chicago, will submit a proposition at the next meeting of Toronto Junction Council which, it is said, will decide the question whether they will locate there or not. The firm wants four acres of land adjoining the Barnum Iron Works, which latter, it is understood, can be secured on terms satisfactory to the company.

Y. B. St. John, patentee and manager of the Cone Coupler Carriage Co., of Kalamazoo, Mich., has arrived in Palmerston, Ont., to boom the proposition to have the proposed works in that town. The boomsters have subscribed $5,000 in stock outside of their patents, and the works will be in operation inside of thirty days, if the citizens of Palmerston will take up sufficient stock to complete the $25,000 that is required to start the company.

A Detroit man has invented a device by which electric street cars may be run without trolley wires and poles, and he proposes to test his invention in Hamilton, Ont. The power will be given to the cars through a centre rail, and Mr. Harris, the inventor, claims that he has overcome the difficulty in the use of this centre rail, which has been the danger to horses, etc., passing over and stepping on it. The Street Railway Company have consented to allow their power to be used for the test.

Isaac Deyell has invented a lock angle cock for use on engines with air brakes. By the use of this lock the cock cannot be changed, except with the knowledge of the engineer or fireman. Many accidents occur on railways through the air brake cocks being tampered with, the air shut off and the engineer losing control of his train. With Mr. Deyell's lock in use this is an impossibility. When the engineer arrives at the end of his trip he pulls a lever which unloosens the lock, and the brakeman can then turn the cock and shut off air. A patent has been applied for.—Journal, St. Thomas.

The Hamilton Radial Electric Street Railway Co. desires to be constituted a railway company with all the rights, powers, privileges, advantages, and benefits conferred by the Railway Act of Ontario, and to be permitted to obtain aid from individuals, corporations, and municipalities through which the railway may pass. The company also desires to increase its capital stock from $1,000,000 to $2,000,000, and to be permitted to extend its line to Niagara Falls or Queenston, to Brantford, from Oakville to Mimico, and from Elmira to other places in the County of Waterloo.

The annual meeting of the Brampton Board of Trade was held Tuesday, when these officers were elected: E. O. Runions, president; G. R. Anderson, vice-president; Henry Roberts, secretary-treasurer; executive—W. A. McCulla, James Golding, Luther Cheyne, M. E. Holden, A. F. Campbell, M.PP., and the president. The manager of the Steel Waggon Company, of Chicago, was introduced by the president, and gave the views of his company in the event of their being able to locate in Brampton, and take the Haggert factory. In a few days it will be known whether they can obtain certain concessions from the railway authorities, and if they can, in all probability the Steel Waggon Company will be turning out vehicles to suit almost anyone.

SUDDEN DEATH OF J. THOMSON.

JAMES THOMSON, hardware merchant, Queen street west, Toronto, is dead. He died at the Oakville Sanitarium, and the grim messenger came rather suddenly, he only having been ill a few days. Heart failure is said to be the cause of death. Mr. Thomson was a native of Aberdeen, Scotland, and was formerly in business at 276 College street. He had traveled a great deal, and had carried on the hardware business both in England and Australia. A few days before his demise he told a representative of HARDWARE that he intended making many improvements in his store during the coming season. Deceased was to have been married in December last, but the prospective bride died shortly before the day set for the marriage. He felt this blow keenly, so much so, in fact, that to it in part is attributed his death.

FIVE FOOLISH FOLKS.

"AS soon as my trade picks up a bit,"
Said the merchant, looking wise—
"As soon as my trade picks up a bit,
I am going to advertise."

"As soon as my vessel reaches port,"
Said the skipper with a wail—
"As soon as my vessel reaches port,
I am going to set my sail."

"As soon as my field of grain is grown,"
Said the farmer, sore in need—
"As soon as my field of grain is grown.
I am going to sow the seed."

"As soon as the man is well and strong,"
Said the doctor, drawing close—
"As soon as the man is well and strong,
I will give him a curing dose."

"As soon as I know my soul is saved,"
Was the preacher's observation—
"As soon as I'm sure my soul is saved,
I'll pray for it's salvation."

—William Florence in Brains.

THE ONTARIO TACK CO.
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton. Ontario.
8P

TORONTO CUTLERY CO.,

65 and 67 Yonge Street, Toronto

M. MAYER, Propr.

NON-XLL	Pocket Knives	WARRANTED
IMPERIAL	Razors	
T. C. Co.'s	Nickel Steel Shears	
WILLIAMS	Dble Shear Steel Butcher Knives	

We fully guarantee all goods named above.

ADAM HOPE & CO.,

HAMILTON

Offer for Sale

"Pioneer" and "Sloss"

PIG IRON

These are fine foundry irons, being strong and large scrap carriers.

Also all the well-known—

Scotch Brands,
Broken Car Wheels,
and Railway Cast Scrap.

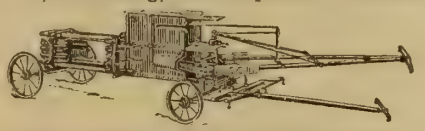
Wall Dusters

Our Wall Duster is a common-sense article which only has to be shown to be sold. Send for Price List.

FRANK HOLT, 81 Colborne Street, Toronto

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, cheaper, more power, everlasting, and competition distanced.

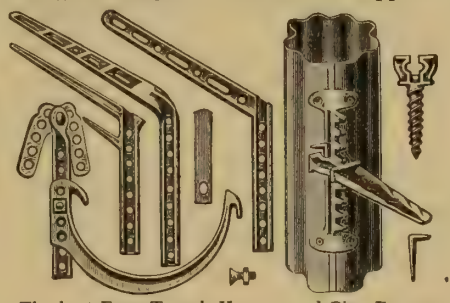


Also all styles of Bale Ties made from the Best Steel Wire.

Manufactured by BOYD & CO., Huntingdon, Q.

BERGER BROS.

Tinners' Hardware and Roofers' Supplies.



The best Eave Trough Hangers and Pipe Fasteners on earth. Berger's Long Eave Gutter, Pipe Hooks and Fasteners of every description. Also Ridging, Crestings, Finals, Registers and Ventilators. Don't buy until you have our price. Samples and catalogue free.

237 ARCH ST., PHILADELPHIA, PA.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

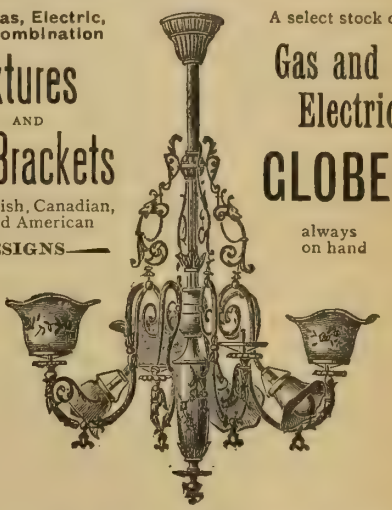
26 Wellington St. East, TORONTO

Gas, Electric, Combination

Fixtures AND Brackets

English, Canadian, and American DESIGNS

A select stock of Gas and Electric GLOBES always on hand



JAS. BARWELL, 88 Bay Street, Toronto

Drawings and prices on application.
The trade supplied.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, TORONTO

ENGLISH HOUSE: SAMUEL, SONS & BENJAMIN
164 Fenchurch St., London, E. C.

Lawn Mowers Canadian and American.

Garden Hose, Rubber

Kinkproof and Cotton.

GARDEN SHEARS and SYRINGES

HOSE REELS and LAWN RAKES

Write for Quotations.

HOSE SPRINKLERS

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, March 2, 1894.

HARDWARE.

THE week has not witnessed any change in the condition of the hardware market, business ruling quiet and confined solely to a moderate movement in some lines of shelf goods for immediate wants. Otherwise there is nothing special to mention, and the trade do not expect any. In the matter of spring delivery also business rules quiet on the whole. The lines which furnish business at the moment are screws, bolts, an occasional lot of carpenter's tools, etc. Payments are not particularly satisfactory from the west, but seem to be fair from Quebec Province.

WIRE—A small quantity is moving for actual requirements of sellers.

ROPE—The rope market did not furnish any change. The tone rules easy on the whole, sisal ruling weak at 7¾c. for 7-16 and upwards, and 8¼c. for smaller sizes. Pure manilla is also lower, now being quoted at 10c. for 7-16 and upwards and 10½c. for for smaller sizes. We quote: Sisal, 7¾c. for 7-16 in. and upwards, and 8¼c. for smaller; pure manilla, 10c. for 7-16 in. and upwards, and 10½c. for smaller sizes; deep sea line, 15c.

CUTLERY—A moderate business in a small way has been doing in cutlery, but in this, as in every other line, buyers will not speculate ahead.

NAILS—Both makers and jobbers state that matters are very quiet with them in cut and wire nails.

BOLTS, NUTS, ETC.—A few small lots of carriage bolts, copper burrs, etc., keep moving, also tee hinges.

TACKS—Nothing of consequence to report in this line.

CHAIN—No business doing at all.

HORSESHOES—A few small lots of horse nails have been selling, but horseshoes are very quiet.

WARE—Business during the week has been exceptionally quiet.

SPORTING GOODS—No feature of importance to mention.

TOOLS—A few small lots of carpenters' tools are the only kind moving.

PLUMBING SUPPLIES, ETC.—Building and plumbing supplies rule quiet and featureless.

IRON PIPE—There has been no sale of importance reported.

NAVAL STORES—Turpentine is steady, but the market is dull We quote: Turpentine, 52 to 53c.; resins, $2.50 to $5, as to brand; coal tar, $3.50 to $4; cotton waste, 6½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12½c.

METALS

The iron market presents no special change, and buyers, when it comes to a question of purchasing ahead, are characterized by an entire absence of speculative spirit. This applies to everything from pig iron through all the heavy lines down to cement, etc.

PIG IRON—There has been no change in the pig iron market, and what few sales that have transpired from stock have been at steady prices. We quote ex-store: Summerlee, $19 to $19.50; Eglinton, $18 to $18.25; Carnbroe, $18, and Nova Scotia brands $17.

SCRAP—There has been nothing doing in scrap iron, and prices are nominal in the absence of business.

BAR IRON—Bar iron is steady at $1.85 for car lots, that price being shaded if a larger quantity is offered, but such orders are few and far between.

SHEET IRON.—There is no change in sheet iron. Block sheet iron is held at $2.40 to $2.60 according to brand, and common sheet iron $2.25 to $2 40 according to gauge. Russian sheet iron is nominally unchanged at 10½ to 11c.

HOOPS AND BANDS—Trade in this continued quiet, and prices are nominally the same, at $2.30 to $2.35.

STEEL—There is nothing to note in steel, which we quote at: Best cast steel, 10½ to 11c.; sleigh shoe, $2.40; spring, $2.50; tire, $2.50 to $2.75, and round machinery steel, $3.

GALVANIZED SHEETS—There is little or no business to report in these, which remain the same. We quote: 4¾ to 5c. for ordinary brands; Morewood, 6 to 6¼c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., and the usual extra for larger sizes.

TIN PLATE—Tin plates are quiet and rather steadier, with sales of cokes at $3 to $3.20, and we quote: Cokes, $3 to $3.20, and charcoal, $3.50 to $4.

CANADA PLATE—There have been some enquiries for Canada plates, but the fact has not led to any important business. Prices rule steady around $2.45.

TERNE PLATES—Nothing important in the way of transactions, and we quote, nominally, $7 to $7.25.

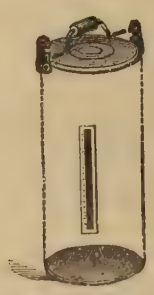
COPPER—Copper is nominal at 11 to 12c.

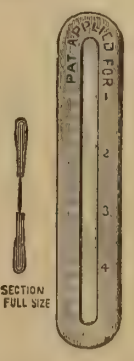
TIN—There is no change in tin, which we quote at 20 to 21c. for ingot, and 25c. for bar tin.

SPELTER—Featureless at $4.60 to $4.75.

ANTIMONY—Purely nominal at 10½ to 12c.


BROAD HOOP PATTERN.








IRON CLAD PATTERN.

We can Supply at Once everything required in the milk delivery line—Cans, Trimmings, Pails and Sheets. We have an entirely new idea in Creamery Can Gauge, easy to solder, perfectly tight, unbreakable. Sap Buckets and Spiles. We can supply both the ordinary flaring and Montreal pattern deep straight bucket.

THE McCLARY MNFG. CO., London, Toronto, Montreal, Winnipeg, Vancouver.

The Best is the Cheapest.

. . EVERY . .

STANDARD BELT

GUARANTEED.

J. L GOODHUE & CO., Danville, Quebec.

A full stock of our goods kept on hand by our Western representative,

H. D. SIMMONS & CO.

Telephone 2164. 85 York St., Toronto

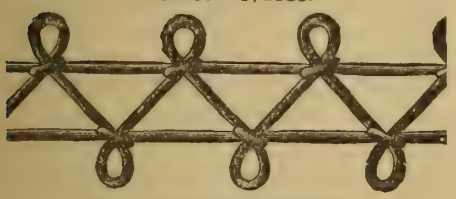
Manager of Works Wanted.

A well educated and thoroughly practical Mechanical Engineer with previous experience, capable of taking sole charge of the Mechanical Department of the business. One with a knowledge of Electrical Engineering preferred. The company has a well equipped machine shop, and is at present engaged in manufacture of Skates, Bolts, Nuts, etc., and General Machine Work. Address, stating age, qualification, previous experience, reference and salary required.

The Starr Manufacturing Co., Ltd.

HALIFAX, N.S. (01)

Pat. Nov. 19, 1889.



Above Cut is One-half Actual Size.

"Hathaway Fence Wire."—Safe, solid and sure. The handsomest. Seen at long distance. Will not sag or get out of shape. Allowance for contraction and expansion. Suitable for farm, field, garden, lawn or trellis work. Easily put up; splices itself, and cheap.

THE COLLINS MANFG. CO., Manufacturers, 84 Adelaide Street East, Toronto.

CENTRAL Business College.

TORONTO AND STRATFORD.

Canada's Greatest Business Schools.

FORTY DOLLARS invested in a first-class business education will produce highly satisfactory results.

Others have found it a paying investment Why don't you try it?

Write for catalogues.

SHAW & ELLIOTT, Principals.

AMERICAN CARPET SWEEPERS

CANADIAN MAKE

WARRANTED



BEST QUALITY

PRICE PER DOZEN, $26.00.

Order from your jobber, or send direct to

J. M. WARNER MFG. CO.

Send for Price Lists. HAMILTON.

CUTLERY. Jos. Rodgers & Co's, E. M. Dickinson's and other Sheffield Makes. German Pocket Knives and Razors, "Hercules" Scissors. Import orders solicited. See our samples and prices.

A. C. LESLIE & CO.

MONTREAL and TORONTO.

Pure Southern TURPENTINE Our Specialty

Remember, we are headquarters for the pure article, and intending purchasers will do well to get our price before placing their orders.
Every barrel of Turpentine we ship is accompanied by our printed guarantee that it is ABSOLUTELY PURE.

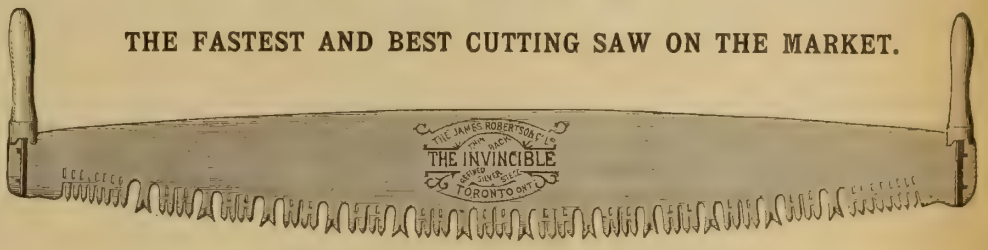
We Are Not Members of any Combine.

FRANCIS, FROST & CO., 33 Front St.W., TORONTO

THE INVINCIBLE.

EVERY SAW WARRANTED.

THE FASTEST AND BEST CUTTING SAW ON THE MARKET.



Guaranteed four Guages Thinner on Back than Front and Made from the Highest Quality of Double Refined Silver Steel.

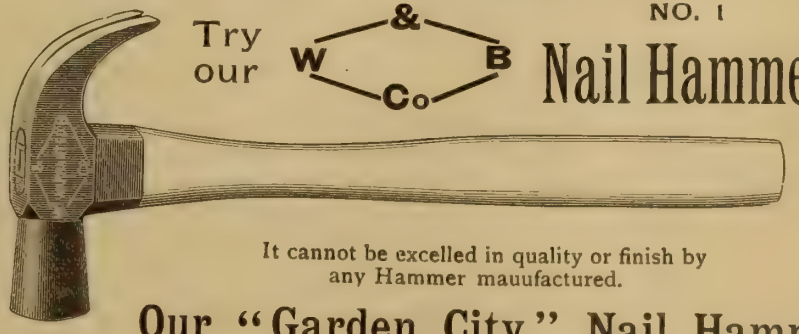
Manufactured only by

The James Robertson Co. (LIMITED.)

SAMPLE ORDER SOLICITED. Toronto.

THE WHITMAN & BARNES MFG. CO.

Canadian Branch: St. Catharines, Ont.



Try our W & B Co NO. 1 Nail Hammer

It cannot be excelled in quality or finish by any Hammer mauufactured.

Our "Garden City" Nail Hammer

GET OUR PRICES AND TRY OUR GOODS

Is the best and cheapest "Solid Cast Steel" Hammer on the market. . . .

We aim to keep in stock a full line of Hammers, Sledges, etc., and will make prompt shipments. . . . . .

MONTREAL MARKETS.—Continued.

LEAD—Is quiet and unchanged at $2.80 to $3 for pig lead, and $4 to $4.25 for sheet lead.

SHEET ZINC—Last weeks' remarks can be repeated. We quote : $5 to $5.25.

CEMENT—This market continues quiet. We quote : English brands at $2.05 to $2.15, and Belgium at $1.90 to $2. The demand for firebricks has been fair and some good sized lots have changed hands on local account at $18 50 to $22.50 per 1,000, as to brand.

PAINTS AND OILS.

There are a fair number of orders for leads and paints for forward delivery, and prices are steadily maintained in most lines. We quote choice brands of white lead, government standard, $5 to $5.25; No. 1, $4.75 ; No. 2, $4.50 ; No. 3, $4.25 ; No. 4, $4; dry white lead, 5c.; red lead, pure, 4½c.; No. 1, 4¼c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots, raw, 59c., boiled, 62c.

GLASS.

The glass market is steady, with a moderate business doing here. We quote: $1.25 for first break ; $1.30 second break, per 50 feet ; $3 25 for first break per 100 feet ; putty in bulk, $1.85.

PETROLEUM.

A fair amount of business for the season is reported in petroleum, the tone ruling steady and values generally unchanged. We quote as follows : Canadian refined at 11¼c. in shed at Montreal, for round lots, and 12c. for small quantities. American petroleum, 16c. in car lots, 16½c. in 10-barrel lots, 16¾c. in five-barrel lots, and 17¼c. for single barrels, net cash ; American benzine, 23 to 25c ; Canadian benzine, 10¾c. Petrolea ; 12½c. Montreal.

HIDES.

The local market is in a somewhat unsettled state at present in view of the fact that Quebec tanners are fighting for a reduction in prices of ½c., but we quote 3½ to 2¼c., and 1¼ respectively for Nos. 1, 2 and 3. The receipts are fair, but the hides are very poor quality, the grubby season having set in. Calfskins have ruled 1 to 2c. lower at 5c., and sheepskins are unchanged at 70 to 75c.

TALLOW.

The stock of tallow here is light and the market quiet, with little business doing, but prices are firm at 6 to 6¾c.

WOOL.

Buyers for all the mills are conservative at present, and business in wool is slow in consequence. Prices are steady as follows : Cape, 13½ to 16c.; B.A., scoured, 28 to 32c.; Northwest, 11 to 13c.; British Columbia, 11 to 12½c., and Canadian fleece, 18 to 19c.

MONTREAL TRADE NOTES.

The Canada Iron Furnace Co. note several orders from iron manufacturers in the west for their charcoal pig. For malleable iron work this brand of charcoal pig iron is admitted to be invaluable for mixing purposes with other grades of ordinary coke iron.

Quite a few car lots of cement have gone west from stocks here during the week.

Soap manufacturers are said to be trying to make the Government take the duty off tallow.

The advance in turpentine is firmly maintained, sales of round lots being made during the past day or so at 52c.

Hamilton houses have been offering carload lots of hides free of inspection at very low figures here during the week.

A. C. Leslie & Co. say that business in the matter of importation is still rather backward. The uncertainty is attributed to fears of tariff changes.

W. H. Cottingham & Co. call the attention of all buyers of paints, varnishes, etc., to the full line of specialties which they advertised in last week's HARDWARE. All the goods are too well known to need any reference from us.

H. McLaren & Co. note a constantly increasing demand for steel-clad baths. In the majority of the new houses going up this spring these baths are used, their cleanliness and sanitary advantages being universally admitted.

The Wm. Clendinneng & Son Co. (Ltd.) call attention to the fact that they will soon be completely established in their new premises at St. Henri, and that their travelers are going out on the road with a full line of the goods they manufacture, early this month.



TORONTO MARKETS.

TORONTO, March 2, 1894.

HARDWARE.

Some improvement has taken place during the week in the movement of general hardware, but it is not as brisk as the trade desires. Nor is it likely to be until the tariff question is settled. However, business is not bad after all. Manufacturers have made a reduction in wire, reference to which is made on the editorial pages. Rope shows both increased activity and lower prices. Coil chain is in better demand, and the same may be said of tinware and plumbers' supplies. Builders' supplies also seems to be putting on a little more life, but trade in this line is still characterized more for its dulness than its briskness. Payments continue to improve slightly, while prospects are brightening and the general tone improving.

WIRE—Quite a few shipments of barbed wire have been made during the week, and enquiries are more frequent for annealed and galvanized wire. Coppered steel wire is also going out more freely. As noted editorially, the manufacturers have placed Toronto and Hamilton on the same footing as to price of bright, annealed, oiled and annealed, and galvanized wires, with London 4c. extra, but the jobbers claim that they have not been officially notified, hence no change is yet made in quotations.

ROPE—There is considerable more activity, but prices are about ¼c. lower in spite of this, the base price now being 7¾ to 8c. on sisal, and 9¾ to 10c. on manilla.

CUTLERY—Business continues much as before, quiet and featureless.

NAILS—Business is still slow in both cut and wire nails. Horseshoe nails remain in steady demand.

GREEN WIRE CLOTH—Nothing new has transpired. While jobbers are holding stock, they are not making shipments until requested to do so by dealers throughout the country who have their orders booked or are awaiting a change to take place in freights.

TACKS—No special feature to note. Business continues quiet, although an improvement is anticipated in a few weeks.

CHAIN—Coil chain is going out more freely, but in quantities that are small.

HORSESHOES—Demand continues steady for small lots at unchanged prices.

WARE—There is a brisk demand for tinware, and an improvement is to note in peerless and pearl ware.

LAWN MOWERS—Business is still almost at a standstill, very few orders being booked.

SPORTING GOODS—Demand continues steady for ammunition, but for guns and rifles there is no demand whatever.

PLUMBERS' SUPPLIES—There has been some improvement during the week, and some good shipments of baths and boilers are reported.

IRON PIPE—There have been a few good shipments made during the week, but the volume of business is not large.

BUILDERS' SUPPLIES—There is not much change to note, although dealers throughout the country seem to be buying a little more freely.

MILK CAN TRIMMINGS—Business is brisk, but still the movement does not seem to be as large as last year at this time. Sap buckets and spiles are being called for, the season for them now being on.

FIREBRICK—A fair trade is reported and the tendency of prices is still upward. Best brands are quoted at $33 to $36.

METALS.

Generally speaking the demand is increasing for metals, while prices on the other hand are declining.

PIG IRON—The market remains much as before, and no improvement is expected for another couple of weeks yet. We quote

MARKETS—Continued

nominally as before: Summerlee, $20.50 to $21; Carnbroe, $19.50 to $20; Siemen's, $19 50 to $19.75.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: There is no change in the pig iron situation at this point. There continues to be several sellers for every buyer, and the fierce competition results only in demoralization of prices. It is difficult to give figures which correctly express the market, but the following come as near to it as possible. We quote for cash f.o.b., Toronto, in bond: No. 1X foundry strong coke iron, Lake Superior ore, $14.05; No. 2 X foundry strong coke iron, Lake Superior ore, $13.55; No. 2 foundry strong coke iron, Lake Superior ore, $13.30; Jackson County silvery No. 1, $16.80 to $18.30; Lake Superior charcoal, $16.25; Southern soft No. 1, $12.60; Southern soft No. 2, $12.10.

BAR IRON—There has been no change, business still being confined to small lots at $1.85 to $1.90.

SHEET IRON—Business in this line is reported to be fully up to that of last year as regards volume. During the week prices have been shaded a little, figures now being $2.32½ to $2.75 per 100 lbs.

GALVANIZED IRON—Is going out quite freely. Case lots are being offered at 4¾ to 5c. for 28 gauge. Large quantities of this article are now being delivered to the dealers on through bill from Liverpool.

INGOT AND STRAITS TIN—There has been considerable more life in this article, some good orders having been shipped both from stock and import. Prices have been shaded a fraction, being now generally quoted at 19 to 20c. for quantities.

INGOT COPPER—There has not been much improvement in this during the week. Prices are unchanged at 11¾ to 12c. for ton lots and ½c. extra for small lots.

SHEET COPPER—Business shows considerable improvement in this line. Some good orders have been received for import, and quite a number of case lots from stock have changed hands. Prices are unchanged at from 15 to 17c. per pound.

ZINC SPELTER—Dull and featureless. Prices are unchanged at 4¼ to 4⅜c. for domestic, and 4½ to 4⅝c. for imports.

TIN PLATES—Are still in active demand and shipments are going out quite freely, notwithstanding the large number of import orders placed with manufacturers during the winter that are now being delivered to dealers throughout the country. We quote as before: $3 85 to $4 for I.C. charcoal, and $3.40 to $3.50 for coke tin, 14 x 20 basis.

BOILER TUBES—Business in this line continues to improve. Prices are as before. We quote: 1½ inch, 8c.; 2 inch, 9c.; 2¼ inch, 10c.; 2½ inch, 10¾c.; 3 inch, 12½c.; 3½ inch, 16c.; 4 inch, 21c.

SHEET STEEL—Demand is only fair, and prices are much as before. We quote base price $2.25 for plates and $2.40 for beads.

CORRUGATED IRON—Business continues much as before, seasonably quiet. We quote, per square: Galvanized, 26 gauge, $4.25; 22 gauge, $7; painted, $3 to $4.50.

SHEET ZINC—Some improvement has developed in this line, more cask lots changing hands than for some time. Prices are unchanged at 5¼ to 5½c.

TERNE PLATES—There is yet little or nothing doing.

HOOPS AND BANDS—Are going out exceedingly well. Prices unchanged at $2.45 to $2.50.

CANADA PLATE—There is very little doing. We quote as before: All dull, $2 60 to $2.65; half-polished $2.75; and all bright, $2 90.

SOLDER—Demand is being well maintained at 14 to 16c, according to quantity.

PIG LEAD—There is quite an improvement to note in this line, some large orders having been booked, while shipments from stocks have been more frequent. Prices unchanged at $2.90 to $3 per 100 lbs.

ANTIMONY—Business in this line, which has been dull for months, is brightening up a little, a number of import orders having been booked, while some good shipments have been made from stock. Prices are unchanged at 11¼ to 11¾c.

GLASS.

There are still a few import orders being received, but it is questionable whether those now being received will arrive on the first steamer. Stocks are very much broken, and jobbers consequently still find it difficult to fill even the few orders that are coming in. Prices unchanged at $1.20 to $1.25 first break

PAINTS AND OILS.

Trade is in a quiet and uninteresting condition this week. If anything white lead is in a little better demand, but business generally in this line is quiet; base price unchanged at 5c per lb. Turpentine is in fair demand at 50c., Toronto, Hamilton, London and Guelph, with 2c. additional for outside points. Spring orders for prepared paints are coming in a little more freely. Linseed oil is still on the quiet side. Prices are unchanged at 60c. for raw and 63c. for boiled, Toronto, Hamilton, London, Guelph, with 2c. added for delivery at outside points. Varnishes are quiet. There is a little movement in castor oil at 7⅞ to 8c. A fairly good trade is reported in glue. Putty is quiet and unchanged at $1.90 to $2 in bulk, and $2 to $2.10 in bladders. Payments are moderate only.

OLD MATERIAL.

Business is quiet, and dealers are carrying large stocks in all lines. Scrap lead has declined ¼c., and there has been an advance of ½c. in scrap rubber. Other prices remain unchanged. We quote prices paid by dealers as follows: Agricultural scrap, 55c. per cwt.; machinery cast, 60c. per cwt.; stove cast scrap 35 to 40c.; No. 1 wrought scrap 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 7½c.; heavy scrap copper 8 to 8½c.; old copper bottoms 7 to 7¼c.; light scrap brass 5c.; heavy yellow scrap brass 7c.; heavy red scrap brass 7 to 7½c.; scrap lead 1¾ to 2c.; scrap zinc, 1½ to 2c.; scrap rubber, 3½ to 4c.; country mixed rags, 75 to 80c. per 100 lbs.; clean dry bones, 45 to 55c. per 100 lbs.; borings and turnings, 10 to 15c.

SEEDS.

The only change in the situation since last week is that there has been a little more enquiry in a jobbing way, but the market is on the whole dull. We quote prices paid by jobbers, delivered Toronto: Alsike, good to finest, $5.50 to $6.50; timothy, ordinary to choice, machine threshed, $1.25 to $2, with fancy unhulled worth 30 to 40c. per bushel more; red clover, prime to choice, $5.25 to $5 50.

HIDES, SKINS, AND WOOL.

WOOL—Supers are bought by dealers at 18½ to 19c., and are sold at 20 to 21c. Extras are sold by dealers at 23 to 24c. Merchantable fleece is being taken by dealers at 17, 17½ and 18c.

HIDES—Quiet and unchanged. No. 1 green are quoted at 3¼c. and No. 1 cured at 3¾c. Heavy green hides, 60 lbs. and over, are quoted at 3¾c.

SKINS—Rather firmer, at 80c. for sheepskins; calfskins dull and unchanged at 6c. for No. 1, and cured at 6 to 8c. for No. 1.

TALLOW—Dealers are paying 5½c. and are jobbing at 6c.

PETROLEUM.

Business continues fair and prices are unchanged. We quote: 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; American water white, 18 to 19c.; photogene, 20c.

The Petrolea Advertiser, in its weekly report, says: "Crude oil, $1.01½ per brl.; refined, 6¼ to 6½c. in bulk, or 9 to 9¼c. in barrels in car lots f. o. b. here. The oil market is at a standstill, waiting the development of events at Ottawa. There is therefore nothing of moment to report. The price of both crude and refined is unchanged.

MARKET NOTES.

Toronto Fence and Ornamental Iron Works report that they have received more orders, up to date, than any previous year since they have been in business. They are at present placing wire fixings in the Bank of Commerce, on the corner of Parliament and Gerrard streets, Toronto.

The Booth Copper Co. have already received many enquiries for their Resisto range boiler, a cut and description of which appeared in a recent issue of HARDWARE. "There has been a great improvement lately, and we are being kept unusually busy for this season of the year," says the firm.

The Toronto Steel Clad Bath & Metal Co. report their sales for January and February to have greatly exceeded those of the corresponding months of 1893. "The popularity of our baths is increasing daily, and

MARKETS.—Continued

we anticipate a large demand during the coming season," said a member of the firm. "They always give satisfaction."

The Toronto Lead & Color Co. report spring trade very much ahead of last year.

The Graham Nail Works report that a demand for carload lots of nails has sprung up from the Coast.

H. S. Howland, Sons & Co. are in receipt of shipments of Wostenholm's pocket cutlery and Thos. Ellens' table cutlery.

M. & L. Samuel, Benjamin & Co. are in receipt of a carload of spades and shovels, and they are now prepared to make shipments when desired.

Rice, Lewis & Son have a window devoted to the display of brass bedsteads, and it is attracting a good deal of attention. If there is a firm in the country that knows how to make a good window display it is Rice, Lewis & Son.

M. & L. Samuel, Benjamin & Co. have received a carload of harvest tools of the "Montana" brand, and are now able to make prompt delivery.

The Collins Manufacturing Co. report a steady increase in spring orders. The firm say: "We have been forced to work overtime to keep pace with the demand. There is a large demand for Hathaway fencing, and we are daily receiving enquiries for our Excelsior tea pot, many of which we attribute to recent mention made of it in HARDWARE."

The Toronto Plate Glass Importing Co. report the receipt of a large consignment of German mirror plate glass. "Business is showing signs of improvement, and some good orders are being received," said a representative. "We are receiving a large percentage of the trade that is doing."

The Gurney Foundry Co., Toronto, are busy preparing for the coming demand for gas stoves, ranges, etc., for the spring trade. The firm states that it has received numerous inquiries concerning the Hagey King Heater, many of which they attribute to the recent mention made of it in HARDWARE.

The McClary Manufacturing Co. report this to be the fourth season that their gas appliances have been before the public. The firm say: "We are pleased to say that increased sales and continued expressions of approbation from all users have been very pleasing. We are preparing for the spring demand for gas and oil stoves, and will have a superior variety in this line to offer to the trade."

AMERICAN MARKETS.

NEW YORK, March 2, 1894.

PIG TIN—Speculative interest is still very tame and confined almost wholly to regular traders. In fact, there is practically no outside interest at the present time, the fluctuations, as well as the lowness of prices in London with their reflex here, attracting little more than curious interest. Purchases by consumers are fair and make gradual impression upon spot supplies, but the heavy London stocks, along with tariff uncertainties, keep business down to comparatively small proportions. On the spot about 19c. was named as being very close price.

COPPER—Very little change, if any, has taken place thus far this week. The general report, at all events, was that dealings were moderate, and chiefly at old prices, while both home and export demand were very commonplace. In fact, it looked very much as though buyers, having a fair stock, are disinclined to make purchases involving deliveries prior to the opening of navigation. The leading producers offer reservedly, and make more or less pretension of firmness, but the market has more superficial than substantial strength. There are sellers at 9¾c. for Lake Superior ingot, 9⅜ to 9½c. for electrolytic and 9⅛ to 9¼c. for ordinary copper.

PIG LEAD—The situation was about the same as outlined yesterday. That is to say, comparatively little business is passing, and buyers and sellers are wide apart on prices. A few car loads of common Western could probably have been secured at 3 20c. for early delivery. Bids above 3.15c. were the exception, and a few at that. St. Louis wire to the Metal Exchange was 3 02½. London cable quoted £9 7s. 6d. for soft Spanish.

SPELTER—There was no improvement in business in this quarter nor sign of livelier demand. Except of speculative lots the offerings were moderate, and selling prices remain at the late level, say 3 85c. for a few loads on the spot, and 3 90c. upward for lots for early shipment from primary point. The Metal Exchange St. Louis wire was 3.65c. London cable quoted £15 10s. for good merchant bars.

ANTIMONY—Jobbing business is fair and prices, while rather soft, show no radical change. On spot stock the quotations are 8⅞ to 9c. for Hallett's and 10 to 10¼c. for Cookson's.

TIN PLATE—Dealings in spot goods continue very moderate. The operations in stock for future shipment from abroad show little improvement. In fact, business generally is slow and demand below the average for the season. Prices show no radical change, but seem rather weak throughout.

IRON AND STEEL—Sales of American pig iron continue disappointing, and unfavorable reports from outside of New York have a more or less unfavorable bearing upon the market. That is to say, sellers are unable to secure any advance on latest lowest average prices for either foundry or mill grades, and find it difficult to put business through at the latter. Business in old material is also on a moderate scale, and chiefly at the low range of values that has prevailed for some time past. Regarding business in heavy finished material, such as rails, track supplies, architectural shapes, plates, etc., nothing was reported outside of commonplace orders. The steel rail combination, to all accounts, maintains its prices for heavy section rails, but otherwise the buyer seems still to have more or less advantage.

A deputation of oil men have interviewed the Dominion Government with respect to the oil trade. They were: Messrs. F. A. Fitzgerald, T. D. Hodgens, and J. R. Minhinnick, of London, and J. Englehart, C. Jenkins, Geo. Moncrieff, M.P., J. Kerr Johnson and J. Fairbank, of Petrolea.

PERSONAL MENTION.

Col. Massey, president; J. Lockhart, secretary, and J. F. L. Carron, all of the Gurney & Massey Co., Montreal, were in Toronto this week, and visited the Gurney Foundry Co.'s works.

Henry F. Maulden, representing A. R. Woodyatt & Co., of Guelph, was in Toronto this week.

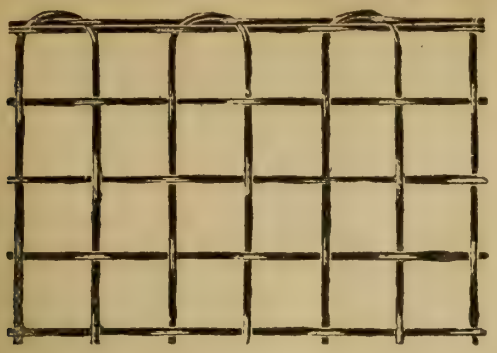
T. H. Cornell, late of Hammer Paint Co., St. Louis, is now on the western ground for Sanderson Pearcy & Co., and Chas. Warnock is assisting Mr. Conklin on his northern territory. Their new sample cases are much admired.

These country merchants have been in Toronto on business during the week: A. B. Noble, Shelburne; J. R. Barfitt, Newcastle; M. H. Smith, Oakville; M. Endacott, of Endacott Bros., Barrie; Mr. McDonald, of McDonald & Son, Paisley; N. Courtemanche, Penetang; W. Ough, Aurora.

BUSINESS INSTINCT.

IN the field of trade, says Henry Clews, the rich beginner generally parts with a good deal of his money before he acquires the habits of caution and industry which are needful to prosperity. It is a time honored proverb that "Money makes money"; and it is true within certain limitations. But money of itself cannot "make money," it must be manipulated by an adept hand and a business instinct. There is no creative faculty in capital of itself. The capable merchant has prospects of larger returns from his capital of skill-in-management than the mere capitalist from his insensible dollars; the mental activities in one case far outweigh in actual results the dormant possibilities in the other.

The possession of a larger capital than is needful for the prosecution of a business leads to an easy indifference, inattention to details, lax collections, extravagance in methods and a general debasement of the discipline which must obtain in any proper scheme of business. It follows that the opposite is true, to wit: When the trader is conscious of the need of "financiering" his resources, he develops to the limit of his business faculties, increases his exertions, buys closer, watches his credits, spurs delinquent customers, economizes in his personal expenses, is methodical, tactical and alive. If his business is so successful that the profits lift him over his present financial strain, he does not abate his exertion, for he is not willing to stop at present success. He increases his stock, keeps himself "poor," and by increase of skill from his cumulative experience, he adds to his success and prosperity in arithmetical progression. Thus are fostered the fortunes of successful merchants. Thus are explained a part of the signal triumphs of the great exemplars of trade.



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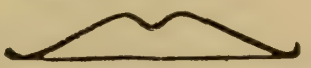
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THE TRAVELER'S DREAM.

A LITTLE room in a little hotel
In a little country town,
On a little bed with a musty smell,
A man was lying down.

A great big man, with a great big snore,
For he lay on his back you see,
And a peaceful look on his face he wore,
For sound asleep was he.

In his dreams what marvelous trips he made!
What tremendous bills he sold!
And nobody failed, and everybody paid,
And his orders were good as gold.

He smiled and smothered a scornful laugh
When a fellow drummer blowed,
For he knew no other had sold the half
Of what his order book showed.

He got this letter from home one day:
"DEAR SIR: We may have no better term
To use in case than simply to say,
Henceforth you are one of the firm."

And a glorious change this made in his life,
He now from the road withdrew;
And, really, soon got to know his wife,
His son and daughters, too.

And then he moved from his obscure flat
To a house on the avenue;
Lived well, was happy, got healthy and fat,
Respected and wealthy, too.

But with a thump, bang, whang, thump, bang again,
The landlord stood at the door:
"It's purty near time for the 6.10 train"—
And the traveler's dream was o'er.

—Nebraska Trade Journal.

COPPER CABLE WIRE.

Sometime since the Bennett-Mackay Cable Company placed a contract for a new ocean cable. It is understood, according to Iron Age, that the Siemens people are to construct this cable, but that a large share of the wire and copper which is to go into it will be of American manufacture. We understand that the contract for the wire, involving about 1,500 tons, was distributed among three makers, one in England, Felten & Guilleaume, Cologne, Germany, and John A. Roebling's Sons Co., of Trenton, N.J. Probably the most interesting fact in connection with the transaction is that the copper rods for drawing the wire for the English part of the contract are to be made by the John A. Roebling's Sons Co., the latter, therefore, making one third of the heavy copper conductor wire of the cable and the rods for one-third of the entire copper wire required. The John A. Roebling's Sons Co. have practically completed their shipment of wire. The lot, taken as a whole, is probably the best lot of wire ever produced. None was passed at less than 99 per cent. of Dr. Matthiessen's standard. The average of all tests was 99.4 per cent. Only 104 pieces of wire were thrown out, and with one exception they were above 98 per cent., while the aggregate of all the wire actually shipped was 99.873 per cent.

John Askham, senior member of the firm of John Askham & Son, Sheffield, England, is dead. He was aged 76, and was connected with the firm 66 years, coming to it at the age of 10 years as an office boy. Frank Askham, only son of deceased, who has practically had the management of the firm for some years, takes over the whole responsibility of the business.



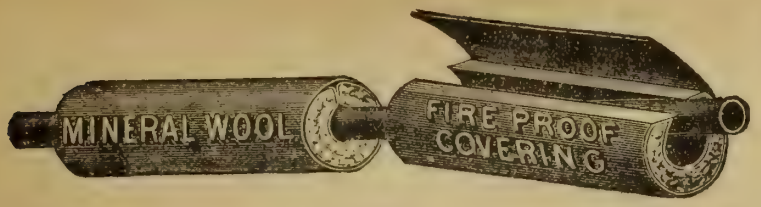
PETROLEUM IN ENGLAND.

RUSSIAN competition has forced the price of refined petroleum in Europe to unusually low figures. Refineries on this side are running on full time and turning out oil at a price which does not cover the cost of production. The Oil Trade Review, London, says:

If the past year in the mineral oil trade is remarkable for one thing more than another it is for the unprecedentedly low prices which have been current for petroleum oil, both of American and Russian origin, and also for the tameness and monotony of the whole business from beginning to end. It has mattered not what season of the year it has been—whether the light long days of summer, or the period of short dark days in the autumn and winter—buyers have nearly always appeared unconcerned and indifferent as to the expediency of operating for present and future deliveries, and have by their very inactivity and supineness conduced to the extreme depression that has been witnessed in the market almost throughout the year. American and Russian refined petroleum oils have been competing against each other so pertinaciously that they have succeeded marvellously well in rendering the general product cheaper than ever could have been thought possible a few years ago, and, with the experience they have gained, there are not many in the buying section of the trade who would care to hazard the opinion that prices will not further recede. Early in 1893 the American description of petroleum oil was saleable in London at 4½ to 4¾d. per gallon for instant and forward deliveries, with Russian side by side at 4⅛ to 4⅜d. and 4½d. Since then there has been a continuous reduction in quotations, till they were a fortnight ago ¾ to 1d. per gallon below the terms that were obtained at the best period of the year, viz., 3½d. to 3¾d. for American and 3⅛ to 3¼d. for Russian oil. No less exceptional and surprising have been the importations of petroleum oil into the United Kingdom, which have been of unparalleled extent, and for the last twelve months embraced a total of 2,885,917 barrels, against 2,254,926 barrels in 1892, 2,256,369 barrels in 1891, and 1,826,297 barrels in 1890. The separate quantity of American received has again been more than double that of Russian oil, and it has been this hammering down of prices by the producers in Pennsylvania, against their Muscovite rivals, in trying to drive them out of the market by the sheer weight of unlimited imports, that has whittled the value away to its present severely attenuated figures, thus thoroughly endorsing the old, but not worn-out policy of "Beat your neighbor." The latest sales of American oil, however, have been at a slight reaction at 3¾ to 3⅞d.

During 1893 the exports of mineral oil from the United States were 871,757,017 gallons, valued at $41,117,814, an increase in the quantity shipped over 1892 of 130,851,780 gallons, the declared value of which was $1,165,349 more than the total value of the larger exports in 1893. The exports from this port were 514,880,877 gallons; from Philadelphia, 303,092,204 gallons. Of the total exports 705,674,917 gallons were illuminating oil; 114,609,343 gallons crude; 16,249,389 naptha; 34,762,754 lubricating and parafine; 460,614 residuum.

It is stated on good authority that the distillation of 100 gallons of crude petroleum will yield 76 gallons of illuminating oil, 11 gallons of gasoline, benzine, or naptha, 3 gallons of lubricating oil, and 10 gallons of residuum and loss.



Fuel is a Large Item in Your Expense Account

CUT IT DOWN ONE-THIRD

By covering your Steam Pipes and Boilers with SECTIONAL MINERAL WOOL COVERING, preventing condensation and loss of steam.

Others have done it, why not you? Full line ASBESTOS GOODS on hand

Canadian Mineral Wool Co., Ltd.,
111 BAY STREET, TORONTO.

GEO. A. COWAN, Montreal Agent, 204 St. James St. GEO. R. THOMPSON & CO., Manitoba Agents, Winnipeg.

SS. SMOKELESS POWDER

Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E.C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

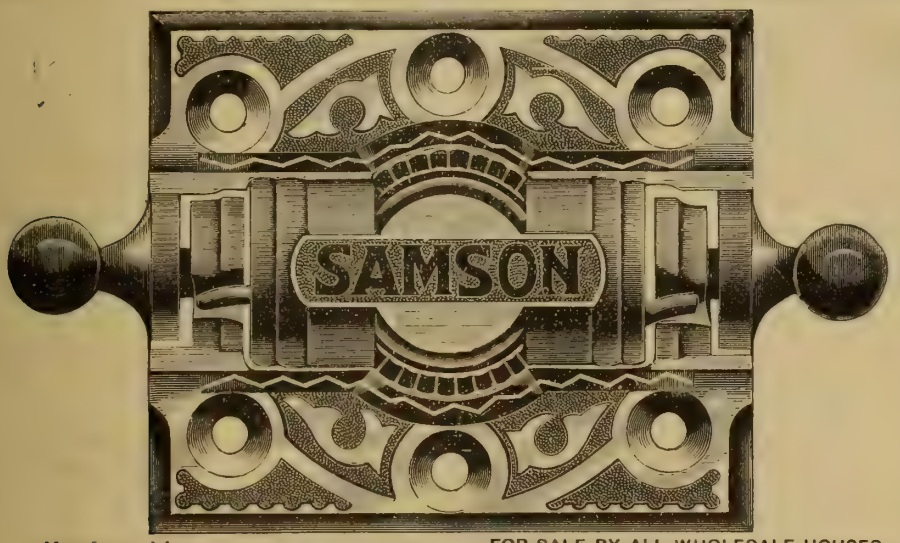
JAMES DARLING & CO.
429 Board of Trade Building
SEND FOR PRICE LIST. MONTREAL, Agents.

SCREEN DOOR HINGES

THE BEST IN THE MARKET

Hold Back Pattern Royal Bronze Finish

SIMPLE - STRONG - ATTRACTIVE



Manufactured by FOR SALE BY ALL WHOLESALE HOUSES

A. R. WOODYATT & CO., GUELPH, CANADA.

CARELESSNESS OF INVENTORS.

A GENTLEMAN, says an exchange, who stands in the front rank of this class said, "it is surprising how shortsighted inventors are. They will be so busy trying to overcome great obstacles that they frequently overlook small matters of just as great importance. For instance, I have been working for some time on a system of underground trolley wires for electric railways. I was very much elated over my solution of the problem, and explained it to a friend, who was neither an electrician or mechanic. Yet the very first thought that suggested itself after I had explained was one which I had overlooked entirely, but which, nevertheless, was most important. He asked me how I was going to place the trolley wheel on the wire if it should get off. The manner in which my system is constructed made this a point which had to be solved. I told him I would have to think it over. For three days I have been trying to get some idea how to replace that trolley wheel and without success. If I don't solve it my scheme is absolutely no good. I had another experience when I was balked by a little matter just when I thought success had perched upon my banner.

"When I resided in London many years ago there was a reward of £1,000 offered to any person who would construct a sewing machine that would sew with an ordinary needle—that is, one with the eye in the head instead of the point, as machine needles are now made. Of course a great number of people started to work to obtain the large amount of money. I worked hard at an idea I had and thought I had mastered the problem. I made a machine which I was certain would sew with an ordinary needle. Imagine how I felt after doing so much work to find my invention perfectly worthless. It worked all right until I had to thread the machine. Then I found that to make it sew properly I would have to make the bobbin pass through the eye of the needle? This experience caused me to retire from the field of invention for four years. How I ever worked ahead without discovering this defect in the needle I could never understand. It would have been as easy to drive a camel through the needle as to get the thread through properly."



All kinds of Office and Store Fittings and Furnishings

"We account for it in this way:"--

Thirty-nine years' experience in the safe business.

The employment of the most skilled workmen.

The best material only used

consequently

the most reliable safe on the market is made by

J. & J. TAYLOR

145 AND 147 FRONT ST. E.,
TORONTO

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

H. GILLESPIE, general storekeeper, of Alvinston, is offering to compromise at 50 cents on the dollar. The stock is advertised to be sold March 6.

R. M. Graham, general merchant, Melita, is asking an extension.

Roy & Roy, general merchants, Maniwaki, Que., have assigned.

C. Jubin, plumber, Montreal, has had a demand of assignment made upon him.

J. J. Armstrong, harness, Alliston, is offering to compromise at 70c. on the dollar.

P. W. & R. Walsh, wholesale and retail hardware merchants, Halifax, have assigned.

A demand of assignment has been made on Thos. Wilson & Co., wholesale hardware, Montreal.

O. Gagnon & Frere, boot and shoe manufacturers, Montreal, have compromised at 30c. on the dollar.

F. E. Law & Co., commission merchants, St. John, N.B., are offering to compromise at 25c. on the dollar.

Mansfield & Gold, general store, of Uxbridge, has assigned to Henry Barber. The creditors will meet on the 6th of March.

Latest assignments in the Northwest are: Bower & Co., general merchants, Brandon; W. H. Maulson & Co., general merchants, Moosomin.

G. F. Bostwick & Co., office supplies, Toronto, are offering, it is said, their creditors 40c. on the dollar, The creditors held a meeting a few days ago. It is thought a settlement will be effected.

The long-established hardware house of P. Walsh, Halifax, assigned Friday of last week. The liabilities and assets are not stated, but are large. Many preferences are made to firms in Canada, the United States, England, and Scotland. The Bank of British North America is preferred for $18,603.

A meeting of the creditors of Joseph Dilworth, who recently assigned to J. B. Boustead, will be held on March 8th at the assignee's office, 12 Adelaide street east. In addition to carrying on a drug business on King street west, Toronto, the firm has been conducting a sort of patron supply or granger store at 57 Colborne street. No statement of liabilities or assets has yet been made public.

James Shaw, trader, Montreal, has made an abandonment of his property for the benefit of his creditors, at the demand of James Virtue & Son. The total liabilities are $17,016. The secured creditors are: Quebec Bank, $2,000; J. & R. Esdaile, $6,300. The principal unsecured ones are: Quebec Bank, $858; Molsons Bank, $1,017; D. McLeod, Vankleek Hill, $1,000; F. Nash, $621; J. Virtue & Son, $483; George McBean & Co., $563; and twenty others in smaller amounts. James Virtue has been appointed provisional guardian.

PARTNERSHIPS FORMED AND DISSOLVED.

Hurd & Lefebvre, blacksmiths, Cookshire, Que., have dissolved.

Felix Chamberland and Jules Soulard have registered a partnership in Quebec to carry on business as plumbers.

Archibald & Co., wholesale and retail general merchants, North Sydney and Cow Bay, N.S., have dissolved.

A. P., F. A., and C. J. Shand have registered a partnership to carry on business as the Windsor Bicycle Co., Windsor, N.S.

E. Dufort and J. Barrette have registered a partnership in Montreal to carry on business as plumbers and roofers under the style of Dufort & Barrette.

Joseph Lamarche and P. Leclere, jr., have registered a partnership in Montreal to carry on business as tinsmiths under the style of Lamarche & Leclere.

A partnership has been registered in Dunham, Que., by C. P. England and P. England to carry on business as general merchants, under the style of C. P. England & Co.

Wm. Johnson, W. E. Dickson, and T. H. Bothwell, have formed a partnership in Montreal to carry on business under the style of W. Johnson, Dickson & Co., paint, color, and varnish manufacturers.

CHANGES.

John Kavanagh, hardware, Montreal, is retiring from business.

John Campbell, general merchant, Northport, N.S., has sold out.

SALES MADE AND PENDING.

The stock of A. Belanger, balcksmith, is advertised to be sold.

The general stock of Arthur Gibb, Montreal, has been sold at 46c. on the dollar.

The tinware and hardware stock of Chas. Martini, Rodney, is advertised for sale on March 5th.

The general stock of George Forest, Laurentides, Que., has been sold at 58c. on the dollar.

The stock of J. E. Lewis & Bros., Montreal, is advertised to be sold by auction on the 6th prox.

The stock of John Wright, gunsmith, stores, etc., Hamilton, has been sold by the sheriff.

DEATHS.

T. H. Newman, of Newman & Co., general merchants, etc., Harbor Britain, Nfld., is dead.

George Cormack, an old and respected citizen of Whitby, is dead. He was a man whose kindness of heart and unassuming manner had caused him to be loved by all who knew him. He leaves a widow, a son, and three daughters. Mr. Cormack had been in the lumber and milling business in Whitby for many years, and was very well known in the northern lumbering districts.

JUST THE OPPOSITE.

AN Irishman who was employed in the iron works in a western town was, according to a contemporary, advised by his physician to seek some employment where the labor was less severe on account of an enlargement of the heart. He proceeded, therefore, to set up a small grocery, which was well patronized by his friends.

He was not in the habit of diminishing his prospects of financial success by giving "down weight," and one afternoon, when a customer asked for a pound of sugar he added pinch by pinch until the scale barely turned.

"Pat," inquired the customer, looking up innocently at his careful weigher, "phwat was it the docther said was ailin' ye?"

"Inlaargemint av the heart," answered Pat, with pride.

"Well, thin," said the customer, "it's toime ye were changin' yer docther, Pat; the wan that's tindin' ye now don't understhand yer disease, me b'y. Yer haart is gettin' smaller moighty fast, an' it's in great danger ye are!"

NEW STORES FOR CANADA.

THE British Canadian Stores (Limited), is the name of a new corporation organized in London, Eng. Last week it issued a prospectus to the public with a capital of $200,000, and the first issue of stock amounting to $150,000. The object is to establish a number of retail stores in Montreal, Toronto, and elsewhere in Canada on the cash trading system of the English army and navy, the Civil service, and other stores. The company will also open British wholesale depots for Canadian produce. Mr. Ashworth, late London manager of the Bank of Montreal, is a director. The Montreal board consists of John Gault, Edwin Hanson, and Alex. Strathy. The Toronto board comprises George Bertram, Z. Lash, and Wilmot Matthew.

One of the subjects which has frequently engaged the attention of the Legislature is the demand for a reduction of the number of county councillors. To throw light upon this subject a return was ordered last session of the number of county legislators, and the indemnity they receive. It was brought down last week, and shows that in 1887 there were 1,093 reeves in county councils, while in 1893 they numbered 1,149. The indemnity they drew in the former year was $54,235, and in the latter $55,456. This was at the rate of 1.88 mills in the dollar of the assessed value of the various counties, which in 1887 was $591,816,006, and in 1893 was $601,457,158.

The Michigan Tradesman—anent the proneness of some dealers to give credit to men who will not pay their bills—resurrects this epitaph:

Owen Moore has gone away
Owin' more than he could pay

JOHN WILSON'S

BUTCHER KNIVES

and Steels,

Farriers' and Shoe Knives

Are the Best in the World.

TRADE MARK.

SOLDER.

Half-and-Half Solder.
Plumber's Solder.
Refined Metal Solder.
Triangular Solder.

We guarantee all OUR GOODS! If found unsatisfactory can be returned at our expense.

TORONTO SMELTING and REFINING WORKS

92 and 94 Queen St. E., TORONTO.

VARNISHES

Acknowledged

A 1

Unicorn Brand

TRADE MARK

Don't be deceived. We guarantee them against all.

Manufactured by

A. RAMSAY & SON, MONTREAL

ESTABLISHED 1842.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

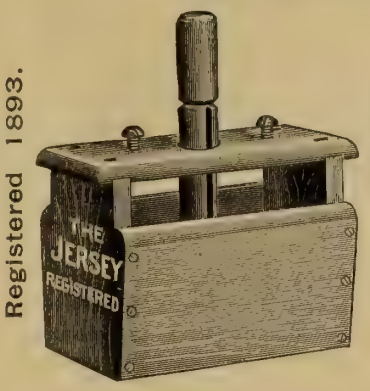
PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

THE "JERSEY" Butter Mould.



Made in following sizes:

¼ lb. ½ lb. 1 lb. 2 lbs.

This mould is by all odds the most satisfactory in every respect on the market.

The square shape i the most convenient form in which butter can be put up, both for packing and table use.

By means of the Screws at the top the size of the Mould is adjustable, and exact weight can be arrived at.

The Handle and Print are practically fastened to the Mould, and still easily removed for cleaning purposes.

We use only the very best selected white maple, thoroughly seasoned.

PRICES QUOTED ON APPLICATION.

Manufactured by

CHAS. BOECKH & SONS,

TORONTO, ONT.

TO THE TRADE

Targets.

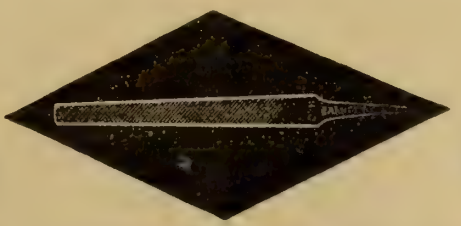
We control the sale of the famous **Hamilton, Blue Rock and Expert Traps**

Send for samples and get our prices. Targets well packed and no second handling. Shipped direct from factory in Hamilton.

THE BOWMAN HARDWARE AND SPORTING GOODS CO.

HAMILTON, ONT.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. **Gulletting Sawfiles.**
Climax Sawfiles. —— AND —— **Lightning Sawfiles.**

EVERY OTHER DESCRIPTION OF SAW FILES.

A UNIQUE STOVE.

THE custom prevails amongst our foundrymen in Canada, to a large degree, of purchasing in the United States stove patterns that are adapted sometimes in a greater degree to wants of that country than to those in Canada, as the conditions are not always exactly the same ; but patterns can, as a rule, be secured so much cheaper in the United States than they can be produced here, that our manufacturers have placed themselves under limitations as to the adaptability of their wares to the requirements of the market for the purpose of this cheapness of original production, and it follows that they do not always just exactly adapt themselves to what they believe to be the requirements of the market.

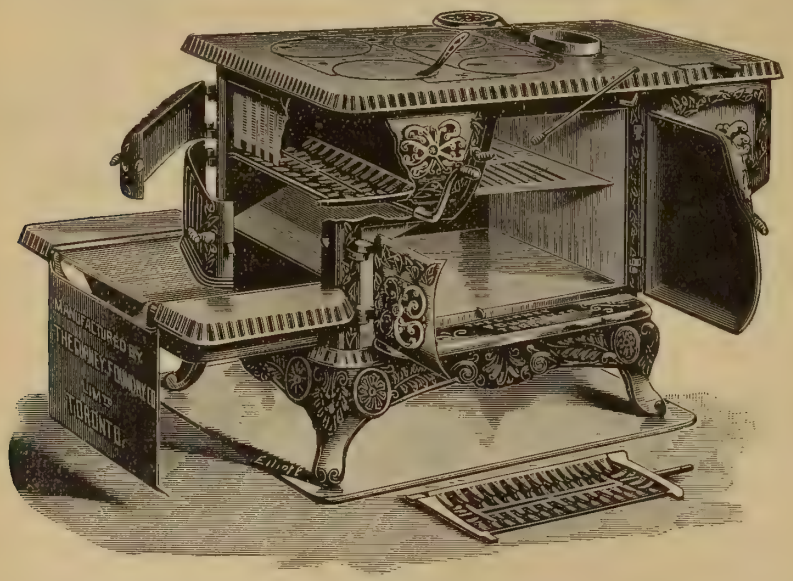
The Gurney Foundry Co. has lately been engaged in the production of an article, for the use of the farmer and the village trade, that they believe is just exactly adapted to the requirements of the case.

At that point in the history of a wood burning country when wood becomes scarce, it becomes necessary for the purchaser of a stove, perhaps more than ever, to supply himself with a stove which has large capacity for taking in rough wood, that being the class that is last disposed of; and the company in question, in the production of its Oxford Graduate line, has produced a stove for wood burning which has a larger wood fire-box than any that has hitherto been made, the wood door itself having an extraordinary size of 11¼ x 7½ inches, and the fire-box being large in proportion.

Almost universally a dealer in stoves in the class of market to which special reference is made is asked by the buyer whether this stove, meaning a wood stove, can burn coal. The dealer can now say "Yes," to which question he has hitherto given a decided negative. The Gurney Foundry Co. claim that in its Graduate line, in addition to supplying the largest oven capacity for wood burning that has been offered to the trade, supplies a fire-box for the largest kind of wood burning, and in addition a fire-box which may, at the pleasure of the user and at a cost of not more than $2, be turned into a coal burning stove, which will burn either hard or soft coal, and the change can be effected inside of twenty minutes by a party having the ordinary tools, such as are used on a farm.

A cut is herewith presented showing the outline of the stove, but in addition to this some features of value should be specially mentioned in this connection. One is that the hearth-plate is unusually large, and that the front doors are in two halves—the upper and the lower ; the result being in practical use that the user is able to keep the hearth-plate absolutely free from ashes in either coal or wood burning. The oven door on either side is also made in two parts, the purpose of this being that the user may, without opening the whole door, get a glance at the progress of the work in the oven without taking the chances that follow the introduction of a large volume of air into the oven.

As a piece of pattern work the stove is a credit to Canada, as showing that we have in this country mechanics equal to any in the world, and it may be to the interest of the trade to inspect it.



THE NEW COAL SYNDICATE.

THE first annual meeting of the Dominion Coal Company, the syndicate which secured control of the principal Nova Scotia mines, and which includes a number of well-known Canadians in its list of shareholders, was held at Boston the other day. A report of the operations of the company since its organization about a year ago was submitted by H. M. Whitney, president of the company. All the properties under option a year ago had since been secured and paid for in full. Two hundred thousand dollars had been spent on the Louisburg railway, $150,000 for discharging plants and mining machinery and $100,000 for tugs and barges. The company mined 834,019 tons of coal, exclusive of the output of the Victoria mine, which will appear in next year's statement of business. The shipments increased 90,000 tons, and the Canadian demand is steadily increasing. A new pit and the improvement of old pits are in process. The report of the treasurer, J. S. McLennan, shows a gross profit on coal of $231,162.71, and profit on steamship, barges and gear, $163,267.95, a total of $334,430.66. For this has been written off to profit and loss expenditures for machinery, tugs, barges and equipment, with 10 per cent. of the cost of the discharging plant at Montreal and 33⅓ per cent. of the Sydney Hotel investment, $87,721.22, leaving a net profit of $246,709 44. A dividend was paid on the preferred stock of $105,000, besides interest of $14,731.96 on the sinking fund, leaving $51,977 48 to profit and loss. If the full year's charges were deducted from the net profits there would have been $51,977.48 to profit and loss. The Board of Directors was elected as follows : Messrs. Henry F. Dinnock, Hugh McLennan, F. S. Pearson, W. B. Ross, Q.C., Sir Donald A. Smith, W. C. Van Horne, Henry M. Whitney, Alfred Winsor and Robert Winsor. There is a rumor that A. McKenzie, Winnipeg, car agent of the Canadian Pacific Railway, has accepted the position of general superintendent of the Dominion Coal Co. in Montreal. The company, it is understood, will place several of the new "turret" steamships between Montreal and the lower ports the coming season.

FORGED PAPER.

AS stated by us last week, the passing of forged paper under discount is nothing as prevalent as it was in years gone by, owing, no doubt, to the manner in which the majority of our banks discountenanced forged documents. It used to be a quite familiar axiom among bankers that forged paper was the best kind of discounts, because it was sure to be met at maturity. The days, however, when bankers, as a rule, winked at such crooked documents have gone by, but it is regretable that once in a while one of these forged notes turns up, and when discovered by the bank discounting it, is given up to the forgers upon tendering its face value. In extenuation of the passing of these forged documents under discount, it has been advanced that they are not forgeries in the strict sense of the word, for the reason that they are not intended as vehicles to defraud either the makers or the banks discounting them of one cent. This has been unquestionably true in the majority of cases ; but the act of forging names for the purpose of obtaining credit is, in the sight of the law, a crime equal to that of a common forger who thieves as well as forges.—Bulletin, Montreal.



CHINA STEEL WARE

The finest decorated Enamelled Ware made.
Supplied in various designs for
table and toilet sets.



PURITANA IMPROVED ENAMELLED WARE

Made in White, Grey Granite, Cologne Granite, and all colors, also in decorated
Supplied in every article selling in Enamelled goods.

Imported t rough the General Agents for Canada:

PAINCHAUD, SQUIRE & CO.,
Antwerp (Belgium), and Montreal.

ASK FOR . . .
THE VERY BEST

THE
Toronto Lead & Color Co.'s

Pure Vulcanized Floor Paints

READY FOR USE

MONTREAL, Feb. 6th, 1894.

To the Stove and Heater Trade:

We are about moving our works to the most modern plant in Canada, at St. Henry, near Montreal. Our New Catalogue will be ready early in March, when our travelers will be on the road with a full line of Stoves, Hot Water Heaters, Soil Pipes and Fittings, and other lines that we make. Kindly wait their arrival, as we have the very lowest prices and best goods.

Yours respectfully,

The Wm. Clendinneng & Son Co., Limited,
Stove Manufacturers and Founders,
Montreal and St. Henry, Que.

HINTS TO BOILERMAKERS.

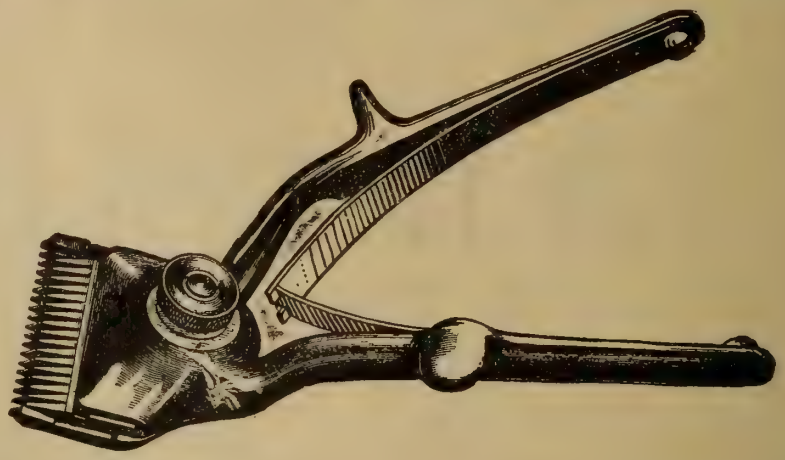
SEVERAL useful hints, both to makers and users of boilers, were, according to an English paper, contained in the paper which was read at a recent meeting of the South Staffordshire Institute of Iron and Steel Works Managers by Mr. R. Douglas Munro, M.I.M.E. Boiler explosions can be traced to four principal causes—inferior material, malconstruction, neglected wear and tear, and careless or ignorant management. To the progress of basic steel a compliment for boiler making was paid, and the importance of the advance of this material, seeing that it can be made from native ores, was touched upon. Siemens-Martin steel is, it seems, at present the most used. In his reply to the discussion Mr. Munro said that he wished to cast no aspersion upon Staffordshire iron ; indeed, had good Staffordshire iron been used it would have saved many explosions. Entire dependence upon hydraulic tests is insufficient. Boilers have been known to burst at a steam pressure of 40 or 50 lb., which have just before withstood twice that pressure during hydraulic testing. External as well as internal corrosion are matters which require periodical examination. A national system of training for engine-keepers and firemen should be instituted. With the rise of steam pressures now becoming general the explosive energy of boilers will become increasingly magnified. Materials and workmanship of the highest quality, and quite commensurate with these increased loads, can be obtained, but careless and ignorant management will be more than ever a source of danger.

ENGINE-STOPPING DEVICE.

MENTION is being made in various journals, says Iron Industry Gazette, of an ingenious contrivance for stopping an engine in a machine-shop, which occupies not more than a cubic foot of space, and consists of an electro-magnet, a system of small levers and a cylindrical chamber at right angles to the steam-supply pipe, this chamber containing two connected valves, one thick and the other thin. When the steam is shut off, the thicker valve lies across the main supply pipe ; but, when the steam is on, the two valves lie in the cylinder on either side of the upper pipe ; when in this position, the valves fit loosely enough into the cylinder to allow a strong pressure of steam on all sides of them. The motive power of the mechanism is furnished by two small electro-magnet spools, through which a current is sent by pressing the button in any part of the shop, this attracting to the magnets a small bar of steel which is fastened at one end of an angular lever ; at the end of the lever's other arm, which runs horizontally, and on its under side, is a small notch, into which, when the machine is ready for action, fits the end of a vertical lever, to which is fastened a valve-lever, hanging by the perpendicular, and so arranged that, when it falls, the two levers separate. The action of the magnet raises the end of the horizontal arm of the angular lever and loosens the smaller vertical lever, so that the weight of the valve swings it down in a semicircle, hitting a cam and tripping a valve. This exhausts the steam outside of the smaller valve in the cylinder, and the steam beyond the other drives it across the supply-pipe with great force, shutting off the steam from the engine within 15 or 20 seconds.

CHEAPNESS A FEATURE.

THE hair clipper which is to find its way to-day into popularity must have cheapness combined with efficiency. H. S. Howland, Sons & Co. have in stock a clipper which, it is claimed, possesses these qualifications. It is named the "Monitor," and is a somewhat recent arrival on the Canadian market. The accompanying cut will give the trade an idea of what the clipper is like, as far as construction is concerned.



HOW NAILS CAN BE HANDLED.

BY N. R. L. BILL, LOCKEPORT, N.S.

ON entering a hardware store, especially in towns, the first thing that generally meets your eyes is a long row of nail kegs. These are nearly always rough and dirty looking, with the hoops often half hanging from their sides, and nails projecting ready to catch your garments as you pass. No difference how well your shelves are arranged, or how neat you try to keep your store, these ragged looking kegs are sure to spoil the effect. In a few stores you find large bins for nails. These look very well, but can not be recommended for several reasons too well known to any one who has used them.

Now, there is a cheap and simple way of keeping your nails ; and if the reader will carefully carry out the following ideas, his nail kegs will be an ornament in his store rather than a nuisance.

First select, say, twenty of your best kegs, those with flat hoops preferred. Remove all the nails that are hanging around the top when the head has been taken out, and re-nail the whole keg with small wire nails, taking care that each nail is well clinched. Now stain the inside of each keg, about half way down, with a cheap walnut stain made of burnt umber, oil, and turpentine. Then give the outside a good coat of paint, dark brown or green being about the best colors. Two coats may be required to make them look well. When this is dry, paint the hoops with some bright color—perhaps vermilion would be the best. On the front of the keg paint the size of the nails in large white letters. Now the kegs are ready for use, and can be arranged in a row through the centre of the store. Keep them well filled and they will be more showy.

This is only one of the many articles tha can be cheaply arranged in a like manner Take your horse nail and boat nail boxes, stain them inside and paint the outside a nice green or any color that would be attractive. The front of the boxes will likely need a little putty and a second coat of paint. Paint the name and number on the front and arrange them on one of the lower shelves, made just high enough to take the boxes. In this way you lose no space, and the top shelf forms a cover and keeps out the dust and dirt. Steam pressed nails, brads, tacks, etc., can be arranged in the same manner.





HALF PRICE

THE original selling price of "Ideas for Hardware Merchants" was $1.00; the price now is **50 cents,** and only handled by ourselves. We bought out the publishers at a bargain, hence the exceedingly low price.

> "There is a tide in the affairs of men
> Which taken at the flood leads on to fortune;
> Omitted, all the voyage of their life
> Is bound in shallows and in miseries."

This is the opportunity of your life. Will you grasp fortune as she rapidly glides past you and within reach? We have only a limited number of copies and they are rapidly going. Mailed on receipt of price, postage prepaid.



The J. B. McLean Publishing Co.

10 Front Street East, Toronto, Ont.

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.



For Iron Fencing, Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

THOS. FIRTH & SONS, Ld.

Best Crucible Cast Steel.

STEEL, PEECH & TOZER, Ld.

Bessemer Steel,

Open Hearth Steel.

Agents,

James Hutton & Co.

MONTREAL.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	21, 22
Straits "	20½, 21

Tin Plates—*Charcoal Plates, Bright.*

M.L.S. equal to Bradley	Per box	
I.C., usual sizes	$5 50	$5 75
I.X., "	6 75	7 00
I.X.X., "	8 00	8 25
Raven & P.D. Grades—		
I.C., usual sizes	4 00	4 25
I.X., "	5 00	5 25
I.X.X., "	6 00	6 25
I.XXX., "	7 00	7 25
D.C., 12½ x 17	3 75	4 00
D.X., "	4 75	5 00
D.X.X. "	5 75	6 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	3 50	3 75
I.C., special sizes	3 75	4 00

Note.—Round lots of 14x20 might be purchased of 25c. box

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	7	25
I.X. Terne Tin	9 25	9 50
Old process I.C.	13	00
" " I.X.	16	00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½	6½
26 "	6¾	7
28 "	7½	7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 95	
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 60
Hoop " "		2 60
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
5/16 "	2 35
⅜ " and thicker	2 25

Sheet Iron,

1 to 20 gauge	2¾, 3
22 to 24 "	2½, 2¾
26 "	2¾, 2¾
28 "	2¾, 3

Canada Plates.

All dull	2 65
½ polished	2 75
All Bright	2 90

Iron Pipe.

Wrought 62½ and 5 p.c. to 65 p.c.
Galvanized, 40 to 40 and 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4½
" ⅜ " "	4½ 4⅝
" 7-16 " "	3⅝ 4
" ½ " "	3⅝ 3¾
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 11¾ 0 12
Lake Superior	0 12¼ 0 13

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	$0 22 $0 25
" round & square 1 to 2 in	0 20 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 15 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 16 0 17

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 18 0 19
" 35 to 45 " "	0 16 0 17
" 50 lb and above per lb	0 15 0 15½

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hard-rolled 2x4 ft.	0 21 0 23

Zinc Spelte .

Foreign, per lb	0 04½ 0 05
Domestic "	0 04⅜ 0 04¾

Zinc Sheet.

5 cwt casks	0 05½ 0 05⅝
Part casks	0 05½ 0 05½

Lead.

Imported Pig, per lb	0 03 0 03½
Domestic "	0 03
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04¼ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

Solder.	per lb.	
Bar Half-and-half (guar.)	0 15	0 16
Standard	0 14	0 15
Wire	0 17	0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 12 0 12½
Other makes "	0 11 0 12

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	5 00
No. 1 Do "	4 75
No. 2 Do "	4 50
No. 3 Do "	4 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1	05
2nd qualities "	0	90
Barn (in bbls)	0 80	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } " "	1 25 1 90
Canadian " }	
Paris Green, per lb	0 13½ 0 15
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 69
Extra "	0 90
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 85
No. 1 Carriage "	1 30
Gold Size Japan "	1 00 1 20
Pure Orange Shellac "	1 95 2 05
Hard Oil Finish	1 30
Oil Shellac	1 40
White Shellac	2 25

Linseed Oil (in bbls)

Raw, per gal	0 60 0 62
Boiled "	0 63 0 65

Turpentine (in bbls)

Selected Packages, per gal	0 50 0 52

Castor Oil.

Best, per lb	0 07½ 0 08

Cod Oil.

Cod Oil, per gal.	0 50 0 51

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet	0 13 0 15
White, extra	0 16 0 18
Gelatine	0 20 0 30
Strip	0 16 0 17
Coopers	0 17 0 19

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, common, 15 per cent.

Wads.—Baldwin's.

	per 1 lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustaole " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " ... 0 65 1 25
Brad, ... 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 35 to 40 pc. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 per cent.
Best, ditto; 30 to 33⅓ per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmcur's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking. 9 00
" 2, " " 4 50

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 to 55 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 pc.,
Loose Pins, " 65 & 10 to 70 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardin Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White, lump, per cwt 0 60 0 65
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz 8 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 o 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... .... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c:

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft
16 to 25	1.20–25	2.40	1.75	
26 to 40	1.40	2.70	2.00	
41 to 50		3.10		4 50
57 to 60		3.40		5.00
61 to 70		3.70		5.50
71 to 80		4.10		6.25
81 to 85		4.50		7.00
86 to 90				8.00
91 to 95				9.00
96 to 100				10.00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary.

st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	0 50

Picture Glass

Pilkington's ordinary.

1st break	4 0
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each 0 30 0
Enamelled " 0 55

Grindstone Fixtures.

P. S. & W., per doz 3 88 4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 13

Ball Pean.

English and Can., per lb . 0 25 0 30

Handles.

Axe per doz 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c

Hoe.

C.&B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 45 to 47½ p.c. dis

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c.
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 5 0 05½
Screw hook and hinge—
6 to 10 in., per set 0 00 0 04½
12 up " 0 00 0 03½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's..... 1 50 2 20
" Shepard's, dis 50 to 60 c

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 to 45 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 65
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 40 and 5 to 40 and 10 per cent

NEW ARRIVALS

30 Cases CUTLERY AND GUNS

ALL NEW GOODS.

Finest Finish. Best Value.



NEW ARRIVALS

20 Casks Cattle and Trace CHAINS

10 Tons Coil Chain.

Five Cars Window Glass.

Bowman, Kennedy & Co., London, Ont

Wrought Hooks and Staples, Amer. dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 50 to 55 per cent.

Horse Nails

Canadian, dis. 65 to 70

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " " ... 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 27½ per cent. to 30 per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.
   - Basis—50 to 60 dy..... 2 30
   - 40dy..... 2 35
   - 30 dy..... 2 40
   - 20, 16 & 12 dy..... 2 45
   - 10 dy..... 2 50
   - 8 & 9 dy..... 2 55
   - 6 & 7 dy..... 2 70
2. American Pattern Only
   - from 4 to 5 dy 2 90
   - 3 dy. (lath)..... 3 30
3. Canada Pattern Only
   - from 4 to 5 dy 2 80
   - 3 dy. (lath)..... 3 20
   - 3 dy. A.P. Fine 3 90

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 5 per cent. from List Jan. 8, '92 Extras as per List for special nails Terms, 4 months or 3 per cent. cash.
Brads & Moulding Nails, 75, 5 per c. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.

Poultry, 60 per cent dis.
Import 60, 10 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W. " 0 25
S. R. Seal.....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... .... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, 1bs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 33⅓ to 35 p.c. dis

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent. cash.
Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 50 and 10

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	7¾	9¾ 10
¼, 5-16, ⅜ in.....	8	10½ 10½
Cotton, per lb.....		18 20
New Zealand.....		8½ 9
Russia Deep Sea, per lb..		12½ 13½
Jute ..... " ...		06½ 07½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 35 to 37½ per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾

Saws.

Hand, Disston's, dis 10 p. c.
S. & D, dis. 35 per cent. to 40 per cent
Cross Cut, Disston's, per ft. 35 to 55.
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H 70 " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 70 p.c. off

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ½ or ¼ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3¾ 4
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.
Stove Polish, (Catchpole's).
Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2 " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 55 per cent
" tinned, dis. 57½ per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 60 per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 p. c to 65 p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p.c
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p c

Ties.

Cow, per doz 1 75 2 50

Tinner's Shears and Snips

P.S.&W., net list.
Canadian 10 to 15 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ p.c. to 35 p.c
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9 00

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown..... ..... 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz..... 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Annealed, annealed and oiled, galvanized 20 per cent. dis.
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal
Plus 10 cents f.o.b. Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 5½ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } 4 4½
" 4 " 4 & 6 " "
" Plain twist, all deld 3¾ 4
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 03½ 0 04
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p.100 sq ft 1 85 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 5 to 70 and 10 p c
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 [illegible]
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR
SIMPSON HALL MILLER & CO. QUADRUPLE PLATE HOLLOW WARE

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR
WM. ROGERS. KNIVES, FORKS, SPOONS

Manufacturers of the

Finest Quality Electro-Plated Ware.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.

FRANCIS HYDE & CO.

Builders' Supplies We make a specialty of Scotch Fire Clay Flint Glazed Sewerage Pipes, Fire Bricks and Fire Clay Agricultural Drain Tiles, White Enamelled Bricks and Tiles for walls. Best brands London Portland Cement.

STORES AND YARDS:

King, Queen and Wellington Sts., Montreal

None Genuine without this Brand



Stamped in head of Every Package.

BLACKSMITHS' TOOLS.



Horseshoe Vises.

Price, No. 1, - $4.00
" No. 2, - 7.50

Will save their cost in a week's sharpening. . . . .

A. B. JARDINE & Co.
HESPELER, ONT.

You will Insure Success

IN THE

STOVE

Business, by selling

"Souvenir" Stoves and Ranges

They are Leaders and Sure Profit Makers.

If you are not acquainted with the superior merits of these goods, order samples, and you will lead your competitor in sales.

The Gurney-Tilden Co. Ltd.

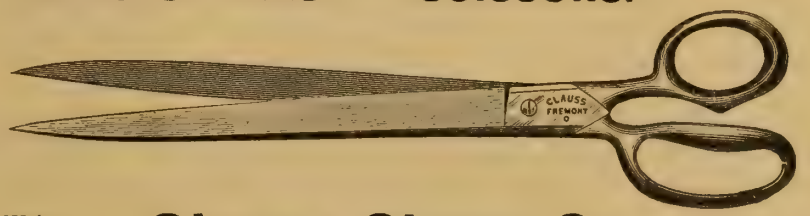
Successors to The E. & C. Gurney Co.

HAMILTON - - ONTARIO.

Hardware Merchants

Fine goods and a good profit is what you want. . . . . We will give you both.

"CLAUSS SHEARS AND SCISSORS."



Write . . . . **Clauss Shear Co.**

V. F. TOBIAS, Mgr. . . . TORONTO.

MUNN'S LIQUID GLUE

IS THE BEST.

THE ART METROPOLE, Agents.

131 Yonge Street, TORONTO.

OUR SALES OF

"BURHAM" Portland Cement

For the past 8 months have been

25,499 CASKS.

"BURHAM" Brand outranks all others
Try it and be convinced. . . . .

Sole Consignees for Canada,

McRAE & CO., OTTAWA

TRUSS AND CABLE FENCE WIRE.



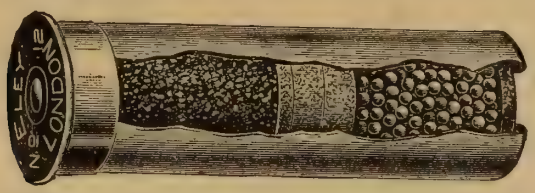
SIZE OF ONE STRAND.

IS STRONGER AND COSTS LESS PER ROD

THAN

Any other Strand of EQUAL WIDTH in the Market.

. . ELEY'S . .
CANADIAN CARTRIDGE



Loaded with Best Powder and Patent Shot.

ELEY'S GUN WADDING



Manufacturers of EB and other Percussion Caps.

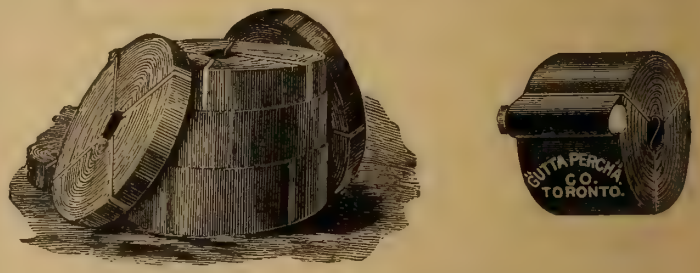
To be had of All Dealers. Wholesale Only.

ELEY BROS., LTD.

254 Gray's Inn Road, LONDON, ENG.

FINEST QUALITY

RUBBER BELTING



"MONARCH"
"RED STRIP"
"LION" brands

PARTICULAR ATTENTION GIVEN TO ORDERS FOR LARGE SAW MILL BELTS, ENDLESS OR STRAIGHT . . . .

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT STREET W., **Toronto.**

PURE LINSEED OIL
PURE CARBONATE OF LEAD AND
PURE OXIDE OF ZINC

Make the Best Paint Mixture known . . . .

TEST our High Standard Pure Prepared Paints for the above, and if you are satisfied with the test, and want the HEAVIEST BODIED PURE LINSEED OIL PAINT MADE, write us for sample cards, terms, prices, etc.

Sanderson Pearcy & Co. 130 to 138 Bay St. Toronto.

CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VI. TORONTO, MARCH 10, 1894. No. 10.

MAGNOLIA METAL

—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

MAGNOLIA METAL CO.,

London Office: 75 Queen Victoria St.
Chicago Office: Traders Building.
Montreal Office: H. McLaren & Co., Agents

Owners and Sole Manufacturers,
74 Cortland Street, NEW YORK.

YOU'LL MISS IT

If you don't have in stock for Spring

. . SENOUR'S FLOOR PAINTS

THE ORIGINAL STANDARD FLOOR PAINTS.

A LITTLE HISTORY.

SHOULD you ask any practical paint manufacturer or painter if he can make a good Floor Paint, no doubt he will, in all sincerity, tell you that he can make as good an article as anybody. But our wide experience places us in a position to know that he cannot verify his claim. When we found we were selling considerable Yellow Mineral Paint in cans in 1880, we made inquiry into its use through our salesmen, and found it made an acceptable color for painting floors. With a view to increasing sales, we commenced labeling it "FLOOR PAINT." This was the beginning of what is known to those familiar with the paint business as the Floor Paint Specialty. We do not deny that paint had been used for floors at a much earlier date, for it certainly had, else we should not have found the demand; but it had never been specially prepared and labeled "Floor Paint" previous to our doing so. Other manufacturers displayed a yellow mineral color on their sample cards, similar to ours, and called it "Floor Color," but it was adapted for floor use in color only. Thus originated, in 1880, the now widely known specialty, SENOUR'S FLOOR PAINT, which has stood the test of years for superiority, and to produce which, we have expended a vast amount of time and money. While the paint had given satisfaction when sold for Yellow Mineral, it did not produce the same results as a "FLOOR PAINT," because this recommended it for something it was not adapted for, and the result was much fault-finding and complaint. For three years thereafter, "We attended the School of Experience and paid it expensive tuition." A paint that would dry well under ordinary circumstances, would not do so under other conditions. When suited to our local territory, it was not adapted to the climate of the Southern States, or to that of the seaboard. When, therefore, we were successful in producing something applicable to all climates, it might have been supposed that further trial and experiment was unnecessary, and would have been but for the variety of methods employed by users of the paint in applying it. It required to be thin for those who would spread it too thick; this resulted in complaints of "lack of body." At last the desired result was attained. We found that three years had been required to perfect the article of "FLOOR PAINT" that almost any manufacturer or painter will tell you he can make perfect to begin with. Our orders increased in volume from old customers, and new trade came unsolicited until we were compelled to put in a plant particularly adapted to the manufacture of Floor Paint. We are glad to testify at this time, in the face of competition, that our trade in this article has continued to increase each year until its volume is large enough to reduce the cost of manufacture to a minimum, rendering it impossible for our competitors to make and sell an article of equal value at our price. This probably accounts in a measure for the continued increase of our trade.

SENOUR MFG. COMPANY, CHICAGO.

The Old Original Floor Paint Pioneers.

DISTRIBUTORS FOR CANADA **Walter H. Cottingham & Co., Montreal**

TO THE TRADE



"SURE GRIP"

Steel Tackle Blocks

Instructions for Reeving.

Enter rope at A, pass wedge, and follow arrows as shown in cut. It will be noticed the two centre ropes, coming in contact with wedge, always travel in same direction at same time. Take twist out of rope.

This Block will hold load at any point without fastening the rope. The wedge-shaped brake has a double grip, and is absolutely automatic and reliable. The heavier the load, the better the grip. They are the best and cheapest, because the same amount of money invested in ordinary tackle blocks will not begin to give the same amount of service.

				Each
No. 3, to be used with	⅜ inch rope,	one man can lift 300 lbs.,	capacity 600....	$3.00
" 4, "	½ "	" 350 "	1,000....	5.50
" 5, "	⅝ "	" 400 "	1,800....	7.00
" 6, "	¾ "	" 450 "	2,500....	8.50
" 6½, "	¾ "	" 850 "	4,000....	14.00

Blocks Nos. 3 to 6 require rope five times, and No. 6½ seven times the height to be lifted. The above prices include upper and lower block—ROPE EXTRA.

WRITE FOR DISCOUNTS

RICE LEWIS & SON

(LIMITED) **TORONTO**

HARDWARE MERCHANTS

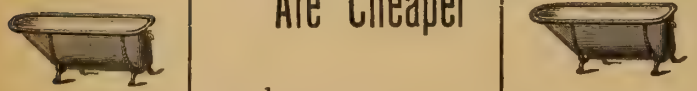


"STEEL-CLAD" BATHS



Are Cheaper

and more Desirable than Boxed-in Tubs





MANUFACTURED BY

THE TORONTO STEEL-CLAD BATH AND METAL CO.

123 Queen St. East, Toronto, Ont. LIMITED



Railroad Milk Cans,
Railroad Milk Can Trimmings,
Creamer Cans,
Creamer Can Trimmings,
Creamer Can Taps,

Sap Buckets, all styles and sizes

Maple Leaf Sap Spiles

MILK CAN TRIMMINGS

Our DAIRY PAILS are the best and heaviest on the market.

Kemp Manufacturing Co.,

TORONTO.

HARDWARE

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

Vol. VI. TORONTO AND MONTREAL, MARCH 10, 1894 No. 10

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: - - 10 Front St. E.
MONTREAL OFFICE: - 146 St. James St. E. Desbarats, Manager.
NEW YORK OFFICE: Room 41, Times Building. Roy V. Somerville, Manager.
EUROPEAN BRANCH: Canadian Government Offices, 17 Victoria St., London, S.W. R. Hargreaves, Manager.
John Cameron, General Subscription Agent.

HARDWARE men seem to be gradually awakening to the fact that the sale of bicycles and bicycle sundries comes within their purview. It has taken them a long time to do so; and while they slept others crept in and appropriated what as much belongs to the hardware trade as does spades and shovels. Fortunately, the fashion of bicycle riding is becoming more general every season, and, although a little late in starting, there is still opportunity for the hardware man who has not done so to reap some of the benefits to be derived from selling bicycles or bicycle sundries, or both. The merchant who decides to add bicycles to his stock needs to be energetic, for he will have to compete with those who are. Printers' ink he will be required to use liberally, and perseveringly will he or his representatives be compelled to work among those whose custom he desires to cultivate if he is to make the sale of bicycles a success. But these things, after all, are essential to success in whatever line of goods a merchant may be handling.

* * *

Times may be brisk or times may be dull, but trusts and associations for the regulation of prices appear to develop just the same. It is, at any rate, evident as far as the United States is concerned. When trade matters over there were flourishing, the organizations sprang up all over the Union. Now, when the opposite trade conditions obtain, much the same thing continues to go on. At the moment, the manufacturers of steel castings in that country are engaged in perfecting plans for the formation of a pool, or combination, which it is designed to include, with one exception, all engaged in this particular industry. The initiatory meeting for the consummation of this object was held some weeks ago in Philadelphia, at which, it is said, was represented every considerable manufacturer in the country; and although, naturally, there was a difference of opinion in regard to certain of the details, a committee was appointed to draft a plan for a combination. For some time the steel manufacturers of the country, particularly those in Philadelphia, have been cutting rates and doing business at a loss in consequence; and it is primarily with a view to putting an end to this recklessness that an effort is being made to call the combination into existence. The manufacturers have been cutting each other's throats, and now they propose to apply salve to one another's wounds. But this is one of the peculiarities of modern trade.

* * *

It is invidious for certain daily newspapers to make comparisons between the price of nails in Canada and the United States with a view to scoring a point against the home manufacturers. The association in this country may or may not be excessive in the price it fixes; but in order to show whether this is so or no, it is unfair to make comparisons between quotations in this country and those in the United States. "Let justice be done, though the heavens fall." In the first place, the conditions in Canada and those in the United States are at the moment vastly different. Here, at the worst, trade is quiet; in the United States, at best, it is dull. And this difference should be taken into consideration when comparisons are being made between prices in the two countries. In the United States the depression is the heaviest ever experienced, and when it settled down upon that country the nail manufacturers not only found themselves with large stocks of manufactured goods on hand, but many of them had either large stocks of material in their possession or had contracted for such. To get rid of these stocks and to use up the raw material, prices were dropped again and again, until the manufactured can be bought in some instances at, or even below, the price of the raw article, low as that is; and they are glad to do this in order to turn their stocks into the much-needed cash. Now, in Canada, the manufacturers have come to no such pass. Hence the invidiousness of comparisons between the price of nails in Canada and in the United States.

* * *

The occasional mild days that we are now experiencing indicate the approach of spring, and suggest to the hardware man the necessity of getting his business in order to catch the trade that is usual at that season. One of the lines that will soon begin to move is that of carpenters' tools. To secure a share of the demand for these, preparations should at once be made, and in no way can this be better done than by utilizing the window for displaying the goods appertaining to this particular line. Tools afford excellent scope for window dressing, and by an ordinarily intelligent man, with a small degree of taste and originality in his composition, can be made to represent many shapes and fancies. We came across a cut the other day showing a handsome display of this character. A board 18 by 12 feet was covered with black canton flannel as a back ground, upon which were artistically arranged entire lines of screw drivers, augers, chisels, hatchets, hammers, planes, plumbs and levels, handsaws, squares, trowels, etc. Try your hand and see what you can evolve from such articles.

* * *

The efficacy of printers' ink to bring business is none the less because trade is not booming. In fact, it is when trade is quiet that the best efforts in the way of advertising should be made. A man takes a tonic when he is debilitated, not when he is strong and vigorous.

THE "HARD TIMES" CRY EXAGGERATED.

Merchants and Manufacturers Give Their Views on the Condition of Trade. It is Quiet, but Scarcely More So than is Usual at this Time of Year. In Some Respects it is Better. Prospects Fairly Good.

HARDWARE has for some time maintained that the cry of "hard times" was not warranted by the actual circumstances. Poverty there always has been and poverty there always will be until the millennium, but that it is at the moment so deplorable and widespread as certain of the sensational evening newspapers would have the world believe is another thing. The police, the clergymen, the newspaper reporters themselves know this.

When the wheels of commerce become at all clogged, it is the hardware trade that realizes it first. People do not eat and drink hardware. Neither do they wear it. And that is why this particular line is the first to feel the depression.

Now, what are the actual conditions in the hardware trade to-day, both wholesale and retail? Simply this: it is quiet. At this season it usually is; and if it be, perhaps, a little quieter than usual, one cause of it, more than any other, is the revision of the tariff. But, even in spite of the deterring influence of this, business in volume is little, if anything, below the average. One thing is certain; in some lines trade is much ahead of last year. Manufacturers and merchants may have had to work a little harder lately, but what does that matter as long as results are shown?

Whatever the past might have been it must be remembered that the worst is past and that the prospects are brightening.

Representatives of HARDWARE have during the week interviewed manufacturers, jobbers, and retailers in regard to the trade of the first two months of the present year, and what they say is a substantiation of what this paper has contended all along.

"The volume of business in the country," said one well known jobber, who sends goods the Dominion over, "has been much about the same as for the corresponding period of last year, while the conditions are favorable rather than otherwise. Stocks are light and payments on the whole up to the average. Trade is certainly not so depressing as it is represented in some quarters to be. There has been some difficulty on the part of the retail trade to make their collections, but this experience is by no means confined to this year; and I notice that when the retailer pushes the farmer for payment he usually succeeds in getting it. Manufacturers have been curtailing their output, but in doing this they have been largely induced by the prospect of a revision of the tariff. In such instances there have been reductions in staffs. But it is an established fact that stocks of raw material are lower than they have been in any other year; and purchases are in consequence now being made that would, under ordinary circumstances, have been deferred until the opening of navigation. Prices are still unsettled, but this is due in a large measure to the uncertainty regarding the tariff in the States and lower prices in the British and Continental markets. However, these prices have induced capitalists to purchase and hold for the advance which they deem inevitable."

"There has not been so much booking of orders for staple goods as usual, which, there is no doubt in my mind, is due to the uncertainty regarding the Canadian and American tariffs," said another wholesaler, "but business in the way of immediate wants is of an average character. In spite of the cry of hard times I know our business in volume is equal to last year, although perhaps we have had to work harder to get it. Payments? O, I don't think they are any worse than is usual at this time of the year."

"Trade in paints and oils," said a jobber, "has been rather better than last year in the city so far, while that in the country has been hardly so brisk. People are buying in much smaller quantities, but buying oftener, which is after all the best way to do business. Some of our customers are talking tariff and are holding back in consequence."

The general impression among the prepared paint manufacturers was that trade so far this year is ahead of last year; "and, getting down to figures," said one man, "it would be easily placed 50 per cent. ahead of last year." And the man who said this is pretty conservative and by no means given to exaggeration.

Said the representative of a large manufacturing firm, who had recently been on an extended business trip through Western Ontario: "The foundry men have not been buying any more iron than they could help for some time on account of the tariff revision, but their stocks are very low, and when the tariff question is settled they will necessarily have to buy. The outlook in Western Ontario is fairly good."

Travelers report that collections in Eastern Ontario and Quebec and Western Ontario are much better than those in the northern part of the province, where the lumber districts are. Scarcely any collections can be made until the breaking up of the lumber camps. Collections in British Columbia are reported to be hard to make, while in Manitoba they are fairly good.

Mr. Mayer, of the Toronto Cutlery Co.: "Our sales have been greatly in excess this year of those of the first two months of 1893. I cannot say that I found any difference in our profits. Newspaper talk has scared many, and they imagine times are worse than they really are. We have found collections very good. As to the prospects, I think people will buy carefully and in smaller quantities, but do not think there will be any less sold."

Jas. Lea, manager of the Toronto Fence and Ornamental Iron Works: "We have certainly been busier since New Year's than we were in January and February last year, and I feel that the prospects all round are better. Pessimism has a great deal to do with the hard times, and the cry of pessimists induces others to economise. If people would only look on the bright side of everything, they would soon find out that they were a great deal better off than they thought."

Mr. Booth, of the Booth Copper Co.: "Our sales have been equally as good up to the present as they were this time last year. We found collections very good, and have no reasons to complain. I do not think that the times are good by any means, nor do I think that the factories are employing as many hands. Profits are no doubt smaller."

Canadian Mineral Wool Co. report their sales to have exceeded those of the first two months of 1893. Profits just as good and collections fair. "We are not affected by the much talked of hard times," said a representative of the firm.

The manager of The McClary Mfg. Co., Toronto: "Collections with us have been equally as good as they were up to the present date last year. The amounts that are not likely to be met on maturity are small. Our sales have been somewhat larger, but goods are being sold on a smaller margin. I think the report of the hardness of times is exaggerated, judging by our experience. Collections and sales are what I am basing my calculations on, and they are satisfactory. This season in 1893 was thought to be very bad, but we increased our business exactly 10 per cent. You cannot go by the talk that is going on."

T. Meredith, King street east: "I have found sales during the past two months equal to those of the corresponding months last year, but collections with the farm trade have been poor. We intend running our business

as much on a cash basis as possible in future, even if we have to do less. The prospects for a fair season's business, I think, are good, and I think it would improve ours if this tariff question was settled. It would probably help the farmer to get better prices, and so increase our business, which is chiefly with them. The farmers have been buying as little as possible lately."

Geo. Pearsall, Yonge street: "My sales for January and February correspond almost exactly with those of the same two months of 1893 and are, in fact, slightly in excess. I think profits have been as large with me, for I am not in the habit of cutting prices. Of course I cannot tell what the prospects are for the coming season, but I do know that I am making preparations for something better, and I have no reason to think that it will not come."

Mr. Fletcher, of the Fletcher Mfg. Co., Yonge street: "On consulting my books I find that the amount of our sales for January and February of 1893 do not exceed those of the past two months; in fact I find them almost identical. Profits are, no doubt, somewhat smaller. We have found our collections rather hard to make lately. As far as we are concerned, I feel that we have better prospects for doing a big trade during the coming season than we have ever had. We have at present more orders on our books than we ever had at this season of the year. I believe the people are making a hobby and the daily papers making an advertisement of hard times. I know that every man in my employ is making as much out of us as he ever did, and I am employing more hands."

Mr. Gibson, of Gibson & Thomson, Yonge street: "Our sales, I feel sure, have been equal this year to the first two months of the year previous. I do not know how profits have been with the trade in general, but we find them about the same. Trade has improved within the last week. There is more talk than anything else in this cry of hard times. Personally, we have not been affected, and I believe a great deal of it is done for advertising purposes. I think we will see a good spring, and it will not be long before it opens up. Hard times talk comes around with the seasons, and is made out to be worse than it is by newspapers and departmental stores, to enhance their popularity and advertise their business."

W. L. Murray, Yonge street: "We have had equally as good business the last two months as we had during the corresponding months in 1893, but I have not got the exact figures to show you just at present. Collections do not trouble us, for we run a strictly cash business. I have found profits much the same, and I think the prospects for the coming season are very fair."

E. Clapp, of Clapp & Moses: "I have not compared our sales for this year with those of the two first months of last year, but I know that last January was ahead, and February, I fancy, was equally as good. Profits have been smaller in tinware and house furnishings, which are being cut by the department stores, but other lines are about the same. If the people of Toronto keep on encouraging hard times the way they have been doing, this place will be a regular Mecca for the improvident classes next winter. There is no doubt a lot of poverty in the city, but it is made three times as bad through newspaper talk. As to the future, I think the outlook is just as good as it has been for the last six years."

Geo. Boxall, Yonge street: "Our sales have not been as large this year as in January and February last year, and I find profits certainly much smaller. I have found customers buying as little as possible. I do not see any great prospects for the coming season, but I think we will see some improvement towards the latter end of this month. I have been finding collections fairly good, and find they have been equal to last year. I cannot say that I am experiencing the hard times very much, and I think a great many like to make out that they are worse off than they really are."

W. H. Sparrow, Yonge street: "I do not think our sales have been quite as large during the last two months as they were in January and February last year, but there is not much difference. Collections are slow and profits are somewhat smaller. Some men, to make sales, have shoved prices pretty close on some lines. We are doing about the same amount of business as is usual at this season, but find it harder work to do it than heretofore. One thing I notice is that it is just as hard to collect from men who are receiving a regular salary or income as from others who are being more directly affected by the stringency of the money. This goes to show how much humbug there is going on, and how much the hardness of times is being overrated."

Geo. Collins, of the Collins Mfg. Co.: "Our sales have been far in excess of any preceding year up to date. Collections have been very good from the country, but in the city they have not been so good. The cry of hard times in the city is getting to be chronic, and, I fear, is being used by many to put off paying debts that they are perfectly capable of liquidating."

Thos. E. Aitkenhead, of the Aitkenhead Hardware Co.: "In some lines our sales this year show an increase over those of January and February of last year, while in others there is a slight decrease, but on the whole I find we are somewhat ahead. Collections for January were not so good, but there has been a great improvement in February's. We find profits much the same. Trade may be dull, but I have never known a man to improve his condition by grumbling. In reference to the many retailers who are backward in placing their orders, I think that the possibility of a change in the tariff has much to do with it. I feel convinced that were the tariff question settled times would show rapid improvement in Canada. There is at present too much fuss being made over the destitution and general poverty; it makes everything worse than it really is, and has a most depressing effect on trade."

Wm. Mathieson, King street east: "I find my sales for the past two months slightly behind those of the same two months a year ago, but, including the shop, we have done more business. I cannot form an estimate of how hard times really are; but, there is no mistake about it, money is rather tight. There are also a lot of chronic grumblers who make things still worse."

Mr. Wilson, of McDonald & Wilson, Yonge street: "There is very little difference between our sales of January and February of last year and those of the past two months. We have found collections fairly good. I cannot see any more cause for hard times this year than other years. There is always bound to be a certain amount of people out of work during the winter season. I do think that too much noise is being made about hard times merely for advertising purposes. You cannot tell how long the prevalent hard times cry is going to last; so it is difficult to form an estimate of how things are going to turn out. There was a great deal of croaking last spring, but we did a very good business, and we hope to do the same this year. I think profits are somewhat less, and that spring trade will be later opening up."

Clauss Shear Co., Adelaide street east: "We were not in business last year, but we are having a good demand for our goods. Collections have been fairly good, and we have no reason to complain. Hardware men are laying low at present in some lines, but according to reports received from our travelers business will soon open up nicely."

W. G. Ross, Manager of the Ontario Bolt and Forging Co.: "I have just returned from a trip through the province, which was taken for the express purpose of ascertaining what the prospects were for the coming season's trade, and I feel satisfied that the outlook is very good."

Mr. Pearson, of the Toronto Gas Stove and Supply Co., Yonge street: "Our sales are equal if not in excess of those of the first two months of 1893. We do a cash business as much as possible, but what little money we have out is hard to collect. I believe that there are a great many who are perfectly able to pay their debts, but are either trying to hold on to or to speculate in real estate, and this is the cause of the tightness of money. I think trade will show much improvement. Everything seems to indicate an early demand for our lines.

CANADIAN vs. UNITED STATES TRADE.

Canada's Foreign Trade the Largest in Her History. It Increased 2 1-2 per cent., while that of the United States Decreased 8 per cent. Per Head of Population Canada's Trade is $49.52, while that of the United States is but $25.09.

THE measure of a country's prosperity is largely reflected in the official returns relating to its foreign trade. THE GROCER has more than once of late averred that, notwithstanding the cry of so-called hard times, trade in Canada was in a fairly healthy condition. The Trade and Navigation Returns just issued by the Dominion Government corroborates this contention; and in a manner, too, more emphatic than anticipated. These returns show a peculiar coincidence, namely, that not only was the aggregate of foreign trade the largest in the history of the country, but like results are shown in regard to the exports, and that, too, strange to say, when low prices have been ruling and when one of Canada's industries—the export cattle trade—was crippled by the action of the home authorities. The value of the aggregate trade was $247,638,620, or $6,269,177 in excess of the aggregate trade of the previous year. The exports were $118,564,352 and the imports $129,074,268. The increase in the exports, it is gratifying to note, is altogether in articles the product of Canada, those not being of home production showing a decrease of $1,858,367. The increase in the articles the product of the country was $6,459,344. The increase in the imports was $1,668,200. The value per head of population of imports was $26.01, and of exports, $23.89. The duties collected averaged $4.26 per head, an increase of six cents over the preceding year and a decrease of 58 cents over 1891. Our import trade increased with 26 countries and decreased with 22. The largest falling off was with Germany, but in this instance it was consequent upon the decrease in the importation of sugar, which was in 1892 unusually large. The increases were principally from Great Britain and the United States, in the former instance being $1,668,438, and in the latter, $1,092,931. The increase in exports was largely with Great Britain, United States, Newfoundland, Belgium, and Argentina. Among the articles which contributed to the increase in exports were: Products of the forest, cheese, butter, horses, bacon, canned meats, apples, potatoes, agricultural implements, cottons, machinery, sugar, liquors, furniture, matches, wood pulp, etc. It is gratifying to note in this respect that England has been buying more largely than she did the year before of those articles which we have been most desirous of selling her. On the basis of goods imported and entered for consumption, and of goods the product of this country, the trade of the Dominion with the several countries with whom she does business shows this percentage: Great Britain, 44.69; United States, 42.05; France, 1.36; Germany, 1.98; other European countries, 1.49; British West Indies, 1.31; other West Indies, 1.64; Newfoundland, 1.34; other British possessions, .90; other foreign countries, 3.44.

Turning from the Canadian trade returns for 1893 to those of the United States for the same year, quite a different picture is presented. It has not been necessary to call in the services of a statistician in order to demonstrate which of the two countries occupying the North American continent were in the better condition commercially and financially. It has been obvious to all for some time that Canada's condition was infinitely superior. But now we have the statistician as a corroborative witness of what has before been maintained largely from observation. The statistics in question are compiled from U.S. Government records, and they show, whether taken in the aggregate or from the standpoint of either exports or imports, that the foreign trade of 1893 came short of that of the previous year. The aggregate foreign trade of the United States in 1893, according to these returns, omitting the foreign merchandise exported, was $1,630,986,041, against $1,764,178,270 in 1892, a decline of about 8 per cent. to Canada's increase of about 2½ per cent. for the same period. In other words the aggregate foreign trade of the United States was but $25.09 per head of population to Canada's $49.52; and then it must be remembered that there are a great deal of goods exported from Canada via United States ports for which this country gets no credit in the Trade and Navigation returns. The value of the dutiable and free goods imported by the United States in 1892 totalled $840,930,955; last year they fell to $776,248,270. In 1892 the exports of domestic merchandise was $923,237,315; in 1893, $854,737,771. In the imports the articles showing the most marked declines are animals, coffee, hats, bonnets, hides and skins, crude India rubber, silk, tea, tin, fish, fruits, iron ore, manufactures of tin plate, leather, metal, rice, salt, wines, wood, wool. In exports the value of cattle sent out of the country declined nearly $12,000,000, corn and corn meal nearly $15,000,000, wheat and flour nearly $44,000,000, copper ore over $2,000,000, manufactured cotton about $13,000,000, fish over $1,000,000, fruits nearly $2,000,000, meat products, $12,000,000, and dairy products, $2,000,000. Comparisons of the business of the banks and insurance companies in the respective countries also show results favorable to Canada as against the United States. Then again, while the Government of Canada is able to show a surplus, that of the United States is compelled to show a deficit: For the eight months of the fiscal year the expenses have exceeded the receipts by $48,000,000 or at the rate of $72,000,000 for the year. Then it was only the other day that the Government at Washington had to issue bonds for $50,000,000 in order to replete a rapidly depleting treasury reserve.

In making these comparisons between Canada and the United States THE GROCER is actuated by nothing but a desire to stimulate in Canadians faith in their country—its resources and prospects. The financial depression which has been overspreading the world for the last year or so has been acute, but Canada, like a rock in the midst of a stormy sea, has stood strong and firm, conscious of the storm but not affected by it.

THE GREAT CANADIAN HEN.

"These fellows from Canada, said a prominent New York state chicken raiser at the poultry show in Madison square, "come down here loaded for bear. Whether the climate or the soil helps them most I can't say, but I guess it's both. They're regular chicken sharps, that's what they are, and we have all we can do to keep up with them. Some of us thought the protective tariff would keep them down. We've found that you can't prevent chicken raising by law, and even on eggs it don't make much difference. Canada is right up near the head of the list this time. If they keep on they'll beat us out of our boots or out of our coops, which is almost the same thing."—N. Y. Times.

BRANDRAM BROS. & CO.

ROTHERHITHE, LONDON, ENG.

Manufacturers of the Celebrated Brand

BRANDRAM'S B. B. GENUINE WHITE LEAD

B. B. WHITE LEAD

BRANDRAM'S B. B. NO. ONE WHITE LEAD

Noted for its Extreme Whiteness of Color, Purity and great Covering Property, rendering it specially suitable for Painting in Enamel White and other Decorative Work. To be had of all the Principal Importers in the United States, and for the Canadian trade. Manufactured in Halifax, Nova Scotia.

FOR SAMPLES AND INFORMATION APPLY TO

HENDERSON & POTTS

NOVA SCOTIA PAINT WORKS - - HALIFAX, N.S.

MEN AND MACHINERY.

THE manufacturing business of modern times is by no means the sinecure some suppose, remarks Age of Steel. Inventive ingenuity has not only made labor-saving appliances indispensable to success, but has made the intelligence and reliability of the man using them factors equally necessary to business success. Not only is the capacity for increased product multiplied, but the risks of loss from careless or inefficient labor are equally amenable to the multiplication table. A workman may spoil more than he earns in less time than it takes to count his wage. It is a case of money against minutes. These risks, however, have to be assumed to keep pace with modern methods and competition. If machinery has added to capacity it has also added to expense. The first cost of many manufacturing plants absorbs a heavy investment, while its operation involves not only additional hazards but the expert and unrelaxing attention of the operator. In many instances the machine and the man are not a pair, and if the real causes of many business disasters could be ascertained, it would be found that not the least lies in putting the wrong man in the wrong place. A census of this kind would tell a tale, and that in the managing of men as well as of machines is one of the most important factors in successful business. This is especially true in new concerns, or in plants where radical changes have been made in methods. In the one instance the man and the machine are mutual experiments, and in the other they are simply a new form of apprenticeship. The mistake is made in forgetting these conditions, and in forcing matters with more regard to output than to prudence. This is, to say the least, a hazardous method. It also accounts for some very expensive and short-lived enterprises, whose premature decease is as much a surprise as it is deservedly a regret. The "let her rip" idea is unfortunately too common, while the leap-frog method, that is classically termed "getting there," has its price to pay for the prudence and experience it has eventually to buy. In the starting of new plants it is wise to go slow. Men, however competent under other circumstances, are at a disadvantage till accustomed to their surroundings and methods. Their best qualities and aptitudes are not always immediately discernable, and in nine cases out of ten they never will be on the go-as-you-can principle. Men differ even in the same trade in the use of tools and machinery, and the placing of each in the best place is, or ought to be, as much a business object as buying material or placing the manufactured product in the best market. The same rule applies to new machinery. Machines of the same type are not always of the same merit. This is as true of a chisel as of a locomotive. Every mechanic knows this. When time is taken to discover the weak points of appliances and machinery (and no plant was ever yet without them), many shut-downs and repairs involving heavy losses in time and money are avoided. Machinery has in many, and perhaps most instances, to be humored and treated as are children or raw apprentices before it can be made to do its best. It is evident that these considerations are not favorable to a premature forcing of matters, and that it needs no argument outside itself to prove that many grave losses are entailed that, if renewed, would cripple the strongest establishments. Few manufacturers of long standing are without experience in this matter. With some, and by no means a few, the losses sustained through oversight or carelessness in this matter have practically handicapped the profits for years. It is, of course, incumbent on all men aiming at success in business to go ahead, and perhaps never more necessary than at the present time; but the old rule is still inexorable—be right first and busy afterwards.

NO BASIS FOR ALARM.

IN most cases where American interests are said to be threatened by foreign production on account of the smallness of wages abroad, an investigation proves that there is little or no basis for alarm. In spite of the reduction in the cost of iron mining in the Lake Superior region, there have been apprehensions that if the duty on ore should be removed the ore from Cuban mines owned by three American rolling mills would be brought in here to an extent that would prove disastrous to the Lake Superior interests. For the purpose of ascertaining in just what danger these interests were, A. J. Trimbull, of West Superior, Wisconsin, visited Cuba, to make an investigation. A recent dispatch from West Superior says that Mr. Trimbull found that Cuban ore cost $1.62 a ton on board the vessel, and freight to Philadelphia was $1.75, making the cost of the ore in Philadelphia, duty free, $3.37. Lake Superior ore is selling in Cleveland for $2.50 to $2.75. No Cuban mine is operated at present, and the Maryland Steel Company's works, which were erected exclusively to use Cuban ore, are idle.—N.Y. Journal of Commerce.

NO ORDINARY ADVERTISER THIS.

A machinery firm in Newark, N.J, are sending out some sesquipedalian advertising matter. Several of the queries in this circular are herewith reproduced:

"Is the tippeous extension of the epidermis of your manual extremities unimpaired in its power of grasping orders?"

"Has prolonged attrition against terraceous substances reduced your pedal organs to a state of stumpiferous deformity so that you cannot perambulate?"

"Are your occluse and expansive actions uninterrupted so as to allow a free flow of syllabic utterances?"

"Is your octahegenous osseousity insometrically anulated so that you can hustle as you used to?"

AMERICAN PETROLEUM EXPORTS.

"IF trade generally was dull in the United States," said a well known petroleum dealer in Montreal last Monday, "the trade in petroleum and its products must be excepted, for the exports of these from the United States during 1893 show a large increase over the figures for 1892. Exports of American illuminating oil alone increased 119,268,551 gallons, which is equal to 3,786,303 barrels of 42 gallons reduced to the crude equivalent, an amount exceeding the monthly production of Pennsylania by over 1,200,000 brls. This does not look as though cheap, inferior Russian oil was a serious competitor of the higher class American product. The total exports of illuminating oil from the United States in 1893 reached the largest amount ever shipped to foreign ports in any one year, amounting to the enormous figure of 705,674,917 gallons. Exports of crude oil increased 10,596 514 gallons, amounting to 114,609,343 gallons. Lubricating oil also showed an export increase in the same year of nearly 1,000,000 gallons, having been 34,762,754 gallons. In fact the single product of American petroleum to show a decrease was naptha, the total exports of which 16,249,389 gallons, were 1,000,000 gallons less than in 1892. The total exports of United States petroleum products for 1893 were 871,757,017 gallons, or an increase over 1892 of 120,851,780 gallons equal to a weekly increase of 2,500,000 gallons, which may be valued $139,444, and for the year $7,251,108. Everything also points to the fact that this increase was not due to special causes, but is a steady advance, as the figures of exports of petroleum from the United States for the last decade show :

Year.	Illuminating.	Totals.
1884.....	431,776,528	542,217.728
1885.....	453,841,438	568,086,619
1886.....	473,284 684	579.673,341
1887.....	464,702,903	581,021,329
1888.....	429,729,112	546,725,075
1889.....	548,496,241	676,191.455
1890.....	547,542,569	689.042.726
1891.....	526,972,018	667,297,935
1892.....	586,406,366	740,905,237
1893.....	705 674 927	871,757,017

"These figures go to show that the United States petroleum producers have been doing very well, and that they are able to meet the competition of any one in this branch of industrial work."

FOR SPORTING MERCHANTS ONLY.

THE Fish and Game Commissioners presented their annual report to the Ontario Legislature Monday last. The commissioners state that the act is considered a fairly good measure, and receives general approval. It is stated that in order to facilitate the proper working of the act, the province has been mapped into four divisions, each having a warden. The appointment of two more wardens is suggested for the better enforcement of the law. Partridges have been more plentiful than for some years past, and duck shooting is pronounced good. The increase in the number of partridges is attributed to the observance of the law prohibiting the sale of this fine class of game The law as regards partridges is recommended to be untouched. The commissioners regret that the slaughter of fish and destruction of ova is going on, but, owing to the question of jurisdiction between the Dominion and Ontario Governments still being unsettled, state that they cannot do anything to prevent it. It is recommended that the clause prohibiting the purchase or sale of snipe, woodcock, partridge, quail, and wild turkey before 15th September, 1894, be enlarged so as to grant the same protection for three years, or until 1897. The season for musk-rats is recommended to be made from 1st January until 1st May, but trapping only, and not shooting, to be allowed during the month of May. It is recommended that a non-resident who obtains a license to hunt in Ontario be allowed to take with him out of the province two deer, or any less number hunted and taken by him, upon obtaining the necessary permit. No dogs, it is suggested, should be used for hunting deer after 31st October. It is asked that power may be given for wardens and deputy wardens to search suspected persons. Finally, it is recommended that a clause be framed to reach guides to assist foreign sportsmen to break the law by accompanying them and shooting the game for them.

TESTING A NEW TELEPHONE.

TESTS of a new magneto-telephone were made between New York and Chicago a few days ago in the presence of representatives of the Western Telephone Construction Company and officials of the several telegraph companies and telephone companies. Connection was made with the Chicago long distance line through a Wall street office and an office in the Monadnock Block, Chicago, where a large number of persons interested in the telephone situation were assembled. The present Bell telephone and the new magneto-telephone were used alternately, and the results were in favor of the new telephone, which showed remarkable clearness. A number of experts who were present pronounced the results obtained from the magneto instrument to be highly satisfactory.

The new telephone appeared to the experts present to meet almost all of the requirements sought for by those who have been trying to do away with batteries, induction coils and variable resistance contracts, which are troublesome and costly in the present system. The patents upon the magneto-telephone expired on January 30 ; therefore the new telephone is not affected by any existing patents of the Bell company. The new magneto-telephone is controlled by the Western Telephone Construction Company, of Chicago, which was started in opposition to the Bell company a year ago. It is al present operating lines in Western cities. According to the new principle of operation the central office service is done away with. Each telephone user, by the touch of a button, automatically connects his line with any other line in the system without calling up central.

HER SAMPLE CASE.

He entered the car with an off-handed grace,
An easy smile and—a sample case.
Two seats in one did he lightly whirl,
Across from a not ill-looking girl
With a novelette and a cart-wheel hat.
"Alone, by Jove ! I will have a chat
Ere we have gone ten miles," he said,
As he lifted his skull cap on his head,
"The girls who travel in Texas are
Soft snaps, as a rule—too fresh by far ;
Just lend them a book—lift the window sash,
No trouble at all to make a mash."
He did not know that the maiden small,
Had been on the road two years last fall :
A female drummer with "grip" immense,
And a lot of good, shrewd common sense.
This is the time and proper caper :
"Miss, will you look at the morning paper?"
And there on the margin the maiden read,
"To do you a favor I'd give my head,
That I might reap in turn, perchance,
One gentle word—one kindly glance."

* * * * *

The engine whistled, the train slowed in
At the station known as the town of Lynn.
The maiden rose with her sweetest smile
And said, as she straightened her frills and lace,
"You may help me off with my sample case."

—Shoe and Leather Gazette.

A Brantford, Ont., despatch says : Since the Board of Trade meeting a strong agitation has sprung up for a better insurance rating in this city. For years past Brantford has had the lowest record on the continent, and unless the underwriters come to time in short order a local company will surely be formed. One well known financier to-day offered to invest $25,000 in such a project.

Our Prices on **Bright, Annealed, Oiled and Annealed and Galvanized Wire**

ORDERS SOLICITED. Are reduced 10c. per 100 lbs. f.o.b. Toronto.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE No. 37 Front Street West, **Toronto.**

INTERESTING IRON STATISTICS.

J. S. JEANS, in his recent paper read before the British Iron and Steel Association, on "The Chicago World's Fair of 1893 and its Lessons to the Iron Trade of Great Britain," set in array comparative statistics of iron and steel production throughout the world. Taking the calendar year 1877, he showed the output of pig iron in the various countries was, in round numbers, as follows, in tons of 2,240 pounds: United States, 2,066,000; Great Britain, 6,608,000; Germany, 1,614,000; France, 1,453,000; Belgium, 490,000; Russia, 450,000; Austria-Hungary, 400,000; Sweden, 350,000; Spain, 43,000; Italy, 24,000; other countries, 60,000—a total of 13,559,000 tons. In the same countries in the calendar year 1892 the make was: United States, 9,157,000; Great Britain, 6,616,000; Germany, 4,793,000; France, 2,023,000; Belgium, 768,000; Russia, 915,000; Austria-Hungary, 935,000; Sweden, 491,000; Spain, 179,000; Italy, 12,000; other countries, 90,000—a total of 25,979,000 tons. This comparison exhibits an increase of 343 per cent.

ROBERT J. WOODS DEAD.

THE face of genial little "Bob" Woods, city traveler for Dalton Bros., will never again be seen in the stores of Toronto retail grocers. "Bob" has been unwell for some time, and a few weeks ago he was taken to the general hospital suffering from a throat complaint, but his case was hopeless, and Monday last he died. If there was one city traveler in Toronto who was known better than his fellows it was Robert J. Woods. Everybody in the trade knew him and everybody liked him. He was always hustling for orders, but meet him where you would he found time for a cheery salutation and a warm grasp of the hand. That he was appreciated, the few weeks during which he lay at the hospital proved. "We never had a patient," said one of the medical staff, "who had so many callers, and for whom there were so many enquiries." "Bob" is gone, but his memory will live in the grocery trade of Toronto for many a long day. He was aged 32, and leaves a wife and family.

MATCHES MADE OF PAPER.

Not many improvements are recorded nowadays in the manufacture of matches, says an exchange, but it has lately been proposed to substitute for the ordinary article a novel kind of paper arrangement described as resembling in its general construction the coiled tape measure used by tailors. The coil thus employed is a roll of paraffine paper enclosed in a metallic case, one end of the paper projecting after the manner of the tape measure, and at regular intervals on the paper are small points covered with an igniting substance. In practice one has only to give the end of the paper a smart pull, bringing the igniting point in contact with a small steel plate, and a light is struck which burns slowly and evenly, and, on the roll being thus exhausted from use, a fresh one can be inserted in its place. Matches of this description can be manufactured with great rapidity and at very small cost.

STILL ANOTHER FAKE.

THE other week, when trains were running late, one night in Brussels an individual visited all the hotels, representing that he was sent in place of the inspector, who was sick, to see that all hotel bars were closed at proper hours. Everyone of the first three he called upon made excuses, saying the train was not in. Seeing proprietors were afraid of a heavy fine, he said: "Well, I do not like to be mean, if you care to give me a couple of dollars I will say nothing about it." So each handed over two dollars and thought himself well off. However, the would-be inspector tried his game once too often, for on entering the next house he could not get a hearing, and was told to leave at once, which he did, only to return again with the same story. The last hotel man he called on knew him, and notified his brother hotelkeepers, at the same time having a laugh at them for getting rid of their money so easily. Next day they hunted up the "smart man," who readily handed over all he had obtained.

"BISHNESS IS BISHNESS."

Those who have read "Todd's Student Manual," says the Youth's Companion, will recall his illustration of the value of doing small deeds. He describes a coat of arms which represented a mountain, and a man with a pickaxe digging away. The motto was, Peu a peu, "little by little."

The great financier who founded the English branch of the famous Rothschild firm of bankers worked upon the lines marked out by this coat of arms.

Among his "clients" was one of the "chosen people," a young broker. One day the business he had to transact was on so small a scale that he took it to a less famous house.

Rothschild soon heard of the transaction—he had a way of hearing of everything done on 'Change—and when next he met the broker, he rebuked him for not coming to the house of Rothschild.

"Oh, sir," answered the broker, "I thought a matter of eighteen pence too small to bring to your house."

"Ah, but bishness is bishness," replied the great banker.

Mrs. Rothschild thought with her husband. She was generally in the counting-room, keeping the books, and wearing two watches, displayed at the waist, according to the then ostentatious fashion.

BACK ORDERS.

REFERRING to the matter of tardy execution of orders, as discussed in a recent issue, we have, says Iron Age, the following communication from a Hardwareman of California, in which some points are made deserving of the attention of the trade :

Under the head of "Trade Topics" in a recent issue of your journal I notice some timely remarks on the above subject. Thinking, however, that some pertinent things were left unsaid has prompted me to the following :

Your correspondent, who suffered from the annoyance of making up an order for the sake of one article and then receiving everything but that one article, will have the sympathy of every hardware dealer who reads it; the experience is one so common that few indeed must be those who are so fortunate as to escape it. But there is something comical about the half despairing way in which a plea for a remedy is made. There is no "patent process" by which such things can be obviated.

Articles likely to be short mostly belong to one of two classes : Either they are seasonable, staple goods, which, owing to heavy demand, have become exhausted, or they are unusual, seldom required, odd sized, etc. Now to expect a remedy from the "other side" would require every jobber to be invariably supplied with every article, both staple and unusual—a thing in itself impossible. The common mistake made by those sending orders of this kind is that they neglect to notify the jobber that any one part of the order is more important than the other, and yet that is the essential requirement. The jobber will then "scour the city" to find that particular article. With my firm the practice prevails of indicating such articles with the word "special," when writing the order. That is understood to mean "get it if you can," and gives the jobber authority to "buy out" if necessary at a higher figure than the regular one. In all other cases it is understood that goods are not to be "bought out" unless at figures within the regular prices of the house.

In the case of goods ordered from the factory, and sometimes from jobbers, which are put on back order, there is undoubtedly some cause for complaint in the frequent lack or inadequate amount of information tendered as to probable time of shipment, etc. Frequently an order is given and one may hear nothing of it for weeks, actually mistrusting at times that it has miscarried ; finally you receive invoice—nothing more—still unaware whether your order has been traveling half way 'round the globe, or your credit been questioned or whether it is merely the usual time required in all cases. Such information would at least be a guide for the future. It is well to be brief in business communications, but to dispense with them entirely in such cases will hardly recommend itself. Receipt of all orders not promptly filled should be promptly acknowledged, with such information as to time of delivery, prices or changes as may be deemed of any importance to the house ordering.

SOME FACTS ABOUT HOSE.

RUBBER goods manufacturers generally make over a score of different grades of hose, explains N.Y. Hardware, some cheap, and which will satisfy certain needs, while others are more expensive and are really required for the purposes intended. It is not necessary, of course, to have a line of air hose for use in the garden, and vice versa, the article for domestic use would be of little value elsewhere. A conducting hose of two-ply will answer every purpose where only a slight pressure is used ; but lift that to 75 pounds per square inch, and three-ply is at once demanded. Then the engine hose must be four, five, and six-ply, and, of course, much more expensive. Then some grades are perfected by the use of superior stock, both in rubber and duck. Florists require a heavy hose, as well as do brewers, tanners, and those who force oil through it. An eight-ply is frequently used. For air drills great care is used in both duck and rubber, and canvas, wire, or marline is wrapped around this variety. For air brakes the genius of the rubber trade has been at work for years, and when it is understood that railway trains are lengthened from year to year, the conclusion can be readily reached that there is room yet at the top for this—an improvement in the quality that gives strength. In suctions there are many varieties used for fire, wrecking, dredging, sand, etc. Some of these are large enough in circumference to allow the crawling through of a full-sized man.

For fire hose, it can be said that the rubber man has wrought a good reputation. The advantage of rubber over linen or cotton is that it dries readily. When fabric is used the company have to unreel the wet hose and hang it up in the tower to dry. Another set is reeled on for a subsequent alarm which may occur immediately. So two sets have to be on hand at all times, not to say anything of the inconvenience and trouble in the handling. A serious objection to rubber is its weight, and to this point rubber men have devoted their attention.

By using fine Para and avoiding in the compound the heavy materials such as barytes, lead, zinc, etc., the rubber men have succeeded in producing a hose weighing from 45 to 50 pounds to the length of 50 feet. Often long fibre cotton is used in the duck, and the whole gotten up to stand a pressure of 600 pounds to the square inch. Rubber fire hose can be made as soft as a glove, and thus reel very closely.

MACHINERY IN GLASS BLOWING.

MANY attempts have been made to supplant the glass blower by machinery, but up to this time none have attained commercial importance, says a contemporary. Either the cost of production has been found to be higher than by the time-honored method, or the ware produced was not of a quality up to the demands of the market. This is more especially the case in the kinds of bottles used to contain effervescent drinks, which must be capable of withstanding a pressure of several atmospheres without failure. This, in fact, is the critical point in the automatic manufacture of bottles, since the difficulty has always been to obtain a distribution of the glass forming the walls of the bottle as uniform as in the hand work. The attempt has been made to press the body and bottom separately and to unite the two by fusing them together, but the bottles made in this manner were very heavy and of poor appearance. The bottle machine invented by Ashley, in England, aroused much interest and was much talked of, several companies being formed to engage in bottle manufacture by this method, but none, if they still survive, have succeeded in putting any great amount of ware on the market of the world.

ELECTRIC TUNNEL-DRIVING.

The introduction of electric power in the improvement of drilling and quarrying machinery within the last few years is evidently destined to work a revolution in the establishment of tunnel engineering projects, says Age of Steel. Excavations that formerly occupied years can now be done in a few months, and a striking reduction in the estimates in the time required for the carrying out of engineering plans is apparent. It is stated that the proposed Simplon tunnel is to be constructed at a cost and rate which will place its predecessors in the shade. Motive power is now easily obtained from water in the Swiss mountainous districts, and the facility with which electric power can be transmitted renders the site of a generating station a secondary consideration. This new tunnel through the heart of the Alps is to be completed in five and one-half years.

THE CONSOLIDATED
PLATE GLASS
COMPANY OF CANADA (Limited)

HEAD OFFICE :
73 and 75 Wellington Street West, TORONTO

BRANCHES :
MONTREAL, 338 St. Paul St. LONDON. OTTAWA.

FRANK J. PHILLIPS, Toronto, President.
WM. R. HOBBS, London, ALEX. RAMSAY, Montreal, } Vice-Presidents

Correspondence Solicited. Estimates Given
Special Discount to the Trade.

TRADE CHAT

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

THE hardware firm partnership of Redfern & Le Pan, Owen Sound, has dissolved. J. W. Redfern will continue the business.

Compressed gas is being introduced for motive power in river boats on the Seine.

The binder twine factory at the Kingston penitentiary will commence operations on April 1st.

A crystal of topaz has been discovered in Leeds. This is supposed to be the first stone of the kind found in Ontario.

The stock of Charles Martini, of Rodney, hardware, stoves, etc., valued at $1,093.03, was sold at London to G. A. Hugill at 88c. on the dollar.

One of the largest wire cables ever made has been completed by a Liverpool firm. The rope has a continuous length of 4½ miles, and weighs over 25 tons.

The Oakville Electric Manufacturing Co. has secured a lease of the foundry premises, Oakville, and start at once as manufacturers of electrical supplies of all kinds.

Guelph Board of Trade is considering the advisability of the city taking over its own insurance. They claim the cost of insuring the city annually is $75,000, while the yearly loss is about $5,000.

The mounters in Buck's stove foundry, Brantford, are on strike. They claim that they cannot make as much on a new pattern of stove as on the old style. The firm is advertising for other hands.

The Sims Lumber Co., of Sault Ste. Marie (Ltd.), with a capital stock of $2,000, and the Port Credit Terra Cotta and Pressed Brick Co. (Ltd.), with a capital stock of $50,000, have been incorporated under the Ontario joint stock companies' letters patent act.

Thomas Fraser, one of the pioneer business men of Norwood, has disposed of his hardware and tinware business to his eldest son, David Fraser, and David Foster, who until recently carried on a livery business here. The new firm will be known as Fraser & Foster.

The annual meeting of the Plate Glass Association was held March 2nd, at St. Thomas, when the following directors were elected: W. E. Idsardi, president; Dr. Luton, vice-president; A. E. Marlatt, secretary treasurer; James McCrone, A. M. Hutchinson and Dr. McLarty. An assessment of two cents per foot on the plate glass in the association was made to pay the expenses of the year 1893. The losses in 1892 amounted to $120, and in 1893 to $340.

According to returns received at the Department of Trade and Commerce, 876 tons of Canadian hay were shipped to England last month, as against 304 tons in January last year. The United States sent 18,366 tons, as against 4,550 last January.

Quebec city business men say that though things are very dull there just now, they are not so bad here as in other parts of the country. Conservative methods have been adopted for some time past by retail dealers, and stocks kept at the lowest point.

Twenty miles from Newcastle, Northumberland County, N. B., a deposit of natural paint (96 per cent. oxide of iron) has been discovered, and so pure that it does not need refining or even manufacture, since it is ready for mixing with oil in the proportion of two pounds of paint to a gallon of oil.

The manufacture of brick from blast furnace slag has recently been commenced in Germany. One set of furnaces alone turned out over 5,000,000 bricks last year. The bricks are weak at first, and have to be handled carefully, but they become sufficiently strong for building purposes after the lapse of six months.

The annual general meeting of the shareholders of the Cornwall Manufacturing Co was held last week, when the following gentlemen were elected directors: Andrew Allan, president; W. M. Ramsay, vice-president; Frank Stephen, managing director; Sir Donald A. Smith, A. T. Paterson, Hugh Montagu Allan, and John Turnbull.

The Dominion Government has made a new contract with the Ottawa Gas Company at the rate of $1.50 per thousand cubic feet, when not less than 8,000,000 cubic feet are supplied in one year. When less than that quantity is used the rate will be that paid by the public, $1.75 net. The annual consumption in the Government buildings is about 9,000,000 feet.

The machinery of the Kanaka Bar gold mining claims is a thorough outfit for such a purpose, and the greater portion of it was manufactured in this city at the B. C. Iron Works. The machinery is expected to be put in working order in a couple of weeks' time, and the result of the operations will be looked forward to with much interest, many in the city being shareholders in the company which is undertaking the work.—News-Advertiser, Vancouver.

The McKenzie coal mine, near Prince Albert, will probably receive some attention in the way of development this year. The Saskatchewan Times says: "The location of the mine is hardly an hour's drive down the river, close to the water's edge, easy of access, and the coal can be seen cropping out of the surface; considerable quantities of it can be obtained by forming pockets in the tiny streams that flow into the river. A trifling amount spent in investigation might well repay the investments, and, if the deposit is as extensive as its owner believes it to be, there are barrels of money in it for somebody."

A Cape Bretonian named Cutler J. Marshall has recently been appointed by the United States Government to the position of collector of customs for Duluth, which is one of the most important shipping ports on the great lakes. Marshall was at one time engaged in the fish business in Cape Breton, and left this island in 1880, going direct to Duluth, where he has since been engaged as a wholesale grain and commission merchant.—Gazette, St. John, N.B.

Milk Can Trimmings

CREAMER CAN TRIMMINGS . .

This is a sample of unsolicited testimonials our new Patent Cheese Factory Can Bottom is bringing forth. Orders promptly filled.

Napanee March 1st 94
Please send G.T.R
at once
6 Sets milk Can
trimys 30 gallon all
complete the same as last—
2 Sets do 40 gallon
I like your can bottom
very much.
Yours Truly
W. S. Madole

THOS. DAVIDSON & CO.

MONTREAL.

PERSONAL MENTION.

R. M. Corrie has been appointed city agent for the patent stovepipe thimble, manufactured by Fairgrieve & Co., Toronto.

Mr. McLaughlin, of the Bowman Hardware and Sporting Goods Co., of Hamilton, was in Toronto this week looking up business for his firm.

These country merchants were in Toronto this week : D. Grant, Singhampton ; J. W. Franks, Woodbridge ; S. F. Sugget, Grand Valley ; N. D. McKinnon, Badgeros ; W. H. Smith, Oakville ; James Arthurs, Commander ; A. Brown, of A. Brown & Co., Blackstock ; Mr. Weldon, Little Britain ; R. Hopper, Claremont ; J. A. W. Allan, Newmarket ; Mr. Robertson, Ayr.

A. G. Buckham, hardware merchant, Brampton, was in Toronto, Friday, doing a little sorting up. Mr. Buckham began to sell bicycles last year and met with so much encouragement that he intends going into this branch more extensively this season. General trade prospects, he says, are good. "I like your paper very much," he said, and would not like to be without it. It keeps us well posted."

J. M. Wheeler, manager of the Paris, Ont., branch of the Alabastine Co., and W. Davies, one of the firm's travelers, were in Toronto this week. "Orders are coming in very fast," said Mr. Wheeler, "and our sales for January and February were far in excess of those for the corresponding months of last year."

NOVELTY IN ADVERTISING.

THE caption or top line in a retail advertisement, especially where the columns are narrow, should be so worded that it will attract the reader's eye, while the body of the matter is so arranged that it will hold it. Here is an instance :

Gladstone's Ax

was exhibited at the Chicago Fair—perhaps you saw it—perhaps you didn't.

Mr. Gladstone does not manufacture these useful tools. No, that was not an "ad"—it merely showed you the ax the "Grand Old Man" used in felling trees on his vast estate near Hawarden, England.

Speaking of this ax and, in fact, hardware in general, we have a fine stock of hammers, saws, files, nails, well—you know what a first-class dealer usually has in stock.

Drop in—pleased to see you.

M. Y. HARDMAN, Nailville, Pa.

Sensational advertising is in poor taste, and in the smaller communities will fail to accomplish its purpose. A dealer who was more original than practical once hit upon a scheme to attract custom. In big, black letters he announced, "THE PRESIDENT IS DEAD." Then, in smaller type, "He would not have died had he used our Unparalleled Ranges." It attracted attention—it could not fail in that—but it was of a kind that nearly wrecked his store, and which almost assured him a coat of tar and feathers. Original ideas do not require startling statements in bringing them out. Novelty in design and preparation will answer, without any recourse to tactics that result in calling attention to the advertiser himself instead of to the goods he desires to sell.—Hardware Reporter.

GUN METAL BICYCLE LOCK.

A LARGER number of hardware merchants than usual are this season going in for handling bicycles or bicycle sundries. A "sundry" which none should overlook is a bicycle lock that is being placed on the market by H. S. Howland,



Sons & Co., of Toronto. It is bronze color, is made of gun metal and has attached a safety chain, as the accompanying cut shows. All parts of the lock are strong and the spring is self-locking.

ALUMINUM IN SHIP BUILDING.

MUCH has been said in reference to this new metal, both for and against its use, says Iron Age. It has suffered from unjust disparagement and equally irresponsible laudation. In this age of rushing matters we are very apt either to overstate a fact or do the other thing in underestimating it. Aluminum has had this experience, and, the usual craze subsiding, the metal has to make its way on its own merits. It is out of the metallic button stage and the fad idea. In these modest beginnings it has only repeated the old story of progress. Electricity had its toy days. It served public curiosity in working miniature wind mills and in developing sparks on its knuckles ; to-day it is the Hercules of modern forces and operates gigantic machinery. Steam had a similar pinafore experience, and materials once but a novelty are now indispensable in our industrial development. It is more than likely that aluminum will, after the usual kindergarten course, take its place with preceding graduates.

In its crude form it is the most universal and wide-spread of metallic substances, and is, in fact, practically inexhaustible. It impregnates the crust of the globe, and being so generally available, it simply awaits economics in extraction to be as useful as it is abundant. In this it will be found as with other metals, that cheaper methods of production will be in the usual response to urgency in demand. In iron and steel products the process of cheapening has kept pace with that of use, a steel billet of to-day being a payable product at prices that a few decades ago would have been impossible. It may be assumed that, as in the alloys of other metals, we secure conditions not found in the native product ; so in aluminum, as metallurgy becomes more and more a chemical art, what it lacks in certain qualities can be supplied by scientific mixing, the basic virtues of the metal being retained.

From developments in this direction it seems that its constructive qualities are of a high order. Among other possible forms of service, that of being useful in marine construction is not the least promising. Aluminum alloy is in increasing demand in special forms of marine craft where its special qualities give it advantages over other material. It is not only used in yachts, launches and other types of light vessels, but in many parts in the make-up of the modern torpedo boat, where it is particularly serviceable in the construction of hatchways, skylights, floor plates and other forms of use. New metals are not, as a rule, used in naval construction without severe preliminary tests, in which decisions are not based on any other grounds than those of practical use. The freer use of aluminum by naval authorities is certainly so much in its favor. This is not assuming its use where other material is better. Its service will have its limits, but where of the needed kind the new metal has certainly a future. In lighter boats, such as yachts, it may largely displace steel ; that is, where the question of cost is not uppermost, though that in time may be equalized. It is not likely, however, as some visionary friends of the metal suppose, that it will ever, except in lighter uses, displace the iron or steel that are the ribs and sheathing of the giants of the seas.

A BIG SUIT.

It is learned from the Chicago Inter-Ocean that M. B. Church, president of the Alabastine Co., Paris, Ont., and Grand Rapids, Mich., is suing the Columbian Exhibition people for $100,000 damages. It is alleged that Mr. Church's patent painting machine was used without his consent for painting the interior of the World's Fair buildings, hence the present suit.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton. Ontario.

SP

TORONTO CUTLERY CO.,

65 and 67 Yonge Street, Toronto

M. MAYER, Propr.

NON-XLL	Pocket Knives	WARRANTED
IMPERIAL	Razors	
T. C. Co.'s	Nickel Steel Shears	
WILLIAMS	Dble Shear Steel Butcher Knives	

We fully guarantee all goods named above.

ADAM HOPE & CO.,

HAMILTON

Offer for Sale

"Pioneer" and "Sloss"

PIG IRON

These are fine foundry irons, being strong and large scrap carriers.

Also all the well-known—

Scotch Brands,
Broken Car Wheels,
and Railway Cast Scrap.

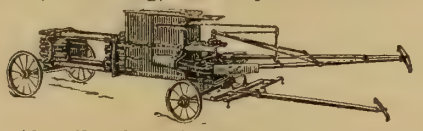
Wall Dusters

Our Wall Duster is a common-sense article which only has to be shown to be sold. Send for Price List.

FRANK HOLT, 81 Colborne Street, Toronto

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, cheaper, more power, everlasting, and competition distanced.

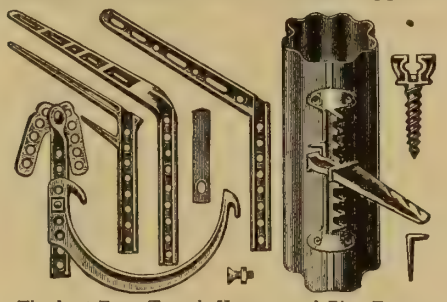


Also all styles of Bale Ties made from the Best Steel Wire.

Manufactured by BOYD & CO., Huntingdon, Q.

BERGER BROS.

Tinners' Hardware and Roofers' Supplies.



The best Eave Trough Hangers and Pipe Fasteners on earth. Berger's Long Eave Gutter, Pipe Hooks and Fasteners of every description. Also Ridging, Crestings, Finals, Registers and Ventilators. Don't buy until you have our price. Samples and catalogue free.

237 ARCH ST., PHILADELPHIA, PA.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

Gas, Electric, Combination

Fixtures AND Brackets

English, Canadian, and American DESIGNS

A select stock of Gas and Electric GLOBES always on hand



JAS. BARWELL, 88 Bay Street, Toronto

Drawings and prices on application. The trade supplied.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, TORONTO

ENGLISH HOUSE: SAMUEL, SONS & BENJAMIN
164 Fenchurch St., London, E. C.

Lawn Mowers Canadian and American.

Garden Hose, Rubber

Kinkproof and Cotton.

GARDEN SHEARS and SYRINGES

HOSE REELS and LAWN RAKES

Write for Quotations.

HOSE SPRINKLERS

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, Mar. 9, 1894.

HARDWARE.

THE week, although it has not furnished any pronounced change, has witnessed more activity in a moderate way in many lines of shelf hardware. Orders for assorted lots of this have been coming in quite freely, and the aggregate movement has been considerable as a result. It is confined to small quantities as a general rule, but the fact that buyers want supplies and are taking them is considered to be an indication that in other lines also supplies are wanted, and that when the uncertainty about the tariff is settled after the 20th, business is expected to pick up materially in these branches which suffer most at present from the uncertainty. The present movement is largely made up of cutlery, bolts, nuts, rivets, burrs, and carpenters' tools. Other descriptions of hardware are quiet on the whole. With regard to payments the returns from Quebec are said to be quite satisfactory, but complaints are frequent about Ontario and the Northwest.

WIRE—The fact that sales can be made f. o. b. Toronto has had some effect on sales here and quite a lot of annealed wire has been moved, principally No. 14 for hay-baling purposes.

ROPE—Both general hardware dealers and jobbers in naval stores report quietness in rope with an easy feeling. Quotations are unchanged, however, as follows: Sisal, 7¾c. for 7-16 in. and upwards, and 8¼c. for smaller; pure manilla, 10c. for 7-16 in. and upwards, and 10½c. for smaller sizes; deep sea line, 15c.

CUTLERY—There has been quite a demand for both table and pocket cutlery and it has been moving in good-sized lots during the week.

NAILS—There is absolutely nothing doing in cut nails, but some fair-sized orders are reported for wire nails for present wants.

BOLTS, NUTS, BURRS, ETC.—There has been a considerable movement in these during the week in a small way. Carriage bolts, tire bolts, iron rivets, copper rivets and burrs have been traded in to a fairly large extent. Tee and strap hinges have also come in for a good deal of attention.

TACKS—There is little or nothing to report in tacks, all kinds of which rule quiet.

CHAIN—No business of importance to note.

HORSESHOES—These rule dull with the movement of a very unimportant character.

WARE—This line has furnished a fair degree of activity. Both common iron ware as well as granite and agate goods have contributed to furnish a very good movement.

SPORTING GOODS—Nothing special to report in this line

TOOLS—Carpenter's tools of all kinds are fairly active this week. Wooden mallets, chisels, and planes are specially noticeable, but the demand is for assorted lots on the whole.

PLUMBING SUPPLIES, ETC.—Both plumbing and building supplies continue dull, although it is the season when some lines of the former generally show some activity. In the latter the mild, open weather, if it continues, is expected to have some influence on the movement.

IRON PIPE—Dull, with a few unimportant orders being attended to from day to day.

NAVAL STORES—There is a fair demand for oakum and pitch on both western and eastern account, and quite a few carloads have been shipped during the week. We quote: Turpentine, 52 to 53c.; resins, $2.50 to $5, as to brand; coal tar, $3.25 to $3.75; cotton waste, 5½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12c.

METALS.

The demand for heavy hardware iron and metals is still more or less conspicuous by its absence. In the case of domestic lines the tariff uncertainty makes buyers cautious, and in the way of business for spring importation, although a little more has been doing, the market is not by any means an active one. The general tenor, however, is firm, and prices, as a rule, show no change.

PIG IRON—This time is quiet and unchanged. What business there is doing is confined to a few small lots ex store. We quote ex-store: Summerlee, $19 to $19.50; Eglinton, $18 to $18.25; Carnbroe, $18, and Nova Scotia brands $17.

SCRAP IRON—There is nothing doing in scrap, pending the tariff uncertainty.

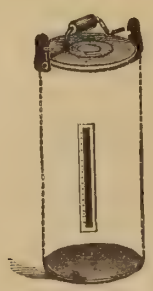
BAR IRON—Only a few small lots are moving from jobbers' hands, and the mills only place an occasional car lot now and then. We quote $1.85 the inside price, being from the makers, the outside figures representing the jobbing basis.

SHEET IRON—There is nothing to note in sheet iron. We quote black sheet iron at $2.40 and $2.60, and common sheet iron $2.25 and $2.40. Russian sheet iron is steady at 10½ and 11c.

HOOPS AND BANDS—Business is quiet and values are the same at $2.30 and $2.35.

STEEL—A moderate movement is to note. We quote: Best cast steel, 10½ to


BROAD HOOP PATTERN.








IRON CLAD PATTERN.

We can Supply at Once everything required in the milk delivery line—Cans, Trimmings, Pails and Sheets. We have an entirely new idea in Creamery Can Gauge, easy to solder, perfectly tight, unbreakable. Sap Buckets and Spiles. We can supply both the ordinary flaring and Montreal pattern deep straight bucket.

THE McCLARY MNFG. CO., London, Toronto, Montreal, Winnipeg, Vancouver.

STOCK OF

Hardware and Tinshop For Sale

In a good and live village; well established. Good reason for selling.

(11) Apply to "F" HARDWARE.

The Best is the Cheapest.

. . EVERY . .

STANDARD BELT

GUARANTEED.

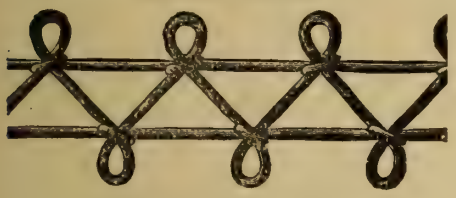
J. L. GOODHUE & CO., Danville, Quebec.

A full stock of our goods kept on hand by our Western representative,

H. D. SIMMONS & CO.

Telephone 2164. 85 York St., Toronto

Pat. Nov. 19, 1889.



Above Cut is One-half Actual Size.

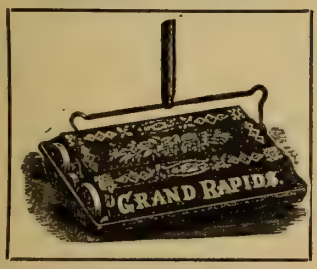
"Hathaway Fence Wire."—Safe, solid and sure. The handsomest. Seen at long distance. Will not sag or get out of shape. Allowance for contraction and expansion. Suitable for farm, field, garden, lawn or trellis work. Easily put up; splices itself, and cheap.

THE COLLINS MANFG CO., Manufacturers, 84 Adelaide Street East, Toronto.

AMERICAN CARPET SWEEPERS

CANADIAN MAKE

WARRANTED



BEST QUALITY

PRICE PER DOZEN, $26.00.

Order from your jobber, or send direct to

J. M. WARNER MFG. CO.

Send for Price Lists. HAMILTON.

YOU LOSE MORE THAN WE DO BY NOT ADVERTISING IN THIS JOURNAL

CUTLERY. Jos. Rodgers & Co's, E. M. Dickinson's and other Sheffield Makes. German Pocket Knives and Razors, "Hercules" Scissors. Import orders solicited. See our samples and prices.

A. C. LESLIE & CO.

MONTREAL and TORONTO.

Pure Southern **TURPENTINE** Our Specialty

Remember, we are headquarters for the pure article, and intending purchasers will do well to get our price before placing their orders.
Every barrel of Turpentine we ship is accompanied by our printed guarantee that it is ABSOLUTELY PURE:

We Are Not Members of any Combine.

FRANCIS, FROST & CO., 33 Front St.W., TORONTO

THE **INVINCIBLE.** EVERY SAW WARRANTED.

THE FASTEST AND BEST CUTTING SAW ON THE MARKET.



Guaranteed four Guages Thinner on Back than Front and Made from the Highest Quality of Double Refined Silver Steel.

Manufactured only by

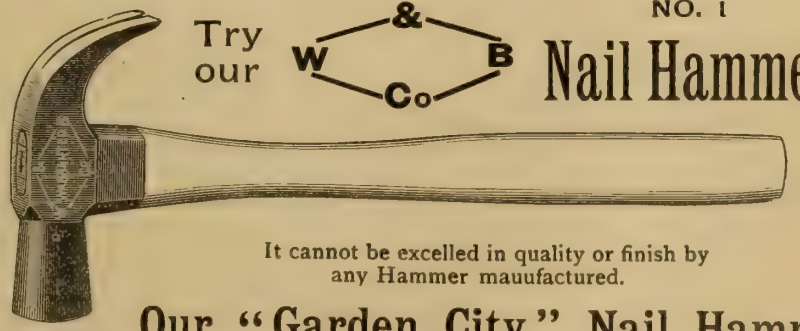
The James Robertson Co. (LIMITED.)

SAMPLE ORDER SOLICITED. **Toronto.**

THE WHITMAN & BARNES MFG. CO.

Canadian Branch: St. Catharines, Ont.

Try our W & B Co NO. 1 **Nail Hammer**



It cannot be excelled in quality or finish by any Hammer mauufactured.

Our "Garden City" Nail Hammer

GET OUR PRICES AND TRY OUR GOODS

Is the best and cheapest "Solid Cast Steel" Hammer on the market. . . .

We aim to keep in stock a full line of Hammers, Sledges, etc., and will make prompt shipments. . . . . .

MONTREAL MARKETS—Continued.

11c.; sleigh shoe, $2.40; spring, $2.50; tire, $2.50 to $2.75, and round machinery steel, $3.

GALVANIZED SHEETS—There is nothing of importance to report. We quote: 4¾ to 5c. for ordinary brands; Morewood, 6 to 6¼c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., and the usual extra for larger sizes.

TIN PLATE—Low offers for tin plate have been made, but although it is claimed that some speculative buying has been done it is hard to discover traces of any genuinely large transactions. A firm bid for a round lot would no doubt lead a cut on $3 for cokes, and the same remark applies to charcoal at $3 50, but we learn of no business of importance being put through. We quote: Cokes, $3 to $3.20, and charcoal, $3.50 to $4.

CANADA PLATE—Nothing of importance is reported in this line. Quotations are nominal at $2.45 to $2.50, according to quality.

TERNE PLATES—There is an entire absence of business, and we quote $7 to $7.25 as a nominal basis.

COPPER—The easy feeling in copper is still to note, and though we quote 11 to 12c., that range would likely be shaded.

TIN—The same remarks applying to tin, which we quote rather easier at 18 to 19c. for ingot.

SPELTER—Continues dull at $4.60 to $4.75.

ANTIMONY—Remains where it was, 10½ to 12c.

LEAD—The market is quiet, and the price rules easy, $2.75 to $3 for pig lead, and $4 to $4.25 for sheet lead.

SHEET ZINC—The market is quiet and unchanged at $5 to $5.25.

CEMENT—Demand for cement has improved, and several large lots have been disposed of, principally for later delivery. The open weather of the past week has caused outside work to recommence, and there has been some want of cement as a result of this. Prices remain unchanged, quotations for spring delivery being equivalent to last years. We quote for present delivery, English, $2.05 to $2.15, and Belgium $1.90 to $2.10. Firebricks continue in moderate demand with no change in prices. We quote $18 50 to $22.50 per 1,000, as to brand.

PAINTS AND OILS.

There are fair orders being received for later delivery at the reduced railway rates. Linseed oil is steady at former prices. We quote choice brands of white lead, government standard, $5 to $5.25; No. 1, $4.75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4½c.; No. 1, 4¼c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots, raw, 59c., boiled, 62c.

GLASS.

The market continues steady with a moderate business doing for later delivery. We quote: $1.25 for first break; $1.30 second break, per 50 feet; $3 25 for first break per 100 feet; putty in bulk, $1.85.

PETROLEUM.

There has been no change in the petroleum market. The tone is steady, with a fair demand for the season of the year. We quote as follows: Canadian refined at 11¼c. in shed at Montreal, for round lots, and 12c. for small quantities. American petroleum, 16c. in car lots, 16½c. in 10-barrel lots, 16¾c. in five-barrel lots, and 17¼c. for single barrels, net cash; American benzine, 23 to 25c; Canadian benzine, 10¾c. Petrolea; 12½c. Montreal.

HIDES.

Receipts of hides are slow; butchers are not killing just now on account of mild weather. We quote: No. 1, 3½c.; No. 2, 2¼c.; and No. 3, 1¼c.; calfskins, 5c.; and sheepskins, 70 to 75c. Offers of Hamilton hides have been made here at 3¾c. for No. 1 and 3¼c. for No. 2; and Toronto, 4c. for No. 1, and 3½c. for No. 2.

TALLOW.

Tallow is quiet and steady. Some small lots sold at 6½c. A good deal of the stock offering is from the west.

WOOL.

The wool market shows no change of importance. Prices generally are unchanged. We quote: Cape, 13½ to 16c.; B.A., scoured, 28 to 32c.; Northwest, 11 to 13c.; British Columbia, 11 to 12½c., and Canadian fleece, 18 to 19c.

MONTREAL TRADE NOTES.

The dulness in metals continues. It is said that cuts of ½ to 1c. have been made in the case of round lots of copperand tin, but the transactions cannot be traced definitely.

There is a round quantity of cement here held on western account awaiting the reduction in railroad rates.

Low offers are reported on tin plate for importation, less than cost, in fact, but the circumstance has failed to put any life into the market.

The Paints and Oil Association, have, it is understood, fixed the rates on white lead, putty and zinc for the next quarter, the rates being unchanged from what they were.

It is claimed here that the makers have been selling small lots of bar iron at $1.70, but the complaint cannot be fixed to a dead certainty. The report, however, has its effect on the market.

There is a good demand for cutlery at present, according tojobbers, and Painchaud, Squire & Co. feel the influence of this in the lines of specialties they handle.

Archambault & Leveille, hardware merchants, 661 Notre Dame street, have assigned. The principal creditors are: R. Benny, $466; Caverhill & Learmont, $433; James Robertson, $407; F. X.Archambault, $655; J. H. Morin, $530, and Jacques Cartier Bank, $900. The total liabilities are about $5,000.

TORONTO MARKETS.

TORONTO, March 9, 1894.

HARDWARE.

DECIDED is the improvement which has developed in trade during the week, and taking it all round jobbers are now fairly busy. Coil chain is going out freely, and the same may be said of general tinware. Heavy hardware is also showing more activity. The orders are for fairly good quantities, and the shipping rooms present a much more active appearance this week than they have for some time. The only lines which do not participate to the same extent as others in the improved conditions are plumbers' and builders' supplies, although business in the former does show signs of more life. The feeling in trade is certainly much better than it was, and jobbers' spirits are verging buoyancy. Payments continue to improve slightly.

WIRE—Demand has increased materially during the week, quite a number of shipments having been made. Jobbers have now been notified of the reductions which were announced in last week's HARDWARE. Barbed wire is going out a little better, although quantities are not yet large. Coppered still wire is still on the quiet side.

ROPE—The activity previously noted has been maintained, both in sisal and manilla. The base price is 7¾ to 8c. on sisal, and 9¾c. to 10c. on manilla.

CUTLERY—Has shown a little improvement, especially in the pocket line.

NAILS—Cut and wire nails have been rather quiet, although a little more life has developed during the week.

GREEN WIRE CLOTH—Dealers throughout the country are not being ready to receive their shipments. There is no movement in this line yet. Prices are unchanged at $1.85 to $1.90 per 100 square feet.

TACKS—Business is still quiet, although another couple of weeks will probably see an improvement.

CHAIN—Coil chain is in brisk demand especially the heavier sizes for broom purposes.

HORSESHOES—Are still going out in small lots at unchanged prices, namely, $3.80 Toronto and $3.85 London.

WARE—Peerless is moving freely, but blue and white is quiet.

LAWN MOWERS—No shipments are yet being made; neither are there any orders being booked.

SPORTING GOODS—Demand continues steady for ammunition, but for guns and rifles there is no demand whatever.

PLUMBERS' SUPPLIES—Business has improved and prospects are brighter by the

MARKETS.—Continued

enquiries being received for quotations, but the movement is not yet active.

IRON PIPE—Quite a number of shipments have been made during the week in fair quantities.

BUILDERS' SUPPLIES—Trade continues quiet, although the feeling is little better.

MILK CAN TRIMMINGS—Trade still keeps brisk. Tinned iron for making up stock is going out freely. Sap buckets and sap spiles are now in good demand.

FIREBRICK—Quiet and unchanged, at $33 to $36.

METALS.

More activity is shown in this line and a much better feeling prevails, although no improvement is show.

PIG IRON—There is a decidedly better feeling in pig iron. Several orders for 100-ton lots have been placed for Carnbroe this week at quotations, shipments to be made by first vessel coming up the St. Lawrence. Some sales are also reported in No. 1 Siemens at quotations. Stocks of pig iron in the hands of foundrymen are low. We quote: Summerlee, $20.50 to $21; Carnbroe, No. 1, $19.50 to $20; Siemens, No. 1, $18.75 to $19.

BAR IRON—Business has been rather quiet in this line during the week, orders being small. Prices unchanged at $1.85 to $1.90.

SHEET IRON—This is still in good demand, with principal shipments in 24 gauge and heavier. Prices are unchanged at $2.32½ to $2.78 per 100 pounds.

GALVANIZED IRON—Is moving briskly. Quite a number of import orders have been taken during the week, and a good many case lots have been sent for from stock. We again quote case lots at 4¾ to 5c. for 28 gauge.

INGOT TIN—A good active trade is being done in Straits' tin. Last week's prices are being generally maintained, although some orders have been shaded a little. We quote: 19 to 20c. for small lots.

INGOT COPPER—Conditions are much the same as last week. Prices are unchanged at 11¾ to 12c. for ton lots and ½c. extra for small lots.

SHEET COPPER—More life has developed in this line during the week, a number of shipments from stock having taken place. Prices are unchanged at 15 to 17c. per pound.

ZINC SPELTER—Nothing doing. The demand has been limited for the past two months. Prices are unchanged at 4¼ to 4⅜c. for domestic, and 4½ to 4⅝c. for imports.

TIN PLATES—Trade is exceptionally good in this line, particularly in the better grades of charcoal. Stocks are complete except in a few sizes, which are now arriving. We quote as before: $3.85 to $4 for I.C. charcoal, and $3.40 to $3.50 for coke tin, 14x20 basis.

BOILER TUBES—There is a fair business doing, but prices are easier, and those quoted can be shaded for import. We quote: 1½ inch, 8c.; 2 inch, 9c.; 2¼ inch, 10c.; 2½ inch, 10¾c.; 3 inch, 12½c.; 3½ inch, 16c.; 4 inch, 21c.

SHEET STEEL—There is not much doing generally, although sales of large sheets of American are increasing. We quote base price: English, $2.25 for plates and $2.40 for heads; American, $2.10 for plates and $2.35 for heads.

SHEET ZINC—Demand steady, but not many case lots have changed hands, orders being principally for small lots. Prices unchanged at 5¼ to 5½c.

CORRUGATED IRON—Demand fair and prices unchanged. We quote, per square: Galvanized, 26 gauge, $4.25; 22 gauge, $7; painted, $3 to $4.50.

TERNE PLATES—Are now being called for regularly and quite a few boxes have gone out during the week.

HOOPS AND BANDS — While there is nothing special that is new to note, business keeps up well, which jobbers are pleased to see in view of the heavy stocks that are being carried. Prices unchanged at $2.45 to $2.50.

CANADA PLATES—Trade continues quiet and jobbers have nothing but half-polished in stock, which is still being held at the old figures of $2.65 to $2.75 per box. We quote as before: All dull, $2.60 to $2.65; half-polished, $2.65 to $2.75; and all bright, $2.90.

SOLDER—Quantities moving are not large, but orders are numerous. Prices unchanged at 14 to 16c., according to quantity.

PIG LEAD—Quite a few shipments have been made this week from stock, and a number have been booked for import. Prices rule at from 2⅞ to 3c. per lb.

ANTIMONY—Trade is moderate only, and we quote prices ¼c. lower at 11 to 11½c.

GLASS.

There have been a few fair shipments, but they do not amount to much in the aggregate, and the little that is doing is principally for immediate requirements, most of the dealers, having booked for import, not naturally wishing to buy heavily. Prices are unchanged at $1.20 to $1.25 first break. In plate glass, trade is improving both on country and city account.

PAINTS AND OILS.

Some improvement is noticeable compared with a week ago, but even yet the movement is light. Payments are not as satisfactory as desired. Turpentine is a little easier in the South, but there is no change here, trade being fairly good at 50c. Toronto, Hamilton, London and Guelph, with 2c. additional for outside points. Linseed oil is in a little better demand, and prices

CORRUGATED IRON
ILLUSTRATED CATALOGUE FREE
METALLIC ROOFING Co.
MANUFACTURERS TORONTO

are steady at 60c. for raw and 63c. for boiled, Toronto, Hamilton, London, Guelph, with 2c. added for delivery at outside points. Varnishes continue quiet. There is a little more white lead selling, and the base price is unchanged at 5c. per pound. In prepared paints business is fairly active at $1.05 for pure; spring shipments are beginning to be made.

OLD MATERIAL.

Business remains dull and prices unchanged. We quote prices paid by dealers as follows: Agricultural scrap, 55c. per cwt.; machinery cast, 60c. per cwt.; stove cast scrap 35 to 40c.; No. 1 wrought scrap 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 7½c.; heavy scrap copper 8 to 8½c.; old copper bottoms 7 to 7¼c.; light scrap brass 5c.; heavy yellow scrap brass 7c.; heavy red scrap brass 7 to 7½c.; scrap lead 1¾ to 2c.; scrap zinc, 1½ to 2c.; scrap rubber, 3½ to 4c.; country mixed rags, 75 to 80c. per 100 lbs.; clean dry bones, 45 to 55c. per 100 lbs.; borings and turnings, 10 to 15c.

SEEDS.

Deliveries are very light and prices unchanged. Some enquiries are now being made from the home trade, but country dealers are slow in stocking up, as the season is scarcely sufficiently advanced and outside markets weak. Local dealers are paying $5 to $6.25 for low grades to choice, clean samples of alsike, with $6.50 for strictly fancy samples. Red clover is quoted at $5 to $5.25 for choice and $5.50 to $5.60 for fancy. Timothy is nominal at $1.25 to $1.75 and choice flail-threshed samples are quoted at $2.

HIDES, SKINS, WOOL, TALLOW.

HIDES—Market remains much as before. Dealers are paying 3c. for green and offering cured at 3½ to 3¾c.

SKINS—For best fresh skins 80c. is being paid, and all offering are taken.

WOOL—There is a little more business doing, and prices are unchanged. We quote: Supers, 18½ to 19c., and are selling at 20 to 20½c.; extras are unchanged at 23 to 24c. Merchantable fleece is slow; dealers are paying 17 to 18c., and sales are made at 19 to 19½c.

TALLOW—Market quiet. Dealers are paying 5 to 5¼c. for rendered and asking 6c.; rough, 2c.

PETROLEUM.

Demand is still good on the Toronto market burning oils at unchanged prices. We quote: 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon

safety, 15½ to 16c.; American water white, 18 to 19c.; photogene, 20c.

The Petrolea Advertiser, in its weekly review, says: "Crude oil, $1 per bbl.; refined, 6¼ to 6½c. in bulk, or 9 to 9¼c. in barrels in car lots f.o.b. here. Since our last issue crude has dropped a cent and a half a barrel. It has been remarked that our previous quotations were incorrect, and for the benefit of those who do seem to understand, that notwithstanding oil may in isolated instances be sold at $1 when the real market price is $1.01½, we may say that the Petrolea Advertiser is the official mouthpiece of the Oil Exchange, and its quotations are always correct. The only proper person to whom we can apply for official information as to the market price on 'Change is the secretary of that institution, and it is from that gentleman that we invariably receive our quotations just before going to press. We have no possible object in stating what is not true, and if Tom Jones or Jim Smith sells a small receipt for $1, when, if he had any appreciable quantity, he could readily get the market price of $1.01½, it does not alter the fact that $1.01½ is the market price, as was the case last week."

MARKET NOTES.

"Ideas for Hardware Merchants" is just what every live hardware man should have. It is 50c. per copy, and can be obtained at this office.

A. R. Woodyatt & Co. of Guelph, are making the hinge formerly made by the Shepard Hardware Co., of Buffalo, whose premises were destroyed by fire about a year ago.

Otton Bros., dealers in stoves, housefurnishings, steamfitters, etc., Barrie, dissolved partnership March 1, H. H. Otton retiring. J. A. Otton will continue the business. Otton Bros. were in business seventeen years at the time of the dissolution.

The Tisdale Iron Stable Fittings Co., Ltd., a newly incorporated joint stock company, has taken over the business of the B. G. Tisdale Co., formerly of Brantford. Thos. E. Aikenhead, of the Aikenhead Hardware Co., is managing director of the new company.

The Consolidated Plate Glass Co. report having opened 26 cases of English and French plate glass, which have just arrived via New York. "This makes our stock complete. Business is materially improving both from the city and country," says the firm.

The business of the Magnolia Metal Co., in its sales of magnolia metal, has increased 12 per cent. from January, 1893, to January, 1894, over the sales of the previous year, notwithstanding one of the greatest panics that the world has ever seen passed over the country during that time. The factory of this company has never closed down for one day on account of the panic, and a part of the time it had to run all night in order to keep up to the company's orders for magnolia metal. The outlook for the coming year of 1894 is very bright, and the Magnolia Metal Co. anticipates an increase of at least 50 per cent. over the year 1893.

H. S. Howland, Sons & Co. have a full line of "Perfection" hair clippers in stock.

Since the decline in price, there has been a good demand for heavy tee and strap and barn door hinges.

H. S. Howland, Sons & Co. have received another consignment of the "Grant Star Truck," supplies of which it has been lately difficult to get.

The Ontario Water Meter Co. have recently shipped meters to Vancouver, Victoria, Pembroke and Hamilton.

Frank Hoar, formerly city traveler for H. S. Howland, Sons & Co., and —— Dustan, formerly buyer for R. Worth, have gone into partnership in Bowmanville as hardware merchants.

M. & L. Samuel, Benjamin & Co. are now in a position to fill orders for "Columbian" spades and shovels; also "Montana" harvest tools, both of which they handle exclusively on this market.

Toronto Cutlery Co. report a large increase in the number of orders received during the past week. The firm says: "We continue to have a large demand for our Non XL brand of pocket cutlery. We are also having a run on our cutlery clips, which are being well received by the trade. Reports from all our travelers are good."

The Collins Mfg. Co. report that they are experiencing a large demand for Hathaway fencing. A member of the firm said: "We have not stopped running for three nights and have a number of extra hands employed. Orders are coming in rapidly in our metal spinning department, and we are having hard work to keep pace with them."

The Clauss Shear Co. report the cutlery trade opening up nicely, and orders from their travelers on the increase. "The demand for our goods has exceeded our expectation, and our shears are finding much favor with the trade," said a member of the firm. "We have sold a great number of our new six-bladed choppers. Retailers seem to find them ready sellers."

The Canadian Mineral Wool Co., Toronto, report that they are experiencing a large demand for their several lines of asbestos steam packing. "Steamers and saw mills are commencing to fit up, hence the demand," they say. "We have just finished the contract for covering the piping in the court house at Woodstock. Business is improving materially."

The McClary Mfg. Co. report that they are making an important change in their ranges, which in the future will have flush tops, where before they had raised reservoirs. This will give the tops a larger surface. "A testimonial when unsolicited is extremely gratifying, and here is a specimen of one that we recently received," said a member of the firm:

COLCHESTER, Jan. 14, 1894.

McCLARY MFG. Co., London, Ont.:

GENTLEMEN,—I have a cook stove of your make; it is called the Improved Hercules, J. & O. McClary, Patented 1862, No. 8; it has been in use over 30 years steady, and it is as good as it ever was, with the exception of fire back and grate, and some of lids are cracked. I would like to know if repairs can be got for those kind of stoves yet, and what would be the price of repairs by piece, and price of stoves, if any on hand. They cannot be excelled for baking and heating purposes.

Yours truly,
JOS. BORING,
Colchester, Ont.

AMERICAN MARKETS.

NEW YORK, March 9, 1894.

PIG TIN—Speculative interest is still very tame. About a year ago the metal was considered cheap enough at about 21½c. for August delivery to be a good investment. Just now there is no sign of investment or other demand at 17c. for August, 1894, delivery, or other deliveries at correspondingly low rates. The consumptive demand is also tame, despite the comparatively low cost of the metal and consequent inducement for consumers to carry more than the average surplus stock. The statistical position, from a broad point of view, would seem to be well discounted in present prices for early deliveries, and possible tariff changes are even more fully discounted in the exceptionally low quotations that have been made of late for deliveries running through the last half of the year. Still, evidence of faith in the future of the market is as light at the present time as it was conspicuous a year ago.

COPPER—Little or no change in the character of the buying or in the demand is reported. The same remark would apply to the offering. Upon the whole, the market would seem to be a waiting one, and, pending developments, prices are greatly nominal. The range of quotations is 9⅝ to 9¾c. for Lake Superior ingot, 9⅜ to 9½c. for electrolytic, and 9⅜ to 9¼c. for casting stock, according to brand and quantity.

PIG LEAD—The higher level of prices established yesterday was maintained, there having been little stock for sale at under 3.30c., while most sellers asked more money. There was nothing in the nature of free buying nor much life to the demand. In fact, the firmness of the market was due chiefly to extreme reserve on the part of sellers, the most of whom seem to have confidence in a further advance later on. St. Louis wire to the Metal Exchange quoted 3.05c. London cable was £9 6s. 3d. for soft Spanish.

SPELTER.—Prices remain very steady here and at primal points, but business is rather slack and the demand is very ordinary. There were no new features in the general situation that would tend to arouse

PURE LINSEED OIL
PURE CARBONATE OF LEAD AND
PURE OXIDE OF ZINC

Make the Best Paint Mixture known . . . .

TEST our High Standard Pure Prepared Paints for the above, and if you are satisfied with the test, and want the HEAVIEST BODIED PURE LINSEED OIL PAINT MADE, write us for sample cards, terms, prices, etc.

Sanderson Pearcy & Co. 130 to 138 Bay St. Toronto.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

Hard Wear Paper
FOR
Hardware Men

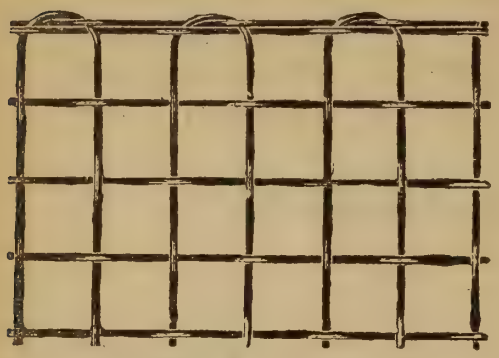
Manillas, Brown Wrapping,
Hardware Manilla . . .
Leather Manilla, Etc., Etc.

PAPER

We can supply Paper of all Grades, in any size or weight, at the best prices and most favorable terms. Write us for samples and quotations.

TORONTO BRANCH : 29 Front St. West.
MONTREAL BRANCH : 318 St. James St.

THE E. B. EDDY CO., Hull, Canada



Wire Cloth

Green Painted Screen Cloth. Special Lath Cloth. Hardware Grade Cloth Milk Strainer Cloth. Sand Screen Cloth. Honey Extractor Cloth. Fanning Mill and Threshing Machine Cloth, Etc., Etc.

Write for Catalogue and Price List.

The B. Greening Wire Co., Ltd.
Hamilton, Canada.

interest. Western brands were again quoted at 3.85 to 3.90c. early delivery here or at common point. The Metal Exchange St. Louis wire was 3.65c. London cable quoted £15 13s. 9d. for good merchant brands.

ANTIMONY.—Demand was about the same as previously of late and prices stand at 8⅞ to 9c. for Hallett's and 10 to 10¼c. for Cookson's still quoted.

TIN PLATE.—The market was without really new feature, business having been only fair and mostly at previous prices, while the demand showed little spirit.

IRON AND STEEL—Dealings in pig iron reflect no change in the temper of consumers, since the quantity of stock involved is almost invariably moderate unless special prices are made. Upon the whole the market is rather weak in tone as well as dull. In various lines of manufactured goods a very fair business is passing, but competition continues keen, and prices are still low and irregular nearly all along the line.

HUSTLERS.

WE have written the heading of this article with considerable trepidation, says an exchange, because, while the accepted meaning of the term is one of commendation, our own observation and experience have reached conclusions completely the reverse.

The hustler, pure and simple, is a product wholly modern. Mostly self made, like the most of his class, he is not well made ; but, as a sample of off-hand work, he is a type of the times in which he lives. Speed is the element of his greatness—a fancied ability to be abundantly on hand in several places at once. His training began in the lower grades of the public schools, where his hustling propensity appeared in his pronounced ability to be out of school half the time and still to keep on with his class. He began early to take good care of himself. Odd jobs, picked up here and there, and promptly executed, won for him favor and reward and early created in him the idea that school is no place for a "feller that is bound to be a hustler." As this idea grows—and in certain soil the growth is rapid—study and the healthy restraints of the school room are given up, and the hustler leaps into the world of work. What is he good for? Everything. He carries papers. He is a messenger boy. Office work attracts him, and he is soon the principal man in the firm. Here is where he shines. He is all over town at the same instant ; and he can get more orders in a given time than any other ten men in the establishment. All at once he severs his connection with his employers, seeks another house, and the places which knew the hustler once will know him no more forever. They are glad to get rid of him ; they are gladder when he has gone ; and, thankful to be able once more to breathe the unhustled air of heaven, rejoicing with exceeding great joy, they proceed contentedly to straighten out the hustler's tangles, and rectify, so far as they can rectify, the mistakes and blunders of the rattle-headed, half-brained nincom who has so long made life a wearisome burden.

We submit, then, that the hustler is not what he is cracked up to be. We insist that the whole theory and practice is wrong. The world has already too many of these unschooled young men who have managed, by cutting cross-lots, to get into places they can never hope to fill. They have sprouted too soon and have grown too fast, and represent too little on the dollar, no matter how we consider them, to induce the taking of any stock in them even in the most prosperous times.

"To hustle," says Worcester, is "to shake together into confusion"; and the sooner the business world learns the definition and is influenced by it, the better it will be for the business world.

THE EXPENSE ACCOUNT.

THIS is the account which determines success or failure, says an exchange, and while it is to some extent under the control of the merchant, it is not altogether so. So much of it is under his control, however, as matters generally go, that he can always stop safely on the far side of the danger line, if he will but do so.

Many failures have for their excuse, "the expenses were too heavy."

It is said of the Jews that when they lose money they starve themselves.

That remedy does not, however, enter into the American economy, and it is well for the trade generally that it does not, else business in general would suffer more than it has for some time past.

But when the returns of business do not warrant indulgence in things not really necessary, though they be pleasant to enjoy, then the careful man of business will starve his desires so that both ends meet properly.

It is probable that more expense accounts have been carefully examined during the past months than have been in five times as many months in years gone by.

While it is very unfortunate that the cause of this close scrutiny is still with us, yet if the lessons learned now will be of lasting benefit to those concerned, it cannot be said that this particular thorn had not its rose.

Many men have wrecked their business careers by a trust in fate, who might have been successful had they but exercised prudence.

Too many, we fear, do not realize that Franklin's method of getting rich is just as applicable to-day as it was when he told it to the young men of his day. That the outgo should be somewhat less than the income, is a business truism, and so familiar, that, in many minds, it has been treated with the contempt of forgetfulness.

But the inexorable rules of business have revenge for this forgetfulness, and disaster always follows those who violate them.

So many men cry : "We cannot reduce our expenses; we do not know any item that we can lop off." If that is true, if nothing can be changed, if nothing can be lessened, then the man has no doubt done the best that is in him. His other remedy is, of course, to increase his income. But if he can do that readily this article is not for him.

But with the majority of men the ability to spend is far beyond the ability of earning, and hence the always present necessity of a strong curb on the spending faculty.

Nothing supplies this curb so readily as necessity. That condition is present to-day. The business men of this generation have received a practical lesson which should serve them during the remainder of their careers.

And if the expense account receives always the scrutiny which it deserves, more men will be blessed with a competency than ever before.



SPRING'S AWAKENING.

CONFIDENCE IN THE FUTURE



IS ALL that is required to make trade boom, and full confidence has now been restored by the publication of the Trade and Navigation Returns for the fiscal year ending 30th June last, which shows that the aggregate trade for the year was the largest ever known in the history of the Dominion. At last the tide has turned. Already Canada's sons of toil are returning from the United States in droves. Long trains of settlers' effects are passing the border northward daily. The United States free lands are gone, but the richest natural meadow and mineral lands of the world remain. We are on the eve of a glorious future. What it holds for this country is too grand to be fully realized. Our unlimited resources practically remain undeveloped.

THE HARDWARE MERCHANT is the only journal in Canada read by the hardware, tinware and housefurnishing trades; its circulation extends over the whole Dominion; it is the standard paper of the trade; it carries as high a class of advertising as any other hardware journal in the world; it has five times the circulation of any other journal in Canada; and there is no room at the top—we are there.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE Legal and Commercial Exchange, Toronto, is going into liquidation. The business will in all probability be closed up about the first day of May.

W. A. Murphy, paints, etc., Ottawa, has assigned.

Archambault & Leveille, hardware merchants, Montreal, have assigned.

H. A. Scarth, Griswold, Man., has compromised at 60c. on the dollar.

P. Walsh (P. F. O'Conner, prop.), hardware merchant, Halifax, has assigned.

W. Watson, general merchant, Cadmus, has assigned to W. A. Campbell, Toronto.

F. G. Lewin, general merchant, Moosomin, Man., has been granted an extension.

D. McKellar & Son, general storekeepers, Belmont, have assigned to Wm. H. O'Neil.

Isaac H. Freemeyer, general storekeeper, Stevensville, has assigned to John Hendershot.

Wm. Watson, general storekeeper, Cadmiss, has assigned to W. A. Campbell, Toronto.

Jas. Rogers, sr., general storekeeper, Cheltenham, has assigned to W. A. Campbell, Toronto.

A demand of assignment has been made on A. Vezina, general merchant, Ste. Genevieve de Batiscan, Que.

W. S. Garrison, general merchant, Sheffield, N. B., has assigned. So has W. J. Hemenway, in the same line of business at Carman, Man.

PARTNERSHIPS FORMED AND DISSOLVED.

Cote & Frere, general merchants, St. Johns, Que., have dissolved.

George B. Jones, general merchant, Apohagin, N.B., has admitted W. Jones as partner; style, Jones Bros.

Partnerships have been registered in Montreal between Jos. Price and Wm. John Price, hides merchants (John Price & Son).

Dissolutions have been registered in Montreal between John Thomas Cassidy and Albert W. Bonner, leather belting and manufacturers' agents (Cassidy, Bonner & Co.)

W. L. Haldimand & Son, manufacturers' agents, have dissolved, and a new firm formed composed of Wm. L Roderick, McK. and Geo. C. Haldimand, style unchanged.

A partnership has been registered in Granby, Que., by James Chalmers and Alex. I. Chalmers, to do business as tinsmiths and roofers under the style of J. Chalmers & Son.

Torney, Georgeson & Co., plumbers, Ottawa, have dissolved. The business will be continued by J. A. Torney and D. G. Georgeson, under the style of Torney & Georgeson.

Bernier & Bernier, founders, Lathiniere, Que., have dissolved. A new firm has been formed, composed of Jean Baptiste Bernier, Alphonse Bernier, and Thedule Bernier; style unchanged.

SALES MADE AND PENDING.

The stock of Frank Squibb, plumber and electrical supplies, Hamilton, has been sold.

The stock of Chas. Martini, tinware and hardware merchant, Rodney, has been sold.

James A. Rathburn, general merchant, Whitburn Mines, is selling off to close business.

The stock of Jas. Dilworth, drugs and general merchant, Toronto, is advertised to be sold by the bailiff.

The general stock of W. H. Maulson, general merchant, Moosomin, Man., is to be sold by auction on March 12th.

H. Gillespie & Co., general storekeepers, Alvinston, have sold out. The stock of J. E. Lewis & Bros., plumbers, Montreal, has been sold.

The general stock of C. A. Gillespie, of Woodstock, amounting to $5,497, was sold at Suckling's to J. Stanley, of Brantford, at 59¾c. on the dollar. The book debts, amounting to $717, were withdrawn, the highest bid made being 9c. on the dollar.

FIRES.

S. Honsberger, carriage maker, Jordan, has been burned out.

J. & W. Dick, general merchants, Findlay, have been burned out.

The firm of Snyder & Salem, carriage makers, have been burned out.

F. B. Horner & Co., general merchants, Sault Ste. Marie, have been burned out.

J. B. Wilson's general store, Koslo, B.C., has been partially burned. It was insured.

The nail factory of Moore & Co., St. John's, has been burned. Loss, $40,000; insurance, $18,000.

The syndicate block, Brandon, Man., owned and occupied by Wilson & Rankin, was destroyed by fire 28th ult.; damage, $25,000; uninsured.

The residence, general store, stock and household goods belonging to William O'Donnell, Cloyne, Ont., were destroyed by fire on Friday. Everything was consumed. The fire is supposed to have been of incendiary origin. The stock was insured for $800.

Fire at Sault St. Marie, Ont., on Saturday morning destroyed Goorke's boot and shoe store, also a brick block owned by Mr. Holt, of Montreal. Mr. Goorke's loss is about $4,000; insured for $2,500. Holt's loss is about $7,000. The building was occupied by Horner & Co., general merchants. Loss about $5,000; insured for $3,000. The fire originated by the explosion of a lamp in Goorke's back shop.

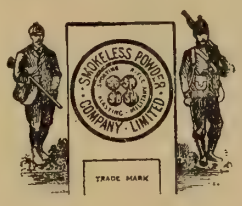
These have been burned out or partly burned out in Kalso, B.C.: J. Almore, general merchant; G. C. Buchanan, saw mill; Byres' Hardware Co.; A. & J. Fletcher, hotel; Galena Trading Co.; H. Giegerich, general merchants; Green Bros., general store; Mrs. H. T. Gunn, hotel; J. W. Levers, drugs; W. J. Parbain, gents' furnishings; Mahoney & Lundbery, hotel; J. F. Ward & Co., hotel; J. B. Wilson, general store; Wilson & Perdue, butchers; R. W. Wright, produce.

DEATHS.

John Branigan, grocer, Kingston, is dead.

C. S. Stewart, hotel and general store, Maitland, is dead.

James Thomson, hardware merchant, Toronto.



SS. SMOKELESS POWDER Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

SEND FOR PRICE LIST.

JAMES DARLING & CO.
429 Board of Trade Building
MONTREAL, Agents.

Church's Cold Water . .

ALABASTINE

Has superseded all other water-color wall coatings.
It is the **best advertised goods in this line.**
Now sold in every English speaking country on the globe.
Equally adapted for city and country dealers' trade.
Easily applied by anyone who can handle a brush.
Put up in five-pound packages, **and never sold in bulk.**
Pays the dealer **Fifty per cent. profit.**
Beware of **Imitations** bearing similar names.
Order early to insure a full line of advertising matter.

THE ALABASTINE CO., Limited.
PARIS, ONTARIO, Sole Manufacturers.

Hill & Forbes, 327 St. James St., Montreal. McArthur, Corneille & Co., St. Paul St., Montreal.
Agents for Eastern Ontario, and Province of Quebec.
G. F. Stephens & Co., Winnipeg, Man. Agents for Manitoba and British Columbia.

H. BOKER'S
WIRE FENCING PLYERS
..ARE THE..
Best and Cheapest in the Market
LOOK FOR THE
...TRADE MARK...

SOLDER.

Half-and-Half Solder.
Plumber's Solder.
Refined Metal Solder.
Triangular Solder.

We guarantee all OUR GOODS! If found unsatisfactory can be returned at our expense.

TORONTO SMELTING and REFINING WORKS
92 and 94 Queen St. E., TORONTO.

VARNISHES



TRADE MARK

Acknowledged
A 1
Unicorn Brand

Don't be deceived. We guarantee them against all.

Manufactured by
A. RAMSAY & SON, MONTREAL
ESTABLISHED 1842.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C.I.F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer



The Cradle Churn
The Easiest to Clean and Operate and Guaranteed in every Particular

Send for Descriptive Circular and Testimonials.

Chas. Boeckh & Sons
Wholesale Agents. Toronto.

Bicycles
To the Trade at prices that you can make something out of them.

We are Direct Importers and Sole Agents of the famous

Raleigh and Quenton
BICYCLES

And can furnish the trade at right prices. Get our Catalogue free.

THE BOWMAN HARDWARE AND SPORTING GOODS CO.
LIMITED.
HAMILTON, - ONT.

BLACK DIAMOND FILE WORKS,



21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,
MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. **Gulletting Sawfiles.**
Climax Sawfiles. —— AND —— **Lightning Sawfiles.**

EVERY OTHER DESCRIPTION OF SAW FILES.

TALKS WITH RETAILERS.

"WE are going more heavily into gas fixtures now than we ever have before," said Mr. Wilson, of McDonald & Wilson, Yonge street. "We have a complete stock in this line, and are also just receiving some new lines of gas stoves and ranges. Enquiries are plentiful, but there have not been many sales in gas stoves yet."

"Yes, we are rushing things just now," said Mr. McIntire, Queen street west. "We have received the contract for putting in fans and galvanized iron pipes in the Central Prison, for the purpose of carrying off the shavings from the wood-working machinery. We are also keeping busy in the shop with other work, but sales in the store have been rather slow."

"We are commencing to hustle for spring trade," said E. Clapp, of Clapp & Moses, Yonge street. "We are expecting a large demand for the Ladies' Friend Carpet Stretcher, for which we hold the agency for York county. We are issuing a circular to our customers, thanking them, on behalf of Mr. Moses, for their favors in the past, and assuring them of a continuance of prompt execution and competent work, on our part, in the future."

"There has been some improvement in sales during the last week," said Geo. Pearsall, Yonge street. "We have given the skate sign a back seat and are making active preparations for spring trade. Everything is moving along nicely."

THE EDDY PAPER BUSINESS.

THE E. B. Eddy Company, of Hull, have met with such success in the manufacture of paper since they branched out into that industry, only a comparatively short time ago, that they have decided to make extensive additions and alterations to their present establishments, and to go in on a large scale for the making of paper bags.

It is learned from Mr. Eddy himself that arrangements were now complete for considerable extensions to the company's premises, and that operations were to commence at an early date.

The present pail and tub factory on the west side of Bridge street is to be converted into a paper mill, where bags of all dimensions and of all qualities of paper are to be made. They will be turned out in almost countless quantities, in all sizes, weights and grades. The paper machine is now in the course of construction at Waterdown, N.Y. The paper bag machines are being made on the premises on new plans and specifications. This extension of the company's business will keep a large number of hands going, and will necessitate the employment of a special staff of skilled workmen.

The daily output of the paper mills at present is not less than twenty-eight tons, and with the additional machinery in the bag-making department it will be largely increased.

At the rear of the company's match factory two massive buildings, each covering an area of 300 feet long and 60 wide, are to be constructed. Into these will be removed the machinery for the manufacturing of pails and tubs, which, as already stated, occupies the premises to be converted into a new paper mill. These new buildings are to be made of stone. Arrangements are complete for their construction, and the contractors will shortly begin work.

THE CRADLE CHURN.

THE following are samples of the numerous testimonials recently received by the manufacturers of the churn :

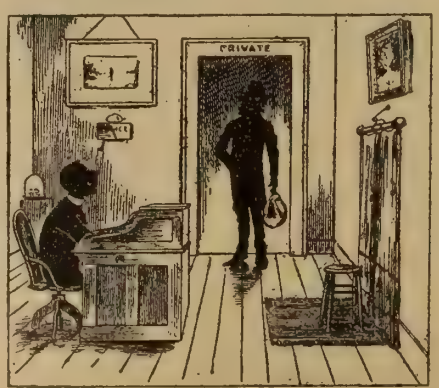
"I have been using one of your Cradle Churns for the past ten months, and have no hesitation in saying it is the best churn on the market, and would recommend it to all intending purchasers." James Blackstock, Blake, Man.

"We have been using a No. 3 Cradle Churn for nine months past, and like it very much. We have a No. 3 Barrel Churn which we had used only two years, and we have laid it aside, as we much prefer the Cradle Churn. The Cradle Churn is much easier to work, and is very convenient in every way." Mrs. Donald Fraser, Eden, Man.

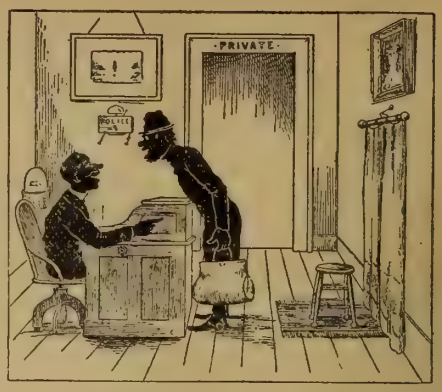
Attention is called to the descriptive cut in our advertising columns.

A petition from 110 of Toronto's leading merchants prays that the Assessment Act be so amended that when a man improves his property he shall not have his taxes increased for so doing, or that Municipal Councils be granted the power to carry out the reform asked by the petitioners.

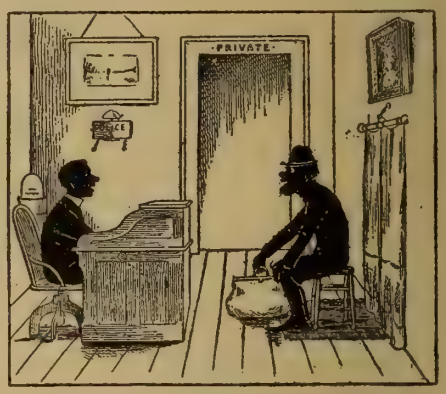
WHERE HE GOT IT.



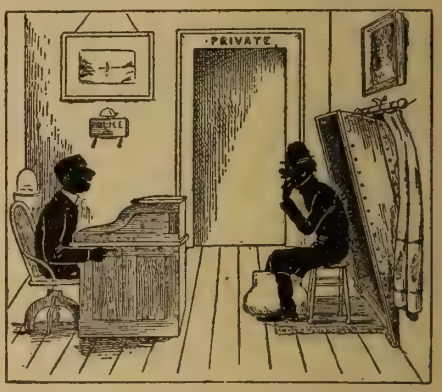
1.—CRANK: I cum fer dat million dollars I lent yer last week.



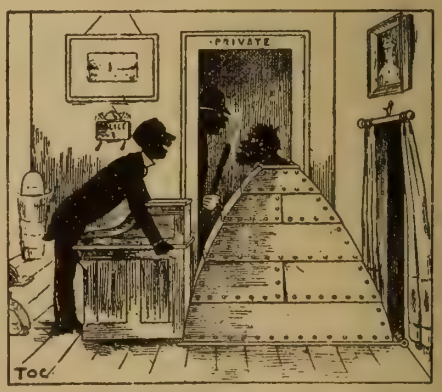
2.—CAPITALIST: Well, I'm glad you called to-day, as I've got it all ready for you. Take a seat.



3.—' Make yourself comfortable while I count it."



4.—" You don't mind how you get it, do you?"



5.—But he did mind, when he got it in the neck, as the Automatic Crank Extinguisher got the drop on him.

The good times are not far away—
So keep a-feelin' fine!
The same old sun that makes the hay
Is still on deck to shine!
—Atlanta Constitution.



CHINA STEEL WARE

The finest decorated Enamelled Ware made.
Supplied in various designs for
table and toilet sets.



PURITANA IMPROVED ENAMELLED WARE

Made in White, Grey Granite, Cologne Granite, and all colors, also in decorated
Supplied in every article selling in Enamelled goods.

Imported t rough the General Agents for Canada:

PAINCHAUD, SQUIRE & CO.,
Antwerp (Belgium), and Montreal.

The Toronto Lead & Color Co.'s

SPECIALTIES ARE . . . .

"Star" Pure White Lead

Bearing Association Label.

Pure Prepared Paints

Celebrated Now for Ten Years.

Carriage Gloss Varnish Paints

These Lines are in the hands of the Best Hardware Dealers in Canada.

MONTREAL, Feb. 6th, 1894.

To the Stove and Heater Trade:

We are about moving our works to the most modern plant in Canada, at St. Henry, near Montreal. Our New Catalogue will be ready early in March, when our travelers will be on the road with a full line of Stoves, Hot Water Heaters, Soil Pipes and Fittings, and other lines that we make. Kindly wait their arrival, as we have the very lowest prices and best goods.

Yours respectfully,

The Wm. Clendinneng & Son Co., Limited,

Stove Manufacturers and Founders,

Montreal and St. Henry, Que.

A MECHANIC'S EYE.

IT may be a question whether the possession of that talent or faculty which the title indicates is an unalloyed blessing, for the reason that oculars of that description are somewhat sparsely distributed, and the deficient are constantly placing the evidences of their having "eyes which see not" in the way of the proficient, by a disregard of lines and levels, says "Fossil," in Metal Worker. The mechanic's eye sees that the pictures and curtains don't hang plumb, the stove is not parallel with the wall, or its upright pipe perpendicular, and the same vexation is found in the street, where careening posts and oblique sign-boards beget a desire to square things up. Although these mechanical irregularities are to educated eyes a so-called "eyesore," yet there is a fascination in their angles which compels regard and the acute gazer looks and loathes, while he who is obtuse can discover no fault. "Where ignorance is bliss, 'tis folly to be wise." When one of the "rectangulars" saw the celebrated leaning tower of Pisa he remarked: "I don't believe the man who built that ever got another job around here."

We read that "Poets are born, not made," and the saying would seem to apply to mechanics when their difference of efficiency is noted, and it is undisputed that men of equal technical training vary widely in its practical application. There is an old adage which reads: "'Tis education forms the common mind; just as the twig is bent the tree's inclined," but the statement is open to criticism, for although education or bending the twig may incline the shape of the tree, it will not change its nature. For off thorns men do not gather figs, neither off a bramble bush gather they grapes, even if the said thorne and bramble are carefully bent in the time of twigdom. Circumstances have placed many a square man in a round hole which he may endeavor to fill but can never fit. There are infallible symptoms by which we may know the embryo mechanic, but these are commonly unnoticed or ignored by the guardians of our nonage, especially if they conflict with the optimism of ambitious parents, who see a possible President in every male child they are blessed with, and if circumstances will permit put it upon a life track of misfit gauge, which involves almost a rebuild. A young hickory tree may be bent and secured with its top reversed and growing earthward until a permanent crook is formed, which is desirable in a walking stick, but destructive of other and better uses of the tree. In like manner are young people forced or allowed to drift into foreign and abnormal means of livelihood.

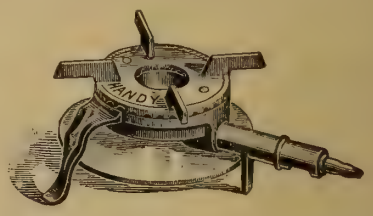
How, then, may these evident mistakes be avoided—not cured—and of what profit would the improvement be? Phrenology claims to find the leading influences of the brain manifested by protuberances of the skull, but it requires an expert to read them; also in childhood they are liable to be complicated with accidental bumps. It is said that the Yankee baby—and the term means a trait rather than nativity—will develop the mechanic's eye very early, and apparently criticise the construction of its own cradle, which saying has a germ of truth in it, and teaches the propriety of carefully observing the natural tendency of the youthful mind. There are college alumni whose educational veneer soon wears through, and graduates from the workman's bench who have attained to intellectual superiority. There is a lesson in the climbing beans which some of us have cultivated. When their tendrils begin to reach after a support, it is in vain that we offer them an unsuitable stick, or endeavor to train them away from the natural spiral. Wherefore let those who would train humanity consider the beans.

It is a grand thing that we have in these days the various branches of specific education, in which the youth, if circumstances allow a choice, may follow his natural bent. If the State for its own good assists in mental culture with measured success, would it not be wise and consistent to advance to more extended usefulness by a public support of technical schools, so that the advantage of being born with a mechanic's eye may not be lost through lack of pecuniary means? The country needs its army and navy, and provides the same at considerable national expense; also it requires artisans, whose right to free education in trade schools may be assumed for equal reasons. If when our boys advance from the destructive to the constructive age they are put—having the predilection—in (to be) State endowed technical schools, the prediction may be hazarded that a less number of misfits will result than now appear among university graduates. We may not expect—should our wishes be gratified—an immediate mechanical millenium, but if the survival of the fittest is desired, we may earlier find out who they are. Botches, like the poor, will be always with us, yet it is possible to decrease their numbers by the sifting process of trade schools, for the inclination that leads the youth to enter will probably carry him more or less successfully to the goal he seeks. The term "Jack of all trades" has been applied in derision to those workmen who are "everything by turns, and nothing long," a result of versatility of purpose rather than of talent. Yet may it not be given in honor to those who, having the mechanic's eye, can tell a straight stick from a crooked one, and are further qualified for handicraft by a self-chosen mechanical education.

Such are the so-called "handy men," whose knowledge of the cardinal principles of any primary trade will enable them to see the possibility of their application to many others. In this age of labor-saving machinery he who is merely the slave of the machine, and as easily discarded and reversed as a cog or bolt, will remain at a corresponding level, while those whose natural and acquired ability makes them its masters will advance in the attainment of head and hands. To this end let that quality known as the mechanic's eye be sought for, and, when found, carefully cultivated.

THE "HANDY" GAS STOVE.

THE accompanying cut represents the "Handy" gas stove, which is being placed on the market by the McClary Mfg. Co. It has a 4-inch burner. The stand is of cast iron, and it can be attached to an ordinary gas jet by means of a piece of



¼-inch rubber hose. "It will boil two quarts of water in five minutes, and it is one of the handiest small stoves in this line that have yet been manufactured," said the firm to a HARDWARE representative. "Its exceeding cheapness brings it within the reach of all, and we anticipate a large demand for them."

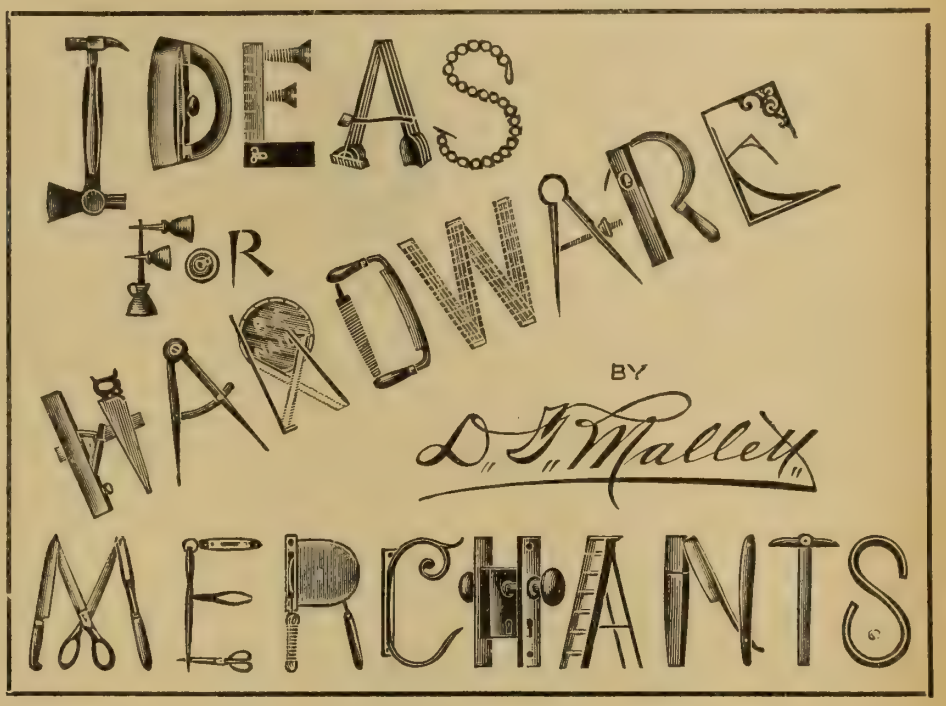
INTERESTING TO RETAILERS.

JUSTICE BAIN delivered judgment this morning in a suit of Robinson v. Taylor, which involved the question of the liability of a man for goods ordered by a wife after she had left him. The plaintiffs, Jerry Robinson & Co., sued the defendant, Edward Taylor, of St. Norbert, to recover $137, for goods supplied to defendant's wife. At the time of the purchase the wife was not living with the defendant, but had left him and gone home to her mother's. Defendant denied his indebtedness, and claimed that the goods were not delivered to him or to anyone by his order, and that he was not responsible for the amount. The bill was never rendered to him, and the first he knew of it was upon being served with the writ in the suit. Defendant is well able to pay, having several farms and a large herd of cattle and horses. At the trial before Judge Walker a verdict was entered for the plaintiff for the full amount claimed. Defendant appealed, denying his liability, but plaintiff claimed all the articles were necessaries supplied his wife, therefore he was liable.

His lordship allowed the appeal with costs, the verdict to be set aside and a verdict of non-suit entered with costs. His lordship held that the evidence showed that Mrs. Taylor left her husband without his consent, and the separation did not take place by mutual consent. It also failed to justify the contention that it was on account of defendant's neglect to provide for his wife that she was compelled to leave him. She had no implied authority to pledge his credit for even necessaries, and even if she had authority to purchase necessaries for herself, it had not been shown that the goods were necessaries. The circumstances under which Mrs Taylor bought so large a bill of goods should have made the plaintiffs cautious.—Free Press, Winnipeg.

You Lose More Than We Do

If you do not buy a copy of "Ideas for Hardware Merchants" at 50 cents . . . . . .



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J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.

THOS. FIRTH & SONS, Ld.

Best Crucible Cast Steel.

STEEL, PEECH & TOZER, Ld.

Bessemer Steel,

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MONTREAL.



For Iron Fencing, Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	21, 22
Straits "	20½, 21

Tin Plates—*Charcoal Plates, Bright.*

M.L.S. equal to Bradley	Per box
I.C., usual sizes	$5 50 $5 75
I.X., "	6 75 7 00
I.X.X., "	8 00 8 25
Raven & P.D. Grades—	
I.C., usual sizes	4 00 4 25
I.X., "	5 00 5 25
I.X.X., "	6 00 6 25
I.XXX., "	7 00 7 25
D.C., 12½ x 17	3 75 4 00
D.X.,	4 75 5 00
D.X.X. "	5 75 6 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 50 3 75
I.C., special sizes	3 75 4 00

Note.—Round lots of 14x20 might be purchased of 25c. box

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	7 25
I.X. Terne Tin	9 25 9 50
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 95	....
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 60
Hoop " "	....	2 60
Swedish " "	4 00	4 25
Sleigh Shoe Steel	.....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

3-inch	10½c
4-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
1/8 "	2 35
¼ " nd thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¼, 2½
26 "	2½, 2⅝
28 "	2⅝, 3

Canada Plates.

All dull	2 65
½ polished	2 75
All Bright	2 90

Iron Pipe.

Wrought 62½ and 5 p.c. to 65 p.c.
Galvanized, 40 to 40 and 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5½, 5¾

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6	6 3-5
" ¼ " "	4⅝	4¾
" 5-16 " "	4¼	4½
" ⅜ " "	4⅛	4⅜
" 7-16 " "	3¾	4
" ½ " "	3⅜	3⅝
" ⅝ " "	2⅞	3
" ¾ " "	2 4-5	2⅞
Trace, per doz. pairs	$3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz yards	0 13	0 50
Jack chain, double, per doz yards	0 15	....
Jack chain, brass, single, per doz yards	0 20	1 10

Copper—*Ingot.*

English B. S ton lots	0 11¾	0 12
Lake Superior	0 12¼	0 13

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 22	$0 25
" round & square		
1 to 2 in	0 20	0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 15	0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 16	0 17

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 18	0 19
" 35 to 45 " "	0 16	0 17
" 50 lb and above per lb	0 15	0 15½

Boiler & T. K. Pitts.

Plain Tinned per lb	....	0 21
Spun " "	....	0 25

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge, up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20	0 21
" " 27 to 30 "	0 23	0 25
" " 30 and up	0 26	0 28
Sheets, hard-rolled 2x4 ft.	0 21	0 23

Zinc Spelte .

Foreign, per lb	0 04¾	0 05
Domestic "	0 04⅝	0 04¾

Zinc Sheet.

5 cwt casks	0 05½	0 05⅝
Part casks	0 05½	0 05¾

Lead.

Imported Pig, per lb	0 03	0 03½
Domestic "	0 03	
Bar, 1 pound	0 04½	
Sheets, 2½ lbs, sq. ft, by roll	0 04½	0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½	0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.	
Bar Half-and-half (guar.)	0 15	0 16
Standard	0 14	0 15
Wire	0 17	0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 12	0 12½
Other makes "	0 11	0 12

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	5 00
No. 1 Do. "	4 75
No. 2 Do. "	4 50
No. 3 Do. "	4 25

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	....	$1 05
2nd qualities "	....	0 90
Barn (in bbls)	0 80	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35	1 40
" " (J.F.L.S.) " "		2 75
" " Royal " "	1 10	1 15
Venetian Red, (best) " "	1 80	1 90
English Oxides per cwt	3 00	3 25
American " } " "	1 25	1 90
Canadian " }		
Paris Green, per lb	0 13½	0 15
Burnt Sienna, pure, per lb		0 08½
Burnt Umber "		0 05
do pure		0 08
Drop Black "		0 09
Chrome Yellows "		0 12
" " Lemon pure, 8 lb. tins, per lb		0 19
Chrome Greens "		0 12
Golden Ochre		0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal		0 69
Extra "		0 90
Brown Japan "		0 65
Brown Japan, Turpentine p. gal.		0 85
No. 1 Carriage "		1 30
Gold Size Japan "	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 60	0 62
Boiled "	0 63	0 65

Turpentine (in bbls)

Selected Packages, per gal	0 50	0 52

Castor Oil.

Best, per lb	0 07⅞	0 08

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common, broken	0 10	0 11
French medal	0 11	0 13
Cabinet	0 13	0 15
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 17
Coopers	0 17	0 19

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, common, 15 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads. in ½ lb. bags	0 70
Best thick white card wads. in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " ... 0 65 1 25
Brad, ... 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 35 to 40 pc. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 per cent.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking. 9 00
" 2, " " 4 50

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 to 55 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 25

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 pc.,
Loose Pins, " 65 & 10 to 70 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardin Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz.... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White, lump, per cwt 0 60 0 65
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 o 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c:

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft
16 to 25	1.20–25	2.40	1.75	
26 to 40	1.40	2.70	2.00	
41 to 50		3.10		4 50
57 to 60		3.40		5.00
61 to 70		3.70		5.50
71 to 80		4.10		6.25
81 to 85		4.50		7.00
86 to 90				8.00
91 to 95				9.00
96 to 100				10.00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass

Pilkington's ordinary.
1st break 4 0
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each 0 30 0
Enamelled " 0 55

Grindstone Fixtures.

P. S. & W., per doz 3 88 4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 13

Ball Pean.

English and Can., per lb 0 25 0 30

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 45 to 47½ p.c. dis

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 5 0 05½
Screw hook and hinge—
6 to 10 in., per set 0 00 0 04½
12 up " 0 00 0 03½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's..... 1 50 2 20
" Shepard's, dis 50 to 60 c

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 to 45 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 40 and 5 to 40 and 10 per cent

NEW ARRIVALS

30 Cases CUTLERY AND GUNS

ALL NEW GOODS.

Finest Finish. Best Value.



NEW ARRIVALS

20 Casks Cattle and Trace CHAINS

10 Tons Coil Chain.

Five Cars Window Glass.

Bowman, Kennedy & Co., London, Ont

Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 50 to 55 per cent.

Horse Nails

Canadian, dis. 65 to 70

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " .. 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 27½ per cent. to 30 per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy.....	2 30
40dy.....	2 35
30 dy.....	2 40
20, 16 & 12 dy.....	2 45
10 dy.....	2 50
8 & 9 dy.....	2 55
6 & 7 dy.....	2 70

2. American Pattern Only

from 4 to 5 dy	2 90
3 dy. (lath).....	3 30

3. Canada Pattern Only

from 4 to 5 dy	2 80
3 dy. (lath).....	3 20
3 dy. A.P. Fine	3 90

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 5 per cent. from List Jan. 8, '92 Extras as per List for special nails Terms, 4 months or 3 per cent. cash.
Brads & Moulding Nails, 75, 5 per c. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.

Poultry, 60 per cent dis.
Import 60, 10 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W. " 0 25
S. R. Seal.....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Star. R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3¼ 3¾
Lanes, 33⅓ to 35 p.c. dis

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent. cash.
Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 50 and 10

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	7¾	9¾ 10
¼, 5-16, ⅜ in.....	8	10½ 10½
Cotton, per lb.....		18 20
New Zealand		8½ 9
Russia Deep Sea, per lb..		12¾ 13½
Jute ..... " ...		06¾ 07½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 35 to 37½ per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent. to 40 per cent
Cross Cut, Disston's, per ft. 35 to 55.
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H 70 " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 70 p.c. off

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis. 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ½ or ⅛ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples

Fence, galvanized, per lb 3¾ 4
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enanelled cans, per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2 " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 55 per cent
" tinned, dis. 57½ per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 60 per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 p. c to 65 p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p.c
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p c

Ties.

Cow, per doz 1 75 2 50

Tinner's Shears and Snips

P.S.&W., net list.
Canadian 10 to 15 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ p.c. to 35 p.c
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz..... 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown..... ..... 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz..... 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Annealed, annealed and oiled, galvanized 20 per cent. dis.
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal
Plus 10 cents f.o.b. Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 5⅔ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } 4 4½
" 4 " 4 & 6 " "
" Plain twist, all deld 3¾ 4
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 0 04
Ditto Glidden 2 point 0 0
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 03¾ 0 04
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p.100 sq ft 1 85 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 5 to 70 and 10 p c
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 00
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR
SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE
HOLLOW WARE

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REGISTERED TRADE MARK FOR
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KNIVES, FORKS, SPOONS.

Manufacturers of the

Finest Quality Electro-Plated Ware.

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"Build to-day then, strong and sure,
With a firm and ample base."
—Longfellow.

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NONE GENUINE WITHOUT THIS BRAND

JOHN LUCAS & CO. PHILADELPHIA
IMPERIAL FRENCH GREEN

STAMPED IN HEAD OF EVERY PACKAGE



SAW GUMMERS.

Price $15, complete.

Will gum any cross-cut saw; anyone can work it. There is paying work for a saw gummer in every town, village or cross-roads in Canada

A. B. JARDINE & Co.

Manufacturers of Blacksmith's Tools and Tube Expanders,
HESPELER, ONT.

You will Insure Success

IN THE

STOVE

Business, by selling

"Souvenir" Stoves and Ranges

They are Leaders and Sure Profit Makers.

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Successors to The E. & C. Gurney Co.

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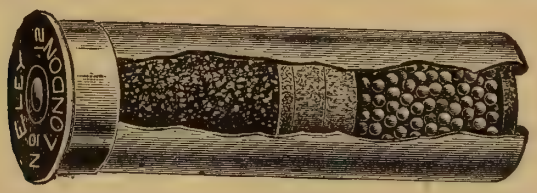
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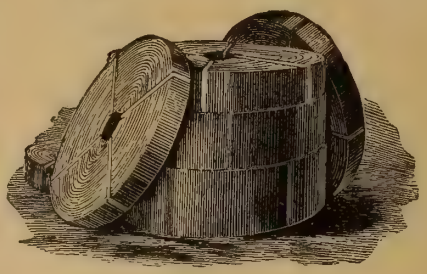
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"RED STRIP"
"LION" brands

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WOODYATT'S TREE PRUNER

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CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VI. TORONTO, MARCH 17, 1894. No. 11.

MAGNOLIA METAL

—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

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Famous a Hundred Years

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The Largest Paint and Color House in the World

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Home Wall Colors, 12 Beautiful New Tints

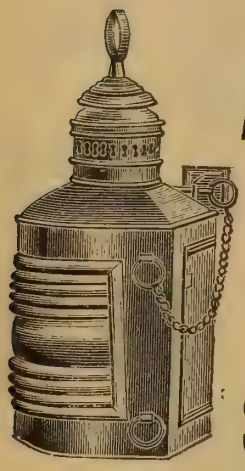
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Fine Paints and Varnishes. MONTREAL

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SIDE-LIGHTS



ROPE

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PACKING



LIFE PRESERVERS, BUOYS, BLOCKS AND TACKLE

OF ALL KINDS.

RICE LEWIS & SON, Ltd., - - Toronto.

"RESISTO" COPPER RANGE Boiler



GUARANTEED

Hydraulic Pressure

200 POUNDS

Cheapest . .

COPPER BOILER

on the market.

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Coppersmiths TORONTO, ONT.

Railroad Milk Cans,

Railroad Milk Can Trimmings,

Creamer Cans,

Creamer Can Trimmings,

Creamer Can Taps,

Sap Buckets, all styles and sizes

Maple Leaf Sap Spiles

MILK CAN TRIMMINGS

Our DAIRY PAILS are the best and heaviest on the market.

Kemp Manufacturing Co.,

TORONTO.

HARDWARE

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

Vol. VI. TORONTO AND MONTREAL, MARCH 17, 1894 No. 11

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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AS was anticipated, the Wilson bill which passed the House of Representatives, February 1, has emerged from the hands of the Senate Committee on Finance shorn of some of the features that were most pleasing to Canadians. But provided the bill passes the Senate, as now constituted, we have no reason to complain. The bill is a marked improvement on the McKinley law, for which "let us be truly thankful." The Americans are legislating for themselves and if, during the process of which, a few advantages accrue to us, that is all we can reasonably expect. Lumber and eggs have been left on the free list, and that in itself means a good deal to this country. Barley, while increased from 25 per cent. to 30 per cent., is still taxed much less than under the present prohibitory law of 30c. per bushel. We, of course, regret that the Senate committee has seen fit to impose a duty of 40c. per ton on both iron ore and soft coal, instead of allowing these articles in free, as the Wilson bill proposed doing. Even if the committee allowed iron ore to remain on the free list, it is doubtful whether Canada would have received any benefit therefrom for some time, in view of the depressed state of the iron trade in the United States, together with the extraordinary facility and cheapness with which the ore is extracted from the Mesaba range. But with coal it is different. On the Pacific coast—California, for instance—the natural source of supply for coal is the British Columbia mines; while down in the New England states the manufacturers and consumers are anxiously waiting for the tariff to be removed on coal, in order that they may get the cheaper product of the Nova Scotia mines. Under the McKinley bill the duty on soft coal is 60c. per ton, and, with it in force, we last year exported to the United States 764,865 tons, the product of our own mines, valued at $2,759,669, and the year before 772,441 tons valued at $2,790,693; so it remains to be seen what inducement a drop of 20c. per ton in the duty will give to the American consumer to increase his demand for Canadian coal. Plows and other agricultural implements are to remain, as per the Wilson bill, on the free list, but the Senate has added a provision that a duty shall be levied on all such implements coming from a country which charges an import tax on similar articles from the United States.

* * *

Among the articles stricken from the free list are apples, upon which the Senate committee deems fit to levy a duty of 20 per cent. In seasons like the present, when Chicago and other cities have found it necessary to come to Canada for large quantities of this fruit, our cousins will discover that they have merely been biting off their nose to spite their face. In the iron schedule, iron in pigs is increased from 20 to 22½ per cent. ad valorem. Iron in slabs, increased from 22½ to 25 per cent. Bar iron, increased from 25 to 28 per cent. Beams, increased from 30 to 35 per cent. Boiler plates, iron or steel, increased from 25 to 30 per cent. Forgings of iron, increased from 25 to 30 per cent. Hoops of iron, increased from 25 to 30 per cent. Railway bars, increased from 20 to 22½ per cent. Boiler tubes, reduced from 25 to 20 per cent. Wood screws, reduced from 25 to 20 per cent. lead ore, which the Wilson bill fixed at 15 per cent., is placed at ¾c. per lb. Raw wool is left on the free list, the law to go into force August 2nd next. At present there is a duty of 11c. per lb. to 50 per cent. on wool. Horses and cattle are unchanged at 20 per cent., against a duty of $30 and $10 per head respectively, imposed by McKinley. Matches are reduced from 20 to 10 per cent. The date when the law goes into force is changed from June 1st to June 30th, 1894. The bill has, of course, yet to be considered by the Senate, and subsequently concurred in or rejected, as the case may be, by the House of Representatives. According to Washington gossip, a number of amendments will be submitted, mainly by Republicans, during the passage of the bill through the Senate; but it is noticeable that the anticipated amendments are confined almost altogether to the woolen and textile trades.

* * *

The speech from the throne at the opening of the Dominion Parliament contained references to two important measures which have been awaited with a good deal of interest for some time. The one is in regard to the tariff and the other insolvency. Of the latter we already have some acqaintance. But of the former, all the public know is that a tariff reform bill is to be introduced, "along the lines of protection," as some of the Ministers of the Crown have expressed it. In regard to both bills urgency is demanded; and if any measure has right to precedence it is that relating to tariff reform, for just as long as uncertainty regarding its provisions prevail, just so long will the the wheels of commerce have a brake upon them. The sooner, too, the insolvency bill is dealt with the better.

* * *

Notwithstanding the great risk of discovery to the small chance there is of escaping detection, there are people who will persist in tampering with the Customs. A case in point has just been unearthed. It seems that a New York firm named Pitt & Scott has been in the habit of bringing goods into that port from Europe in bond, removing the contents, and then filling the packages with anything to hand, and shipping them to fictitious firms in Canada. Several of these packages found their way to Montreal and Quebec. In fact, no less than 68 are known to have arrived in the former city. The packages which arrived at Montreal were found on examfnation to contain cheap furniture, earthenware, etc., while those consigned to Quebec contained nothing but old papers and bricks. The frauds so far discovered amount to many thousands of dollars. The manager of the offending New York firm has been arrested and held in $25,000 bonds, while two of the employees have fled to Europe.

UNJUST COMPROMISES.

WIDE is the difference between the protection accorded society against those who would undermine it and that enjoyed by business men against those who would undermine their interests.

This fact is demonstrated particularly in regard to settlements granted insolvents.

Men go into business with little or no capital, little or no experience, or little or no principle. Of the three classes the last named is the most to be deplored. Having no principle, they care not how they serve their creditors, their fellow business men, or their customers. Self is their whole concern, Self they work for and Self they sell for. A fair proportion of the patronage of a community is beneath their dignity. They want the earth and the fulness thereof. In pursuance of this object they cut and slash prices right and left. What matters it to them if every article in stock is sold below cost, so long as customers are attracted from other stores to theirs.

Sometimes cormorants overtax their swallowing capacity; and business men who attempt to bite off more trade than they can chew often do likewise. We are having instances of this almost every day. Then when the creditors foregather and confer they too often remove the impediment which has for the time being placed the insolvent hors de combat, and then let him loose to again resume his favorite pastime of swallowing up his own profits as well as those of his competitors, until he again gets choked, when probably relief is again given.

To grant such men extensions or compositions is unjust, to their immediate competitors in particular and to the trade in general. The creditors themselves realize this. "But what is a fellow to do? If we sell the estate we won't get anything scarcely, while if we give him a settlement we stand a chance to get, say, 25 cents on the dollar. Then we'll get his custom in the future, and thus be able to even up a little on him. But, of course, we'll have to keep him down a little closer than we have hitherto done. And then, you know, we'll have to do what the other creditors do." This is in effect the way they argue, and this is the method whereby the pricks of their conscience are appeased.

The harm that they are doing those of their customers who pay one hundred cents on the dollar seems not to concern them at all. At least, if it does, there is no fruit to show it. "By their fruits ye shall know them."

When leniency is shown a merchant who is the victim of adverse circumstances—who has shown average ability, industry, honesty of purpose, but in spite of all has failed—nobody but the most selfish of men would take umbrage. But when it comes to the systematic cutter, the incapable, the indolent or the dishonest, a line should be drawn. To draw the line, however, often requires courage.

Among the list of creditors there are usually to be found some who are disinclined to grant the desired extension or compromise, but who, unless they see that the current of opinion runs parallel with their own, fail to take the stand which they feel to be the right one. In other words, they go with the majority.

The Insolvency bill, which the Minister of Finance proposes introducing at the ensuing session of the Dominion Parliament, contains a clause which is a step in the direction of remedying this evil; as there will be then, provided the measure becomes law, no getting clear on the payment of a nominal amount on the dollar.

The bill stipulates that in no case shall any proposition providing for a discharge of a debtor on payment of a composition be entertained unless it provides for the payment in full within three months from the confirmation thereof of all costs, charges and disbursements in connection with proceedings under the act then remaining unpaid; all privileged claims; and for the payment within one year from the date of such confirmation of at least 25 per cent. of the unsecured claims of all legitimate creditors. Then, even after the creditors have decided to grant a discharge, it must be confirmed by the court before made binding. Furthermore, it devolves upon the debtor to show that no creditor was induced through monetary considerations to sign for his discharge. If it is shown that the creditor is guilty of any fraud, recklessness in business, extravagant in endorsing for others after having good reasons to know he was insolvent, he is not entitled to a discharge, and the court may order the suspension of the discharge for a period not exceeding five years. Even at the expiry of that period the dishonest man will be precluded from securing a discharge.

With such a law as this it will be easier for the creditor to develop the back bone necessary to refuse a settlement to an insolvent unworthy of it, while he who is worthy will have no more difficulty than at present in securing the desideratum.

CHARCOAL IRON.

WHILE the discussion regarding the tariff is on, it would be well for the farmers of the country and those interested with them to consider the special merits of the charcoal iron industry in its relations to the farming. All who care to go into the question will admit that the charcoal iron industry is in every sense one in which the farming class is directly interested. This, at least, is the conclusion that HARDWARE'S Montreal correspondent has come to, after a conversation with two or three gentlemen interested in it. The reason is plain. In all cases in Canada the charcoal iron enterprises are situated in purely rural and farming districts, and so far the labor is provided by the farmers or their sons.

The case of the Canada Iron Furnace Co., at Rodnor, Que., the Pictou Charcoal Iron Co., Bridgeville, N.S., and Jno. McDougall & Co.'s works at Drummondville, Que.—in the case of all these enterprises ninety per cent. of the employees are drawn from the farming class. The farmers in the immediate vicinity of the works, besides clearing their waste lands at a good profit to themselves, find a ready market at good cash prices for their farm products. It is held, therefore, that if Ontario and Quebec had the number of charcoal iron furnaces that the wants of the country demanded, the competition and overcrowding in the cities owing to the influx from the rural districts would be checked to a great extent, if not entirely.

One great advantage of charcoal over coke or anthracite, is that in the case of the former in the Province of Ontario and Quebec every dollar which enters into its manufacture is circulated directly among the people of the province in which the works are situated.

As far as the two provinces named are concerned, to establish coke furnaces would mean the carriage of coal or coke from Nova Scotia or its importation from the United States, and the consequent loss to labor to the provinces of Quebec and Ontario. On the other hand, in the case of the manufac-

ture of charcoal these provinces would be self-sustaining.

Investigation has proved in Quebec and in some sections of Ontario that there is plenty of ore available. In the St. Maurice district, in the former province, it has been proved beyond a doubt that there is not only an abundant supply of ore in sight to last for many years to come, but that it is steadily growing, new discoveries constantly being made. There is in addition a limitless supply of limestone conveniently situated to the ore fields. The supply of woods for making charcoal is almost inexhaustible. Hardwoods, such as maple and birch, are to be found all over the St. Maurice district, which, with its tributaries, covers over 200,000 square miles, and these woods are specially suitable for the manufacture of charcoal for the smelting of iron.

In this connection one most important point to be observed is the education of the people in practical forestry, as Sweden has done, by the establishment of government schools for the training of men in the manufacture of charcoal and the science of forestry.

For centuries Sweden has intelligently protected her forests, and by this course she still keeps the lead in the manufacture of charcoal iron.

In our case nature has done its work, and it is for our Government to see, as in the case of Sweden, that these natural advantages that we possess are properly utilized.

In addition to the mere cultivation of an important industry, the Government, by fostering the establishment of charcoal iron in Ontario and Quebec, will be aiding the good work of colonization. If settlers can, through the charcoal iron industry, find a ready market for their wood and a good home market for the products of the soil, they will take up the Ontario and Quebec bush lands more readily, as against the prairies of the West.

It is true that from a superficial view of the situation it may seem that the Canadian consumption of charcoal iron is somewhat limited, but a close investigation will show that the demand is growing daily, as consumers grow familiar with and recognize the peculiar merits of charcoal iron.

It is claimed that every iron founder will sooner or later use a proportion of charcoal iron in all his mixtures, with saving to himself in "Woster castings," while at the same time producing highly finished work.

Another contention is, that provided a proportion of charcoal pig is used, the rolling mill will be able to turn out Canadian bar equal to high quality Swedish or English iron and steel bars and like products.

Charcoal will be used as long as its merits are known, despite the competition of cheap coke iron, etc. It gives a strong, clean, tough grade of castings, which it is absolutely imperative should be used in the manufacture of car wheels, high class steel and other such lines where quality is more necessary than the mere matter of cost.

Sweden owes her position in the iron world to her merits as a charcoal-iron producer. In 1890 she had 154 furnaces in blast, producing 456,102 metric tons, finding a ready market for it in Great Britain and elsewhere, bringing at the very lowest estimate for raw material alone some $10,000,000 to Swedish labor and capital; this large sum being greatly increased by a considerable portion of the iron finding its way into the higher grade of manufactures, such as Swedish bars, rods, etc., produced in the country.

In the United States, where mineral coal is produced as cheap as anywhere in the world, the manufacture of charcoal iron has shown a steady increase. The demand for high-class work is greater each year across the line, and this leads to the increased consumption of charcoal iron. The United States' production of charcoal has very largely increased during the last ten years. The increase has been from 435,818 net tons in 1880 to 664,497 net tons in 1890, or 52.75 per cent. This increase took place in every item going to make up the cost of materials, with the comparatively unimportant exception of miscellaneous material, mill cinder, scrap, etc. While in 1880, 942,051 tons of iron ore were consumed, in 1890 there were consumed 1,304,962 tons, of which all but 9,082 tons consisted of domestic iron ore. The amount of fluxing material increased from 116,667 tons in 1880 to 153,183 tons in 1890, and the and the charcoal consumed increased from 53,903,228 bushels in 1880 to 67,772,156 bushels in 1890. The increase in the product for the decade both in quantity and value was under the head of hot or warm blast charcoal pig iron. The quantity of this part of the product increased from 355,405 tons to 627,661 tons, and its value from $10,080,581 to $11,238,239. The falling off in production under other heads, however, coupled with the decline in prices, brought the total value of the product below the figures for 1880. The three states of Michigan, Alabama and Wisconsin led all the others as regards the items of capital invested, wages paid, cost of materials and value of products in the year 1890.

The industry once thoroughly established in Canada, with a sufficiently large output from each furnace, it is held that the price can be got reasonably close enough to that of coke iron to allow of the product of Ontario and Quebec charcoal iron furnaces entering into daily use to a much larger extent. There is also a possibility in the minds of some of the more sanguine that in due time it may compete for the markets of Great Britain against Swedish iron, and in the United States with home made iron if there is any radical change in the duties. The capacity of the charcoal furnaces now in blast in Canada are as follows: Canada Iron Furnace Co., 10,000 tons per annum, against 1,200 tons a year ago; Pictou Charcoal Iron Co., 5,000 tons, against nothing ten years ago, and the Drummondville works, 3,500 tons, against 2,500 ten years ago. The total figures therefore show that the output is trebled owing to the improved methods adopted at Rodnor and Pictou.

AN ATTRACTIVE WINDOW.

ONE of the neatest and most attractive window displays that it has been our pleasure to notice for some time is that of W. L. Murray, Yonge street, Toronto. It is neat in arrangement and seasonable in selection, being entirely composed of mixed paints and brushes. In the window is a stand, which is covered with red cloth, on which the different brands of mixed paints, stains, and varnishes which he is carrying are artistically arranged. The flat space in front of the stand and the wall at the side of the window are also covered with the same colored cloth. On the flat space in front of the stand, white-wash brushes, sash tools, etc., have been neatly arranged, and on the wall there is hung two framed and attractive cards, showing the name of the line of brushes and samples of the colors there are in stock. Around the above is arranged many different styles of brushes in an effective manner.

In the evening, the bright labels and the red background, to say nothing of the taste with which the stock has been arranged, make an exceedingly attractive display.

BICYCLES IN THE RETAIL STORE.

E. C. COLE, IN THE IRON AGE.

AFTER an experience of seven years in retailing bicycles in connection with a general stock of hardware, stoves, and housefurnishing goods, we can say that we consider the bicycle as important a factor in our business as the vapor stove, the refrigerator, or the cook stove. In fact, if handled properly handled, it can be made as profitable as any specialty sold by the trade. We have always believed in a future for the bicycle, even in the days of the old ordinary, and our belief is being realized from the fact that last season no single line in our business proved as profitable as our bicycle department.

The bicycle is a seasonable article, and with the constantly increasing competition, it seems to us that the special bicycle dealers will eventually have to succumb to the regular trade, as an article so seasonable as the bicycle cannot always be made to pay profit enough in the four months' selling season to maintain a business for the whole year. The bulk of the trade usually comes in March, April, and May, somewhat earlier than the vapor stove trade and the other summer specialties—a good time for the hardware dealer, as much of the preliminary work of showing and talking up the wheel to prospective purchasers can be done before the spring trade is at its height.

Every hardware and stove dealer has to maintain a repair shop, and bicycle repairing can be made much more profitable than repairing tinware or gasoline stoves ; nor is it necessary to pay an expert repairer high wages, as some dealers seem to think ; but the difficult repairs should be sent to the factory

The bicycle is a specialty much like the vapor stove, and comes in more naturally with the hardware line than with any other. The goods are not too bulky, and can easily be displayed with spring and summer goods, helping take the space occupied by heating and cook stoves during the fall months. A good bicycle trade will make the hardware and stove dealer's spring trade nearly equal to fall trade, thus balancing the year, and helping to furnish profitable employment for the shop men during part of the dull season in July and August.

Bicycles run into money fast, and while a good margin and a good net profit can be made,it is necessary to use care to make sales to a class of customers that will pay as they agree. Most wheels have to be sold on the instalment plan if one desires to do much of a business. If a wheel is sold on too small a cash payment, with big promises for the balance, the dealer will generally find at the end of the season that he will have to settle with his customer by taking back the wheel, which, owing to improvements and the lowering of prices, may not be worth next season half what the dealer has invested in it. Many of the trade have had experiences of this kind that have thoroughly disgusted them with the bicycle business. Bicycles, like vapor stoves, easily get out of order, and need some attention after being sold. There are tire punctures, defective bearings, defective tires, and numerous other complaints, all of which come back to the dealer to be settled. It is one of the great drawbacks to the trade in the eyes of inexperienced dealers. The way in which we look at that point is this : Real defects are made good by the manufacturer, and we merely stand between them and the rider. Imaginary defects must be dealt with by keeping posted in the business and by explaining to the customer what he can reasonably expect his wheel to stand and what he cannot. We figure on a profit sufficient to pay us for all extra annoyance in these matters, which is a necessary part of the business. Where we do work, or replace parts broken by accident or misuse, we charge for it, and when we sell a wheel we do not so interpret the guarantee to our customer as to lead him to believe that we repair everything that may happen to his wheel during the year free of charge.

We do not do any more trading than we can help, and when we do take an old wheel in part payment we are sure not to allow more for the old style wheel than we can resell it for at a profit. We use the lease plan —a very good one for securing deferred payments on wheels. Some, however, prefer a chattel mortgage. We insist upon at least 33⅓ per cent. of the purchase price down. If the customer is a clerk, or some one with a good steady job, we make the monthly instalment as high as he can stand, always figuring to get out in six months, or before the riding season is over. By especial care in selecting our customers we were enabled the past year to do a good business, selling over 100 wheels of all kinds, and to-day we have not an old returned wheel in stock, and not over $50 still due on last year's business.

When the riding fever is at its height there are a lot of young fellows who will do anything to get wheels, without any hope or prospect of paying for them ; these dealers should look out for. Another drawback may be mentioned, which is the constant changes and improvements in wheels, making the old styles nearly worthless. Even when little used the ordinary wheel, that sold for $135 six years ago, would hardly bring $30 to-day.

These same improvements have, however, had the effect of making a staple business of what was a very risky one in the days of the ordinary. It seems at present that future improvements will not affect the values of present stocks as much as in the past. The question of general design is the same, the question of weight can be changed but little from the present. The improvements of the future would seem to lie in minor details principally. It is, however, advisable for the dealer to figure on selling all his stock every year, and in using caution in taking hold of wheels that vary much from the old established lines which have been thoroughly tested. The assortment must depend on the size of the place and the condition of trade. Where a great many wheels are being ridden every year, the successful dealer must carry a representative line. He must have wheels at all prices, for all ages, and for both sexes, and as no one concern builds a complete assortment of wheels, it is impossible to confine purchases to one line. We select the best youths' line from one maker, provided they meet our views on prices and improvements, and everything depends upon having the latest—a last year's wheel is like a last year's bird's nest. Next we want a good medium-priced wheel. Then we must have a line of wheels for the trade who desire the best. No matter how good a wheel may be, or how perfect in our estimation, some rider or purchaser may object to the kind of tire or saddle, so we find it advisable to sell more than one high grade wheel, selecting so as to cover the desirable features in tires, and in what the trade seems to demand.

The trade is a fickle factor as a rule, varying in its wishes and depending for its information upon what it has seen and used. But still it is to be humored by the successful dealer and not dictated to. The would be purchaser generally gets pointers about buying from some more experienced rider. If he wants a clincher tire, have it for him ; don't lose the sale to a competitor by trying to talk him into buying a cemented tire. In small places the trade will depend largely upon what the dealer makes it. If he can get one good wheel started, that will be what they will all want. A variety in the assortment is as necessary in bicycles as in stoves. One should be able to meet all the demands of the trade.

Where the trade is well established a line of bicycle sundries is quite necessary and fairly profitable, but many high priced patented articles should be dealt in lightly until one knows what the trade will buy. Locks, repair outfits, lubricants, bells, whistles and trouser guards are the staple sellers in this line.

It is a bad thing to handle too many kinds of wheels in the same grade. They are like stoves in that respect. Do not at any rate handle more lines or more makes than will fill the assortment you propose to carry.

The repair question will be greatly complicated by multiplying the makes of wheels. We don't confine ourselves to any one manufacture, but try to choose those that are likely to be in the greatest demand ; at the same time we confine ourselves to just as few makes as possible. The business is constantly changing and must be closely watched to keep up with it.

People, much like sheep, will follow the leader. If you can get a society leader to ride on a wheel, others of his or her set will

Chain, Rope, Files, Saws, Boot Calks, Iron, Steel, Tinware, Nails, Glass, etc., etc.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE MERCHANTS

No. 37 Front Street West, Toronto.

ORDERS SOLICITED.

want to ride, too, on the same kind of a bicycle. It is the same with business men. Let two prominent business men take to bicycling, either for health or as a pastime, and others are sure to follow. The same rule applies to professional men, mechanics and artisans. From this dealers can draw their own inferences as to possible means of stimulating trade in their own localities. It is well sometimes to take some extra risk in getting the right man on a wheel, although this feature is often carried far to extremes by the trade. In some cities I have known of firms trading a new high grade machine with some desirable rider for some old trap they did not expect to get half out of, just to get his influence, but I have rarely found this to repay the dealer to any great extent. Many physicians are recommending wheels to their patients who need exercise. Something might be accomplished in this line if it is rightly managed.

Bicycle clubs are a very good means of stimulating trade, especially in the newer districts. It is well to stand in with the local club, though we have never seen much direct benefit from so doing. Club men are, as a rule, supplied with wheels, and the best trade comes from the new riders. The bicycle is fast becoming something more than a plaything. Its greatest future lies in the possibility of its use in place of the horse, the street car or other means of locomotion. It is being used by thousands of clerks and artisans in place of the horse. We know of a lady clerk who is using her wheel right through the coldest weather as a means of transit from her work to her home.

It is necessary for the dealer to do a certain amount of repairing. This is not half so bad nor so complicated as with gasoline stoves. It needs only to be looked at in the right light to be rid of its formidable aspect. We have a brazing outfit, but would not advise other dealers to put one in, as we do not use it. Almost all the repairs are those that any tinker can do with a little experience, and the whole question of tire repairs is as easy as soldering tinware.

The next thing in importance is putting in spokes and straightening bends. All this can be made more profitable than any other part of the tin shop. Where frames break, or parts break, like cranks or other forgings, the thing to do is to order duplicate parts of the maker. If the break is the result of a flaw the factory will furnish the part free, your customer will pay the express and you will furnish the time for replacing.

If caused by an accident, charge well for your time and material. About 25 per cent. of repair work will have to be done free of charge, but the other 75 per cent. can be made to pay a handsome profit on the whole.

No special tools are required. Keep a stock of tire cement and tire repair rubber, and an assortment of balls and spokes, and with the ordinary tinners' tools the rest can be done.

We have a growing belief in the future of the bicycle, and that the hardware trade is the place for it.

THE RELATIVE MERITS OF NAILS.

An interesting description of an extended series of experiments made by F. W. Clay to determine the holding power of nails is given in a recent issue of Engineering News. Accompanying the article are tables, diagrams and cuts illustrating in a forcible manner the tests which were applied to the different sizes and kinds of nails under various conditions. The conclusions arrived at are in some particulars so different from prevalent ideas regarding the most desirable form for nails, also of the relative value of cut and wire nails for effective use, as to excite the interest of the manufacturer, retailer and contractor. The following conclusions have been selected from those given in the article referred to as of the greatest interest to our readers :

Cut nails are superior to wire nails in all positions.

The main advantage of a wire nail is in its possessing a sharp point.

If cut nails were pointed their efficiency in direct tension would be increased by about 30 per cent. ; wire nails without points have but half of their ordinary holding power.

The tenacity, of wire nails at least, decreases with time, but not so fast, probably, when exposed to the weather.

The nail's surface should be very slightly rough, though not granular ; should not be galvanized or otherwise made smooth ; and should not be barbed ; and especially the barbs should not be sharp and angular. Barbing decreases the efficiency of cut nails about 22 per cent.

Nails should be wedge shaped in both directions where there are not special dangers of splitting.

The holding power decreases with time.

Nails are always strongest when driven perpendicular to the surface of the timber.

When subject to impact, nails hold less then one-twelfth the strain they can stand when weight is gradually applied.

The inventive genius has been at it again. A trolley car in Louisville, Ky., has been rigged as a street sprinkler. The discharge pipe not only extends across the whole front of the car, under the platform, but also out sideways about ten feet more. A guy from the outer end of this pipe is attached to the top of the car. This should be a labor-saving invention of great utility.

CAUSES OF FAILURE

IN THE HARDWARE TRADE.

FAILURES in the hardware trade are not numerous. Yet there are failures; and just as long as there are, information as to how they may be avoided will be valuable. In order to secure the desired information HARDWARE has decided to offer prizes for essays on the subject :

Causes of Failure in the Hardware Trade, and How Avoided.

There will be three prizes : $20 for first ; $10 for second ; and $5 for third. To each of the five essayists ranking in order after the prize men will be given HARDWARE MERCHANT for one year. This will make EIGHT PRIZES in all.

The rules of the competition shall be as follows ;

1. All the competitors must be devoting their whole time to some branch of the hardware trade.
2. No essay must exceed 2,500 words nor be less than 1,500. Neatness will not be regarded, beyond the point that the essay must be readable, and the paper written on one side only. The sheets must be fastened together and numbered.
3. The essay must be original.
4. Each essay must be signed by a nom de plume, and both the proper name and the nom de plume of the writer written on a slip and placed in a sealed envelope, which envelope must be addressed, HARDWARE MERCHANT, 10 Front street east, Toronto, and across the corner have the words "nom de plume." This envelope must be enclosed in another, so that no post mark will appear upon the former.
5. All essays must be sent in to this office not later than MAY FIRST, and awards will be announced as soon after as possible, and the prize essays will then be published in order.
6. As the competition is to encourage thought among merchants and clerks, professional writers will be excluded.
7. The judging will be done by disinterested merchants. The names of these merchants will be announced at the same time as the award
8. All prize essays shall be the exclusive property of HARDWARE MERCHANT.

EMPLOYERS AND CLERKS.

BY AN EX-CLERK.

THERE is an old saying about giving a certain animal too much rope and he will hang himself. There are many merchants, however, who go to the other extreme, and do not give their clerks rope enough.

It is certainly not advisable for a merchant to let his assistants run his business or to take liberties either with himself or his customers. That would lessen their respect for him or injure your trade ; but in many cases promising young men have been spoiled by continual snubbing, and being hedged around with a lot of unnecessary rules and red tapeism.

I remember the first morning that I worked getting out orders in one of the largest wholesale hardware houses in the United States. The first thing that met my eye was a large notice to the effect that any employer washing up before the bell rang would be docked a half-day's pay. A little further on another one larger than the first announced that no one would be allowed to take any parcel from the store without it first being examined and stamped O.K. by the timekeeper. Everywhere one turned some caution stared him in the face, and I began to wonder if they thought that all their clerks were thieves and loafers. In fact, everything in the way of discipline was posted up in black and white, and nothing was left to your honesty.

Where I had been previously employed before in Canada, they had assumed their clerks honest unless they found them otherwise, but there the assumption seemed to be that you were a rogue and a loafer until you proved yourself otherwise. My pride was hurt when I first saw all these rules, etc., and I asked one of the clerks what class of fellows they usually hired, and whether it was usual to suspect all employees, he said : "Oh, yes ; they put up notices and inspect our things and fine us when they catch us, and we do all we can to get even with them. We have so much work to do, and we do it and that's all. You need not take any notice of those rules. I did when I first came, but that soon wore off."

I stayed with this firm for about two years, during which time there were dozens of new notices posted up and rules made, and the more that were made, the less confidence there was between the firm and its clerks.

Do not be afraid to trust your clerks a little, or to sometimes consult them. An employer can be pleasant and kind to his employees without undue familiarity or loss of prestige. Leave a little to their own honesty and self-respect, and you will soon find out which amongst them are most deserving of the trust that you have reposed in them. If you are continually hurting their pride by enforcing rules which indicate distrust, you will lose a great deal of their respect for you, and they will perform their duties under pressure, which before they did voluntarily. One volunteer is worth ten pressed men. If they receive your confidence, and then abuse it, they are not fit to be in your service and should be promptly discharged.

CLEANING COPPER WARE.

"WILL you kindly ask your readers what I can use on copper ware to take the tarnish off and make it bright and nice," wrote a correspondent of Hardware Reporter. "We have some copper wash boilers which look rather tough and shop-worn from standing too long on the shelves."

This is the answer that was given : Copper ware gets a variety of stains and tarnish from what is sometimes called shelf wear. Sometimes it is simply a dulness or tarnish, and then, again, it will be spots of verdigris. The finest kind of flannel or doe skin and prepared chalk or whitening may enable one to polish up the goods and leave them in a good condition and very bright. In general, the best and only way to treat them is just as you would treat any other tarnished object of bright metal. But, in polishing copper, it is necessary to remember that copper is a very soft metal, and the polishing powders must be of the softest and finest description.

Anything like sand or emery, even of the finest grades, ought not to be used, unless there is a great deal of oxide to be taken off, and then no more used than necessary for the very dirty places. Polishing a big boiler means, in the language of the boys, a great deal of "elbow grease," and, after they are polished, they will not remain bright as long as they did when they were first made. In all cases, if a bright mirror-like surface is wanted, very fine cloths, flannels or chamois skins, must be used, and must be free from grit and dust, and they must not be used for any other purpose. It will not answer to put any polishing powder upon them that is liable to have coarse grit in it, for such material will produce scratches and ruin the work.

We shall be very glad to hear what our readers have to say upon this subject. There are a great many ways in which to polish copper, and we have only given the one which happens in our hands to have been successful. If any one else knows another or a better way for the special purpose named, our friend who ask the question, as well as others of our readers, will be glad to hear of it.

There is a good deal of complaint against a number of pedlars who are traveling through the province of Quebec and underselling retailers. It is proposed to put a tax of $50 on each of them.

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ROTHERHITHE, LONDON, ENG.

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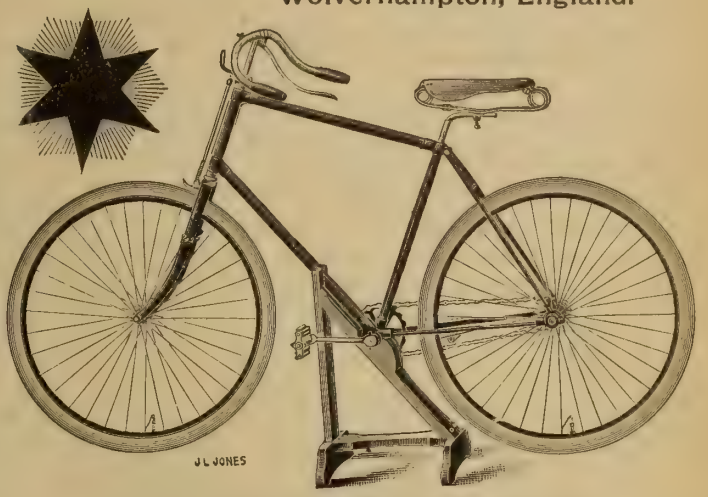
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FOR the season of 1894 these celebrated Cycles will, for the first time, be obtainable in Canada. Hitherto the entire output of our extensive works has been taken by the English home trade. Large additions to the works and plant have greatly increased our facilities, and we are now ready to supply the Canadian demand. Due consideration has been given to the importance of minimum weight, but we are not prepared to risk our reputation for RELIABILITY by committing ourselves to an extreme course.

We have adopted a larger diameter and lighter gauge of tubing in the construction of our Frames and Handle Bars, improved and detachable Brake-work, further improvements in Ball Head and Handle Bar adjustments, Dust-Proof Crank Bracket and Hubs, a narrow Tread in conjunction with improved Pedal Attachment and dished Chain Wheel, special patterns in Tubular Seat Pillar, Foot Rest, Step, Brake and Steering Lock; all chains will have Hardened Links and be of a higher class than heretofore; a neater and more effective Chain Adjustment; Chain Wheels specially milled to secure free running; Nuts reduced to a minimum of sizes, with Box-Spanner to fit same, parts interchangeable, high standard of finish throughout.

A. A. ALLAN & CO.

51 Bay Street. Canadian Agents, TORONTO.

CLEANING CASTINGS WITH SAND.

THE principle of using sand as an abrasive by propelling it through a blast at high speed, which was invented by J. C. Tilghman of Philadelphia, has been used for some years in England by the Tilghman's Patent Sand Blast Company, Limited, at Sheffield, for the removal of molding sand, scale, etc., from steel, iron and brass castings, forgings, plates, and also for cleaning the stone work of public buildings, says Iron Age. For propelling the sand, compressed air at from 8 to 10 pounds pressure per sqare inch is employed. Chilled iron globules instead of quartz or flint sand are used with good results, both as to speed of working and cost of material, when the operation can be carried on under proper conditions. With the expenditure of two horsepower in compressing air two square feet of ordinary scale on the surface of the steel and iron plates can be removed per minute. The surface thus prepared is ready for tinning, galvanizing, plating, bronzing, painting, etc. The innumerable little indentations form an excellent anchorage for the protecting materials, causing them to adhere with much greater force than to an acid or otherwise cleaned surface. The advantage of this method of cleaning castings is that it acts with equal rapidity and thoroughness upon flat, curved, angular and indented surfaces. By continuing the operation the hard skin on the surface of castings, which is so destructive to the cutting edges of milling and other tools, can be removed. Small castings are placed in a sort of slowly rotating barrel open at one or both ends, through which the blast is directed downward against them as they tumble over and over. No portion of the surface escapes the action of the sand. Plain cored work such as valve bodies can be cleaned perfectly both inside and out. One hundredweight of castings can be cleaned in from 10 to 15 minutes with a blast created by two horse-power. The same weight of small forgings and stampings can be scaled in from 20 to 30 minutes. We understand that those who have developed the Tilghman process in England contemplate starting a similar business at an early date in Philadelphia, J. S. Mathewson, managing director of the company, having been in the employ of Mr. Tilghman since 1870. We understand that Mr. Mathewson, Mr. Tilghman and his brother, who reside in Philadelphia, are the sole proprietors of the business, which, therefore, seems destined to return to this country after years of development in Great Britain.

Counterfeit Canadian 5-cent pieces have made their appearance in Victoria, and there are apparently a good many in circulation, reports the Colonist. They are a fair imitation, but are easily detected, as they are made of lead or some soft alloy.

A UNIQUE BUSINESS LETTER.

IT is supposed that business letters are deficient in humor, and it is certain that the phrase "We beg to acknowledge your favor of the such-and-such an inst." is not generally the herald of amusement. Still, there have been some notable exceptions; and the very latest, kindly sent me by a member of the well-known wholesale soap-making firm (let us say) of Cake and Son, is one of the most brilliant. A retail dealer in a small way had sent for a consignment of their goods: "Gentlemen" (he writes), "wherefor have you not sent me the sope? His it bekawse you think my money is not so good as nobody elses? Dam you, Cake and Son! wherefor have you not sent the sope? Please send sope at once, and oblige your respectful servant, RICHARD JONES. P.S.—Since writing the above, my wife has found the sope under the counter." This is an absolutely genuine letter, and, I should think, unparalleled for fun among business transactions. One hardly knows whether to admire most Mr. Jones's emotional disposition, which seems to be quite feminine in its variableness; the elasticity of his language, which flies from stormy to serene and back again in a sentence; or the economy which forbids him to waste his literary effort even though he has found his "sope." His epistle should be made a model for correspondence in all commercial schools.—The London News, Feb. 18, '94.

WIRE DEARER IN THE STATES.

AS was foreshadowed last week, an advance has been made in the price of plain wire, but has been confined so far to grades used in weaving. This advance is only 2½ per cent, but is sufficient to stimulate the demand, and the activity in the markets for all goods in which wire enters is more pronounced than it has been for months. Some people never buy goods on a falling market, trusting in the enforcement of a lower level of prices before their wants must be filled of necessity. But then some people invariably rush in after the goods when the market develops any strength, and by so doing succeed at times in advancing values to a point that would not have been possible had it not been for their delay and consequent hurry. In this case the rush for goods is not likely to enforce higher prices, because of other prevailing conditions, but the demand seems to show what will result in general trade after these conditions are removed, and to illustrate the truth of the saying that one can wait too long for the tide to turn.—Hardware Reporter.

HOW AXES ARE SPOILED.

THERE are very good axes, very poor axes, and axes that are neither good nor bad, says Iron Age. A decidedly bad axe is easily detected and wisely avoided by both dealer and user; but not so with the one which is too good to be readily condemned, yet not wholly bad. Like a lie that has enough truth in its physiology to hold it together, it is the more harmful because of its apparent reliability.

The axe under discussion may lack finish, form, or quality; and by quality we mean quality of material and such treatment of it as to render the tool serviceable; for poor steel, good steel improperly worked, or improper tempering of steel otherwise sufficient, is enough to thoroughly condemn any axe, though faultless in shape and finish.

There are at least 25 styles or patterns of axes. Long bits and short bits, square heads and round heads, square bits and rounded bits, axes with ears and axes without ears, broad bitted axes and axes as narrow in the blade as some people are in their ideas; then there is a varied combination of heads and bits sufficient to confuse any but an axe critic.

Practically an axe may be serviceable and yet be so shaped as not to be salable. It may even be of a correct pattern, yet not pass current except in certain sections of the country. A Yankee will do good work with a plain axe, which is his favorite, while he would laugh at the patterns which would pass current as gold in California or cotton in the South. An axe, then, must conform in shape to the demands of a particular trade; after which it must not be forged or ground too thin in the bit lest it break; neither must it be left too thick lest it be too clumsy and a "bad chopper." A woodsman will often clamor for a thin axe and then grumble when it breaks from harsh usage. Give the same workman a thick axe and he will grind it with a hollow in the centre of the bit so the tool will stick fast when driven into the wood. The proper shape for the bit of an axe is to have it slope gently from a point in the cenfre of the bit, and about an inch from the cutting edge to either corner of the blade. This insures free access of the axe into the timber and prevents wedging. Some workmen prefer an axe to be ground with a ridge in the centre, but a rounded surface is generally preferred.

Axes are equally serviceable whether polished or bronzed, painted or unpainted; yet as long as men have a love for the beautiful, the more tasteful the axe the more favorable the reception that will be accorded it. In addition to this, we may add that carelessness in finishing naturally indicates carelessness in manufacturing, so that where any polish or finish is attempted, it should be of the best. A manufacturer is not likely to spend money on a tool which he knows cannot sell regularly in the market except as a second or third grade.

As before suggested, form and finish may be satisfactory and yet the axe prove a failure. If poor iron or steel is used for the body of the axe, it is liable to break across the eye when in use. If the bit steel is of a poor quality, or if it be overheated in working, the axe will be next to worthless. If, whether through the fault of the workman who prepares the bit steel for the forger, or through the carelessness of the forger himself, the steel is not thoroughly welded to the body or poll of the axe, use demonstrates the worthlessness of the tool.

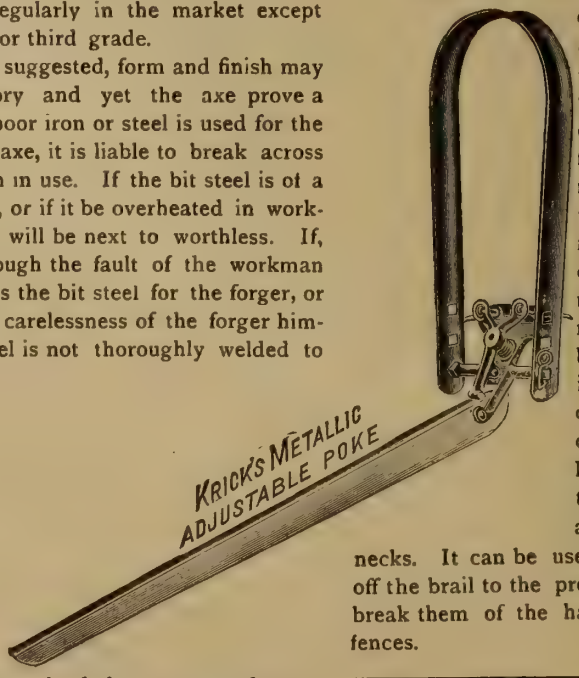
Again, the steel composing the cutting portion of the axe must be thoroughly worked under the hammer in order to refine it. Only by so working it can the steel be rendered even and capable of resisting a severe strain when put into use. Neither should the steel be heated after once refined, except sufficiently for tempering, without again being worked down. It may be said that in the selection and working of the steel there is the greatest chance for deception, and that a good judge of axes can only become cognizant of such defect by subjecting the product to actual test. Economy may lead to the choice of cheap materials or the employment of cheap labor, or the use of machines to do the work that hammers should perform; but if deception has been practiced, a few blows from a small hammer will reveal the source of the evil.

If the temper is poor the axe is of no great value, except as it may be sold to some individual or firm dealing in goods of that kind—those who want something very cheap and who will trust to luck to get their money out of the articles so purchased. Tempering steel is an art. Especially is this true in tempering an axe, where portions of the blade are much thicker than others. There is danger that the corners will be too hard or the centre too soft.

The exercise of much skill and great care is needed or failure is inevitable. Every piece should be tried with the hammer before the polisher is allowed to burnish the steel, and careful inspection again made after polishing to determine possible miswelds and temper cracks.

AN IMPROVED HORSE POKE.

THE accompanying cut is an illustration of the "Krick's Metallic Adjustable Horse Poke," which is being put on the market by H. S. Howland, Sons & Co., Toronto. Among the many advantages claimed by the manufacturers are that it is much stronger than a wood poke, is not affected by the weather, does not wear the mane or make the neck sore; the brail being always in front it does not come in contact with the legs or interfere with the horse feeding. It is the only poke adjustable to various sized necks. It can be used on cows by sawing off the brail to the proper length, and will break them of the habit of tearing down fences.



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TRADE CHAT

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

ARTHUR GERMAN, caught in the act of stealing tinware from Dunn & Co.'s store in Port Hope, was sentenced to six months in goal. He is only eleven years of age.

The McCallom Steel Waggon Co., of Chicago, are thinking of locating in Brampton.

It is expected that the price of coal in Toronto will drop about 50c. per ton after the opening of navigation.

It is reported that Atkinson & Co., grain merchants, will build an elevator at High Bluff, Man., during the coming summer.

The arbitrators on the claim of John A. Bruce & Co., Hamilton, for loss to their building by fire, have fixed the amount at $10,250.

It is reliably stated that hard coal is not so called because it is hard to get, but because the buyers haven't a soft snap in the way of prices—Ex.

The output of nickel from the Sudbury district in 1892 exceeded by over a million pounds the total production of the United States for sixteen years.

Two boilers now being built for the collier Costa Rica at the Albion Iron Works, Victoria, B.C., are said to be the largest yet made in that province.

Mr. Dickenson is having the two new stores in the Opera House block, Delhi finished. He will occupy one with his large stock of stoves and tinware.

Peter Brown, found guilty of attempting to set fire to the oil store, Halifax, was yesterday morning sentenced by Judge Johnston to one year in the county jail.

All the plant and machinery for the smelting works to be established at Hamilton, Ont., have been contracted for with the Philadelphia Engineering Company. This company will let the contracts for the buildings.

The Hamilton Natural Gas & Mining Co. has now sunk three wells and spent $6,000 without striking gas, and it is probable no more attempts will be made. People are about convinced there is not as much gas around Hamilton as was thought.

Aluminum is gradually working its way into various products in the iron line. Experiment has proven that aluminum, mixed with iron makes the latter metal pour smoothly, prevents blow holes and liability of cracking, and benefits the iron in every way. Such experiments have been successfully made by the Michigan Stove Company at Detroit. The success of the test will undoubtedly arouse interest in iron manufacing circles.

The circulation of Dominion notes in Canada shows a slight curtailment during February, the amount being $19,656,991, as against $19,832,436 in January and $19,112,357 in February of last year.

The Hamilton Hardware Co., Ltd., has been incorporated, with a capital stock of $75,000, the incorporators being Messrs. James Ferres, Christopher Whitman, Wm. Swanson, Ralph Baker, and Harcourt Bull, all of Hamilton.

On Saturday John Dugwell, of the Richmond Machine Works, Halifax, fell from the top of a car on which he was making some repairs and cut himself about the head. Some acid, which was being used in the repairs, was accidentally knocked over and splashed in Mr. Dugwell's face.

A four-wheeled wagon, whose motive power is supplied by a benzine engine has been satisfactorily tested in Germany. It is intended to carry passengers through city streets or country roads, and can be run at the rate of half a cent a mile. The wagon and engine can be made for $500. The speed is as high as fifteen miles an hour.

The Edmonton Bulletin reports that the H.B. Company is shipping a large quantity of freight to the Landing to go north on the Athabasca steamer as soon as navigation opens. The rate paid is a cent a pound, and the distance about ninety miles. Roads are good just now, and teams take about 3,000 pounds at a load.

Another deputation, representing the iron, nail and tack interests, made up of Messrs. H. Hurteau, J. D. Cholland, W. F. Allan, G. E. Jacques, G. A. Macagy and James H. Peck, of Montreal, and F. H. Whitton, of Hamilton, waited upon the Dominion Government Tariff Committee a few days ago.

The Montreal Warehousing Company have elected these directors for the ensuing year: Messrs. L. J. Seargeant, W. M. Ramsay, Thomas Davidson and Charles Percy. At a subsequent meeting of the newly appointed directors, L. J. Seargeant was elected president, W. M. Ramsay, vice-president, and George H. Hanna manager and Secretary.

A good deal of interest has been aroused in rural sections in regard to the bill introduced by Dr. Barr to amend the act preventing the sale by hawkers of dry goods, clocks and spectacles. The present act prohibits the sale by agents in towns, villages and counties of the articles enumerated, but it has been found in the past that parties have evaded its provisions by swearing that they were the owners in the firm and not agents. Dr. Barr now proposes to extend

Clothes Wringers
"Leader" Barrel Churns
"Dowswell" Washers
"Queen and Domestic" Mangles

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CREAMER CAN TRIMMINGS . .

This is a sample of unsolicited testimonials our new Patent Cheese Factory Can Bottom is bringing forth. Orders promptly filled.

Napanee March 1st 94
Please send G.T.R.
1 pounce
6 Setts milk can
trimmings 30 gallon all
complete the same as last
2 Setts do 40 gallon
I like your can bottom
very much
Yours Truly
M. S. Madole

THOS. DAVIDSON & CO.
MONTREAL.

the scope of the act to owners as well as agents, and to add photographs to the articles mentioned in the act. The bill is regarded with favor in the country districts.—Empire.

A Winnipeg despatch says: The manager of the Massey-Harris Company here denies that the company are reducing their staff in the province. They will not push business for a year or two until the depression passes away. In the meantime he will attend to the collections. The debts giving most trouble are mainly for implements sold prior to 1891, when, under a keen competition the business was overdone.

A writ issued by a firm of Toronto lawyers, upon instructions from the Consumers Cordage Co., of St. John, N.B., against Connors Bros., who have the contract to equip the binder twine factory at the penitentiary, was sent to a Kingston lawyer to serve. He was unable to find the contractors, as they left the city when they heard the writ had been issued. One is in Ottawa and the other in Ogdensburg. They claim that, as contractors, they are not liable to the Consumers Cordage Co. and that they have not broken their agreement with the Company.

The annual meeting of the International Coal Mining Company took place in Montreal last week, when it was reported that the sales of coal and coke for the past year amounted to 211,222 tons. The following gentlemen were elected directors of the company for the ensuing year: James P. Cleghorn, Henry A. Budden, H. S. MacDougall, W. M. Ramsay, Thomas Wilson, E. G. Penny, A. W. Hooper, Alex. Gunn, and W. J. Nelson. At a subsequent meeting of the board J. P. Cleghorn and Henry A Budden were re-elected president and vice-president respectively, and W. J. Nelson reappointed secretary-treasurer of the company.

The bill to amend the Municipal Act introduced by Mr. Barr (Dufferin) extends the definition of "hawkers" in section 495, subsection 3, of the Municipal Act to persons vending clocks, spectacles, pictures, or photographs, and gives the councils of cities, counties, and separated towns power to license and regulate these persons. At present hawkers and peddlers evade the law by representing themselves as owners, and the bill is also designed to prevent these transient traders from entering and doing business in settled localities where there are store and shopkeepers. The bill therefore proposes that the word "agents" shall be changed to "agents, owners, or others."

According to the annual report of the Department of Indian Affairs, which has just been issued, there are in the Dominion 99,717 Indians, of whom 31,449 are set down as Roman Catholics, 25,366 as Protestants, and 25,720 as pagans. No religion is given for Indians in the remote portions of the Dominion, numbering 17,182. In his report, the Deputy Superintendent-General says that although the winter of 1892-93 was unusually cold, the Indians generally were pretty comfortable. The Ontario Indians continue to show themselves the most advanced and the readiest to take up the ways and work of white men.

Speaking to a prominent tie contractor, it was learned that the past winter has been the best in years in the wood and lumber camps, the season having been free from storms and the snow just the proper depth for hauling wood and ties to the railway. The contractors who have been getting out wood are greatly dissatisfied, the price prevailing on the market being rather low. Mostly all the contractors will close their season before April 1st, and men will be arriving from the camps in droves during the next two weeks.—Free Press, Winnipeg.

The board of managers of the Galt and Preston Street Railway have awarded the tender for the construction of the electrical part of the road to Ahearn and Soper, of the Westinghouse Co., Ottawa. It has not yet been decided who shall receive the contract for the engines and boilers needed in the power-house at Preston, but it is probable it will be given to some of the local firms, as several of them are tendering. The company are doing their own grading, and will begin operations as soon as weather will permit, and expect to have the road in operation early in the summer.

A FIBRE WARE INDUSTRY.

A PARTY of prominent gentlemen from Providence, R.I., spent three or four days in Montreal last week in connection with the newly-organized Howard Decorative Fibre Ware Company. Among others in the party were Hon. Henry R. Barker, mayor of Providence, and Dr. R. Hilton Chase. These gentlemen, with several other influential business men of Providence, about three weeks ago organized the Howard Decorative Fibre Ware Company, with a capital stock of $500,000, and with mills and factories at Providence, for the purpose of operating the United States patents of Mr. Frank B. Howard, of Montreal. The officers of the company are: President, Hon. Ellery H. Wilson, of the Rumford Chemical Works, Providence; treasurer, Hon. Henry R. Baker; secretary, Mr. Orion W. Burch. The directors are Hon. D. Russell Brown, governor of the state of Rhode Island; Hon. Ellery H. Wilson, Hon. Henry R. Barker, Mr. Dutee Wilcox, of D. Wilcox & Co., manufacturing jewellers, Providence; R. Hilton Chase, M. D., M. E., first president of the San Juan Dios Mining and Smelting Company, Sonova, Mexico; J. A. Shibley, of Shibley & Co., incorporators, Providence; Frank B. Howard, M.E., Montreal. The other officers are: Counsel, Mr. Stephenson O. Edwards, Providence; patent counsel, Mr. Warren R. Perce, Providence, and Messrs. Prindle and Russell, Washington; organizers, Dr. R. Hilton Chase and Messrs. Shibley & Co., Providence. Several of the patents of Mr. Howard transferred to the new company have been in patent litigation in the United States for the past six years, but on September 5th last a final decision was rendered in Mr. Howard's favor.

"PENNY" AS APPLIED TO NAILS.

Referring to the explanation that the word "penny" is a corruption of "pound," so that a 4d. nail was originally one of such a size that 1,000 of them weighed 4 pounds, a correspondent of the Ironmonger, London, says that this explanation is new to him, and instead of it, gives one entirely different. He states that his grandfather, father, and himself have been makers and sellers of nails for at least one hundred years, and they have always understood that by 6d. nails was meant the size of nails that could be sold at sixpence per 100, and in confirmation of this theory states that up to this day they keep 2d., 3d., 4d., 6d., 8d., 10d., 20d., and 24d. nails, which they retail in small lots at these prices per 100 nails counted out.

THE CAPABLE MAN.

The capable man in any walk of life is rare, observes the Clay Worker. The capable boy is rare. It is a very difficult matter to get a good office boy or a steady, capable fellow to run an elevator in an office building. Really good laborers are scarce. We sometimes think about overcrowded professions, or an oversupply of help in many directions. The supply of really capable help of any kind is limited. A first-class superintendent of a works of any kind is very difficult to get hold of. He is rarely out of a job. A man who is out of a job is open to suspicion. The best and most capable help comes out of the workshop—the steady, quiet fellows. There are not many of them in any establishment. Generally one of good judgment can pick a leader from a gang of men. He will need a little coaching, some help, and some patience. But he is nearly always to be found. When such an one is discovered, the great work has been done. A man has been lifted up from a lower plane to a higher one; his horizon has been enlarged; the world has grown bigger for him. Nevertheless, the really capable man is rare, and in this period of severe depression he is seldom if ever out of a job.

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NON-XLL	Pocket Knives	WARRANTED
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T. C. Co.'s	Nickel Steel Shears	
WILLIAMS	Dble Shear Steel Butcher Knives	

We fully guarantee all goods named above.

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Offer for Sale

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PIG IRON

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Also all the well-known—

Scotch Brands,
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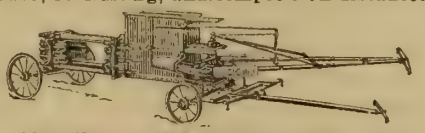
Wall Dusters

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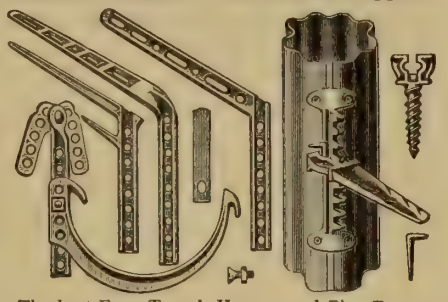


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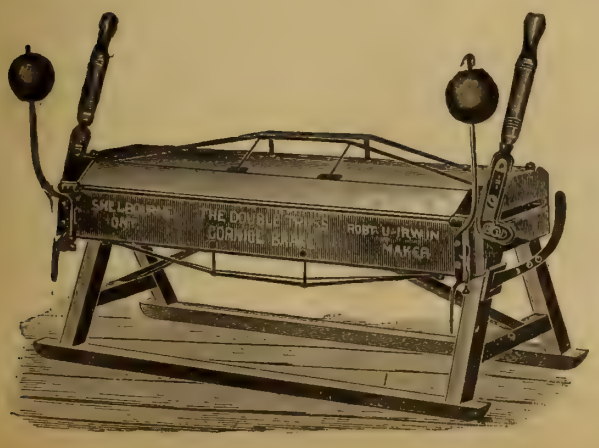
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MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, Mar. 16, 1894.

HARDWARE.

THE week has witnessed a fairly good movement in assorted lots of shelf hardware, but otherwise business has been on the quiet side. In wire nails, cut nails, etc., the question of tariff readjustment is still having a deterrent effect, but after this is settled and the reduction in freight rates on the first of April, the jobbing trade expect a sensible accession to the movement. In no lines is there any special change to mention. The goods which are moving at present consist of wire cloth, cutlery, bolts, nuts, rivets, hinges, guns, etc, orders that are coming in being for assorted lots of these. Payments continue much the same as last reported.

WIRE—In wire there has not been much trade doing, although the fact that makers now deliver free has had some effect on the movement. Competition of American wire at many Western Ontario points is a serious consideration with makers here at present. In a jobbing way there has been some demand for small lots of stove pipe wire for immediate delivery.

ROPE—There has been no change in this line, business ruling quiet. Quotations are unchanged as follows: Sisal, 7¾c. for 7-16 in. and upwards, and 8¾c. for smaller; pure manilla, 10c. for 7-16 in. and upwards, and 10½c. for smaller sizes; deep sea line, 15c.

CUTLERY—There has been a good demand from jobbers for all kinds of pocket and table cutlery, the movement in this particular being quite up to, if not in excess of, that of last year.

NAILS—There is nothing doing in cut nails and only an occasional lot of wire nails is taken for actual wants. Very little is doing in this connection for later delivery.

BOLTS, NUTS, ETC.—These goods have met with quite a good demand, all orders that have been received calling for a certain proportion of bolts, nuts, and copper rivets and burrs. The movement in T and strap hinges has been larger, if anything, than last week.

CHAIN—Nothing important to report and sellers here complain that the competition of American chain at many western points has taken away business from them.

HORSESHOES—Both horseshoes and horse nails continue dull.

WARE—Quite a lot of common and tinned iron ware has been taken since our last. Agate and enamel have not been so active.

SPORTING GOODS—A few lots of guns have been moving out during the week, but ammunition is very quiet.

TOOLS—The jobbing activity in all kinds of carpenters' tools that we have noted is maintained, every order received this week calling for them.

PLUMBING SUPPLIES, ETC.—Both building and plumbing supplies continue quiet.

IRON PIPE—There is little or nothing doing in iron pipe.

NAVAL STORES.—Business in naval stores is more advanced this season, due to the open weather we have had recently, which has hurried buyers up considerably. Dealers report a large number of enquiries from all over the country. The actual movement, however, is small, but the prospects point to free shipments early next month. The only change in values is in turpentine, which is quoted 3c. easier at 49 to 50c. We quote: Turpentine, 49 to 50c.; resins, $2.50 to $5, as to brand; coal tar, $3 25 to $3.75; cotton waste, 5½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12c.

METALS.

There is little change in the position of the heavy iron or metal market. Values generally rule much the same, but the tone is easy and it is certain that sellers, to induce business, would consent to concession on more than one line. In the way of cable changes the only news is an easier feeling in tin and copper, which are in consequence rather lower for the inside figure here. As to business, it is nil and is not expected to improve until after the budget is brought down.

PIG IRON—There is little or no change in pig iron, transactions being confined to small lots at about former quotations. We quote ex-store: Summerlee, $19 to $19.50; Eglinton, $18 to $18.25; Carnbroe, $18, and Nova Scotia brands, $17.

BAR IRON—Bar iron rules easy in tone, but though makers seem to be in an accommodating temper regarding values, the fact does not lead to any improvement in business. We quote $1.75 to $1.85 as the basis for the small business that is doing, for, as we stated last week, the outside figure has been shaded.

SHEET IRON—There has been no change in sheet iron, and demand for it is of small dimensions. We quote black sheet iron $2.40 to $2.60 as to grade, and common sheet iron $2.25 to $2.40. Russian sheets are steady at 10½ to 11c.

HOOPS AND BANDS—Some business for forward delivery has been doing in these for importation, but American competition is making it very hard for Montreal commission houses to do any business at Western


BROAD HOOP PATTERN.








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We can Supply at Once everything required in the milk delivery line—Cans, Trimmings, Pails and Sheets. We have an entirely new idea in Creamery Can Gauge, easy to solder, perfectly tight, unbreakable. Sap Buckets and Spiles. We can supply both the ordinary flaring and Montreal pattern deep straight bucket.

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"Hathaway Fence Wire."—Safe, solid and sure. The handsomest. Seen at long distance. Will not sag or get out of shape. Allowance for contraction and expansion. Suitable for farm, field, garden, lawn or trellis work. Easily put up; splices itself, and cheap.
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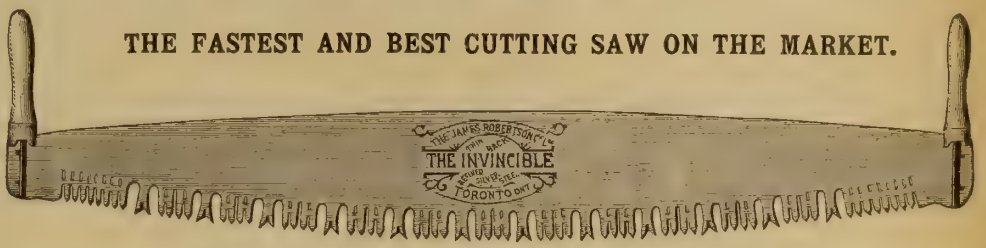
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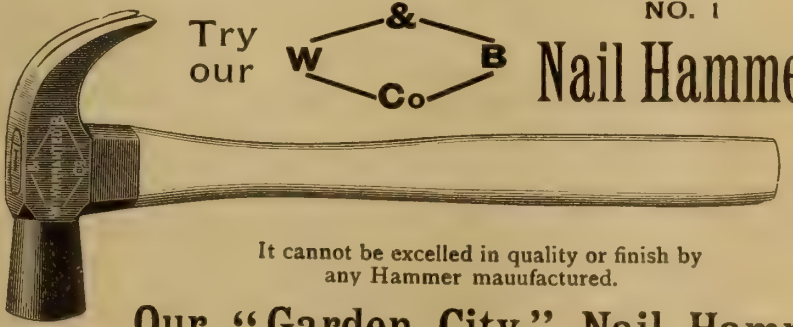
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MONTREAL MARKETS—Continued.

Ontario points. There is no change in spot quotations which range from $2.30 to $2.35.

STEEL—Remarks regarding American competition apply to import orders on steel also. We quote: Best cast steel 10½ to 12c.; sleigh shoe, $2.40; spring, $2.50; tire, $2.50 to $2.75, and round machinery steel, $3.

GALVANIZED SHEETS—Quite a number of import orders have been placed for these during the week, but aside from this business is very quiet. We quote: 4¾ to 5c. for ordinary brands; Morewood, 6 to 6¼c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., and the usual extra for larger sizes.

TIN PLATE—The easy tone in tin plates is maintained, and the fact has led to the placing of rather more orders for import. Spot quotations are the same, $3 to $3.20 for cokes, and $3.50 to $4 for charcoal.

CANADA PLATE—There is no particular change in Canada plates. Business has been quiet and prices the same at $2.45 to $2.50.

TERNE PLATES—There are quiet and nominal at $7 to $7.25.

COPPER—Copper is quiet and easy in tone, the range being quoted rather lower than last week at 10¾ to 11½c.

TIN—Cables were easier on tin from London, being $2 lower, and prices here have acted to a certain extent in sympathy. We now quote ingot tin 18c. and bar tin 25c.

SPELTER—There is no change in spelter, which continues dull at $4.50 to $4.75.

ANTIMONY—Is quiet and unchanged 10½ to 12c.

LEAD—Is dull and featureless at $2.75 to $3 for pig lead and $4 to $4.25 for sheet lead.

SHEET ZINC—There is no change in this line which rules dull, $5 to $5.25.

CEMENT—Since our last, the feature of the cement market has been the sale of 5,000 casks of English brands on Western account for shipment during the coming season. This is the first large sale made so far. There has also been a fair local demand for car lots at steady prices. Late mail advices from London say there has been no quotations or enquiries received from Canadian buyers yet, which is very unusual for this time of the year. The only way to account for it is the large stock on hand on this side. We quote for present delivery, English, $2.05 to $2.15, and Belgium $1.90 to $2.10. Firebricks continue in moderate demand with no change in prices. We quote $18.50 to $22.50 per 1,000 as to brand.

PAINTS AND OILS.

The past week has been without special features, but the recent fine open spell has led to the forwarding of some shipments sooner than expected. Orders for future delivery have been quite satisfactory. There have been fair small lots of steam refined seal oil, and quite a few transactions have taken place at 46 to 47c. We quote: Choice brands of white lead, government standard, $5.00 to $5.25; No. 1, $4.75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4½c.; No. 1, 4¼c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots, raw, 59c., boiled, 62c.; steam refined seal oil, 46 to 47c.

GLASS.

There is no change in the glass market, which has been fairly active in the case of orders for later delivery. We quote: $1.25 for first break; $1.30 second break, per 50 feet; $3 25 for first break per 100 feet; putty in bulk, $1.85.

PETROLEUM.

There has been no important change in the petroleum, market, business having continued quiet and of a jobbing character. Prices are steady. We quote: Canadian refined at 11¼c. in shed at Montreal, for round lots, and 12c. for small quantities. American petroleum, 16c. in car lots, 16½c. in 10-barrel lots, 16¾c. in five-barrel lots, and 17¼c. for single barrels, net cash; American benzine, 23 to 25c; Canadian benzine, 10¾c. Petrolea; 12½c. Montreal.

HIDES.

This market rules quiet under small receipts and a small demand. No improvement is expected until after Easter, when butchers will commence to kill more freely. The tone is steady and values show no change except lamb skins, which are easier at 75c. each. We quote: No. 1, 3½c.; No. 2, 2¼c.; and No. 3, 1¼c.; calfskins, 5c.; and sheepskins, 70 to 75c.

TALLOW.

A firmer feeling has prevailed in the tallow market and prices are a trifle higher, especially for prime stock, which has changed hands in car lots at 6⅞ to 7c., and we quote the range at 6¼ to 7c. as to quality.

WOOL.

The wool market is dull and unchanged, with orders coming in very slowly. Prices generally are unchanged. We quote: Cape, 13½ to 16c.; B.A., scoured, 28 to 32c.; Northwest, 11 to 13c.; British Columbia, 11 to 12½c., and Canadian fleece, 18 to 19c.

MONTREAL TRADE NOTES.

Turpentine has been marked down 3c. on this market.

The T. W. Ness Electrical Co., Montreal, is applying for charter of incorporation.

Caverhill, Learmont & Co. note a brisk demand for green wire cloth of all the leading sizes.

John Thorpe, the Canadian manager for Pilkington Bros., was up west this week on a business trip.

W. H. Cottingham & Co. found that the mild weather made a lot of their customers



ask for delivery of goods at once, instead of waiting until the first of next month for the reduction in freight rates.

Frothingham & Workman have taken over the agency of the Wm. Jessop & Son (Ltd.) Steel Co.

Jas. Hutton & Co. report that the past week has witnessed some improvement in orders for goods for importation.

London rates of freight on heavy material are now quoted 1-6d. to Montreal by the first vessels, which is comparatively high.

The sealing fleet goes out on the 17th, and in consequence of this buyers of seal oil are holding off and only taking small lots.

There was another deputation of the iron, nail and tack men up at Ottawa interviewing the Government about the iron duties this week.

A. C. Leslie & Co. report a steady stream of orders this week for their well-known lines of galvanized iron and tin plate for spring importation.

During the past few days a round quantity of English cement has been placed for future delivery in the west by houses here, amounting to 5,000 casks.

W. H. Cottingham paid a visit to Ottawa this week to interview the Government on behalf of the importers of paints, oils, and varnishes.

Mr. Courtenay, representing Jas. Hutton & Co., is at present making a trip through Ontario. He finds that business is rather duller than last year for the goods his firm handles.

Arthur King, representing Manders Bros.' varnishes, has left for the United States. Mr. King has just finished a three months' tour of Canada, and the business he has done has been the most encouraging in his experience.

TORONTO MARKETS.

TORONTO, March 16, 1894.

HARDWARE.

THE improvement noted last week in trade has been fairly well maintained. The feature of business is a brisk movement in fence and barbed wires. Spades and shovels and harvest tools are being shipped, but the bulk of the orders will not go forward till April. Churns are joining in the increased movement, and there has been a good demand for case lots of bird cages. Hinges are going out freely. Cutlery is showing some improvement, and the same may be said of cut and wire nails.

MARKETS.—Continued

Plumbers' supplies continue to improve and trade in builders' supplies is picking up. Sporting goods, lawn mowers and green wire cloth are all dull. A further slight improvement is to be noted in payments.

WIRE—Is going out freely, especially annealed. A further change has been made in annealed, oiled and annealed and galvanized, freight now being paid to all points in Ontario and Quebec when quantities of half ton or more are taken at one shipment. Barbed wire is in good demand, but bright ironed, and although in coppered still wire a little improvement is to be noted, no particular rush is experienced.

ROPE—This is going out freely at prices named last week, namely, 7¾ to 8c. for sisal and 9¾ to 10c. for manilla, although in a few instances these figures have been shaded a little.

CUTLERY—Shows a little more life, a better assortment now being called for.

NAILS—Cut and wire nails are a little brisker. Large orders, however, are being held back, and heavy shipments are not expected till the beginning of April.

GREEN WIRE CLOTH—There is still practically nothing doing. Prices are unchanged at $1.85 to $1.90 per 100 square feet.

TACKS—Business is a little better, but it cannot yet be called brisk.

CHAIN—Coil chain is going out freely. A number of import orders are being delivered in the country, the mild weather having allowed shipments to be made earlier than usual.

HORSESHOES—Are still going out in fair quantities at unchanged prices—namely, $3 80 Toronto and $3.85 London.

WARE—Peerless ware is in good demand, but blue and white does not show much improvement.

LAWN MOWERS—No movement has yet developed.

SPORTING GOODS—Trade is quiet and featureless.

PLUMBERS' SUPPLIES—Business in this line shows some improvement, quite a number of good orders having been filled during the week.

IRON PIPE—Is still in good demand at 65 per cent. off, although small quantities are going through at 62½ and 5 per cent.

BUILDERS' SUPPLIES—Are picking up, but the improvement is principally on country account.

MILK CAN TRIMMINGS—Are still in active demand; as are sap buckets and spiles. Tinned iron is also called for in good quantities.

TOOLS—Spades and shovels are being shipped, and sales of harvest tools are reported, although the bulk of the orders will not be going through till April. But as it is, jobbers find it difficult to supply the demand for harvest tools, manufacturers not being able to fill all the orders sent them. Wood hay rakes have been advanced in price.

FIREBRICK—Quiet and unchanged at $33 to $36 for best quality.

HINGES—Are going out freely, but the bulk of the orders are, of course, being held back for April shipment, owing to high freight rates now existing.

BIRD CAGES—Demand has improved, a number of case lots having been sold during the week.

METALS.

Except in a few lines metals are moving freely. The tin market is a little steadier, and business in ingot copper is reported to be a good deal better. Improvements are also to be noted in terne plates and antimony.

PIG IRON—The tendency of business is still towards improvement. Some sales of 50-ton lots of No. 1 Carnbroe are reported at $20, delivered. We quote: Summerlee, $20.50 to $21; Carnbroe, $19.50 to $20; Siemen's, $18.75 to $19.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: Prices continue on the same line of weakness as reported in recent bulletin. The good times which are coming drag in a most depressing way, yet the number of hopeful ones is increasing. The prediction of 60 days as the outside limit of the present state of affairs has been made by one of them. We quote for cash f.o.b., Toronto, in bond: No. 1X foundry strong coke iron, Lake Superior ore, $14.05; No. 2 X foundry strong coke iron, Lake Superior ore, $13.55; No. 2 foundry strong coke iron, Lake Superior ore, $13.30; Jackson County silvery No. 1, $16.80 to $18.30; Lake Superior charcoal, $16.25; Southern soft No. 1, $12.60; Southern soft No. 2, $12.10.

BAR IRON—Small quantities are going out, but trade is on the whole still quiet and prices unchanged at $1.85 to $1.90.

SHEET IRON—Business is keeping up fairly well, and prices are unchanged at $2.32½ to $2.78 per 100 pounds.

GALVANIZED IRON—Stocks are running down, the demand, owing to the mild weather, being larger than anticipated. Spring shipments will, however, be arriving in the course of the next few weeks, when stocks will be fairly well complete. We quote case lots at 4¾ to 5c. for 28 gauge.

INGOT TIN—A good business is reported in Lamb and Flag and Straits. Prices are virtually the same as a week ago, although there has been some shading on import orders. We still quote 19 to 20c. for small lots. On the outside markets prices are steadier.

INGOT COPPER—Business shows considerable improvement, quite a few sales being reported. Prices have been shaded a little on large lots. Prices are unchanged at 11¾ to 12c. for ton lots and ½c. extra for small lots.

SHEET COPPER—This line has shown little or no improvement during the week, although there has been a fair business doing. Prices are unchanged at 15 to 17c. per pound.

ZINC SPELTER—Is on the quiet side, but a few good orders have been received, which would seem to indicate that an improvement is anticipated shortly. Prices are unchanged at 4¼ to 4⅜c. for domestic and 4½ to 4⅝c. for imports.

TIN PLATES—Large quantities are going out, and trade in this line is reported to be fully up to that of last year at this time. Stocks are running low, demand having been better than anticipated. We quote $3.75 to $3.85 for I.C. and $3.35 to $3.50 for cake, according to quality.

BOILER TUBES—Much as before. We quote: 1½ inch, 8c.; 2 inch, 9c.; 2¼ inch, 10c.; 2½ inch, 10¾c.; 3 inch, 12½c.; 3½ inch, 16c.; 4 inch, 21c.

SHEET STEEL—Quiet and figures unchanged. We quote base price: English, $2.25 for plates and $2.40 for heads; American, $2.10 for plates and $2.35 for heads.

SHEET ZINC—While the demand is steady the turnover is not large. Prices unchanged at 5¼ to 5½c.

CORRUGATED IRON—Demand fair and prices unchanged. We quote, per square: Galvanized, 26 gauge, $4.25; 22 gauge, $7; painted, $3 to $4,50.

TERNE PLATES—Are going out freely, but only in small quantities.

HOOPS AND BANDS—Business, while keeping up fairly well, is not as good as jobbers would like, the quantities going out being small. Stocks held by jobbers are rather heavy. Quite a quantity of American hoops are being brought into this market just now.

CANADA PLATES—No new features, trade being quiet. We quote as before: All dull, $2.60 to $2.65; half-polished, $2.65 to $2.75; and all bright, $2.90.

SOLDER—Dull and featureless. Prices are unchanged at 14 to 16c., according to quantity.

PIG LEAD—A few good sales are reported, and shipments from stock have been fairly good; 2¾ to 3c. is the idea as to price. One firm reports the shipment of 15 tons to British Columbia this week.

ANTIMONY—Business in this line at last shows some improvement. Quite a number of orders, principally for Cookson's have been booked for import. Prices are unchanged at 11 to 11½c.

GLASS.

There is a little doing in small lots, but business on the whole is quieter probably than is usual at this time, which, in part at least, is attributed to the extension of import orders. Some import orders are still being booked. Prices are unchanged at $1.20 to $1.25 first break.

MARKETS—Continued

PAINTS AND OILS.

Business continues to gradually improve, and in prepared paints has reached a point that can well be termed active. A little better business is being done in white lead, but the turnover is still small. The association base price is still 5c., but there are rumors of this figure being cut, and the association will meet in Montreal to-day (Saturday) to consider the situation. In dry colors about the only articles for which there is a demand are ochres and oxides, and shellacs are about the only thing moving in the varnish line. Linseed oil market has been active, particularly on country account. Prices are steady at 60c. for raw and 63c. for boiled, Toronto, Hamilton, London, Guelph, with 2c. added for delivery at outside points. Trade in turpentine is fair only; prices unchanged at 50c. Toronto, Hamilton, London and Guelph, with 2c. additional for outside points. Paris green is not in as good a demand as is usual at this season. We quote: 12½c. in arsenic kegs, 14c. in 50-pound irons, and 1c., 3c., and 5c. extra respectively for 1, ½, and ¼ lb. packages. There is not much doing in putty, and the Association price 2c. is being cut. Payments are fair.

OLD MATERIAL.

Business continues quiet. There is no change in prices. We quote prices paid by dealers as follows: Agricultural scrap, 55c. per cwt.; machinery cast, 60c. per cwt.; stove cast scrap, 35 to 40c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 7½c.; heavy scrap copper 8 to 8½c.; old copper bottoms 7 to 7¼c.; light scrap brass 5c.; heavy yellow scrap brass 7c.; heavy red scrap brass, 7 to 7½c.; scrap lead, 1¾ to 2c.; scrap zinc, 1½ to 2c.; scrap rubber, 3½ to 4c.; country mixed rags, 75 to 80c. per 100 lbs.; clean dry bones, 45 to 55c. per 100 lbs.; borings and turnings, 10 to 15c.

SEEDS.

The bulk of the grass and clover seeds have been marketed, and dealers are jobbing out small lots as follows: Red clover, $6 to $6.25 per bushel; alsike, $4.50 to $8.50, latter figure being for fancy reproducing seed; timothy, $2.10 to $2.80, outside price being for fancy unhulled seed. The market is active and prices steady.

HIDES, SKINS, WOOL, TALLOW.

HIDES—Much as before. Dealers are paying 3c. for No. 1, 2c. for No. 2, and are selling cured at 3½ to 3¾c.

SKINS—Quiet and unchanged at 8oc.

WOOL—Dull and unchanged. We quote: Supers, 18½ to 19c., and are selling at 20 to 20½c.; extras are unchanged at 23 to 24c. Merchantable fleece is slow; dealers are paying 17 to 18c., and sales are made at 19 to 19½c.

TALLOW—Market quiet. Dealers are paying 5 to 5¼c. for rendered and asking 6c.; rough, 2c.

PETROLEUM.

On the Toronto market the demand is easing off for burning oils, while that for lubricating is increasing. We quote: 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; American water white, 18 to 19c.; photogene 20c.

The Petrolea Advertiser, in its weekly report, says: Crude oil $1 per brl. Refined, 6¼ to 6½c. in bulk, or 9 to 9¼c. in barrels in car lots f.o.b. here. There is no change in prices to report since last issue and crude remains firm.

MARKET NOTES.

M. & L. Samuel, Benjamin & Co. are shipping large numbers of "Daisy" churns.

Stewart & Wood have a large number of orders for paris green to hand.

The Toronto branch of A. C. Leslie & Co. is now at 59 Bay street.

H. S. Howland, Sons & Co. have put in a fresh stock of revolvers.

Sanderson Pearcy & Co. have been appointed agents for Alabastine.

H. S. Howland, Sons & Co. are putting on the market a first class, but cheap, horn clip called the "Novelty."

The White Lead Grinders' Association met in Montreal to-day to try and place the organization on a more satisfactory basis.

H. S. Howland, Sons & Co. have secured the agency for Canada of the "Star" nipper. The nipper is made from Jessop steel, and is warranted. A shipment is now on the way.

James Barwell reports that, although the gas fixture trade has been quiet during February, many enquiries for prices are now being made, indicating a good prospect for the spring trade.

H. S. Howland, Sons & Co. have just issued a wire price list, which is very complete, and request any of the trade who have not received one to notify them, as they would like to send them a copy.

M. & L. Samuel, Benjamin & Co. are introducing the J. Baleman shear to the Canadian trade. It is manufactured in Connecticut, and is held to have advantages not possessed by any other shear on the market. It is a straight trimmer with brass bolt, has a steel washer under the head, and is secured on the under side by a nut. The shear is full nickel plate, and is being handled in direct competition with the "Chicago" all steel shear. It is somewhat similar in design to this latter shear, but where the "Chicago" has a rubber washer the "J. Baleman" has a steel washer, which is held to be much better. Another advantage claimed for the latter is that it is steel laid instead of solid steel, thereby ensuring a more even temper. The "J. Baleman" can be sold as low, if not lower, than the "Chicago."

AMERICAN MARKETS.

NEW YORK, March 16, 1894.

PIG TIN—In sympathy with a further rise in London of about 15s., prices in the New York market hardened to the extent of about 10 to 15c. per 100 lbs. The advance, however, was quite as ineffective as that of the previous day in the direction of stimulative interest, and the market presented a quiet appearance, with indications that the strength displayed is more superficial than otherwise. It was claimed in some quarters, however, that interior dealers and consumers are buying a little more freely in view of the better appearance of affairs and that business in that direction shows decided improvement, as compared with the average of the past two weeks. Spot prices are now about 19.10 to 19.15c. for 5-ton lots.

COPPER—Rather more liberal purchases were made by consumers and the home trade demand generally was reported somewhat better. The interest did not extend much beyond moderate quantities for prompt and near future delivery, however, and had no perceptible effect upon values. Lake Superior Ingot could have been secured at 9⅝c., electrolytic at 9⅜ to 9½c., and casting at 9⅛ to 9¼c., according to brand.

PIG LEAD—There were transactions in common Western to the extent of 250 tons at 3.35c. and a few single carload lots were placed at 3 37½ to 3.40c. on the spot. The supply in local dealers' hands is very moderate, and refiners are holding back, evidently under the impression that the spring season movement will be above the late average. St. Louis advices were very "bullish." On the Metal Exchange advices were as high as 3.15c. London cable to the Exchange quoted £9 6s. 3d. for soft Spanish.

SPELTER—No change was visible in the local market. Ordinary western brands could have been readily purchased at 3.85 to 3.90c. prompt or near future delivery, but these comparatively low prices failed to stimulate buyers. Only a few single carload lots were sold. St. Louis wire to the Metal Exchange was 3.65c. London cable quoted £15 15s. for good merchant brands.

ANTIMONY—The market remains steady, with a fair business passing at about 9c. for Hallett's and 10⅛ to 10¼c. for Cookson's.

TINPLATE—General report went to show that dealers in futures were on a very moderate scale. Besides being dull, the market shows rather weak tone and prices are lower.

IRON AND STEEL—In nearly all departments the reports were of rather slow trade and disappointing situation. The exceptions were extremely few and far between. Although showing no radical change, prices continue to be irregular and more or less weak. Outside markets, according to the last mail advices, are still without sign of improvement.

SANDERSON PEARCY & CO'S

Pure Prepared Paints

HAS NO EQUAL

For all kinds of Painting.

It is made of pure and unadulterated substances which allow it to EXPAND and CONTRACT on outside surfaces without cracking. For inside work, it dries with a gloss, durable finish, equal to that obtained by the use of Varnish.

Sanderson Pearcy & Co. 130 to 138 Bay St. Toronto.



W. & S. BUTCHER, Sheffield, England, Makers for over *ONE HUNDRED YEARS* of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

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FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

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Hard Wear Paper FOR Hardware Men

Manillas, Brown Wrapping,
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PAPER

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THE E. B. EDDY CO., Hull, Canada

PERSONAL MENTION.

MR. DAVIS, representing the James Smart Mfg. Co., Brockville, was in Toronto, Thursday, skirmishing for orders.

Mr. Hawthorne, of the J. R. Torrey Mfg. Co., Worcester, Mass., was in Toronto this week.

George Verry, formerly with the Baylis Mfg. Co., of Montreal, has connected himself with the Toronto Lead & Color Co., as city representative.

Jas. Barwell, 88 Bay street, Toronto, has just returned from his trip amongst the leading manufacturers of gas and electric fixtures, and his stock for the spring trade is now complete with some of the best designs in fixtures, reading lights, hall lights, globes, and shades. Dealers in this line should call and see his stock.

Among the country merchants who have been in Toronto during the week are: J. Hackett, Hockley; T. E. Trull, Stouffville; J. M. Clark, Smith's Falls; Mr. James, of James & Read, Perth; Geo. Awde, buyer for R. Worth, Bowmanville; M. H. Smith, Oakville.

VULCANIZATION OF INDIA RUBBER

IT seems incredible that in these times, when science plays so important a part in our industrial trades, it should be said of india rubber, by one of authority, that "the chemical nature of india rubber is very little better known than 60 years ago." There is hardly an industry that has not been plainly benefited and materially advanced by scientific co-operation, and that such a statement should be made of a trade of such great commercial importance is sufficient to awaken inquiry. What science has done for so many of our other industries is fairly familiar to all, but for the rubber trade it has done very little in six decades. There is some explanation of this in the fact that rubber belongs to a class of chemical compounds whose investigation is a difficult matter. But difficulties are the true scientist's "happy hunting ground," and it is more than probable that if the manufacturers had given substantial encouragement to the chemistry of rubber, some of them would have reaped substantial rewards, and more progressive results would have been reached. There appears in the last issue of the London "Journal of the Society of Chemical Industry" a very important article on the vulcanization of india rubber. The author's investigations were upon that specific subject, of which we shall speak at greater length below; yet, incidentally, his work carried him into the more exact composition of the rubber itself, and it is not a hopeless possibility that, in the future, we may be able to manufacture india rubber artificially. Isoprene, a substance somewhat allied to turpentine, is convertible into true india rubber; its (isoprene) manufacture, however, is as yet too expensive for commercial purposes; but, this once accomplished, a long stride toward the manufacture of artificial rubber will have been gained. India rubber substitutes, which are chiefly compounds of vegetable oils with a chemical known as chloride of sulphur (a compound of sulphur and chlorine), have been extensively used for some time; but their chemical characteristics are widely different from those of true india rubber.

It is in the vulcanization process that we desire to call attention particularly. As is well known, there are two modes by which this is accomplished—viz, by heating with sulphur, or the hot process, and by the action of chloride of sulphur, or the cold process. Heretofore, little has been understood of the chemical combinations of these substances, and that has been left to the labors of Dr. C. O. Weber, F.C.S., to discover. He found that, by the treatment of india rubber with chloride of sulphur, definite chemical compounds were formed, varying according to the proportions used. Without entering upon the more technical results of his discoveries, we may state that he finds ten different vulcanization products, and says: "We may safely conclude that every one of these ten possible vulcanization products will have distinct properties which distinguish it from any of the other nine members of the series. It will be a matter of the greatest practical importance to define clearly the specific properties of each of these ten vulcanization products. There is no doubt that the degree of vulcanization of an india rubber must vary, and ought to be regulated according to the very varying uses these articles are put to, and certainly the manufacturers are fairly well aware of this truth, although I do not think they have given it half the attention yet which it deserves. This is probably, and in a large measure, due to the fact that the rationale of the vulcanization process so far has not been properly understood. Consequently, our present ways and means to carry vulcanization always to the same stage are in a very crude state as yet, and there is ample room for improvement." The author promises an extensive paper on the properties and technical applicability of these ten vulcanization products, and says that "at the present moment the vulcanization of india rubber articles with chloride of sulphur is of rather limited applicability, the vulcanizing through of anything like a substantial thickness of india rubber, or even the homogeneous vulcanization of thin rubber films, being impossible with this vulcanizer, on account of its rapid and energetic action," as at present employed. In conclusion, he says: "I feel justified in already now expressing the opinion, proof of which I shall furnish in the next paper, that the vulcanization process of the future for india rubber articles of every description will be some process based upon the chemical theory of the chloride of sulphur vulcanization as above propounded. No doubt there are considerable difficulties in the way of this improvement, but they are not insurmountable, and from certain observations in advance of the present paper, I infer that by such a new process the ordinary chloride of sulphur cure (cold cure), as well as the sulphur cure (dry heat and steam cure), will be altogether superseded, and I really doubt very much whether the latter will be able to hold its own even in the manufacture of ebonite. Indeed I have no hesitation in saying that the sulphur cure as in use at present is an exceedingly crude, unreliable, antiquated and unscientific process, which is being kept alive only by our ignorance of the chemistry of india rubber."—N. Y. Journal of Commerce.

SELECTING ROPE BY ITS COLOR.

THERE is an article going the rounds of the press giving instructions as to selecting rope, says an exchange, and some hints as to the present methods of rope manufacture from hemp, and also the determination of the various qualities and probable strength of the product from its appearance. According to a German periodical a good hemp rope should be hard, but pliant, and "of a yellowish and a greenish-grey color, with a silvery or pearly lustre." This is a very clear statement of things, and, of course, any one upon reading it would at once be able to immediately determine whether the correct proportion of green and grey color and pearl or silver lustre is mixed in the product. This paper further states that a dark or blackish color indicates that the hemp has suffered from fermentation in the process of curing, and brown spots indicate that the rope was spun while the fibres were damp, and is consequently weak and soft in certain places. It is also asserted that sometimes rope is made of inferior hemp, on the inside, covered with yarns of good material—a fraud, however, which may be detected by dissecting a portion of the rope. It is also stated that other inferior ropes are made with short fibres or with strands of unequal strength or unevenly spun—the rope in the first case appearing wooly, on account of the number of ends of fibre projecting, and, in the latter case, the irregularity in the manufacture is easily detected by any competent judge of cordage. While these strictures upon the manufacture of rope may in a measure have some foundation, in fact it still remains to be stated that of all the various brands of manilla rope now on the American market, very few show any indications of adulteration or substitution in material. Their relative value, however, is principally dependent upon the original strength of the fibre and its method of manipulation.

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SS. SMOKELESS POWDER Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.

429 Board of Trade Building

MONTREAL, Agents.

SEND FOR PRICE LIST.

PARIS GREEN Takes a Tumble

Buy it at your own figures. Combination prices broken.
What caused it? -- Read below:

A BONANZA FOR DEALERS

Church's Potato Bug Finish

READY FOR USE DRY NO MIXING REQUIRED

Sticks to vines and finishes the whole crop of Potato Bugs with one application. Also kills Curculio and Tobacco Worm. The only safe way to use a strong poison. Cheap.

NO MORE WATERY POTATOES
WORTH ITS COST AS A FERTILIZER
DOES NOT INJURE THE VINES

WAIT FOR OUR TRAVELERS, WHO WILL TELL YOU ALL ABOUT IT

Alabastine Company, Paris, Sole Manufacturers.

HILL & FORBES, 327 ST. JAMES ST., MONTREAL: Agents for the Province of Quebec.

A HINT ON DRAWING.

WHEN you begin to think out how to do a job is the time to begin to learn to draw, says Sanitary Plumber. Put your ideas on paper, no matter whether you can draw as other people do or not. Put down the marks, and let them mean something. If you have a new job to do, get it in shape on paper, so that you understand it. If you put down a square for a door, write "door," if you can't remember it any other way. Let your pencil and your paper go along with you constantly. Wrapping paper does not cost much, and a working drawing can be made on it just as well as on the most expensive Whatman or French Torchon. Many mechanics say, "I can't draw!" "I never could draw!" "I could not make a picture of a horse so anybody would know it." The answer to that is, it is not important that you should make a picture of a horse, and it is not important that anybody should know that you intended to make a horse. The first thing to be done is to make a drawing which you can understand yourself, and upon which you can put down the various things necessary to remember. If you understand the lines, the principal thing is accomplished. It will not take long for your workmen to understand them as well. There is one caution, however, to be made, that is, don't attempt to make everything full size; because you are a poor draughtsman it is no reason that you should try to spread the stretch of a range boiler and connections all over the side of the shop. Draw to a scale when you can; an inch to a foot, or three inches to a foot, are good scales for the workshop. Work with your pencil. Look at the pictures in the trade papers and see how the thing is done. Most of the illustrations in them are of a simple, practical kind, so that anybody with a straight edge and a lead pencil could copy them on a scale of three inches to the foot. There are a great many people, however, who can draw well, and this quality is especially valuable when talking about a job, and trying to get a contract. If you can sit down and quickly show a man just what is to be done, and where pipes are going, connections to be made, and fixtures to be placed, he will generally begin to have a confidence in you that will be valuable. Again, if you can draw quickly and easily, you can often show a workman a sketch which will give him all the instructions he needs. He will know just how to proceed with a job that would otherwise require much explanation. The running of pipes, the arranging of heaters, the location of soil pipes, and the like, can all be laid out, and very much less left to the judgment of the workmen on the ground than is usually the case. The sketch also has an advantage. It does not forget. It can go along with the man, a paper memory that will not easily make a mistake.

TORONTO PICKET WIRE FENCE CO.



TORONTO

BIGGEST CARGO CARRIED SINCE NOAH'S DAYS.

The New York Sun of recent date says: "The twin-screw cargo steamship Cevic, of the White Star line, biggest freighter afloat, sailed on her maiden voyage to Liverpool with the largest cargo ever stowed in a single vessel since Noah's time. Exclusive of 820 Western steers, the cargo consisted of 14,000 tons of merchandise, including 150,392 bushels of corn, 9,030 bales of cotton, 3,200 quarters of beef, 1,955 pigs of copper, 2,328 pigs of lead, 3,491 bags of flour, 56 logs of mahogany, 511 bales of hay, 3,338 boxes of cheese, 1,955 barrels of oil, 1,999 barrels of green hides, 639 barrels of wax, 408 boxes of bacon. The value of the entire cargo is computed to be somewhat less than $500,000. It is likely that the Cevic will make the trip to Liverpool in nine days. She is 520 feet long, 60 feet wide, and 38 feet deep. She is commanded by Capt. Robert Nichol."

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. B. O. ARCHAMBAULT, grain dealer, Montreal, has assigned at the instance of O. Laventure, St. Ours. Liabilities unsecured, about $21,000. Principal creditors: A. A. Normandin, $723; E. Lacroix, Mirable, $1,073; Sincennes & McNaughton, $681; C. Guertin, $500; Banque Ville Marie, $5,174; A. M. Archambault, St. Antonie, $3,226; Jacques Cartier Bank, $2,111.

Miller Bros. & Tom, machinists, Montreal, are liquidating.

George Reading, general merchant, Port Hope, has assigned.

Charles Smith & Co., machinists, Toronto, have assigned to E. Still.

J. V. Rae, general merchant, Arrow River, Man., has assigned.

R. W. Mowat & Co., hardware, Trenton, have assigned to W. Hope.

John King & Co., foundrymen, Peterboro', have assigned to C. W. Sawers.

Emma C. Campbell, general merchant, Apple Hill, Ont., has assigned.

H. W. Allen (late), general merchant, Essex, is offering to compromise.

C. G. & G. Southwick, general store, Hawtree, have assigned to J. H. Oswald.

Charles Nix, harness, Uxbridge, is offering to compromise at 50c. on the dollar.

John Wallace, general storekeeper, of Dundalk, has assigned to F. H. Lamb.

John Stevenson, coal and wood merchant, Peterboro', has called a meeting of his creditors.

Amedee Pellerine, general merchant, Maddington, has compromised at 40 cents on the dollar.

Brault, Vital & Co., St. Louis de Gonzaque, Que., is offering to compromise at 50c. on the dollar.

Henry Chapman, Stayner, hotel keeper, has assigned to W. A. Campbell, with liabilities of $3,000 and assets of $3,500.

R. Clegg, general storekeeper, of Claude, has failed. The liabilities are in the neighborhood of $1,700 and assets $1,500.

J. N. Cote and Jos. Julien have registered a partnership in Montreal under the style of Cote & Julien, gas and steam fitters.

M. McLeod, general merchant, Baddeck, N.S., has assigned. So has J. T. Linkletter, in the same line of business at Northam, P.E.I.

Wm. Burke, general storekeeper, Waldemar, has assigned to J. W. Lawrence, of John Macdonald & Co. The assets and liabilities are placed on a parity at $1,500.

William Euard and G. M. Macdonald, hardware merchants, Montreal, have assigned with liabilities of $60,000. Among the creditors are E. & C. Gurney, Toronto, $2,300; Burrow, Stewart & Milne, Hamilton, $1,159.

Gougeon & Michaud, of Lachine, general merchants, have assigned at the demand of E. B. Greenshields. The principal creditors are S. Greenshields, Son & Co., $970; Alfred Eaves, $544; Gault Bros. & Co., $480; Ontario Bank, $316; Liddell, L'Esperance & Cie, $444. The total liabilities are $4,000.

George A. McLaurin, general merchant and fur trader, of Savanne, Thunder Bay district, has made an assignment to John Ferguson, Toronto. The liabilities amount to $14,816 and the assets to $14,621. A meeting of creditors will be held at the assignee's office on the 20th of March, at three o'clock.

A meeting of the creditors of D. McKellar & Son, general merchants, Belmont, was held in the office of Macdougall & Robertson, St. Thomas. The assignee, W. H. Odell, was confirmed and instructed to wind up the estate. S. Curtis and O. Dier were appointed inspectors. The assets are about $800, the book-debts $115, and the liabilities about $3,800.

The Ontario Coal Company is again financially embarrassed, and the sheriff is in possession. When the company failed about a year ago for upwards of $900,000 a compromise was effected at 45 cents on the dollar, but the trustees who have been carrying on the business find that this amount cannot be paid. It is said that the estate will not pay more than 10 or 15 cents on the dollar.

Ignace C. St. Armour, hardware merchant, Montreal, has assigned at the demand of Mongenais, Boivin & Co. The principal creditors are McArthur, Corneille & Co., $226; Caverhill & Learmont, $431; J. A. Bulmer & Co., $357; James Robertson & Co., $476; Thibaudeau & Bourdon, $258; Thomas Davidson & Co., $318; William McNally & Co., $375; H. R. Ives & Co., $236; Canada Paint Co., $476; Banque Jacques Cartier, $1,100; Charles Bethel, $1,200; A. C. St. Armour, $1,100. The total liabilities are close to $8,000.

PARTNERSHIPS FORMED AND DISSOLVED.

E. McKee & Son, blacksmiths, Coaticook, Que., have dissolved.

Mills Bros. & Huestis, general merchants, Sussex, N.B., have dissolved.

Cusson & Vinette, blacksmiths, is the name of a new firm formed in Montreal.

J. E. Price and Samuel Allison have registered a partnership in Norton, N.B., to carry on business as general merchants under the style of Price & Allison.

SALES MADE AND PENDING.

The business of J. Gibson, blacksmith, Wheatley, is advertised for sale.

The general stock of John Wallace, Dundalk, is to be sold by auction March 20.

The stock of the late Frank Squibb, plumber, Hamilton, has been sold to Fairley & Stewart at 26 cents on the dollar.

J. W. Jones, Monday, sold the general stock of H. W. Moorehouse, Port Alma, valued at $3,861.87, to Edmund Yellat, at 56 cents on the dollar, and at the same time, the stock of Charles Martini, of Rodney, hardware, stoves, etc., valued at $1,093 03, to G. A. Hugill at 88 cents on the dollar. The latter is the best bid ever realized by Mr. Jones.—Advertiser, London.

CHANGES.

A. Belanger, blacksmith, Rigaud, Que., has sold out.

J. A. Beattie, general merchant, Hespeler, is giving up business.

Eli Blueman, general merchant, Hawkestone, has been succeeded by T. H. Baker.

Kingau & Co., hardware merchants, Peterboro', have been succeeded by Kingau & Allen.

FIRES.

Clark & Paul, tinsmiths, Milford, have been partially burned out.

DEATHS.

George F. Smith, ship broker, St. John, N.B., is dead.

TONGUE FRUIT.

BY OLDSTAGER.

WHAT kind of tongue fruit are you bearing, young man—you behind the counter? What impression are you implanting in the breasts of the customers who come to buy from you? Are you leaving, by your chaste conversation, a conviction in their hearts that you are a straightforward and honorable young man? One upon whom they can rely; one who would not stoop to take an advantage of them, but whose word is true, and in whom they can have implicit faith? Do you, by your every word and act, show your fellow-clerks that there is only one way to succeed, and that is the way of manliness and honesty? If you do, you are of more value than gold to the man who employs you, and you will bear fruit which will live, not only in this world, but in that which is to come. Such a man may have to work for a man who, as the saying goes, has no use for him, but the fault is in the employer, not in the man. There is something in the employer that is evil; but even in such a place, such a man will bear good fruit. The customers will trust him when they would not the employer. I know men in the city of Toronto to-day who were let go, not because there was any fault in them, but because every look of their honest face cut the unscrupulous employer deeper than a knife. Even if he lets you go, he will never forget that there is such a thing as an honest man. Therefore, bear good Tongue Fruit, young man.

Show Cases, Amberg Letter Files, Cashier Cash Registers, Mantels, Pulpits, Church Chairs, Lodge Furniture and Library Furniture.

Large stock must be closed out at Manufacturers' Cost.
Giving up Manufacturing these lines.

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H. BOKER'S
WIRE FENCING PLYERS

..ARE THE..

Best and Cheapest in the Market

LOOK FOR THE

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SOLDER.

Half-and-Half Solder.
Plumber's Solder.
Refined Metal Solder.
Triangular Solder.

We guarantee all OUR GOODS! If found unsatisfactory can be returned at our expense.

TORONTO SMELTING and REFINING WORKS

92 and 94 Queen St. E., TORONTO.

VARNISHES

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Unicorn Brand

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Don't be deceived. We guarantee them against all.

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ESTABLISHED 1842.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

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BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. — Three Rivers.
Lac a lac Tortue. — Grand Piles.

GEO. E. DRUMMOND,
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The Cradle Churn

The Easiest to Clean and Operate and Guaranteed in every Particular

Send for Descriptive Circular and Testimonials.

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To the Trade at prices that you can make something out of them.

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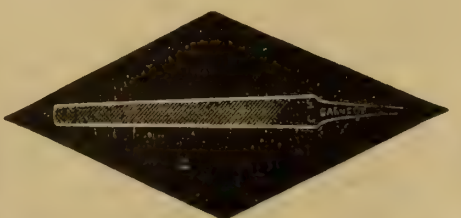
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HAMILTON, - ONT.

BLACK DIAMOND



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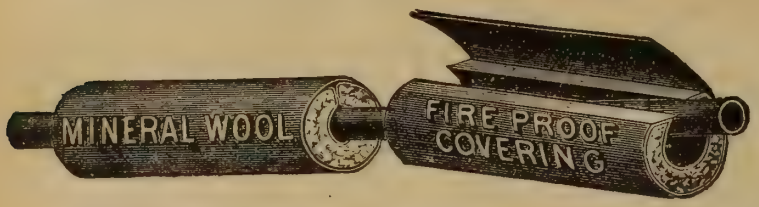
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Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
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Climax Sawfiles. — AND — **Lightning Sawfiles.**

EVERY OTHER DESCRIPTION OF SAW FILES.



Fuel is a Large Item in Your Expense Account

CUT IT DOWN ONE-THIRD

By covering your Steam Pipes and Boilers with SECTIONAL MINERAL WOOL COVERING, preventing condensation and loss of steam.

Others have done it, why not you? Full line ASBESTOS GOODS on hand

Canadian Mineral Wool Co., Ltd.,

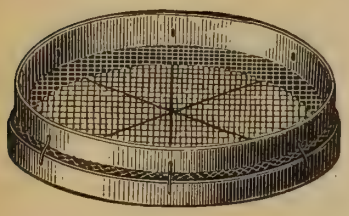
111 BAY STREET, TORONTO.

GEO. A. COWAN, Montreal Agent, 204 St. James St. GEO. R. THOMPSON & CO., Manitoba Agents, Winnipeg.

Sand Screen Cloth—Sand Screens Masons' Hand Screens

For Stonemasons, Bricklayers, and Plasterers.





Write for Catalogue and Price List.

THE B. GREENING WIRE CO., LTD.

Hamilton, Canada.

ACTUAL VS. APPARENT ECONOMY.

WHETHER a certain purchase for or improvement in the manufactory will prove to be economical in its results is often very difficult to determine, says Iron Age. Even judgment based upon continued use may not always be accurate, and the known saving at the spigot may be more than counterbalanced by the unknown waste at the bunghole.

The well informed superintendent or engineer is often saved from disastrous financial results solely by his knowledge of the experience of others with schemes or machines that upon the face bore every evidence of assured actual economy, but in practice proved exactly the opposite. So, too, in buying such articles of constant use as oil, belts, coal, waste and the like; only extended experience or careful investigation will lead to avoiding the purchase of material because it is cheap, and not because of its known efficiency or wearing qualities.

Just how long it shall take a machine to pay for itself in the saving that results from its use in order to prove an economical investment is, of course, open to discussion; but it is certain that many special machines did not come up to the guarantee of displacing a stated number of lathes or planers, because of lack of work for it to do and the consequent loss on the interest account while it remained idle.

Changing the form of a pattern in order to save metal in the casting frequently appears like an excellent economical move, but when the proportionate cost of a new pattern per casting made, perhaps accompanied by an increase in the labor of molding, is fully considered, the balance is frequently found to fall upon the wrong side. Speeding up an engine in order to obtain a large output for the given investment is all right until the point is passed above which the speed tends much more rapidly to destroy the engine, and thereby reduce its "horse-power hours" capacity for running.

Low priced pattern lumber looks cheap upon the bill, and its dearness is not to be discerned in the lump sum cost of the patterns, but nevertheless the extra time spent in trying to get our good pieces together with the resulting waste will almost always prove the highest priced lumber to be the cheapest.

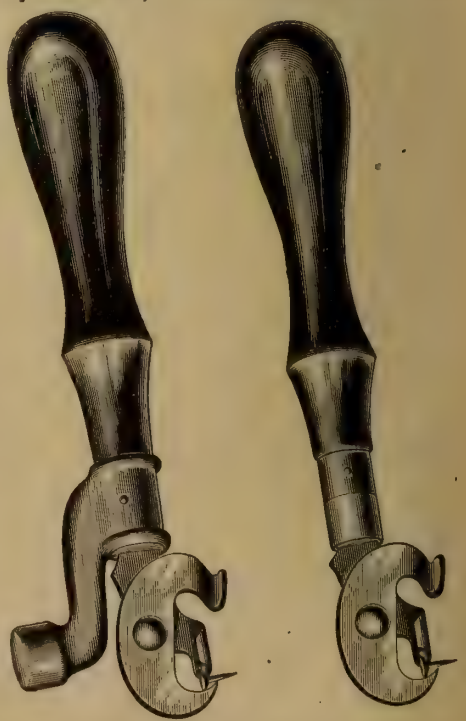
Apparent economy is most likely to appeal to the business man, while the actual economy is only discerned by the engineer or superintendent, who is brought into intimate relations with methods and results. It therefore becomes the mechanical man to be diplomatic, if he wishes to secure certain improvements and has to deal with a man who looks only at the dollars and the immediate results.

The engineer may determine in his own mind upon the desirability and the assured economy that will result if certain expenditures are made. But in many cases it will be well for him to present only a portion of his scheme at once. He may plan out an entire remodeling of the establishment; but if he has to deal with men who cannot see the assured results of the improvements, it behooves him to change a little at a time, to show clearly the actual economy resulting and thereby beget confidence in his sagacity and ability.

A short time since it was reported in a mechanical journal that a certain machine manufactory had, through the employment of an expensive but thoroughly experienced man, by the simplification and standardizing of designs, and by making an extensive line of jigs and templates, reduced by one-half the cost of manufacture of the given machines. Whether this was actual or apparent saving did not appear; but the comparison between old and new methods could not be fairly drawn without making due allowance for the increased salary list and the interest on and depreciation of the special tools.

"LITTLE GIANT" TACK PULLER.

A NEW style of tack puller is being introduced to the trade by M. & L. Samuel, Benjamin & Co. It is aptly termed the "Little Giant." There are two styles of them, as our illustration shows, the



one being hammer and "puller" combined, while the other is a "puller" only. The "Little Giant" is highly recommended, and is cheap in price. With these two characteristics it should sell well.



CHINA STEEL WARE

The finest decorated Enamelled Ware made.
Supplied in various designs for
table and toilet sets.



PURITANA IMPROVED ENAMELLED WARE

Made in White, Grey Granite, Cologne Granite, and all colors, also in decorated
Supplied in every article selling in Enamelled goods.

Imported t rough the General Agents for Canada:

PAINCHAUD, SQUIRE & CO.,
Antwerp (Belgium), and Montreal.

The Toronto Lead & Color Co.'s

SPECIALTIES ARE . . . .

"Star" Pure White Lead

Bearing Association Label.

Pure Prepared Paints

Celebrated Now for Ten Years.

Carriage Gloss Varnish Paints

These Lines are in the hands of the Best Hardware Dealers in Canada.

MONTREAL, Feb. 6th, 1894.

To the Stove and Heater Trade:

We are about moving our works to the most modern plant in Canada, at St. Henry, near Montreal. Our New Catalogue will be ready early in March, when our travelers will be on the road with a full line of Stoves, Hot Water Heaters, Soil Pipes and Fittings, and other lines that we make. Kindly wait their arrival, as we have the very lowest prices and best goods.

Yours respectfully,

The Wm. Clendinneng & Son Co., Limited,

Stove Manufacturers and Founders,

Montreal and St. Henry, Que.

SOME ARTISTIC TROPHIES.

HEREWITH we present to our readers some specimens of Canadian silversmithing, which evidence very plainly the rapid strides which are being made in this branch of Canadian manufacturing. They are the product of the Toronto Silver Plating Co.'s factory, and are made of sterling silver, a branch of the business that this company have been trying to push for some little time past. In former years most of the sterling silver trophies and artistic hollowware used in this country had to be imported from Europe or the United States, but of late several of our most enterprising firms have gone into its manufacture, until to-day, one can have almost any article made just as well and cheaply at home as abroad, thus saving the duty on the imported article.



THE "RIDEAU" CUP.



THE RUGBY CUP.

This fact should be borne in mind by those in the trade having special orders for sterling silver articles.

The "Rideau" cup, illustrated in this article, was competed for at the annual meet, held at Rideau Hall Grounds, Ottawa, in October last, in open steeplechase.

The Curling Trophy, illustrated herewith, in something quite new in this line, and is handsome as well as original. It is also made for regular sale in electro-plate, and can be finished up in different styles, to suit the ideas of the purchasers.

The company have already made two of the latter, one of which was presented to the local club by James McKendry, mayor of Peterboro'. The other was presented by the Port Arthur hotel keepers, for competition amongst the members of the Port Arthur Curling Club.

The Football Cup was presented by the Ontario Rugby Football Union, Intermediate Series, for annual competition, and was won last fall by Osgoode Hall second team. This is a Challenge Cup, and can only be held from year to year by the winners.

It is announced that the binder twine industry at the penitentiary, Kingston, will be under separate control, the responsibility of the industry being vested in a manager, whose selection, however, has not yet been made. The discipline of the establishment, as well as throughout the prison, will remain with Warden Lavell, but the detailed work will not be added to his already crowded duties.

In a recent meeting of the New Westminster Board of Trade the following were duly elected the office bearers for this year: President, Mr. John Wilson; Vice-President, Mr. T. J. Trapp; Secretary-Treasurer, Mr. D. Robson; Councillors, Messrs. D. S. Curtis; G. G. Major, Mayor Hoy, A. J. McColl, D. J. Munn, G. D. Brymner, J. W. Creighton and W. A. Duncan; Board of Arbitrators, the above Council and Messrs. J. G. Scott, W. H. Keary, C. E. Woods and James Johnston. A. J. McCall and W. H. Ker were elected members.



THE CURLING TROPHY.

IDEAS FOR HARDWARE MERCHANTS

BY D. T. Mallett

HALF PRICE

THE original selling price of "Ideas for Hardware Merchants" was $1.00; the price now is **50 cents,** and only handled by ourselves. We bought out the publishers at a bargain, hence the exceedingly low price.

> "There is a tide in the affairs of men
> Which taken at the flood leads on to fortune;
> Omitted, all the voyage of their life
> Is bound in shallows and in miseries."

This is the opportunity of your life. Will you grasp fortune as she rapidly glides past you and within reach? We have only a limited number of copies and they are rapidly going. Mailed on receipt of price, postage prepaid.



The J. B. McLean Publishing Co.

10 Front Street East, Toronto, Ont.

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.



For Iron Fencing, Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

THOS. FIRTH & SONS, Ld.

Best Crucible Cast Steel.

STEEL, PEECH & TOZER, Ld.

Bessemer Steel,

Open Hearth Steel.

Agents,

James Hutton & Co.

MONTREAL.

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
M.L.S. equal to Bradley		
I.C., usual sizes	$5 50	$5 75
I.X., "	6 75	7 00
I.X.X., "	8 00	8 25
Raven & P.D. Grades—		
I.C., usual sizes	4 00	4 25
I.X., "	5 00	5 25
I.X.X., "	6 00	6 25
I.XXX., "	7 00	7 25
D.C., 12½ x 17	3 75	4 00
D.X.,	4 75	5 00
D.X.X. "	5 75	6 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	3 35	3 50
I.C., special sizes	3 60	3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets		7 25
I.X. Terne Tin	9 25	9 50
Old process I.C.		13 00
" " I.X.		16 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½	6½
26 "	6¾	7
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 85	1 90
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 60
Hoop " "		2 60
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
⅜ "	2 35
½ " and thicker	2 25

Sheet Iron,

1 to 20 gauge	2¾, 3
22 to 24 "	2⅞, 2¾
26 "	2¾, 2¾
28 "	2¾, 3

Canada Plates.

All dull	2 65
½ polished	2 75
All Bright	2 90

Iron Pipe.

Wrought 62½ and 5 p.c. to 65 p.c.
Galvanized, 40 to 45 per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6	6 3-5
" ¼ " "	4⅝	4¾
" 5-16 " "	4¼	4½
" ⅜ " "	4⅛	4⅜
" 7-16 " "	3¾	4
" ½ " "	3⅝	3⅞
" ⅝ " "	2⅞	3
" ¾ " "	2 4-5	2⅞
Trace, per doz. pairs	$3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz yards	0 13	0 50
Jack chain, double, per doz yards	0 15	
Jack chain, brass, single, per doz yards	0 20	1 10

Copper—*Ingot.*

English B. S ton lots	0 11¾	0 12
Lake Superior	0 12¼	0 13

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 22	$0 25
" round & square		
1 to 2 in	0 20	0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 15	0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 16	0 17

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 18	0 19
" 35 to 45 " "	0 16	0 17
" 50 lb and above per lb	0 15	0 15½

Boiler & T. K. Pitts.

Plain Tinned per lb		0 21
Spun "		0 25

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge, up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20	0 21
" " 27 to 30 "	0 23	0 25
" " 30 and up	0 26	0 28
Sheets, hard-rolled 2x4 ft.	0 21	0 23

Zinc Spelte .

Foreign, per lb	0 04½	0 05
Domestic "	0 04⅝	0 04¾

Zinc Sheet.

5 cwt casks	0 05½	0 05⅝
Part casks	0 05½	0 05¾

Lead.

Imported Pig. per lb	0 2⅞	0 03
Domestic "		0 02¾
Bar, 1 pound		0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½	0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04¼	0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.	
Bar Half-and-half (guar.)	0 14	0 15
Standard	0 13	0 14
Wire	0 17	0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 11½	0 12
Other makes "	0 10½	0 11

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	5 00
No. 1 Do. "	4 75
No. 2 Do. "	4 50
No. 3 Do. "	4 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 05	
2nd qualities "	0 90	
Barn (in bbls)	0 80	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05	
Chrome Yellow "	0 11	
Golden Ochre	0 06	
French "	0 05	
Marine Black	0 09	
" Green	0 09	
Chrome "	0 08	
French Imperial Green	0 19	

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35	1 40
" " (J.F.L.S.) " "		2 75
" " Royal " "	1 10	1 15
Venetian Red, (best) " "	1 80	1 90
English Oxides per cwt	3 00	3 25
American " } " "	1 25	1 90
Canadian " }		
Paris Green, per lb	0 13½	0 15
Burnt Sienna, pure, per lb	0 08½	
Burnt Umber "	0 05	
do pure	0 08	
Drop Black "	0 09	
Chrome Yellows "	0 12	
" " Lemon pure,		
8 lb. tins, per lb	0 19	
Chrome Greens "	0 12	
Golden Ochre	0 03½	

Varnishes (in bbls).

No. 1 Furniture, per gal	0 69	
Extra "	0 90	
Brown Japan "	0 65	
Brown Japan, Turpentine p. gal.	0 85	
No. 1 Carriage "	1 30	
Gold Size Japan "	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish	1 30	
Oil Shellac	1 40	
White Shellac	2 25	

Linseed Oil (in bbls)

Raw, per gal	0 60	0 62
Boiled "	0 63	0 65

Turpentine (in bbls)

Selected Packages, per gal	0 50	0 52

Castor Oil.

Best, per lb	0 07½	0 08

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue (in bbls)

Common, broken	0 10	0 11
French medal	0 11	0 13
Cabinet	0 13	0 15
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 17
Coopers	0 17	0 19

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Centra: Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, common, 15 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads. in ½ lb. bags	0 70
Best thick white card wads. in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " ... 0 65 1 25
Brad, ... 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 to 25 and 10 p. c.
Copper, discount, 40 to 40 and 10 pc. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 per cent.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking. 9 00
" 2, " 4 50

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers'..... .. 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 pc.,
Loose Pins, " 65 & 10 to 70 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardin Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz.... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White, lump, per cwt 0 60 0 65
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. from factory 60 and 2½ per cent. From stock 60 per cent

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 o 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft
16 to 25	1.20-25	2.40	1.75	
26 to 40	1.40	2.70	2.00	
41 to 50		3.10		4 50
57 to 60		3.40		5.00
61 to 70		3.70		5.50
71 to 80		4.10		6.25
81 to 85		4.50		7.00
86 to 90				8.00
91 to 95				9.00
96 to 100				10.00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass

Pilkington's ordinary.
1st break 4 0
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each 0 30 0
Enamelled " 0 55

Grindstone Fixtures.

P. S. & W., per doz 3 88 4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 13

Ball Pean.

English and Can., per lb . 0 25 0 30

Handles.

Axe per doz 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 45 to 47½ p.c. dis

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 03 3-5 0 04¾
Screw hook and hinge—
6 to 10 in., per set 0 00 0 04
12 up " 0 00 0 03

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's..... 1 50 2 20
" Shepard's, dis 50 to 60 c

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 45 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 40 and 5 to 40 and 10 per cent

NEW ARRIVALS

30 Cases CUTLERY AND GUNS

ALL NEW GOODS.

Finest Finish. Best Value.



NEW ARRIVALS

20 Casks Cattle and Trace CHAINS

10 Tons Coil Chain.

Five Cars Window Glass.

Bowman, Kennedy & Co., London, Ont

Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 50 to 55 per cent.

Horse Nails

Canadian, dis. 65 to 70

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " " .. 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2.20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 27½ per cent. to 30 per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy.....	2 30
40dy.....	2 35
30 dy.....	2 40
20, 16 & 12 dy.....	2 45
10 dy.....	2 50
8 & 9 dy.....	2 55
6 & 7 dy.....	2 70

2. American Pattern Only

from 4 to 5 dy	2 90
3 dy. (lath).....	3 30

3. Canada Pattern Only

from 4 to 5 dy	2 80
3 dy. (lath).....	3 20
3 dy. A.P. Fine	3 90

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 5 per cent. from List Jan. 8, '92 Extras as per List for special nails Terms, 4 months or 3 per cent. cash.
Brads & Moulding Nails, 75, 5 per c. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.

Poultry, 60 per cent dis.
Import 60, 10 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R. Seal.....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 33⅓ to 35 p.c. dis

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent. cash.
Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 50 and 10

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	7¾	9¾ 10
¼, 5-16, ⅜ in.....	8½	10½ 10½
Cotton, per lb.....	18	20
New Zealand	8½	9
Russia Deep Sea, per lb..	12½	13½
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 35 to 37½ per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent. to 40 per cent
Cross Cut, Disston's, per ft. 35 to 55.
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H 70 " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 70 p.c. off

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ½ or ⅛ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3¾ 4
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enanelled cans, per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2 " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 55 per cent
" tinned, dis. 57½ per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 60 per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 p. c to 65 p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p.c
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p c

Ties.

Cow, per doz 1 75 2 50

Tinner's Shears and Snips

P. S. & W., net list.
Canadian 10 to 15 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ p.c. to 35 p.c
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz..... 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown..... ..... 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50

Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Annealed, annealed and oiled, galvanized 20 per cent. dis.
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal
Plus 10 cents f.o.b. Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 5¾ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } 4 4½
" 4 " 4 & 6 " " }
" Plain twist, all deld 3¾ 4
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 03¾ 0 04
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 85 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 5 to 70 and 10 p c
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 .
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR

SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE HOLLOW WARE

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR

WM. ROGERS. KNIVES, FORKS, SPOONS.

Manufacturers of the

Finest Quality Electro-Plated Ware.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.

FRANCIS HYDE & CO.

Builders' Supplies We make a specialty of Scotch Fire Clay Flint Glazed Sewerage Pipes, Fire Bricks and Fire Clay Agricultural Drain Tiles, White Enamelled Bricks and Tiles for walls. Best brands London Portland Cement.

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your house until you have sent for our 1894 sample card, showing 24 harmonious combinations in colors. They will help you to paint artistically and to preserve as well as beautify your home.

JOHN LUCAS & CO.

Philadelphia, New York, Chicago

BLACKSMITHS' TOOLS.



Horseshoe Vises.

Price, No. 1, - $4.00
" No. 2, - 7.50

Will save their cost in a week's sharpening. . . . .

A. B. JARDINE & CO.

HESPELER, ONT.



You will Insure Success IN THE STOVE Business, by selling



"Souvenir" Stoves and Ranges

They are Leaders and Sure Profit Makers.

If you are not acquainted with the superior merits of these goods, order samples, and you will lead your competitor in sales.



The Gurney-Tilden Co. Ltd.

Successors to The E. & C. Gurney Co.

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"THE FINEST IN THE WORLD."



Clauss Shears & Scissors

"Clauss" Shears, Scissors, Razors, Bread, Cake, Paring and Carving Knives.

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CLAUSS SHEAR CO. 67 Adelaide Street East, **TORONTO, ONT.**

MUNN'S LIQUID GLUE

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THE ART METROPOLE, Agents.

131 Yonge Street, TORONTO.

OUR SALES OF

"BURHAM" Portland Cement

For the past 8 months have been

25,499 CASKS.

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Sole Consignees for Canada,

McRAE & CO., OTTAWA

TRUSS AND CABLE FENCE WIRE.

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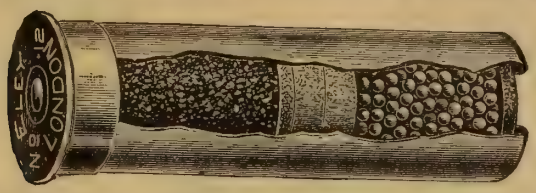
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IS STRONGER AND COSTS LESS PER ROD

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Any other Strand of EQUAL WIDTH in the Market.

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Loaded with Best Powder and Patent Shot.

ELEY'S GUN WADDING



Manufacturers of EB and other Percussion Caps.

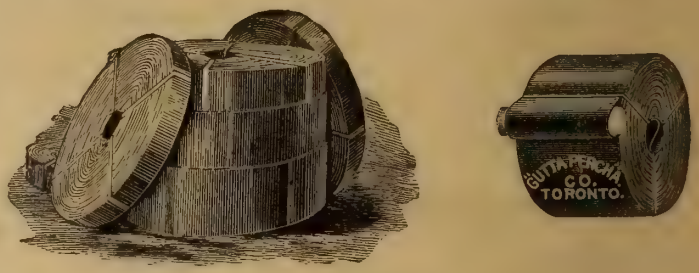
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254 Gray's Inn Road, LONDON, ENG.

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"RED STRIP"
"LION" brands

PARTICULAR ATTENTION GIVEN TO ORDERS FOR LARGE SAW MILL BELTS, ENDLESS OR STRAIGHT . . . .

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT STREET W., **Toronto.**

THE BEST
Lawn Mower
IN THE MARKET.

Improved for 1894.

10½ in. Wheel.

12, 14, 16, 18 and 20 in.

The

WOODYATT

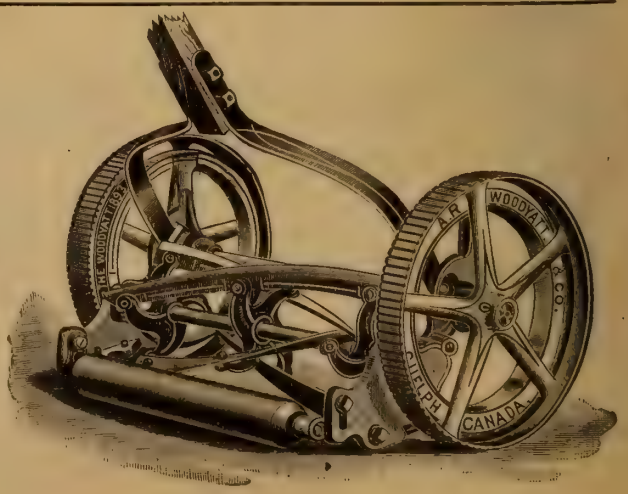
Patented in England May 15th, 1893
" " Canada " 29th, "
" " United States Dec. 12th, 1893

For Sale by all Wholesalers.

Manufactured by . . . .

A. R. WOODYATT & CO.

GUELPH, CANADA.



CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VI. TORONTO, MARCH 24, 1894. No. 12.

MAGNOLIA METAL

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EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

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Chicago Office: Traders Building.
Montreal Office: H. McLaren & Co., Agents

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Famous a Hundred Years

Blundell, Spence & Co.'s Colors and Oils
The Largest Paint and Color House in the World

Aspinall's Enamel, London
Originators of Enamel Colors

Senour's Floor Paints, Chicago
The Pioneer Floor Paints

Sherwin-Williams Coach Colors
Cleveland, Ohio

Home Wall Colors, 12 Beautiful New Tints

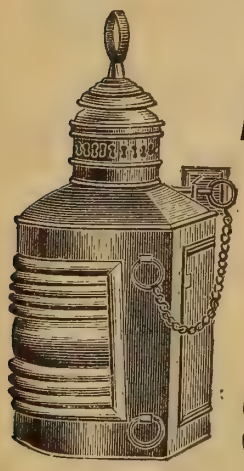
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SOLE AGENTS FOR CANADA

Walter H. Cottingham & Co.

Fine Paints and Varnishes. MONTREAL

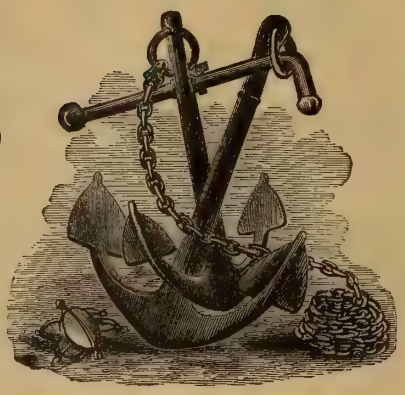
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LIFE PRESERVERS, BUOYS, BLOCKS AND TACKLE

OF ALL KINDS.

RICE LEWIS & SON, Ltd., - - Toronto.



"STEEL-CLAD" BATHS

Are Cheaper

and more
Desirable than
Boxed-in Tubs

MANUFACTURED BY

THE TORONTO STEEL-CLAD BATH AND METAL CO.

123 Queen St. East, Toronto, Ont. LIMITED

Railroad Milk Cans,
Railroad Milk Can Trimmings,
Creamer Cans,
Creamer Can Trimmings,
Creamer Can Taps,

Sap Buckets, all styles and sizes
Maple Leaf Sap Spiles

MILK CAN TRIMMINGS

Our DAIRY PAILS are the best and heaviest on the market.

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TORONTO.

. . HARDWARE . .

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

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GRADUALLY is the utility of arbitration for the settlement of disputes which are now left to the law courts becoming recognized. Evidence of this was seen last week when a deputation from the Toronto Board of Trade waited upon Sir Oliver Mowat, Premier of the Province in regard to this important matter. The Toronto Board of Trade has for sometime interested itself in the question of arbitration, and recently, under its supervision, a bill was drafted to extend the principle thereof. A draft of this bill was sent to the Premier, and it was for the purpose of urging its adoption that the deputation last week had an interview with the head of the Government. The bill is understood to be based upon the lines of the London Chamber of Commerce arbitration law which has been found to work so successfully in the English metropolis. Arbitrators, it is proposed, shall be nominated by the councils of the different boards of trade throughout the province. These shall be elected by the board at a general meeting, subject to the approval of the Lieutenant-Governor-in-Council. All arbitrations are to be held in the rooms of the boards of trade, but will be open to the public the same as the proceedings of ordinary law court. The arbitrators will be empowered to hear disputes of all kinds between man and man and to adjudicate thereon. In order to an arbitration all parties to a dispute must agree to its submission, there being no intention to make arbitration compulsory. The fees of the arbitrators will be fixed by legislative enactment, and it is believed to be the intention to do so on the basis of those now obtaining on the arbitration board of the Toronto Board of Trade. At present the indications favor the bill being made law, a bill with that purpose in view having been introduced by Sir Oliver Mowat, Monday last.

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The law courts as they are at present constituted are unsatisfactory pieces of machinery indeed for the settlement of difficulties between business men; and if the members of the boards of trade in the province succeed in creating a court of arbitration which proves as satisfactory as that of the London prototype, they will have done invaluable benefit to the commercial interests of this province. With this court in existence disputes would be settled much more expeditiously, with far less cost, and, if the powers of the arbitrators are similar to those obtaining in London, the decisions of the arbitrators will be enforced, while the possibility of one of the parties to a dispute escaping from rendering justice on some technicality will be obviated. Arbitration is as old as the hills, but the trouble is we have been drifting away from it. The current is now turning the other way, and promises to be more utilitarian than it ever was. Through its medium international disputes are being settled, trouble between labor and capital obviated, and differences between man and man adjudicated.

* * *

Certain members of the Ontario Legislature have been wanting to know lately what the Government was paying for the raw material being used at the Central Prison for the manufacture of binder twine. At first the authorities demurred, contending that it was not politic for the figures to be made public. Ultimately, however, the inspector of industries at the Central was given permission to furnish the desired information, which he did Tuesday to the Public Accounts Committee of the House. He showed that the bulk of the material used at the Central was pure manilla. The supply necessary for this year's manufacture was purchased in London, England, in July last, and cost a little over 6½c. per lb. The quantity purchased was 376 tons. While admitting that prices are lower now than when the order was placed in July last, the inspector held it was principally in the lower; what was used at the Central being of a higher grade. He admitted that the Government made no profit on the manufacture of the twine, the object being simply to provide productive employment. The cost of manufacturing twine at the Central, where prison labor was estimated at 50c. per day, was $2.60 per 100 pounds, which, in the opinion of the inspector, was higher than in the ordinary factories, where child and women labor were utilized.

* * *

Mr. Noxon, the inspector of industries at the Central Prison, during his examination re binder twine, said that the storekeepers were disinclined to venture the sale of the article produced at that institution. What else could be expected of them? If a manufacturer of a certain article sells direct to the consumer, and that at a figure merely covering the cost, as the Government is doing in regard to Central Prison binder twine, it is against human nature to expect anything else than disfavor from the storekeepers. Both the Dominion and the Ontario Governments, in establishing binder twine factories at Kingston and Toronto respectively, may be doing something which will tend to to curry favor with the farmer, but with the hardware merchant, the tendency is in the opposite direction. It is yet to be established that a government has the right to establish an industry whose influence shall be inimical to those owned by private citizens, especially when the former, as in the case of the Penetentiary and Central Prison institutions, prison labor is made to compete with free labor, even though the latter may be performed by children as Mr. Noxon intimates.

THE ASSOCIATION DISSOLVES.

AFTER an existence of about fifteen months the White Lead Grinders' Association have decided to dissolve.

The causes which led up to this result have been engaging the attention of the individual members of the association for some time, but they finally came to a head during the present month. Finally a meeting was called for Saturday last at Montreal, and at this meeting the different members of the association or their representatives were present.

The intention when the meeting had been first called was to simply consider the case of two outside parties—one in the west and one in the east—who had been selling at the old figure of $4.75, and what steps should be taken to meet this competition—viz., whether the price should be lowered or not.

When it was found, however, that actual members of the association had not been observing the agreement, but had been also booking orders at $4.75, those members who had been conscientious observers of it decided, with regret, that the best course was to dissolve ; and dissolve they did, so that from henceforth there is no agreement binding on makers and sellers of white lead.

It has transpired that the offending party was one of the big manufacturing corporations of Montreal. This corporation in January last, when they found that the agreement only bound them for a year, suddenly notified the other members that they were not going to remain in the agreement. After a fortnight's negotiation, however, they were persuaded to do so, and until Saturday's meeting the general impression was that everything was all right. It appears, however, that the corporation in question have booked over 300 tons of white lead at $4.75; and when taxed with this infraction of the agreement, calmly informed the other members that these orders had been booked during the two weeks at the first of the year that they were out of the association.

This was too much for the other members to stand, and coupled with some other circumstances of a similar nature in connection with the Richelieu contract, convinced them of the futility of having the agreement observed.

This decision, the majority agree, has been arrived at with extreme regret, for, though an impression may have prevailed to the contrary, the members of the association claim that white lead was never sold at a figure that gave anything more than a reasonable margin on the cost of manufacture, etc., etc.

AMERICAN IRON COMPETITION.

THE competition of American iron manufacturers and furnace men in Western Ontario markets has always been an important factor in the iron market. This spring, however, it is accentuated, if anything, if the opinions expressed last Saturday morning to HARDWARE'S Montreal correspondent are any criterion.

In former years British pig iron contributed the bulk of the supplies up west, but it has been gradually driven out by the product of Nova Scotia and American furnaces until only a small percentage of high grade Scotch pig is taken in the west for special purposes. This spring, owing to the depression across the lines and the fact that sellers over there want every cent of ready cash they can lay their hands on, American pig is competing even more keenly with the product of our own Maritime Province furnaces. The Americans are offering pig iron at mere cost, and in many cases less, while the fact that shippers from Pittsburg or Cleveland can get more favorable railway rates to points in western Ontario than dealers in Montreal, is operating strongly in favor of the former. This has conduced to a decidedly easier feeling on Nova Scotian pig, prices on it having been shaded materially recently.

It is not only on pig, however, that the Americans are making excessively low offers. The same remarks apply to lines of imported goods, such as steel bars, hoop iron and iron pipe, and as a result the agents of English and German makers in Montreal are finding it more difficult to do business this spring than last on such lines. In wire also American makers have been offering at almost mere cost laid down, and this fact probably had more to do with the recent decision of the Canadian wire makers to deliver wire at any point in Canada, freight paid, than any other cause.

Whether this state of affairs is to be permanent or not is the problem that is agitating makers and sales agents generally in Montreal. In the logic of events an improvement in trade conditions south of the line should bring about an advance in prices in the States, and also do away with the urgent necessity for money that the Americans experience at the present time. In this case they will hardly want to do business for the fun of the thing, and on this ground the belief is based by the trade in Montreal that the excessively low priced competition from Americans can only be transient. In the meantime it is having a material effect on the account sales of some people.

DEPARTMENT STORE RIVALRY.

AT the present day prices and profits are smaller, and sales are proportionately larger on most lines handled by hardware men.

The law of supply governs prices ; in a few cases the demand has something to do with the price, but supply is the main factor.

The retail merchant cannot continue long to sell an article carried by the trade in general at anything beyond a reasonable profit. He may get an abnormal price for some new article or novelty, but as soon as his competitors find it out, the price is bound to come down. The public is willing to pay a fair price for all goods, but will naturally go where it can buy cheapest.

During the past winter and at the present time there has been, and is, a lot of unreasonable cutting carried on in the prices of certain lines handled by the hardware trade.

One of the most serious of all ill results from periods of financial and business depression is the tendency to ruthlessly cut, with a view of courting sales, and not a few dealers who manage to weather the storm during a long season of depression, fail when business has revived—a fact entirely due to their zeal in forcing trade in advance of their legitimate wants ; whereas, if they had exercised the same care as they did throughout the dull period, they would have been able to meet all their obligations, and in a reasonable time have put the business upon its former safe basis.

When times are dull the demand for certain lines is small, and money is scarce ; then small dealers are often almost compelled to invite trade by offering goods at or even below cost to obtain cash wherewith to meet bills due ; and this class may deserve some sympathy. It is the systematical cutter of prices who really injures trade.

Some merchants cut prices on one line to draw attention to other lines which they may have in stock and often sell at a higher profit than is reasonable. It is a poor way of advertising, and though you may attract a little custom for a short time other dealers will soon be compelled to come down to your price and you will be in precisely the same position as you were before you

started cutting, less the profit you were before making on the particular line on which you made the cut.

Remember at all times that unfair cutting of prices and selling below cost, whether it be done out of a spirit of rivalry or for advertising purposes, not only injures yourself, but it also injures every man in the particular business in which you are engaged.

A Toronto hardware man, speaking to a representative of this paper on the subject, said: "There seems to be no end to this cutting of prices. The department stores are shaving profits down on many lines that the legitimate dealer used to find sell well, and on which we used to realize fairly good profits, such as wicker baskets, enamel ware, tin ware, japanned goods, and nearly all lines of house furnishings. Many of these goods are selling at prices actually less than we are able to purchase them at. You may well ask if there is no way for us to remedy this evil or contrive some feasable way in which we can buy on an equal basis with these stores which, it stands to reason, must buy at a lower figure, to be able to keep their heads above water, and sell at the ruinous prices that they are at present doing. It is, however, useless to complain to the manufacturers and wholesalers, for in nearly all cases they deny selling to these men, though you can find their goods in large quantities on the counter and on the shelves of these stores, marked at prices that it would be impossible for us to sell at. I cannot at present see any way in which we can compete with the departmental store. There has been a suggestion made that a stock company of retail men be formed for the purpose of buying collectively and in larger quantities; but there is such a lack of confidence and friendship, and so much petty rivalry in the trade, that it would be hard to get them to unite even to redress a grievance that is common to all. Besides, cutting and selling below cost is not confined only to the department store; there is the granger store and the grocery and fancy goods store who carry tinware as a side line, and sell these goods, not that they may profit directly by their sales, but to draw custom. Most of these stores handle the cheapest goods on the market, and do not materially affect the better class of trade. But last, but not least, is the retail hardware man, whose chief aim in business seems to be to see how much he can undersell his fellow merchant, and in many cases so absorbed does he become in shaving the margin that he finally awakes to find that he has gone too far and is unable to retrench. Then bankruptcy follows." The man who keeps cutting prices until he finally fails reminds us of a tale of an Irishman who owned a mule, whose daily fodder he determined to reduce a little every day until the animal would need none. He got it down to one straw a day, then it died, and the only consolation he had was the thought of what a fine, cheap animal it would have been had it lived.

To give the reader an illustration of the way prices are being cut in tinware by local hardwaremen, a HARDWARE representative noticed a No. 8 hand-made boiler in front of a hardware store in Queen street west, which was marked at 90c. The stock needed for the manufacture of this boiler, without the copper bottom, would cost at least 35c. The copper bottom weighs a little over two pounds at 21c. per lb. Wire rod, soldering, fire, etc., 10c., in all 87c., without the cost of making. It is estimated that a good workman will not make more than six of these boilers in a day, and the wage paid to such a man would be at the least $1.75. Where is the profit?

Another Toronto hardware merchant speaking on the subject of cutting prices said: "I do not know that the department stores are the worse offenders. We have so many in our ranks at present that we cannot afford to criticise these stores too closely. They certainly do sell at a very small margin, but I doubt if they sell much below cost. I know a department store in the city at the present time, which has baby carriages marked at $11.50, for which they are paying $7.70. We handled the same goods some time ago and never thought of marking them at above $10. I know some retailers who do almost as much harm to the trade as these stores, and are the biggest grumblers. The public do not buy so much cheaper, on the whole, at these places. Their system seems to be to mark an article away up at the commencement of the season, and then to make slashing reductions on their own prices, and thereby they often get a name for selling away below cost. Get a name for rising early, and you can lie in bed all day. I can see no other way for competing with them, other than by buying skilfully and demanding a fair profit for our goods. There is not enough sympathy and confidence amongst retail men, and therefore I fear that an organization for such a purpose would not be a success."

TEMPERING SCREW DRIVERS.

I have come across a curious thing in tempering screw-drivers, says a writer in a contemporary. I find that the third blue is the best temper for them. Heat a medium size screw-driver for a length of two to three inches from the end to a nice red, then immerse it in water to a depth of about one inch, take it out, scour it bright, and, when the first blue comes, brighten it again. Do the same the second time the blue makes its appearance, and, when the blue shows itself the third time, immerse it in water. Care should be taken to have sufficient heat to run the color down, but it should run as slowly as possible.

HARDWARE'S Prize Competition

FAILURES in the hardware trade are not numerous. Yet there are failures; and just as long as there are, information as to how they may be avoided will be valuable. In order to secure the desired information HARDWARE has decided to offer prizes for essays on the subject:

Causes of Failure in the Hardware Trade, and How Avoided.

There will be three prizes: $20 for first; $10 for second; and $5 for third. To each of the five essayists ranking in order after the prize men will be given THE HARDWARE MERCHANT for one year. This will make EIGHT PRIZES in all.

The rules of the competition shall be as follows;

1. All the competitors must be devoting their whole time to some branch of the hardware trade.
2. No essay must exceed 2,500 words nor be less than 1,500. Neatness will not be regarded, beyond the point that the essay must be readable, and the paper written on one side only. The sheets must be fastened together and numbered.
3. The essay must be original.
4. Each essay must be signed by a nom de plume, and both the proper name and the nom de plume of the writer written on a slip and placed in a sealed envelope, which envelope must be addressed, HARDWARE MERCHANT, 10 Front street east, Toronto, and across the corner have the words "nom de plume." This envelope must be enclosed in another, so that no post mark will appear upon the former.
5. All essays must be sent in to this office not later than MAY FIRST, and awards will be announced as soon after as possible, and the prize essays will then be published in order.
6. As the competition is to encourage thought among merchants and clerks, professional writers will be excluded.
7. The judging will be done by disinterested merchants. The names of these merchants will be announced at the same time as the award.
8. All prize essays shall be the exclusive property of THE HARDWARE MERCHANT.

TALKS WITH RETAILERS.

"WE are getting along very nicely in our new quarters," said F. Unitt, Queen street west. "Business is not rushing just at this season of the year, but we are never lonely. I find a slight improvement in trade, and there is a little better demand for paints and oils. This store used to be a saloon and the boys sometimes feel dry when they come in to see me, but I am sorry to say that the keg is dry at present"

"We have been doing quite a lot of bicycle repairing," said B. Ibbotson, Queen street west. "Work in the shop has been modera ely good, and we have nothing to grumble about. Sales in the store do not show much signs of increasing. It is so newhat early to expect them to. There is no use expecting a rush of business, when it is not the proper season of the year for it."

"Yes, we are painting up the front of the store and making some improvements in the interior," said A. Welsh, Queen street west. "The changes we are making will give us more room, which we will need, for we are stocking up in a complete line of Gurney's gas ranges and oil vapor stoves. We have sold a few ranges lately, and have received a good many inquiries for gas and oil stoves. Paints and oils show signs of moving, and when the weather settles we expect a good demand. I do not find profits any less than last year, though I hear some complaining."

"Business is showing a little improvement," said an assistant of T. Meredith, King street east. "There has been a little increase in the demand for mixed paints. If this weather continues the trade will soon commence to move. I think that trade around the market has suffered somewhat since the market station has been done away with. Cheap market rates and the nearness of the station used to bring many farmers in, who are now kept away, in bad weather. It is too far to carry large baskets from the Union station, and the street cars do not care to have them aboard. I think that there should be a station close to St. Lawrence Market. We are fitting out our window with a display of mixed paints and brushes, of which we have a very complete stock."

"Lawn mowers are already coming to be repaired," said Geo. Pearsall, Yonge street, "and by the looks of things, if this weather continues, we will soon have our hands full of this class of work. There is no doubt this fine weather is improving trade. I do not take much interest in the tariff question on coal oil, but I do wish that some dealers would change their prices. There is certainly no money in it for the retailer when he pays 12c. and is compelled to sell at 12½c. a gallon."

"Last Saturday was the best day we have had around St. Lawrence Market for some time," said Wm. Whitten, King street east. "A good day's trade comes now at such very rare intervals that we are liable to overrate them, but I think we will soon find a great improvement in business when the weather settles right down. Some lines are beginning to move a little better, but it is still rather early for most spring goods."

"There is little change for the better in all lines, and just enough increase in demand to let you know that spring is coming," said T. Wilson, Queen street west. "The improvement in trade is perhaps more noticeable in the workshop. Our profits may be somewhat cut this spring. Any fool can sell goods below cost, but it is not business, and very few last long at it."

"Business is not showing any very great signs of improvement," said W. L. Murray, Yonge street. "We have not had enough fine weather yet to give people confidence. Some lines are showing a little sign of improvement, and I feel confident that, if we have a continuance of this warm weather, we will also have a good and early demand for spring lines."

THOS. WILSON & CO.

A FORTNIGHT ago HARDWARE referred exclusively to the fact that the old-established firm of Thos. Wilson & Co., St. Paul street, Montreal, was in difficulties, and voiced the general regret of the trade there that such was the case. On Wednesday of last week a formal assignment was made at the demand of Robert Benny. The total liabilities are $37,000 indirect and $22,000 direct; and how the estate will pan out is hardly known at the time of writing. The general sympathy of the trade, however, is with Mr. Pierre Dausereau, who has been carrying on the business for some years. The principal indirect creditors are: Banque Jacques Cartier, $23,000; Molsons Bank, $10,000; Garand, Ferrons & Co., $3,000; Banque Ville Marie, $1,000. The principal direct creditors are: W. Wilson, St. Jude's, $2,474; estate, Thomas Wilson, $2,283; Pillow, Hersey Manufacturing Co., $1,543; E. A. Manney & Co., $2,329; Alex. Wilson, $1,550; Ontario Rolling Mills, $1,899; Peck, Benny & Co., $1,895; R. Benny, $500; Montreal Rolling Mills Co., $446; Canada Paint Co., $678; Frothingham & Workman, $566; Raymond & Chartrand, $500; Dominion Horseshoe Nail Co., $574; C. A. Dumaine, $500; and fifty others in smaller amounts, which will bring the total up to $37,000 indirect, and $22,000 direct.

A MAMMOTH BOTTLE.

CONSIDERABLE attention was attracted on the 9th of March by the exhibition of a mammoth bottle in front of the hardware, stove, plumbing and tinning establishment of M. Abbott's Sons at 137 Eighth avenue, New York, says Iron Age. The bottle was made for the Emerson Drug Company, and is an exact fac simile of the bottle in which one of their specialties is sent out. It is to be used for advertising purposes here and finally sent to London for use there. The bottle is a piece of the handicraft of Patrick Keogh, the foreman of the sheet iron shop, and the raising work on the breast between the body and the neck of the bottle reflects credit to his skill. The bottle is made of No. 22 galvanized sheet iron and stands 9 feet high and is 3 feet 6 inches in diameter for a height of 5 feet, when the breast gradually forms with a curve or swell into the neck, which is 2 feet 6 inches in diameter. The neck runs straight for 12 inches, when the mouth of the bottle flares to a diameter of 2 feet 4 inches and runs up 6 inches and is finished by a representation of a cork, which completes the height. The bottle is so made that all the seams and joints are perfectly smooth on the outside, being soldered and then filed. On the inside a band covers all the seams and is thoroughly soaked with solder. A door is arranged near the bottom so that the bottle can be used for the storage of advertising matter and to enable a workman to get inside to straighten out any deformity that might be caused in transportation. The bottom of the bottle is made of 2-inch wooden plank to allow it to be bolted to a wagon for showing through the streets. The total weight of this pride of the sheet iron worker is 140 pounds, and he laments that it will cease to attract attention as a credit to his art when the painter transforms it into a giant representation of a bottle and label.

A NEW WATER FILTER.

An Italian inventor in New York has been discovered by an exchange, who has just devised a water filter, the principle of which embodies a theory of his own, that water is best filtered upward instead of from the bottom. The inventor has had built a large can, which has a conical-shaped bottom. Into this is poured impure water. A floating filter is put into this vessel, which has a moleskin-covered bottom. The water is filtered upward by suction through a pipe into a catch basin. The floating filter settles down into the bottom of the can as the water is exhausted. All impurities settle into the cone, where they are drawn off through a tap. The advantage of filtering water upward rather than downward is obvious. When water is filtered downward it has to be strained through the accumulation of impurities. In filtering upward the impurities fall to the bottom of the vessel. The inventor claims that his scheme is applicable to large water plants.

Chain, Rope, Files, Saws, Boot Calks, Iron, Steel, Tinware, Nails, Glass, etc., etc.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE MERCHANTS

No. 37 Front Street West, Toronto.

ORDERS SOLICITED.

STOPPING THE CLOCK.

FRED. WOODROW, IN AGE OF STEEL.

IT is a fact that talking bad times is the best way to make or perpetuate them. Forebodings, like scandal, are historically contagious. They thrive and fatten on their circulation, and, like the proverbial three crows, they multiply by report rather than by eggs. There is a tendency in average human nature to make the worst of what is bad enough. This is especially true with faults in character, and delinquencies in cash, credit or corns. In private business a bad name generally strangles the unfortunate owner, and what is true in a wholesale grocery or a milliner's shop is also true in the business of a nation. It is simply a difference in degree with an identity in cause. The cup slops over and the saucer fills.

It is manifest that in the present depression of trade, while there is room for both regret and repentance, there is no justification for the bloodcurdling talk of such calamity prophets, who had better have stayed in an accommodating whale than taken a ticket for Nineveh. It is true that the business of the country has been and is still at a low ebb, and it is also true that nothing is or can be gained by hiding or disguising facts; but even these conditions make their exaggeration a greater evil than the fact they misrepresent or distort. When straw is dry and gunpowder is loose it is folly to play with matches; and when the public mind is nervously susceptible of panic, the man or men who cry "fire" are more or less responsible for what the hose fails to save. It may safely be said that had there been fewer of these gentlemen with more lungs than sense in the present crisis, there would have been less stagnation of business, and less of gold laid to rest in the national stocking. In stampeding the cow we have spilled the milk. There is still too much of this wild and damaging business being done, and it has reached the point where it becomes an added calamity in multiplying the original by two.

It is time that we took down the crape from the business door and put by our funeral cards till they were really wanted. It has become a melancholy fad to make a national anthem of "poor collections," "poor trade," "waiting for Congress," and "I told you so," all of which, like pins, are good enough in their place, but are, to say the least, irritating when drove to the head in the public cuticle. The business of the country is made up of individual enterprise, and when these separate factors are inoculated with the same vaccine, the whole body is sick and the whole heart is faint.

The causes that lie at the root of depression, so far as they are economic or legislative, it will take time to remove, but those that are among the foolish incidents of a panic can only have the usual mushroom period of existence. The scare has had its ghost and the apparition vanishes; the volume of a business as a whole increases. In some cases it may be intermittent and in the face of declining values. The census of idle manufacturing plants may be ominously reluctant to reduce its total, and the masses of the unemployed may still be practically idle, but the present movement of business is not to more but less of these evils. More works are starting than closing; more men are being re-employed than dismissed, and merchants with business covering large areas of territory report a marked increase in the burden of the mail carrier and the activity of the shipping clerk. This recovery is so plainly in progress, and the sources of recuperation so practically inexhaustible, that apprehension as to the future, even where not unreasonable, can be but temporary. Commercial industry is as sure to revive and regain its old prestige as is a sturdy oak that gives its last year's leaves to the wind to don a new crown of green under the warm blue of a spring and summer sky. Let the nation put its doubts in a rag bag, and enterprise that has been dosed into unhealthy slumber put by its nightcap for the new day dawning on the night of 1893.

METHOD IN ARRANGEMENT.

ORDER may or may not be the first law of heaven, but when one comes down to prosy earth and strikes a business establishment where order is conspicuous by its absence, he is very apt to wish that a commandment to enforce neatness had been placed in the decalogue, remarks Hardware Reporter. And if cleanliness is next to godliness, then neatness in arrangement may be rather forcibly described as having a lead pipe cinch on custom. People who come into a store to buy goods like to find at least an attempt at artistic display. If they fail in their search, they will very likely go out again and search in another direction.

A dealer in hardware is very apt to dispense with method in arrangement on the plea that the greater portion of his stock is of a staple character and will sell itself. A stove dealer does not go to this extent in neglect but frequently fails to arrange his goods so that they can be seen to the best advantage. When he goes to a manufacturing establishment in order to look over and possibly buy his trade outfit, he would be very much surprised if the show room were not a model in the way of display. Yet, after he buys his goods and sets them up in his store, he may possibly forget that this display attracted his attention, and probably his custom, and he may even leave the goods to take care of themselves.

Neglect in arranging goods for sale is not the rule in the two trades, but the percentage of exceptions is considerable and each one of them means a certain loss of profit. It pays to be neat, even artistic, within the necessary limitations. But it does not pay to ignore the principles of order nor to forget that system and method are always trump cards in trade.

HOW TO COLLECT BILLS.

"I THINK about all that can be said about collecting is that the easiest time to make a collection is the minute an account is due," observed an implement dealer to the St. Paul Trade Journal. "Perhaps if there was any better time to make collection it is when you sell the goods, but there is a way in which people sell goods sometimes that makes a man slow in paying. In other words, if a customer can be impressed with the idea that he is buying something that is worth 100 cents on the dollar and really is mighty valuable, and that it ought to be paid for in cash very quick, it is a pretty good way to make collections. The average dealers are not careful enough about having a definite time stated, and impressing upon a customer that they are very anxious to have pay at that particular time; and a pretty good way to do is to say, 'Now I have got to make my payments at that time and shall expect my money.' That is to say, it is just as well for a customer to understand that the dealer cannot meet his obligation unless the customer meets them to him. It is not necessary to go out to abuse anybody; there are a great many people who make that mistake; they think that it is necessary to abuse a customer in order to get him to pay it. Now the fact of it is, that the right way to make collections is to urge your own needs. You need money and get the man in sympathy with your own needs, and you will make collections. One of the best ways in the world to make collections is to get into sympathy with the man. If he says he is hard up you can tell him you are a great deal harder up; you can impress that upon him in such a way that he will make an effort to pay when he would not in any other way. And then, as I said before, impress upon the customer when the goods are sold that you expect the money at that time because you have got to have it at that time. I believe that while there are other ways of collecting, at the same time, in a general way, that it is a pretty good way to get at it."

ANTI-FRICTION MATERIALS.

THE idea of using for machinery bearings some material developing only little friction when worked dry and without oil, is not one of recent date only, says a contemporary, but may be said to go back to the time of the Romans, as some of the hand flour mills found at Pompeii have the lower stone fitted with an iron bearing which evidently worked dry in the stone socket of the upper stone. I believe the wooden axles of waggons which are used in some parts of England at the present time to transport heavy grindstones from the quarries are constructed with axles of oak in a similar manner. Throughout Egypt, in the Nubian water wheels, which are everywhere employed for irrigation, unlubricated wooden bearings are used, which appear to wear very slowly, the surface of the bearing acquiring a fine glaze. Stone bearings have also been employed for shafts.

In addition to these oilless bearings there are others in which, perhaps, a small quantity of grease might have been employed, such as the leather brushes used in spinning wheels, and the leather band on that part of the oar which works in the rowlock may be quoted as an instance of leather working on wood. Glass has also been tried, but the only kind which has survived to the present, and has been the most successful of all, is the plumbago bearing.

CHEAP BINDER TWINE.

FARMERS in the United States will get cheap twine this year. Farm Implements, a Minneapolis trade paper, says: "Since our last issue, prices of binder twine have decreased still further, and while nominal quotations remain at the figures here given, actual quotations to dealers have been fully a cent lower, with further inducements offered in the way of cash discounts. The nominal quotations f.o.b. New York a month ago and now are:

	Cents per pound.	
	Jan. 20.	Feb. 20.
White sisal, 500 ft...	6½ to 7	6 to 6½
Standard, 500 ft.....	7 to 7½	6 to 6½
Standard, mixed, 525 to 550 ft.....	7½ to 8	6½ to 7
Manila, 600 ft.....	8 to 8½	7
Pure manila, 650 ft..	8⅜ to 8⅞	8 to 8½

"These quotations are the lowest in the history of binder twine manufacture, and yet the market is dull and weak, with few inquiries. The amount of twine carried over in dealers' hands has much to do with the lack of interest in the market, but the steady decline in price can be attributed more to the fact that the policy of the United States Cordage Co. is to dispose of the twine inherited by it from its unfortunate predecessor. At present prices there is a very narrow margin between raw material and manufactured goods; so narrow that money would be lost on every ball of twine made. So long as the market remains in this state, so long will twine mills remain idle and the chances of disposing of the stock on hand increase. Dealers will never have a more favorable opportunity for buying twine at rock bottom prices, for it is reasonably certain to advance with the disappearance of old stock and the manufacture of new. The United States Cordage Co. paid $5,000,000 for the assets of the National, and the 22,500 tons of twine included therein, at an average price of 6c. per pound net, would return to it over half of the purchase. They can afford to sell cheap twine under these circumstances, but once manufacturing new twine, and prices will again approach the figures of former years."

BOILER BRACING.

An engineer, according to American Manufacturer, expresses the following on the bracing of boilers. If the boiler braces are made a trifle short, and then wedges made and driven in between the ends and the boiler plate a very solid brace is obtained. If wedges cannot be made to work, however, it is best to run it in a hole, thread it and insert a set screw and turn up the wedge plate against the boiler. This method has been discarded, for it was proven that boilers thus braced always worked loose at the ends. The constant contracting of the plates when subjected to heat and cold alternatel,y work the braces too much. Where the braces are set at angles near the ends, the same are shorter and of course more rigid and are not so likely to be injured by heat or cold. Some object to having the rivet heads in contact with the fire, but there is really no harm. The head usually coats over in a year or two, and that is the end of it. Short braces are better and more lasting than long ones in boilers.

FOR YOUR OWN GOOD.

Everything being equal, every merchant and manufacturer ought to give the preference in all his purchases to those who advertise, not alone because they generally have more enterprise, are more business-like, are not afraid to let the world know that they exist and what they have to offer, and are more liberal in all their dealings, but, adds an exchange, because you yourself, be you retailer or wholesaler, have to and do advertise, and would like to be treated the same way by those whom you cater for. An advertisement is, in a sense, an invitation, and it seems only reasonable and just to trade with people who invite you, rather than with those who either do not care to do so, or think they have your custom so solid that you cannot do without them. You will find that you can do better with advertisers than with non-advertisers. Trade where you are invited. It will be money in your pocket.—Hardware Reporter.

HOW TO DRILL HOLES IN GLASS.

A writer in the Scientific American describes how he drills a hole in glass as follows: Take a small common three-cornered saw file and break off an inch of the end of it. Then take to a grindstone and grind a blunt, triangular point on it, being careful not to hurt the temper. Leave the file in the handle and bore just like you would with an awl. The point of the file should not be longer then the file is thick. Use turpentine as a lubricant, and keep the cutting edges on points of the file sharp with an oil stone. I have bored holes two inches deep in a short time by hand in glass by this method. In boring a plate I have found it best to bore from both sides, using very light pressure toward the last, always laying the plate solid on a paper-bound book.

Brandram Bros. & Co.

ROTHERHITHE, LONDON, ENG.

Manufacturers of

BRANDRAM'S B. B. GENUINE WHITE LEAD

The Celebrated Brand **B. B.**

BRANDRAM'S B. B. NO. ONE WHITE LEAD

White Lead

Noted for its Extreme Whiteness of Color, Purity and great Covering Property, rendering it specially suitable for Painting in Enamel White and other Decorative Work. To be had of all the Principal Importers in the United States, and for the Canadian trade.

Manufactured in Halifax, Nova Scotia

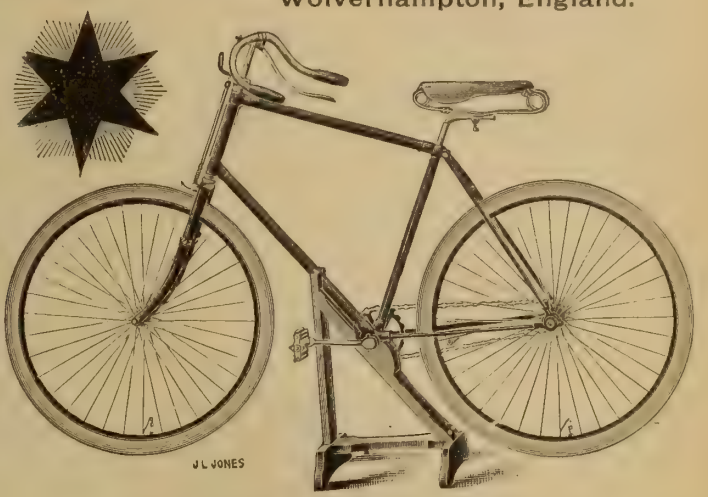
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HENDERSON & POTTS

Nova Scotia Paint Works, Halifax, N.S.

Star Cycle Works

Wolverhampton, England.



CYCLE RACK PATENTS APPLIED FOR.

FOR the season of 1894 these celebrated Cycles will, for the first time, be obtainable in Canada. Hitherto the entire output of our extensive works has been taken by the English home trade. Large additions to the works and plant have greatly increased our facilities, and we are now ready to supply the Canadian demand. Due consideration has been given to the importance of minimum weight, but we are not prepared to risk our reputation for RELIABILITY by committing ourselves to an extreme course.

We have adopted a larger diameter and lighter gauge of tubing in the construction of our Frames and Handle Bars, improved and detachable Brake-work, further improvements in Ball Head and Handle Bar adjustments, Dust-Proof Crank Bracket and Hubs, a narrow Tread in conjunction with improved Pedal Attachment and dished Chain Wheel, special patterns in Tubular Seat Pillar, Foot Rest, Step, Brake and Steering Lock; all chains will have Hardened Links and be of a higher class than heretofore; a neater and more effective Chain Adjustment; Chain Wheels specially milled to secure free running; Nuts reduced to a minimum of sizes, with Box-Spanner to fit same, parts interchangeable, high standard of finish throughout.

A. A. ALLAN & CO.

51 Bay Street. Canadian Agents, TORONTO.

DISPLAY SIGNS.

THE cosmopolitan character of the people of the United States is such that for the best results of money expended in advertising to be manifest, it should be so placed that he who runs may read, and also comprehend, and without going to expense for the same.

The value of the advertising sign in accomplishing this end is being generally recognized by the modern advertiser, supported in his belief by the now moderate cost of brush advertising and the durability of the same. In placing an order for this kind of work as much care should be taken as would be for the construction of an ad. executed with printers' ink. The modern brusher is as much of a designer as his typographical brother, and if you find trouble to compose an advertisement, state your ideas to him and he will do the rest to the satisfaction of all concerned. Take just as much pains to see good space is secured as you do to get the "top of column next to reading matter" in your daily announcements. And when the work is done give it a good inspection. On street car lines, get the sides of buildings people will see coming in toward the centre of the city. The painter has a "nose for space" and a way of getting it cheap that is a surprise to the novice.

The name of a business should not be so long as to cover up the wares you advertise; the rush nowadays creates a tendency toward shortening the common names of people and things. A firm in Davenport, Iowa, christened their business "The Why," while one in Indianapolis answers to "The When." In advertising a business house a little more must be said than for a proprietary article. The wall advertisement of the great Pittsburg department store is the best I have yet seen for a mercantile firm. In harmonious colors it simply states:

SOLOMON & RUBEN,

UNIVERSAL PROVIDERS.

Smithfield St., cor Diamond.

Visitors at Chicago last summer could not help but be impressed with the amount of paint expended at that point. Everything, from hams to hosiery—in fact, everthing fit to eat, drink, or wear, and somethings not fit—were handled in such a manner as to excite admiration.—E. L. HARMON, in Printers' Ink.

A NOVEL INSTITUTION.

A correspondent of the New York Sun, writing from Paris, describes as follows a new appliance which has made its appearance in the streets of the French capital since the late bomb epidemic: The activity of the Anarchists in Paris is attracting much attention to the new institution, which causes people to flee in all directions whenever it appears on the street, as it does now several times daily. It is the official bomb chariot. It consists of a light frame, including a hooded iron seat, which protects the driver. The body of the vehicle is hung with delicate sets of springs. The appliance for holding the bombs is muffled india rubber. An old ambling horse draws it always at a slow pace. The coachman is an artilleryman, whose salary was raised this week. The suspected bombs are taken to a spot near the fortifications.

CAPITAL AND LABOR.

Here is the way Bob Ingersoll puts it. "Here is a harness shop. One man in the shop is always busy through the day—always industrious. In the evening he goes courting some nice girl. There are five other men in the shop that don't do this thing. They spend half of their working evenings in dissipation. The first young man by and by cuts out these others, and gets a harness store of his own. Then he marries the girl. Soon he is able to take his wife out riding of an evening. The five laborers—his former companions—who see him indulging in this luxury, retire to the neighboring saloon and pass resolutions that there is an eternal struggle between capital and labor."

THE MISCHIEF OF LONG CREDITS.

THE experience of the trade during the past half-year, says Iron Age, is likely to lead to some reforms in business matters which will lay the foundation for a better prosperity. For months manufacturers and merchants have recognized the necessity for scrutinizing credits closely, and it is a well-known fact that some of the large jobbing houses have spoken very frankly to their retail customers, suggesting that perhaps they were buying in too large quantities and expecting to have too long time for payment. The result has been that credits in many cases have been shortened, and instead of selling goods on three or four months' time, the terms have been made 30 or 60 days, with a further inducement in the way of an attractive cash discount for immediate payment. In some sections of the country the extended credits which have prevailed have unquestionably contributed not a little to the depression and disaster which characterized the closing half of 1893, the effects of such a system in times of financial disturbance being far reaching. It is probable that in comparatively few sections of the country is the credit system carried to the extent referred to by one of our correspondents, who alludes to the fact that goods sold in January are usually not paid for until the fall and winter following, but many merchants have on their books accounts which run for even a longer time.

We have frequently discussed the question as to the desirability and feasibility of conducting the hardware business on a cash basis, and have explained the methods adopted by merchants to accomplish this end. The interest which has been taken in such discussions shows that the trade recognize the usefulness of information as to how the present condition can be improved, and the measures which other merchants have adopted. In this connection we take pleasure in laying before our readers the following circular, issued by Ben. J. Schuster, Selma, Ala., in which he refers to the mischief of long credits, and announces the policy which he will hereafter adopt ;

To My Friends and Patrons,—With the close of the present year the lesson taught by costly experience would warrant a glance into the future. The country has witnessed the most disastrous business depression that has ever befallen a nation. Failures followed by failures and ruin have paralyzed the channels of trade, caused by a culmination of circumstances too varied to discuss except as pertains to this immediate section. The paramount cause is the old system of long credit, with which any business will sooner or later be brought to disaster. All must succumb to the inevitable fate. The remedy, then, must be applied before the disease has eaten too far into the vital parts.

In the coming year I shall be prepared to serve my customers, but upon a different and more solid basis. I have laid in a very large supply of seasonable goods, bought at low prices, which I will be pleased to sell at a corresponding price, but at terms strictly 60 days, or 2 per cent. cash 10 days. No deviation whatever from this, and I will make it to your interest to purchase from me at these terms and prices. A business cannot succeed selling goods in January payable the following fall.

Trusting you will appreciate this effort of mine to reform our present incorrect system of transacting business, which must in the end result beneficially, thanking you for your past favors and soliciting a continuance thereof upon the new system only, I am, etc.

THE EMBRYO MECHANIC.

THE genuine mechanic is not so much a shop as a family product, says Age of Steel. All men are not born alike, either in shape of the nose or the bias of brain. One man is a poet or a painter, who, if put to a lathe or shoemaker's last in his youth, would have been a failure at either. The idea that the human brain is of so plastic and accommodating a nature that, like plaster of paris, it can be modeled into the bust of a president or the head of an Edison, is, as far as facts go, too great a compliment to human ability. A universal head is not to be found on the same shoulders, nor the brain of the race miraculously accommodated under the same hat. The greatest man is but a fraction of the rest, and the wisest is only a single focus in a many-sided lamp. It is true, in a certain sense, that as the twig is bent so is the tree inclined, but a curve in a willow never made it other than a willow, nor the training of a briar made it a rose. Curves never change the timber, and it is as true to-day as it was when Adam was a gardener, that men do not gather figs of thistles, nor grapes of thorns.

It is, perhaps, natural for a parent to suppose that his babies are Washingtons or Mozarts, or the germs of Edisons in invention, or Napoleons in finance ; but the wish alone can never be the father of the fact. The boy intended to run his father's business may prove to be better able to run a lathe than manage a mill, and on the other hand, talents may be wasted in making shoes that in their right sphere would have made history and fortune. Society is crowded with misfits of this kind, and consequently with men who have no happier destiny than being round pegs in square holes.

Society has been doing something to remedy this evil by manual and technical schools, in which the natural bent of youth can be perceived and put to its natural service. Under such conditions it is reasonable to anticipate a change for the better, and fewer misdirected lives thrown away in adjusting their feet to misfit shoes. The world is crowded with educated imbeciles who would be less a disappointment to their parents or a burden to themselves and society, had their special individual abilities been studied and their course in life determined by their personal aptitudes. It might not be what a capitalist would wish, to see the heir of his fortune show a preference for mechanics rather than finance, but if his instincts and gifts are in that direction it is better they should be successful in mechanical pursuits than become a failure in Wall Street or the stock market. It may not be easy in every case to determine the vocation best suited to a young man, but it may be said that where the mechanical turn is strong it is soon known. Technical education soon decides this matter, and where it is beyond question it is nothing less than criminal folly to reverse the signpost and change the route in defiance of natural law. There are too many unfortunate men in the world who were pigeon-holed in their youth where nature never placed them, and only folly consented to their misfortune.

STRENGTHENING LEAD PIPE.

A MANUFACTURER of lead pipes is rejoicing somewhat over a process that has just come into his possession for giving a pipe made of lead a much greater power to resist a bursting pressure than was ever possible heretofore. As shown in an exchange, a coil of steel wire is made use of for this purpose, which is led into the machine that forms a pipe in such a way that it comes out in the body of the pipe all wound in a coil, just large enough to be covered up by the lead walls on both sides. This helps to keep the pipe in its circular form, allowing it to be easily bent, and increasing its strength twenty-fold. Hose pipes have been treated in this manner for some time, and pipes made of copper, and corrugated in the screw-thread form, can be wound with steel to give the required strength against bursting and still be left free to expand or contract as the case may require. We shall expect to hear of some one before long making use of this very principle in drawing brass tubing that will have a steel wire coiled up within the shell of the pipe to add to the strength of the brass, while the brass can give good protection to the steel.

THE CONSOLIDATED
PLATE GLASS
COMPANY OF CANADA (Limited)

HEAD OFFICE:
73 and 75 Wellington Street West, TORONTO
BRANCHES:
MONTREAL, 338 St. Paul St. LONDON. OTTAWA.
FRANK J. PHILLIPS, Toronto, President.
WM. R. HOBBS, London, ALEX. RAMSAY, Montreal, } Vice-Presidents
Correspondence Solicited. Estimates Given.
Special Discount to the Trade.

TRADE CHAT

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

A MANUFACTURERS' section of the Toronto Board of Trade was formed Monday, with a membership of twenty-seven. E. Gurney presided, and the first business taken up was the selection of an Executive Committee, which resulted as follows: L. M. Jones, E. Gurney, A. E. Kemp, W. K. McNaught, Robert McClean, W. D. Warren, and J. P. Murray. A meeting of this committee was then held, at which E. Gurney was appointed chairman, L. M. Jones, deputy-chairman, and E. A. Willis, secretary-treasurer.

Country retailers, though doing a good business, can greatly increase it by the use of the local paper.—Printers' Ink.

Tariff on Canadian frogs is something everybody is interested in. Let the creatures be prosecuted if they attempt to jump the tax.—Chicago Journal.

The weights and measures inspector at Kingston is seizing all the steelyards that he can find. He finds some very ancient looking articles used for weighing.

The Massey Harris Co.'s implement warehouse at Griswold was destroyed by fire recently. Everything was got out of the building, except some repairs and binding twine.

The Toronto Gutta Percha and Rubber Company will proceed against Windsor for a fulfillment of the contract entered into by the council of last year for the purchase of 2,000 feet of hose.

Wm. Montgomery, who has for some years been in the employ of Jas. McNichol, general blacksmith, Norwood, intends going into business for himself in Bathurst township, near the town of Perth.

An important discovery of mica is reported in the Lake of the Woods district, not far from Rat Portage. The quality of the mica is said to be good. Sheets 8 by 14 inches are said to be not uncommon.

In troubled water you can scarce see your face, or see it very little, till the water be quiet and stands still; so in troubled times you can see little truth; when times are quiet and settled, then truth appears.

The Metal and Hardware Association, recently formed in connection with the Montreal Board of Trade, has located its quarters in the building of the latter. Henceforth its meetings will be held every Wednesday.

The council of the Board of Trade of Victoria, B.C., have voted against the proposition of the Winnipeg and St. John Boards of Trade to have the duty on rice reduced, as it would enable the Chinese to work at rates at which the white laborer could not live.

Superintendent Brynes, of the New York police, sent out a general order from police headquarters the other night to the different stations, notifying the captains that the nickel in the slot business, which has been carried on in saloons and barber shops, must be stopped at once.

J. Stafford, representing the Gould Bicycle Co., of Brantford, has been in British Columbia for several weeks. He is in Vancouver, but expects to leave for Winnipeg in a day or two. In his wanderings about the province he finds Vancouver the centre of interest so far as 'cycling is concerned.—Vancouver World.

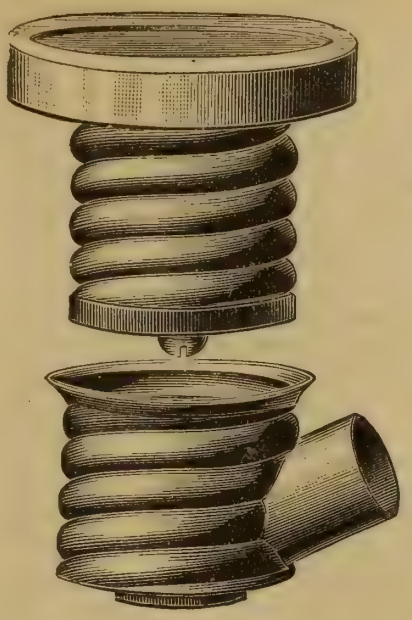
W. F. Irwin, general agent of the Massey-Harris Company, has more territory added to his division and now has under his charge all the agencies on the Northern Pacific and main line of the C.P.R. to Winnipeg. This, with the Souris to Estevan and Pipestone will give him a large and responsible territory to cover.—Manitoba Free Press.

The use of steel barrels for the transport of petroleum is said to be on the increase in European countries. In an economic sense they are in the long run advisable, while exemption from leakage and the losses and dangers resulting therefrom minimize insurance rates and make this fast increasing traffic in oil less hazardous to both ships and crews. There is probably a new field for steel in this direction.

The largest vessel on the lakes was successfully launched at the Wyandotte yards of the Detroit Drydocks Shipbuilding Company Wednesday afternoon. She was named the Harvey H. Brown. The Brown is 362 feet over all, 42 feet beam and 25 feet depth, and will carry 4,000 net tons of cargo. She is owned by a syndicate.

The pistons of the high-pressure air compressors of the pneumatic tramway at Berne, Switzerland, are packed with ebonite rings which fit in grooves, and are pressed against the cylinder sides by a double brass spring. It is asserted that pistons thus packed are tight, and will last from three to four months with no wear of the cylinder sides. The introduction of these ebonite rings in high-pressure air compressors is spoken of as a decided improvement.

Warren Leaman, of Moncton, N.B., has invented a useful article in the shape of a window lock. The lock is composed of a rachet that takes the place of a window stop, extending up and down the side of the window. The lock proper is operated with a thumb lift from the outside, and is so constructed that it can never get out of order, nor can it scratch the wood, and out of several hundred window lock designs is the only one that locks both up and down. Mr. Leaman had his patent, which is known as



NEW

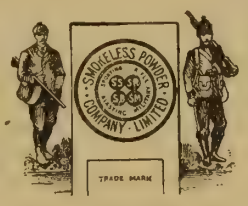
Steel Creamer Tap

All Parts Retinned

Superior to Lead Taps and much cheaper. . .

THOS. DAVIDSON & CO.

MONTREAL



SS. SMOKELESS POWDER Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.

429 Board of Trade Building
MONTREAL, Agents.

SEND FOR PRICE LIST.

the Leaman Lock, patented on August 10, 1893, the patentee being Jas. A. Leaman, of Halifax.

Encouraged by the increasing richness of the ore in the main lead of the Sultana, the proprietors have determined to increase the output and the capacity of the plant. Two carloads of machinery are now en route to the mine, and when these are placed in position, milling operations will be resumed. Meantime the quality of the ore being mined is highly satisfactory.—Free Press, Winnipeg.

John Cameron was in town on Tuesday in the interests of the J. B. McLean Co., of Toronto, trade journal publishers. We have always impressed upon our merchants the necessity of reading the trade journals relating to their own particular lines, and we are pleased to say that Mr. Cameron met with success while here last week. A few dollars a year spent in trade journals is money well spent.—Bolton Enterprise.

The unemployed Montreal nail makers have appointed a committee to wait upon the three rolling mill firms and see if an arrangement as to the rate of wages cannot be come to. The committee will submit a scale of wages which the workingmen think to be a fair one, and if accepted will give them work all the year round, and not only for a few months as now. Two hundred and fifty hands have been idle for two months.

Postmaster Dayton has made arrangements whereby postal cards may be procured in sheets (32 on a sheet) in quantities of 5,000 cards or more. The issue of postal cards in this form is of great convenience to those using large quantities on which to print circulars, notices, etc., as it materially reduces the cost of press work. Heretofore it has been necessary to order such cards some time in advance, but all orders will hereafter be promptly filled on demand.—N. Y. Journal of Commerce.

At a meeting of the committee on Mr. Balfour's Pharmacy bill held last week, it was decided not to reopen the general question of amending the Pharmacy Act, but to pass the bill as introduced in the House, permanently establishing the right of general dealers to sell patent or proprietary medicines of all kinds, until some general legislation can be perfected dealing with the whole matter in the public interest, without regard to the special interests of any class.

Machinists will find copper to be the most handy metal in one particular—it can be beaten cold into all manner of forms. Coppersmithing in an ordinary sense requires little or no practice by anyone familiar with the use of the hammer and with the flow of the metal. In making small machine models for exhibition, in experimenting on difficult shapes where the experiment has not advanced to a stage which permits dies to be profitably made, and in the making of light hollow patterns, this metal thus formed will be found very valuable.—Industrial World.

The International Bureau of Universal Postal Union has advised the Postoffice Department at Washington that the administrations of Austria, Belgium, Bulgaria, Bosnia - Herzegovina, Denmark, Egypt, France, Hungary, Italy, Luxemberg, Nicaragua, Norway, the Netherlands, East Indies, the Netherlands Guiana, Paraguay, Portugal, Russia, Spain, Sweden, and Tunis consent to admit to the mails exchanged with other countries of the Postal Union, "samples" of articles composed of glass or other fragile substances, provided that the samples are packed so as to preclude the possibility of injury to postal employes or the other correspondence in case the articles should break. The superintendent of foreign mails has issued a circular letter to postmasters containing this information and directing them to receive such packages for mailing to the countries mentioned and to deliver such articles when received.

The first steel sailing ship built in America, and soon to leave the slips for her maiden voyage, is a splendid type of the steel vessel of that class, according to Age of Steel. It is 330 feet long, has a beam of 45 feet, a depth of 27 feet 3 inches, has a 22-foot 6-inch draught, and is designed to carry 4,500 tons dead weight. The main deck is of steel; the lower deck has steel stringers and plates. The masts, topmasts, bowsprit and yards are all of steel, and will carry about 13,000 yards of canvas. The cost of such a ship is a little in excess of the usual wooden hulled vessel, but the advantages which steel vessels have over those of wood in commanding freights is in its favor. The adoption of steel in vessels of this class is likely to be continued, and if so, to further extend the domain and the industry of the modern steel maker, which in these days of enormous producing capacity is a steel plank across the stream.

A WORD TO ASSISTANTS.

HOW many are there who fully realize their position, and their obligations to themselves and their employers? says a writer in London Hardwareman. The failure to do so is probably not due to intentional indifference, but to a natural instinct for doing the least possible unless appreciation of their services is manifested by something more than pleasant words, or even by the payment of a fair salary. What is most of all wanted is a mutual belief in each other, employer and employed. Selfishness and mistrust are common to human nature, and therefore natural, and consequently must be counteracted and forestalled by that which will alone give to either employer or employees a workable basis for the best results, viz., the feeling that they are of mutual value to each other. The assistant in his initial experience is filled with a disquieting surprise to find his employer's ideas differ so widely from his expectation, yet time will assure him, and if he cannot act his part he is at the finish only human even in his failure. But I can say from a long and deep experience that belief in oneself, with considerate tact, does more to help one on in life behind the hardwareman's counter than is commonlys upposed.

CYCLE MAKING IN ENGLAND.

A correspondent sends us some interesting gleanings from the recently issued third volume of the 1891 Census Statistics. They show how enormously the cycle trade has grown and spread in ten years. In 1881 only 1,072 persons were classed as cycle makers; in 1891 the number was over 11,500, of whom 697 were employers and 304 working on their own account. In 1881 there were only 125 in Birmingham, but the number had grown to nearly 2,000 in 1891. There were 62 towns of over 50,000 inhabitants in which cycles were made in 1891, and, of course, a great many more in towns of less size as to which the separate statistics are not given. Coventry is at the head of the list and Birmingham comes second, but, taking the industry of the Midlands as a whole, with the exception of Coventry, there must now be more persons engaged in this manufacture outside of Coventry than within it.—London Hardwareman.

FAULD'S PATENT STONE CHISEL.

ANOTHER new industry is being started in this country by Rice Lewis & Son, Ltd., of Toronto. It is the manufacture of Fauld's Patent Stonecutters' Chisel. The implement itself is made of malleable steel. The knife is made of the best steel, is reversible, and rests in its place on a lead cushion. A large number of the chisels have been sold in Scotland. Lately the patentee has been in Canada, and he has met with such satisfactory results in introducing the chisel that he has seen fit to arrange with Rice Lewis & Son for the manufacture of it in this country.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton. Ontario.

SP

White Lead



TRADE MARK

Unicorn Pure
Russian Pure
Thistle
Crescent Star

NOTE THE BRANDS

Known all over Canada. We offer them without any restrictions. Write for prices.

A. RAMSAY & SON, MONTREAL

ESTABLISHED 1842.

ADAM HOPE & CO., HAMILTON

Offer for Sale

"Pioneer" and "Sloss" PIG IRON

These are fine foundry irons, being strong and large scrap carriers.

Also all the well-known—

Scotch Brands,
Broken Car Wheels,
and Railway Cast Scrap.

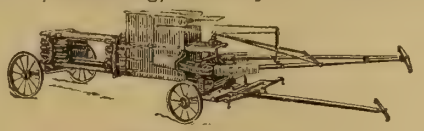
Wall Dusters

Our Wall Duster is a common-sense article which only has to be shown to be sold. Send for Price List.

FRANK HOLT, 81 Colborne Street, **Toronto**

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

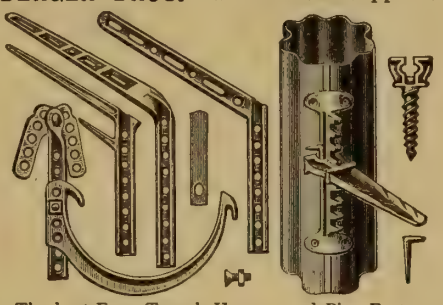
Made of Steel—lighter, stronger, cheaper, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire.

Manufactured by BOYD & CO., Huntingdon, Q.

BERGER BROS. Tinners' Hardware and Roofers' Supplies.



The best Eave Trough Hangers and Pipe Fasteners on earth. Berger's Long Eave Gutter, Pipe Hooks and Fasteners of every description. Also Ridging, Crestings, Finals, Registers and Ventilators. Don't buy until you have our price. Samples and catalogue free.

237 ARCH ST., PHILADELPHIA, PA.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

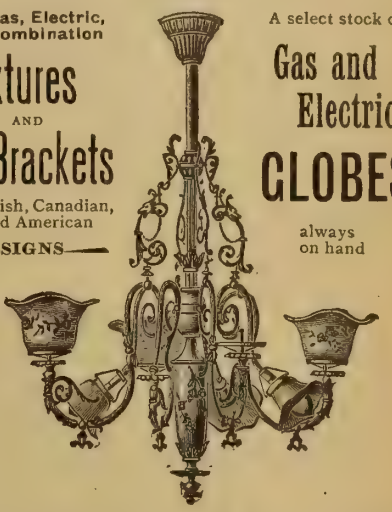
26 Wellington St. East, TORONTO

Gas, Electric, Combination

Fixtures AND **Brackets**

English, Canadian, and American DESIGNS

A select stock of **Gas and Electric GLOBES** always on hand



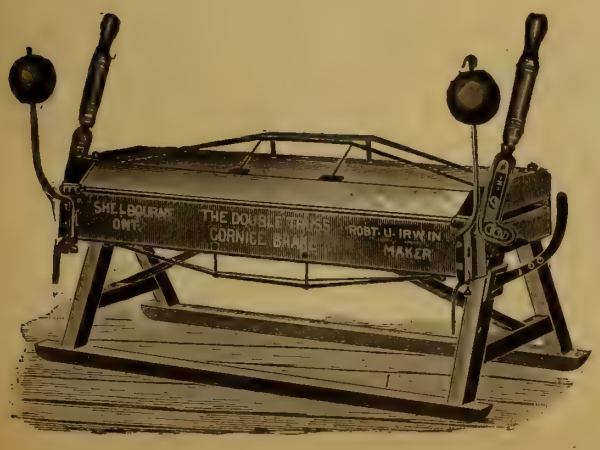
JAS. BARWELL, 88 Bay Street, **Toronto**

Drawings and prices on application.
The trade supplied.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, **TORONTO**

ENGLISH HOUSE: **SAMUEL, SONS & BENJAMIN**
164 Fenchurch St., London, E. C.



Sole Agents for the

Double Truss Cornice Brake.

Write for Circulars and Quotations.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, Mar. 22, 1894.

HARDWARE.

THE fair movement of trade in shelf goods that we noted last week continues, but other lines of hardware rule quiet, and are expected to remain until after the budget is brought down. For this reason, also, orders for later delivery for such lines as are likely to be affected by the tariff are being held back by buyers. Cutlery, carpenters' tools, wire cloth, bolts, nuts, etc., and other lines of shelf goods show a satisfactory degree of activity; in fact, quite equal to that of last year.

WIRE—The only business of any consequence has been a few orders for small lots of stovepipe wire. There is not much doing for later delivery.

ROPE—Business rules quiet, and prices are unchanged. We quote: Sisal, 7¾c. for 7-16 in. and upwards, and 8¾c. for smaller; pure manilla, 10c. for 7-16 and upwards, and 10½c. for smaller sizes; deep sea line, 15c.

CUTLERY—The demand for jobbing lots of both table and pocket cutlery has kept up, and they have continued one of the active features of the market.

NAILS—Nails rule quiet, the only trade being some small lots of wire nails.

BOLTS, NUTS, ETC.—The fair demand noted for bolts, nuts, copper rivets and burrs last week continues, and there is also a satisfactory jobbing movement in T and strap hinges.

CHAIN—No important business to note.

HORSESHOES.—Dulness still prevails in horseshoes and horsenails.

WARE—Demand for both common iron and agate and enamel ware has continued fairly active during the past week.

SPORTING GOODS—A few orders keep coming in for guns, but ammunition is quiet.

TOOLS—Carpenters' tools in assorted lots are still one of the lively spots of the hardware market.

PLUMBING SUPPLIES, ETC.—No improvement yet to note, but it is hoped that it will come soon.

IRON PIPE—Continues dull and unchanged.

NAVAL STORES—There has been no further change in naval stores since our last, but business has shown a somewhat better movement. We quote: Turpentine, 49 to 50c.; resins, $2.50 to $5, as to brand; coal tar, $3.25 to $3.75; cotton waste, 5½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12c.

METALS.

The heavy iron and metal market has continued quiet with few changes in the spot situation, although there is some difference in the tenor of advices from abroad. Buyers still manifest more or less indifference about importations, and in the case of dealings in domestic lines the uncertainty about the tariff is keeping them from operating to any large extent.

PIG IRON—There have been no important transactions in pig, but some small lots of Nova Scotia brands have been placed at a shading, viz, $16.75. We quote ex store: Summerlee, $19 to $19.50; Eglinton, $18 to $18.25; Carnbroe, $18, and Nova Scotia brands, $16.75 to $17.

BAR IRON—Bar iron does not show any change. Makers are making free offers at $1.75, and we quote as before, $1.75 to $1.85 as to quantity.

SHEET IRON—There is a moderate business doing and prices are unchanged. Black sheets are quoted $2.40 to $2 60 as to grade, and common sheet $2.25 to $2.40. Russian sheets range from 10½ to 11c.

HOOPS AND BANDS—There has been some fair lots of hoop iron placed for importation. The basis of value is unchanged at $2.30 to $2.35.

STEEL—There is no change in steel which rules quiet. We quote: Best cast steel 10½ to 12c.; sleigh shoe, $2.40; spring, $2.50; tire, $2.50 to $2.75, and round machinery steel, $3.

GALVANIZED SHEETS—Some further orders are being placed for importation. Demand for present movement is nil here. We quote: 4¾ to 5c. for ordinary brands; Morewood, 6 to 6¼c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., and the usual extra for larger sizes.

TIN PLATE—The easy tone noted in tin plate continues, and further business has transpired at less than $3 for cokes laid down this spring. Prices however are not quotably changed. We quote: $3 to $3 20 for cokes, and $3.50 to $4 for charcoal.

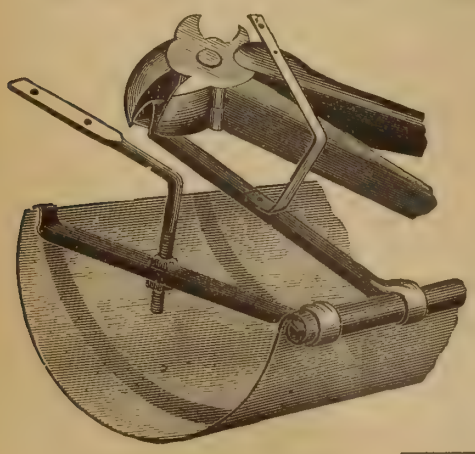
CANADA PLATE—Easiness is also to note in Canada plates, and a rather lower range has been established. In fact we quote $2.40 to $2.45.

TERNE PLATES—Very little demand for ternes as yet and prices nominal at $7 to $7.25.

COPPER—The copper market is unchanged at the decline noted in our last. Sales have been made at 10⅝ to 10¾c., and we quote 10⅝ to 11c. as a range.

TIN—Tin is unchanged on spot, but orders are somewhat steadier from outside markets. We quote pig tin 18 to 19c. and bar tin 25c.

SPELTER—There is no change in spelter, which continues dull at $4.50 to $4 75.



Gas Stoves Oil Stoves
Gasoline Stoves

Single Generator and the new process, most improved styles to date. Galvanized Eave Trough in 8 feet lengths, O.G. and half round patterns.

We supply everything required by the Stove and Tinware trade.

Eave Trough Hangers ...



THE McCLARY MNFG. CO., London, Toronto, Montreal, Winnipeg, Vancouver.

TORONTO PICKET WIRE FENCE CO.



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The Best is the Cheapest.

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STANDARD BELT

GUARANTEED.

J. L. GOODHUE & CO., Danville, Quebec.

A full stock of our goods kept on hand by our Western representative,

H. D. SIMMONS & CO.

Telephone 2164. 85 York St., Toronto

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Above Cut Is One-half Actual Size.

"Hathaway Fence Wire."—Safe, solid and sure. The handsomest. Seen at long distance. Will not sag or get out of shape. Allowance for contraction and expansion. Suitable for farm, field, garden, lawn or trellis work. Easily put up; splices itself, and cheap.

THE COLLINS MANFG CO., Manufacturers, 84 Adelaide Street East, Toronto.

AMERICAN CARPET SWEEPERS

CANADIAN MAKE

WARRANTED



BEST QUALITY

PRICE PER DOZEN, $26.00.

Order from your jobber, or send direct to

J. M. WARNER MFG. CO.

Send for Price Lists. HAMILTON.

YOU LOSE MORE THAN WE DO BY NOT ADVERTISING IN THIS JOURNAL

CUTLERY. Jos. Rodgers & Co's, E. M. Dickinson's and other Sheffield Makes. German Pocket Knives and Razors, "Hercules" Scissors. Import orders solicited. See our samples and prices.

A. C. LESLIE & CO.

MONTREAL and TORONTO.

Pure Southern TURPENTINE Our Specialty

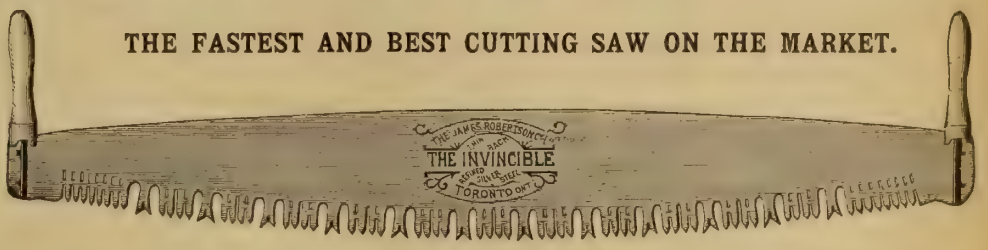
Remember, we are headquarters for the pure article, and intending purchasers will do well to get our price before placing their orders.
Every barrel of Turpentine we ship is accompanied by our printed guarantee that it is ABSOLUTELY PURE.

We Are Not Members of any Combine.

FRANCIS, FROST & CO., 33 Front St.W., TORONTO

THE INVINCIBLE. EVERY SAW WARRANTED.

THE FASTEST AND BEST CUTTING SAW ON THE MARKET.



Guaranteed four Guages Thinner on Back than Front and Made from the Highest Quality of Double Refined Silver Steel.

Manufactured only by

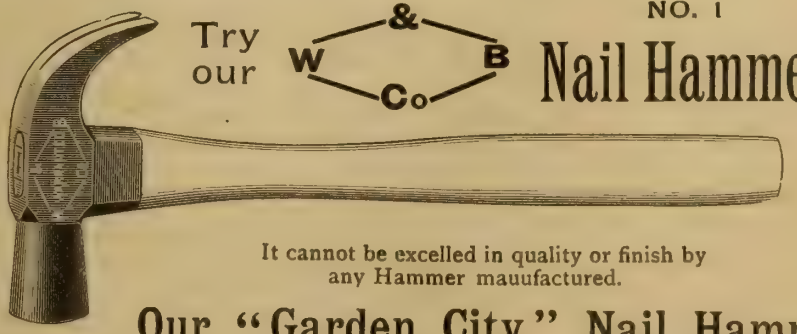
The James Robertson Co. (LIMITED.)

SAMPLE ORDER SOLICITED. Toronto.

THE WHITMAN & BARNES MFG. CO.

Canadian Branch: St. Catharines, Ont.

Try our W & B Co NO. 1 Nail Hammer



It cannot be excelled in quality or finish by any Hammer mauufactured.

Our "Garden City" Nail Hammer

GET OUR PRICES AND TRY OUR GOODS

Is the best and cheapest "Solid Cast Steel" Hammer on the market. . . .

We aim to keep in stock a full line of Hammers, Sledges, etc., and will make prompt shipments. . . . . .

MONTREAL MARKETS—Continued.

ANTIMONY.—This line is featureless and nominal at 10½ to 12c.

LEAD—There is nothing to report in lead, which we quote unchanged at $2.75 to $3 for pig and $4 to $4.25 for sheet lead.

SHEET ZINC—Dull and nominal at $5 to $5.25.

CEMENT—There has been some further business for later delivery, but the actual movement is small. We quote: English, $2.05 to $2.15, and Belgium $1.90 to $2.10. Firebricks continue in moderate demand with no change in prices. We quote $18 50 to $22.50 per 1,000 as to brand.

PAINTS AND OILS.

The only change of importance in this line has been the dissolution of the White Lead Grinders' Association. This means that while lead can be sold at less than $5 if sellers wish, and, in fact, we understand that a leading firm of makers have booked no less than 300 tons on this basis. Otherwise there is no feature to mention. Linseed oil is unchanged, at 59c. for raw and 62c. for boiled. Steam-refined seal oil, 46 to 47c.

GLASS.

There is no change in glass, which is still fairly active for later delivery. We quote: $1.25 for first break; $1.30 second break, per 50 feet; $3 25 for first break per 100 feet; putty in bulk, $1.85.

PETROLEUM.

With the advance of spring the demand in this line is falling off, but prices remain steady. We quote: Canadian refined at 11¼c. in shed at Montreal, for round lots, and 12c. for small quantities. American petroleum, 16c. in car lots, 16½c. in 10-barrel lots, 16¾c. in five-barrel lots, and 17¼c. for single barrels, net cash; American benzine, 23 to 25c; Canadian benzine, 10¾c. Petrolea; 12½c. Montreal.

HIDES.

The hide market continues dull, and no change is expected for a week or so. We quote: No. 1, 3½c.; No 2, 2¼c.; and No. 3, 1¼c.; calfskins, 5c.; and sheepskins, 70 to 75c.

TALLOW.

The tallow market is unchanged. Car lots have been moved at 6⅞ to 7c., and we quote a range of 6¼ to 7c. as to quality.

WOOL.

The wool market is dull and unchanged. We quote: Cape, 13½ to 16c.; B.A., scoured, 28 to 32c.; Northwest, 11 to 13c.; British Columbia, 11 to 12½c., and Canadian fleece, 18 to 19c.

MONTREAL TRADE NOTES.

The White Lead Grinders' Association was dissolved at the meeting held last Saturday. Facts in our editorial columns.

The break up of the white lead combine is already bringing about the reduction of the price of white lead. A. Ramsay & Son, of Montreal, state that they are offering their well-known brands at figures that should interest the trade, and expect if they will make less profit to do a larger business in this staple.

W. H. Cottingham & Co. call attention to the list of goods enumerated in their ad. of last week. Buyers cannot afford to be without them.

Thos. Davidson & Co. have placed some round lots of their milk can trimmings during the past few weeks with jobbers.

A. C. Leslie & Co. note some fair orders for tin plate for spring importation.

The Canada Iron Furnace Co. say they are awaiting the first of the month to send forward to the West a round quantity of their charcoal pig.

Tin has advanced in London, but the spot price is unchanged.

Nova Scotia pig iron has been shaded 25c. during the week, and is now obtainable in round lots at $16.75.

TORONTO MARKETS.

TORONTO, March 22, 1894.

HARDWARE.

FURTHER improvement has developed in trade, and jobbers this week are very busy. Principal lines called for are general hardware, and such spring supplies as spades and shovels, fence wire, churns, horse pokes. In tinware, bird cages, creamery can fixtures, dairy pails, sap buckets, and ware are in active request, while much the same may be said of rope and coil chain. Quite a few shipments have been made to the Northwest during the past week. Taking the volume of business for the first three weeks of the present month, jobbers report that it has been on a par with that for the corresponding period of last year. A continuance of the present improvement is anticipated, and there is every indication that when once the Government reveals what changes are to be made in the tariff, business will become much more active than it is at the moment. The Government has promised that the budget speech and the accompanying statement regarding proposed tariff changes will be delivered Tuesday next. Payments continue to show slight improvement.

WIRE—The season is now in full view and shipments in this line are going out rapidly, large quantities being called for daily. Barbed wire is also going out more freely, but in bright and coppered wire there is nothing doing yet.

ROPE—Demand good and prices as before, namely, 7¾ to 8c. for sisal, and 9¾ to 10c. for manilla.

CUTLERY—There is still a fair sorting up trade being done.

NAILS—Cut and wire nails are being called for freely, but quantities are not large.



GREEN WIRE CLOTH—Is still in the hands of jobbers, very few dealers throughout the country having sent in their requests for shipments to be made of orders already booked. Prices are unchanged at $1.85 to $1.90.

TACKS—Business is anything but brisk, although a better demand is being experienced.

CHAIN—Business in coil chain is active, particularly in the larger sizes.

HORSESHOES—There is still a fair business doing at $3 80 Toronto and $3.85 London.

WARE—Business is brisk in peerless and and eclipse ware, but blue and white ware remains much as before.

LAWN MOWERS—Business in this line is still at a standstill.

SPORTING GOODS—Trade continues quiet and featureless.

PLUMBERS' SUPPLIES—Are picking up nicely, a good many orders having been received during the week.

IRON PIPE—Is going out freely at 65 per cent. off. Import orders have been shaded a little.

BUILDERS' SUPPLIES—Trade throughout the country has shown quite an improvement. City trade is also better than it was, but the improvement is not so marked as in the country.

MILK CAN TRIMMINGS—Bulk of the shipments have been made, but, notwithstanding this, orders are still being received regularly.

TOOLS—Spades and shovels are now going out lively. The demand for harvest tools has exceeded the supply. This is causing a good deal of inconvenience, but the manufacturers point out that they are not to blame, the season having opened earlier than usual.

FIRE BRICK—There is a scarcity in this line, and for the first-class article $33 to $36 is still quoted.

HINGES—Are in demand, but quantities are not large. It is expected, however, that shipments will be large by the middle of next month.

BIRD CAGES—Are in better demand, quite a number of case lots going out.

METALS.

More activity is shown in this line. Galvanized iron, tin plate, sheet brass, ingot tin, antimony and copper are brisk.

PIG IRON—Business is picking up a little, but prices remain much as before, except for Scotch pig, which is firmer. We quote:

Summerlee, $21 to $21.50; Carnbroe, $20 to $20.50; Siemen's, $18.75 to $19.

BAR IRON—Business is still on the quiet side, shipments being exceedingly small. Prices unchanged at $1.85 to $1.90.

SHEET IRON—Nothing special to name. Trade is fairly satisfactory and prices unchanged at $2.32½ to $2.78 per 100 pounds.

GALVANIZED IRON—A large number of import orders are now being delivered, and shipments from stocks are good. Tinsmiths throughout the country are anticipating early spring work and are laying in their orders to be prepared for it. We quote case lots at 4¾ to 5c. for 28 gauge.

INGOT TIN—This article is exceedingly low at the moment. Business is getting brisk. Prices for ordinary shipments of Lamb and Flag and Straits rule at from 19 to 20c., but for quantities these figures have been shaded.

INGOT COPPER—Has shown a little more life. Some good import orders have been taken for car lots, and fairly good shipments have been made from stock. Prices are unchanged at 11¾ to 12c. for ton lots and ½c. extra for small lots.

SHEET COPPER—Business in this line has not been quite so brisk the past week, although a number of import orders have been booked for arrival in the early part of April. Prices are unchanged at 15 to 17c. per pound.

ZINC SPELTER—Has been exceedingly quiet, very little being done in either domestic or imported. Prices are unchanged at 4¼ to 4⅜c. for domestic and 4½ to 4⅝c. for imported.

TIN PLATES—Are still going out, both in coke and charcoal, all sizes being in demand. Shipments are fully up to last year, stocks being fairly complete. We quote: $3.75 to $3.85 for I.C. and $3.50 for coke, according to quality.

BOILER TUBES—There is a fair trade being done at unchanged prices. We quote: 1½ inch, 8c.; 2 inch, 9c.; 2¼ inch, 10c.; 2½ inch, 10¾c.; 3 inch, 12½c.; 3½ inch, 16c.; 4 inch, 21c.

SHEET STEEL—Business continues quiet in this line. We quote base price: English, $2.25 for plates and $2.40 for heads; American, $2.10 for plates and $2.35 for heads.

SHEET ZINC—Is exceedingly quiet, the quantities going out being fair. Prices unchanged at 5¼ to 5½c.

CORRUGATED IRON—Demand fair and prices unchanged. We quote, per square: Galvanized, 26 gauge, $4.25; 22 gauge, $7; painted, $3 to $4.50.

TERNE PLATES—Are moving more freely, although no large orders have been booked. A large business, however, is anticipated next month.

HOOPS AND BANDS—While demand is steady, no large quantities are changing hands. Prices are unchanged at $2.45 to $2.50.

CANADA PLATES—While demand for small quantities is regular trade on the whole is quiet. We quote as before: All dull, $2.60 to $2.65; half-polished, $2.65 to $2.75; and all bright, $2.90.

SOLDER—Is going out more freely, business in this line being, to a certain extent, governed by the tin plate trade. Prices are unchanged at 14 to 16c., according to quantity.

PIG LEAD—A number of import shipments have just been delivered; quantities from stock going have also been fair. Prices remain unchanged at 2¾ to 3c.

ANTIMONY—Has taken a turn for the better, and stocks are low in Canada. Prices are unchanged at 11 to 11½c.

GLASS.

There is not much to report. Trade, comparatively speaking, is quiet, dealers not purchasing except for their immediate requirements, being awaiting their import orders. Prices are still $1.20 to $1.25 first break.

PAINTS AND OILS.

The feature of the trade this week is the collapse of the white lead association, and the consequent drop in the price of this article. The base price is now 4¾c. and easy at that figure. Demand for white lead is good at the decline. Turpentine is in active demand here at present quotations. Prices are firm at 50c., Toronto, Hamilton, London and Guelph, with 2c. additional for outside points. There has been an advance of 1½c. in the South during the last few days, and higher prices are looked for here. Linseed oil is comparatively quiet and prices easy. We quote 60c. for raw and 63c. for boiled, Toronto, Hamilton, London, Guelph, with 2c. added for delivery at outside points. For prepared paints, orders are coming in faster than can be filled; $1.05 is still the figure for pure.

OLD MATERIAL.

Business is dull. Prices remain the same with the exception of rubber, which has declined ½c. We quote prices paid by dealers as follows: Agricultural scrap, 55c. per cwt.; machinery cast, 60c. per cwt.; stove cast scrap, 35 to 40c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 7½c.; heavy scrap copper 8 to 8½c.; old copper bottoms 7 to 7¼c.; light scrap brass 5c.; heavy yellow scrap brass 7c.; heavy red scrap brass, 7 to 7½c.; scrap lead, 1¾ to 2c.; scrap zinc, 1½ to 2c.; scrap rubber, 3 to 3½c.; country mixed rags, 75 to 80c. per 100 lbs.; clean dry bones, 45 to 55c. per 100 lbs.; borings and turnings, 10 to 15c.

SEEDS.

With continued fine weather the past week has been an active one in seeds, and advices from across the line indicate an unprecedented briskness for this early in the season. Markets rule steady, and higher prices are looked for should the present favorable conditions be maintained. We quote jobbing price: Red clover, $6 to $6.25 per bushel; alsike, $4.50 to $8.50, latter figure being for fancy reproducing seed; timothy, $2.10 to $2.80, outside price being for fancy unhulled seed.

HIDES, SKINS AND WOOL.

WOOL—Prices are unchanged. Combing is being taken at 17 to 18c., and clothing at 19 to 20c. Dealers are buying supers at 18 to 19c., and are selling at 19 to 20c. Extras are bought at 22 to 23c., and are sold at 23 to 24c.

HIDES—Quiet and unchanged. Green hides are quoted at 3c. for No. 1, and heavy steer hides of 60 lbs. and over at 3½c. Cured are easy at 3½c. a lb. for No. 1.

SKINS—Sheepskins quiet and unchanged at 80c. for choicest. No. 1 calf are quoted at 6c., and No. 1 cured at 8c.

TALLOW—Dealers are paying 5¼c. for rendered tallow in brls., and 5½c. for rendered in cakes. Jobbing prices are 5¾ to 6c.

PETROLEUM.

Demand continues to fall off for burning oils, and prices remain as before. We quote: 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; Canadian water white, 16 to 17c.; American water white, 18 to 19c.; photogene 20c.

The Petrolea Advertiser, in its weekly review, says: Crude oil $1.00¼ per brl. Refined, 6¼ to 6½c. in bulk, or 9 to 9¼c. in barrels in car lots f.o.b. here. There has been a gratifying amount done on 'Change this week at the above quotation. On Wednesday alone 3,000 barrels of crude changed hands. The gross amount of stocks on hand is less than 68,000 brls.

MARKET NOTES.

H. S. Howland, Sons & Co. are in receipt of a line of tea trays.

The Gurney Foundry Co., Toronto, have purchased this week 2,500 tons of American pig iron.

Sanderson Pearcy & Co. have fitted up a department in their warehouse for labelling and getting their prepared paints ready for shipment.

H. S. Howland, Sons & Co. are in receipt of shipments of Wostenholm & Son's and Joseph Rogers & Son's cutlery and Joseph Elliot & Sons' razors, orders for which will be executed promptly.

The Booth Copper Co. report business steadily improving, and announce that they are having a satisfactory demand for the Resisto range boiler, a cut of which recently appeared in the columns of HARDWARE.

The Clauss Shear Co., Toronto, report that their travelers are meeting with considerable success, more especially in Quebec. "Our shears are going out very nicely, and the demand for our six-bladed chopper is

MARKETS.—Continued

increasing daily," said a representative. "There is a fairly good demand for bread and cake knives, and there has been an improvement in business all round."

Samuel, Benjamin & Co. have sold out nearly all their present stock of poultry netting, but a fresh supply is on the way.

HARDWARE regrets to announce the death of W. O. Duncan, of the firm of Duncan Bros., stove and tinware dealers, Collingwood.

Samuel, Benjamin & Co. have experienced such a large demand for the "spring" curry comb, a cut of which was recently shown in HARDWARE, that they have found it necessary to bring on another shipment.

The Gurney Foundry Co., Toronto, report having shipped a large consignment of radiators and boilers to Victoria, B.C. The firm completed the second size of their Oxford graduate coal and wood cook stoves, for which they anticipate a large demand.

The compositor last week while "setting up" an item regarding the J. Bateman shear being introduced by Samuel, Benjamin & Co., would persist in dipping his fingers into the "l" box instead of into the "t" box, and the result was that wherever the word Bateman should have appeared it was made to read "Baleman."

A satisfactory trade is reported by Boeckh & Sons, brush manufacturers, Toronto. The firm say: "We are having a large demand for our household brushes. The house-cleaning season is close at hand, and dealers who have not already stocked up in these lines will do well to correspond with us before placing their orders."

The Canadian Mineral Wool Co., Toronto, report great improvement in trade. "We have just finished a contract which we received for the covering of all steam pipes in the Hamilton Cotton Co.'s Mills," they say. "We are experiencing a large demand for our asbestos cement, from steamboat men and the hardware trade."

The Gutta Percha and Rubber Mfg. Co., Toronto, report that in spite of alleged hard times, they are receiving a brisk demand for their garden hose, rubber belting and packing. "We have a most complete stock in these lines, and we feel that the trade cannot do better than to inspect our stock before placing their orders," say the firm.

Boeckh & Sons, brush manufacturers, Toronto, report a heavy run on their flexible bridled paint brushes. These brushes are finding favor with painters, and the firm is in receipt of many complimentary testimonials from the hardware trade referring to them. Orders for all lines are on the increase, and the firm's travelers speak encouragingly of the coming trade.

The Brass Manufacturers' Association is meeting in Toronto this week. Amongst the firms represented are: Robert Mitchell & Co., and T. L. Clark, Montreal; James Morrison & Co., Toronto; Stevens & Burns and Essex Brass & Iron Co., London; T. McVitty & Sons, St. John, N.B.; A. W. Glassford, Montreal, secretary. Robert Mitchell, of Montreal, is president, and James Morrison, Toronto, vice-president. They report business good and prospects favorable.

AMERICAN MARKETS.

NEW YORK, March 22, 1894.

PIG TIN—London cables came a shade higher and reported fairly active speculative business in that market, but interest was not enlivened in New York. As a matter of fact, the local market was extremely tame, with competition for ordinary jobbing business sufficient to keep prices at about 19c. net cash for 5-ton lots and correspondingly low for small quantities, delivery this month or next. There are now afloat for this port about 1,080 tons. Since the McKinley duty went into effect about 2,860 tons have arrived. It is calculated that the supply of tin here, including stock in bond, is below the average, but the merit of that claim, such as it may be as a factor in the markets, is offset in a good measure by the heavy stocks in Europe.

COPPER—Large sales have been made the past few days, chiefly of electrolytic and lower grades. The quantity is not divulged, but said to involve several million pounds, including deliveries up to and including July. The new business in Lake Superior ingot is of moderate proportions, however, and the demand still runs rather light. With freer offering, prices are quite soft at 9½ to 9⅝c. as to brand and delivery. Some sales were said to have been made at the inside figures. Electrolytic is quite firm at 9.35 to 9½c. for reliable brands and casting stock is fully holding its own at about 9⅛ to 9¼c.

PIG LEAD—The market was very stiff. Offerings were small and sellers at less than 3.45c. for car load or larger lots extremely few. Bids of 3.40c. were turned down in several instances, not only for spot stock, but for near future deliveries. The buying is slower than it was a few days ago, however, and the strength of the market would appear to be due chiefly to reserved offering on the part of smelters. St. Louis wire to the New York Metal Exchange was 3.25c. The London cable was £9 5s. for soft Spanish.

SPELTER—Orders come along rather slowly and it is the exception that larger quantities than single car loads are called for. However, enough business passes elsewhere to keep the market in fairly good form, and, while 3.80c. here might be accepted for some of the least popular brands, the popular quotation is 3.85c. upward for prime Western. The St. Louis telegram to the Metal Exchange quoted 3 65c. The London cable was £15 15s. for good merchant brands.

ANTIMONY — Business is moderate, but sufficient to keep prices quite steady at 8⅞ to 9c. for Hallett's and 10⅛ to 10¼c. for Cookson's, on the spot.

TIN PLATE — No improvement was reported in the demand for either stock or future deliveries, and the market is flat pending a settlement of tariff uncertainties. Meanwhile dealers' stocks are being more or less reduced, since the bulk of importations goes to fill orders previously placed by consumers. There is enough stock to satisfy the demand, however, and prices remain rather soft.

IRON AND STEEL—Some agents reported better sales of both foundry and mill grades of American pig iron, chiefly the latter, for delivery during the next three months, but buyers generally are still very conservative, and the volume of business is not up to the average for this season of the year. Competition continues keen in nearly all quarters, and while former prices are generally asked, the market shows rather weak tone. Foreign pig iron meets with extremely limited sale. Dealings in Scotch are confined almost wholly to small lots for future shipment at sterling prices. There is hardly any change in the foreign market. Spiegeleisen and ferro-manganese are neglected, domestic stock being cheaper than foreign makes.

Sales of old iron and steel show some increase, but the dealings are chiefly in rather small lots and at about the line of prices that has ruled for some time past. Generally speaking, the market is still rather soft.

Steel rails are without change. At all events, sales agents repeat former quotations for heavy sections, and state that business is still of moderate proportions.

EVADING THE CUSTOMS LAW.

It has been represented to the customs department that in consequence of the depressed condition of trade in foreign countries, attempts are being made to place upon the Canadian markets various lines of goods —notably hardware—at prices which are much below the original fair market value of such goods. It is further stated that such goods are, as a rule, consigned by the vendors in the United States to themselves in Canada, and that the conditions of sale require the delivery of the goods on the basis of freight and duty being paid by the foreign vendor.

A memorandum has been issued by the department to the local authorities to take every precaution to discover any such attempted evasion of the requirements of the customs law, and in any case where the circumstances appear to warrant it the goods should be detained and the invoices forwarded to the department for examination.

SITUATION WANTED.

A FIRST-CLASS BOOKKEEPER WELL UP IN hardware will shortly be open for an engagement. Address, Expert, HARDWARE Office, Toronto. (15)

SANDERSON PEARCY & CO'S

Pure Prepared Paint

HAS NO EQUAL

For all kinds of Painting.

It is made of pure and unadulterated substances which allow it to EXPAND and CONTRACT on outside surfaces without cracking. For inside work, it dries with a gloss, durable finish, equal to that obtained by the use of Varnish.

Sanderson Pearcy & Co. 130 to 138 Bay St. Toronto.

CORPORATE MARK



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

Hard Wear Paper FOR Hardware Men

Manillas, Brown Wrapping,
Hardware Manilla . . .
Leather Manilla, Etc., Etc.

PAPER

We can supply Paper of all Grades, in any size or weight, at the best prices and most favorable terms. Write us for samples and quotations.

TORONTO BRANCH : 29 Front St. West.
MONTREAL BRANCH : 318 St. James St.

THE E. B. EDDY CO., Hull, Canada

PERSONAL MENTION.

GEO. M. CALMERS, of Allington & Calmers, Minneapolis, is in Toronto, for the purpose of placing on the Canadian market the Allington car heater.

Edward Gurney and W. H. Carrick, of the Gurney Foundry Co., Toronto, have returned from a trip in the United States. They report business across the line exceedingly quiet.

W. H. Galley, who has been manager of the hardware business of Tye & Co. since they started in Vancouver, leaves about the middle of the month for Knight's Inlet, where he will settle with his family. Mr. Galley will engage in ranching, fishing, and trading.

A. H. Symonds, who formerly represented Joseph Rogers & Sons, Ltd., the well-known cutlery manufacturers of Sheffield, is in Toronto this week with a line of cutlery samples from George Butler & Co., Ltd., Trinity Works, Sheffield. Mr. Symonds says he has met with greater success than anticipated.

J. M. Clark, M.L.A., Smith's Falls, in addition to attending to his parliamentary duties, is able to devote some time to his business, being frequently seen around the Toronto wholesale hardware houses in quest of bargains.

These country merchants have been in Toronto this week: Mr. Dougherty, of Sylvester & Dougherty, Stouffville; P. Gies, of Phillip Gies & Co., Berlin; Mr. Wright, Aylmer; James Dunsmore, Dunsmore & Caslake, Stratford; A. H. Wittmaak, Hespeler.

THE ART OF COPPERSMITHING.

A Practical Treatise on Working Sheet Copper into all Forms. By John Fuller, Sr. Size, 10 x 6½ inches; 327 pages. Published by David Williams, 96-102 Reade street, New York, 1894. Price, $3.

This book, which as a serial appeared in The Metal Worker, is brought out to meet the needs of a body of sheet metal workers whose trade has never before been thoroughly described. The author, as he states in his preface, acquired proficiency in copper working through a long apprenticeship and many years of actual labor at the bench. The instruction he gives is, therefore, entirely practical and will be correspondingly valued by those who are in any way interested in coppersmithing. A special feature of the work before us is the illustrations, of which there are nearly 500, and which add much, not only to the interest, but to the value of the text, as they show the work in all stages of progress and illustrate all the appliances, patterns, and tools. The work is divided into sections, each treating a separate topic, and is thoroughly indexed. The style of the writing is exceedingly simple and the descriptions of work go into the smallest details, a fact that will be especially appreciated by those who read to the book for instruction in this handicraft.

HOW TO KEEP THE SHOP CLEAN.

THE question: "How shall I keep my shop clean?" is one which has often puzzled the ironmonger, and caused him a greater amount of uneasiness than the majority of his fellow-shopkeepers. The problem has frequently been given up in despair—to the ironmonger's loss. Whilst to many doing a general business it is absolutely necessary to handle many dirty things, there are branches of his business which render it essential his premises should present as clean, neat, and bright an appearance as the jeweller's, if paying customers are to be attracted. Dealing with this question, a contemporary says:

"That depends on the shop" will be an answer which naturally forces itself upon one, when he considers the diversity of premises. When the shop means simply a salesroom, with samples only of large goods, and small quantities of shelf goods, the matter of neatness is not nearly as difficult as it is in a shop where a single room represents salesroom, office, and warehouse combined.

It is absolutely impossible to even imagine a perfectly clean hardware shop. There must be a corner, or a room, and often a number of corners or rooms, where unsightly and dirty things can be stored. Dirt is simply a question of distribution.

Neatness and cleanness mean not so much the absence of dust and dirt as the distribution of these unavoidable evils. When a portion of a shop is devoted only to the display of goods, it is not a very difficult matter to keep this portion perfectly neat and clean. Of course, goods will be left on ledges and in improper places during a rush of custom, but an assistant with an eye for neatness will soon find an otherwise unoccupied moment in which to remedy these irregularities.

"To have a place for everything, and everything in its place," is the great desideratum. This will only be reached when each individual is held responsible for a certain portion of the shop, and when assistants who are by nature inclined to slovenliness (and there are such) are forced to be neat in their persons as well as in their surroundings, because a person slovenly dressed, standing behind the counter, will completely counteract the beneficial influences of a neat-looking shop on a customer. Of course, it goes without saying that cleanliness and neatness are a great attractive feature. Unhappily, many hardware shops are so unclean and disorderly that ladies are afraid to enter them. In such establishments goods are usually covered with rust; bright goods are to a greater or less extent corroded, often through careless sprinkling, all of which detracts from the selling qualities of the goods. It is a well-known fact that whoever buys goods wants them to be new and wants them to look new. Even such people as will leave a new axe in the open yard during a rainy night will not be satisfied to get an axe with a rust spot on it.

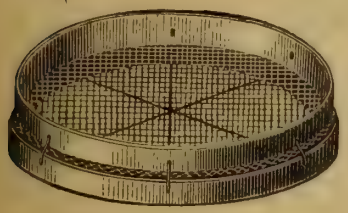
It is necessary to have a "general cleaning up" of the shop once a day. This should commence on opening in the morning. It should be made an inflexible rule that all goods should be in their proper places before closing in the evening. By this the accidental sprinkling of water on goods left on the floor during the day will have been avoided. Much importance attaches to the use and abuse of a sprinkling pot. It is a very easy matter to spray a few drops of water into a nail bin now and then, or on the base of counters and the legs of stoves; but each drop will count, and will detract from the general appearance of the store. Even in so insignficant a matter as sprinkling it is necessary to use care and judgment. Of sweeping and dusting the same may be said. It is impossible that these daily cleanings should be anything more than superficial. To make the cleanness of the shop as nearly perfect as possible, it is necessary that on each day, after the general cleaning, and during leisure moments, a small portion of the stock be cleaned thoroughly. To do this, goods must be moved from their places and replaced after thorough cleaning. It is disgusting for a would-be purchaser to have a cloud of dust blown into his face from the top of a bird-cage which is being taken from its hook, where it had hung unmoved since its arrival in the store.

Show windows (and show cases also, to a more limited extent) should contain samples only, so that it is not ordinarily necessary to remove part of a display to supply a customer. When it is unavoidable to thus "rob" a show window, the missing article should be immediately replaced, since nothing is less attractive than a show window with empty spaces in it. Better have no show window than to have one that is not absolutely neat and clean at all times.

New goods should in all cases be unpacked and marked as far away from the interference of customers as possible, preferably in the warehouse, and should be stored as quickly as circumstances will permit. It is not desirable to have customers see too much of the inside workings of your business. It is, therefore, a necessity to have a place set apart for storage of goods pending delivery, or the arrival of invoices, for unpacking and marking. Odd goods, such as samples of articles not in stock, should not be allowed to accumulate in any one place, but should rather be distributed among other similar articles. This will greatly increase the chance of selling, and thus removing them. Broken articles should be either repaired at once, or removed, since all imperfect goods discredit perfect ones of the same kind.—London Ironmongery.

Sand Screen Cloth—

Sand Screens
Masons' Hand Screens
For Stonemasons, Bricklayers, and Plasterers.





Write for Catalogue and Price List.

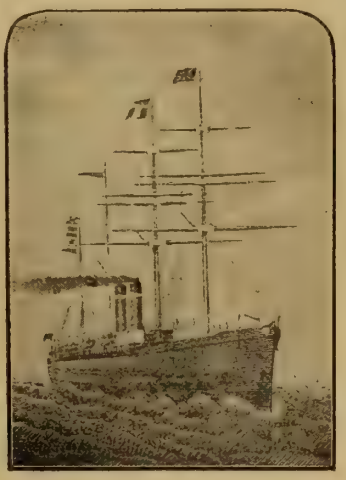
THE B. GREENING WIRE CO., LTD.

Hamilton, Canada.

A FEW "WHENS."

WHEN you accumulate wealth, says an Exchange, consider it a trust; use it for the benefit of others; generosity is its own reward. When you have exerted your full abilities, and success seems doubtful, train your mind to review results calmly; be sanguine; worry, not work, is the bane of many lives. When you cultivate the faculty of associating names with faces, it will prove a decided benefit to your trade. When you would better your memory, exercise it; rust, not use, is the prime element of decay. When you lock your store at night, leave your business inside; no balmy sleep with worry for a bedfellow. When you have decided upon a course in business, which is satisfactory to your own mind and experience, do not allow the doubts of others to dampen your enthusiasm. When your stock is turned over often, you can afford to sell cheaper and still increase the net profit. When undesirable goods accumulate, the wheels of business are clogged. When you start in business, expect to succeed; the range of a cannon depends upon its elevation.

When business is said to run itself, it is generally the result of the force of gravitation; gravity is always downward. When you begin to have some doubts of the superiority of your own abilities, you are on the threshold of a fresh advance; over self-confinence is a rock which has sunk many a young mercantile mariner. When you walk to wealth, use the feet of industry and the staff of frugality. When you furnish the capital and another the experience, don't swap. When you receive tuition from experience, don't forget to graduate. When there is an absolute loss in business it is generally the result of ignorance. When you expect an advertisement to create business, word it for business; an advertisement has no life in itself; it depends for its efficacy upon the vigor with which you endow it. When you word an advertisement, claim nothing which is not strictly true, but never fail to claim all the truth. When you hang a sign outside your place of business, it pays to have a good one; it is a permanent advertisement and indicative of your business method to the public eye. When you despond for lack of public encouragement, keep the fact to yourself; don't advertise it. When you inquire into the causes of a marked success, you will invariably discover that much of it was due to their ability to select and retain efficient employes. When you have a decided taste for it, possess sufficient capital, and are acquainted with the details, you are fitted to engage in any business.



ALLAN LINE

ROYAL MAIL STEAMSHIPS

Liverpool, Londonderry, and Montreal Mail Service

STEAMSHIPS.	From Montreal.	From Quebec.
SARDINIAN	5 May	6 May
*LAURENTIAN	12 "	
PARISIAN	19 "	20 May
MONGOLIAN	26 "	27 "
*NUMIDIAN	2 June	
SARDINIAN	9 "	10 June
*LAURENTIAN	16 "	
PARISIAN	23 "	24 June
MONGOLIAN	30 "	1 July

And weekly thereafter.

The Steamers of this service carry all classes of passengers. The Saloons and Staterooms are in the central part where least motion is felt. Electricity is used for lighting the ships throughout, the lights being at the command of the passengers at any hour of the night. Music rooms and Smoking room on the promenade deck. The Saloons and Staterooms are heated by steam. Steamers are despatched from Montreal at daylight on the day of sailing, and sail from Quebec at 9 a.m. on Sundays. Steamers with a * will not stop at Quebec, Rimouski, or Londonderry. **RATES OF PASSAGE:**—Cabin, $50 and upwards, according to location of Stateroom and number of persons occupying same; all having equal privileges elsewhere. Second Cabin, $30 and $35 single, $65 return. Steerage to or from Liverpool, London, Glasgow, Belfast, or Londonderry, $24. Steerage passengers are provided with bedding and every requisite for the voyage without extra charge.

H. & A. ALLAN, Gen. Agents, Montreal, or H. BOURLIER, 1 King St., Toronto

Church's Cold Water . .

ALABASTINE

Has superseded all other water-color wall coatings.
It is the **best advertised goods in this line.**
Now sold in every English speaking country on the globe.
Equally adapted for city and country dealers' trade.
Easily applied by anyone who can handle a brush.
Put up in five-pound packages, **and never sold in bulk.**
Pays the dealer **Fifty per cent. profit.**
Beware of **Imitations** bearing similar names.
Order early to insure a full line of advertising matter.

THE ALABASTINE CO., Limited.

PARIS, ONTARIO, Sole Manufacturers.

Hill & Forbes, 327 St. James St., Montreal. McArthur, Corneille & Co., St. Paul St., Montreal.
Agents for Eastern Ontario, and Province of Quebec.
G. F. Stephens & Co., Winnipeg, Man. Agents for Manitoba and British Columbia.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Peter Campbell, general merchant, Arichat, N.S., has assigned.

J. L. Trapp & Co., hardware, New Westminster, have assigned to J. Curtis.

The mortgagees are in possession of the Victoria Iron Works Co., Victoria, B.C.

Wm. Hipple, general merchant, Campden, has assigned to A. Moote, St. Catharines.

E. Moreal, general merchant, Becancour, Que., has compromised at 85c. on the dollar.

Archambault & Leveille, hardware, Montreal, are offering to compromise at 50c. on the dollar.

James Martin, general merchant, Buckingham, Que., demand of assignment made upon him.

George W. Bailey, general merchant, Gibson, N.B., is offering to compromise at 20c. on the dollar.

A demand of assignment has been made upon Joseph Galipeau, coal and wood, Maisonneuve, Que.

Charron & Racicot, general merchants, Windsor Mills, Que., have compromised at 75c. on the dollar.

H. T. Hatch and Riddel Bros., general merchants, at Pipestone, Man., have both been granted extensions.

PARTNERSHIPS FORMED AND DISSOLVED.

Knowlton & Corey, general merchants, Knowlton, Que., have dissolved.

Gardiner & Shield, general merchants, Mount Pleasant, have dissolved.

Matthew, McLean & Co., general merchants, Souris, P.E.I., have dissolved.

D. Laviolette and Wilfrid Lauriault have been registered proprietors of the hardware business of Aguste Couillard, Montreal.

H. Roy and J. Staubin have registered a partnership in Montreal to carry on business as plumbers under the style of Roy & Staubin.

CHANGES.

John Foster, plumber, Montreal, is commencing business.

A. Hunter, hardware and tinware, Fordwich, has removed to Brussels.

MacKay & Co., general merchants, Lyndhurst, have removed to Toledo.

A. Coad, general merchant, Toledo, Ont., has sold out to MacKay & Co.

The estate of Thompson & Ross, general merchants, Nesbitt, Man., has been sold to John Watson.

J. Cummings & Co., general merchants, Nakusp, B. C.; interest of Mr. Bigelow sold to S. J. Henderson.

SALES MADE AND PENDING.

The general stock of S. McManus, South Casselman, is advertised for sale by tender.

The stock and plant of Chagnon & Co., sash and door manufacturers, Montreal, are to be sold.

Pointed testimony!

LINDSAY, March 8, 1894

J. & J. TAYLOR,
Toronto Safe Works, Toronto

GENTLEMEN,—**The Safe** I had which went through the fire which consumed the whole of my stock at Hastings, on 1st September last, 1893, **was one of your make,** and I must say it **had a very severe test**—falling about twelve feet to the basement floor (which was rock) and lighting between a turpentine and a coal oil tank. In these tanks there was at the time about two barrels of coal oil and some quantity of turpentine. In the basement at the time there was also a number of barrels of other inflammable oils. **The fire burned for over 12 hours** and there was not a piece of wood left of the building. We opened the safe on the second day after the fire, and found to my surprise the **books and papers in good shape**—in fact, am using the same ledger in my business now.

I was told by several men who were in the safe business that my safe was not fireproof and would not protect my books and papers if I ever had a fire. I now have the experience to know that **I could not have had a better safe,** and freely recommend your safes to any person requiring one.

Yours very truly,
(Signed) F. VANCAMP.

Get **Taylor's**

FIRES.

W. A. Mathews, tinsmith, North Augusta, Ont., has been burned out.

Chisholm & McKenzie, general merchants, Morris, Man., have been burned out.

Hogg Bros., general merchants and grain dealers, Oakwood, have been partially burned out.

The stock of P. P. Mailloux, wholesale saddlery, hardware, Montreal, has been partially damaged by smoke and water; insured.

DEATHS.

W. W. Clarkson, general merchant, Clarkson, is dead.

T. R. Harris, general merchant, Aylesford, N.S., is dead.

CHOP TO SUCCESS.

Each chop chips a chip, each ad. adds trade, the sharper the axe, the larger the the chip. The more effective the ad., the better the results. It's the last chop that fells the tree. To its effectiveness is added that of all that have gone before. So also it is the last ad. that is most effective. Had it not been for the first chip the last could not have been cut. If it could, the effect would have been nil. So, too, with the last ad. It was smaller than the first and cost less, but it felled the tree of success, scattering branches of prosperity over ground that was bare before.—Printers' Ink.

A western paper puts it thus: "Oh! they are wise who advertise in winter, spring and fall; but wiser yet are they, you bet, who never let up at all."



Wire Fencing Plyers

MANUFACTURED BY

H. BOKER

Are the leaders for Fine Quality and Low Price.

TRADE MARK

Clothes Wringers

"Leader" Barrel Churns

"Dowswell" Washers

"Queen and Domestic" Mangles

DOWSWELL BROS.

SUCCESSORS TO

Peerless Manufacturing Co.

HAMILTON, - CANADA

Write for Prices and Discounts.

SOLDER.

Half-and-Half Solder.
Plumber's Solder.
Refined Metal Solder.
Triangular Solder.

We guarantee all OUR GOODS! If found unsatisfactory can be returned at our expense.

TORONTO SMELTING and REFINING WORKS

92 and 94 Queen St. E., TORONTO.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. — Three Rivers.
Lac a lac Tortue. — Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer



The Cradle Churn

The Easiest to Clean and Operate and Guaranteed in every Particular

Send for Descriptive Circular and Testimonials.

Chas. Boeckh & Sons

Wholesale Agents. Toronto.

Bicycles

To the Trade at prices that you can make something out of them.

We are Direct Importers and Sole Agents of the famous

Raleigh and Quenton

BICYCLES

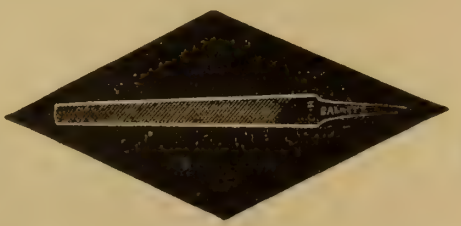
And can furnish the trade at right prices. Get our Catalogue free.

THE BOWMAN HARDWARE AND SPORTING GOODS CO.

LIMITED.

HAMILTON, - ONT.

BLACK DIAMOND FILE WORKS,



21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

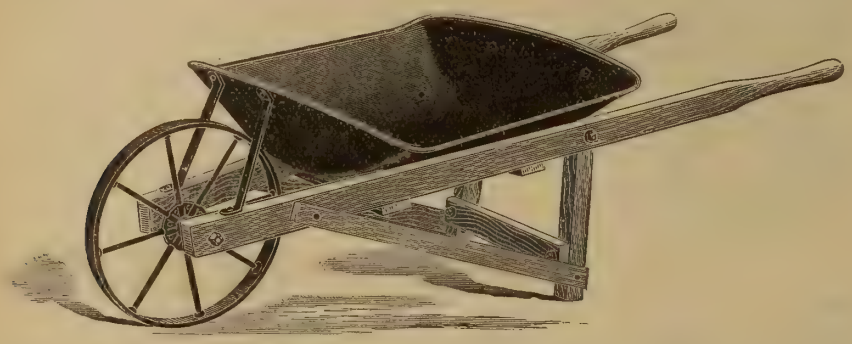
MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. **Gulletting Sawfiles.**
Climax Sawfiles. — AND — **Lightning Sawfiles.**

EVERY OTHER DESCRIPTION OF SAW FILES.

CHEAP AND SUBSTANTIAL.

THE accompanying cut is an illustration of a wheel-barrow that has been put upon the market by Rice Lewis & Son, Ltd, Toronto. It is named the Pan-American Steel Tray Barrow, and is held to be "the most substantial, cheapest and best barrow, yet manufactured." The tray, braces and wheel are of steel, and the frame is made



of wood. The cost of the barrow is, it is claimed, less than one-third an all steel barrow, and, while much lighter, is to all intents and purposes just as strong. If so desired the barrow can be supplied with Jacobs' patent wood wheel. The "Pan-American Steel Tray Barrow" is specially adapted for use of street contractors, the steel tray making it equally suitable for hot or cold material.

EDUCATION OF ENGINEERS.

OUR able contemporary, Engineering News, in a recent number, gives an analysis of the record of the work of the graduates of a prominent civil engineering school, which is very suggestive in several respects. It seems to have been the endeavor of the school in question to impart a sound general knowledge of the theory and practice of engineering, and not to subordinate its teaching to the exigencies of the laboratory or to special or to detail work, apparently on the assumption that it is a mere chance that more than a small fraction of college practical instruction will fit the particular work that may fall to the lot of the graduate. The analysis of our contemporary seems to show that in most cases, while the purely technical training has been an adjunct in bringing about promotion, yet a fair inference from the record of the graduates is that it is twice as important to be fitted to become a leader and manager of men than to be fitted only with purely technical qualifications. As remarked by us before in these columns, a system of education that tends to broaden the mind and thus render it capable of dealing confidentially with large questions is not only most likely to make the engineer educated under it more respected by those with whom he comes into contact in professional life, but it gives him a wider range of opportunities and a more ambitious scope to his strivings. When an employer takes into his service one just graduated he should not, and in most cases does not, expect him to be exactly fitted by a school training for the practical work he is engaged for. What he should, and in most cases does expect, however, is a thorough grounding in principles, so that when the young man finally becomes fully acquainted with the details of his particular work he will be able to carry it on with every prospect of success. It is assumed, of course, that the graduate has not been educated under an impractical system by purely academic professors, but that the theory taught and the practice inculcated are based upon a proper knowledge of the requirements of actual work. Owing to the desire to start on a professional career at the earliest possible moment, most technical courses are none too long for the bare purpose of teaching principles, and yet the tendency seems to be becoming greater and greater to subordinate the theoretical grounding to "practical work." Pattern shops, smith shops and even foundries are becoming features of technical schools, and testing work is carried on more with a view to teach the practical manipulations than to illustrate principles. But to return, applying the conclusions which our contemporary draws from its analysis in a general way to any branch of engineering, the inference seems to be that it is impossible for any young man to foresee with any degree of exactitude what particular knowledge will probably be most useful to him. He is extremely likely to have both technical and executive positions in various lines open before him at some time in his life, and hence what he particularly needs is a good all-round knowledge so that he will not be wholly at a loss in undertaking any duties that may fall to his lot. It implies that there is no better method than to devote the first four years of a young man's professional study to acquiring a sound general knowledge of the theory and broad practice of all the main branches of his profession instead of devoting particular attention to special and detail work. The difficulty with many of our engineering schools, it may be added, is that they attempt to combine three different courses, each of which in turn is sacrificed to the others. In Europe, in some cases, these are differentiated into engineering, industrial, and manual training schools. Some of our technical schools partake more of the character of the French industrial schools, a graduate of which does not expect to become anything higher than a superintendent of a manufactory or plant, or an "expert" in his line of training.

"SLOW AND SURE" THE ONLY WAY.

OF every hundred men who engage in business on their own account, scarcely ten, it is computed, make a success of it, says an exchange. Probably no larger proportion of the young men employed in retail stores eventually realize their ambition and success in their attempts to secure a business of their own. The obstacles are so many and the practice of self-denial so difficult that the majority of the clerks either give up the struggle at an early stage, or start for themselves before they have acquired sufficient capital and experience, and quickly meet the common fate of the ill-equipped merchant. Perseverance and self-denial! – they don't look very impressive in cold type, but they are big factors in the problem of how to achieve success in business and in all channels of human effort.

Our young friends, to succeed, must practice the most careful economy, labor hard and faithfully to please their employers and obtain a thorough knowledge of the business, and always persevere. A French statesman declared that the secret of success is: "Audacity, audacity, always audacity!" But although boldness, courage and self-confidence are very useful qualities, particularly in the field of politics, in general pursuits the fundamental qualities required of the young aspirant are perseverance and self-denial. Much time will be saved and bitter disappointment avoided, if this fact is borne in mind at the start, and should any of our young readers have become imbued with the notion that success is possible without persistent application, hard work and the sacrifice of many opportunties of indulgence in the pleasures of life, we trust they will at once disabuse their minds of the delusion. There are no short cuts to the goal of success that do not lead to infamy.

THE UNPOPULAR MERCHANT.

It is difficult to see ourselves as others see us, writes a traveling man with a wide acquaintance, says a contemporary. There is a man in the dry goods business in, well, say Tokio, who made himself tremendously unpopular with the boys on the road. To get even with him one of them "wrote him up" for a trade journal, buf indulged very largely in sarcasm, well knowing that the boys would "catch on" at once. He was spoken of as being "the most affable man on the road"; "the drummers' pet," and many such phrases. When the article appeared the dry goods man accepted it as a tribute to his worth, and sent in an order for extra copies of the paper to be mailed to his friends That was where "sarkasm" was lost on him



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For Latest Prices on

Pure Lead
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and Varnishes

MONTREAL, Feb. 6th, 1894.

To the Stove and Heater Trade:

We are about moving our works to the most modern plant in Canada, at St. Henry, near Montreal. Our New Catalogue will be ready early in March, when our travelers will be on the road with a full line of Stoves, Hot Water Heaters, Soil Pipes and Fittings, and other lines that we make. Kindly wait their arrival, as we have the very lowest prices and best goods.

Yours respectfully,

The Wm. Clendinneng & Son Co., Limited,

Stove Manufacturers and Founders,

Montreal and St. Henry, Que

COST OF BILLETS AND OF RAILS.

IN the course of his discussion of the defeated amendment to the Wilson bill, to put steel rails on the free list, Hon. John Dalzell, of Pittsburg, presented, according to Iron Age, the following summary of the considerations affecting the cost of steel rails as compared with the cost of soft steel billets :

1. A rolling mill plant for the manufacture of rails is of necessity much more expensive, contains heavier, more expensive and more complicated machinery than a plant designed only for the manufacture of billets. The ground space, both under roof and out of doors, is very much larger for steel rails.

2. The high carbon in rails—viz., about four times that in billets—adds to the cost for recarburizers and labor and fuel for handling and melting same.

3. Multiplicity of rail sections and weights requires a larger stock of ingot molds of assorted sizes ; the ingots have to be made heavier in proportion to the ton of finished rails rolled from them in proportion to the finished billets, consequently there is a greater loss in scrap.

4. To insure the production of perfect rails made from ingots, which by their very nature are liable to imperfections, a larger amount of scrap has to be cut off and handled between the ingot and the finished rails than in the case between ingots and finished billets.

5. Most of the billets rolled in this country are made from the ingot on one train of rolls with one engine, whereas ingots for rails which are of a complicated section have to pass through two or even three additional trains, each with an engine and crew, thereby involving additional cost for labor, power, maintenance, etc.

6. Accuracy in the cross section of a billet is never demanded. In a rail a variation in height, due to the natural wearing of the rolls, equal to so little as 3-64 inch, will cause its rejection. This causes frequent roll changes and large replacements at heavy expense.

7. Billets when rolled are chopped while hot by shears into lengths required, which are not expected to be extremely accurate, because the billet is not a finished product. Rails are sawed to standard lengths, usually 30 feet, and a variation in this total length of ¼ inch under or over causes the rejection of the rail.

8. Owing to its simple form, a billet is an easy section to roll, and defective billets are few in number, whereas a rail with thin flanges and web and relatively thick head is a very difficult section, and the loss to the manufacturer on defective rails is very considerable. Billets are hardly inspected at all ; rails are most rigorously inspected, both by the mill and the purchaser, and frequently rejected for most trifling defects, after considerable expense has been put upon them in rolling, straightening, cold sawing, drilling, chipping, marking, etc. The loss by the rejection of these defective rails, which may amount to as much as 10 per cent. upon some of the most difficult sections, adds very largely to the cost of the rails that pass inspection.

9. To make the perfect rails that are commercially required and of the many sections in use upon our railroads, requires an expense for rolls which I think I am safe in estimating at four or five times the cost for rolls to make an equal tonnage of billets.

DURATION OF NATURAL GAS.

DONALD McDonald, in "A Talk on Natural Gas" at a meeting of the Engineers and Architects' Association, Louisville, gave, according to American Manufacturer, the following relative to the duration of gas supply. With regard to the probable duration of the gas, it is a matter that can only be guessed at. It, however, seems that the gas found in limestone, which is called high pressure or reservoir gas, is found in definite amounts which issues from the wells in enormous quantities for a few years, which then cease to flow and never revive again. The shale gas, on the other hand, has been characterized whenever found by its remarkable persistence. Wells are now flowing which were known and used, 20, 40 and even 100 years ago. At the risk of being laughed at, I am going to propound a theory of my own, or rather a hypothesis (for I will not say I believe it myself) which seems to explain the remarkable persistence of shale gas. It will be remembered that this gas is invariably found in connection with petroleum and salt water ; remembering that the shale beds are hundreds of feet thick by hundreds of miles in circumference and are thoroughly impregnated with the different forms of petroleum and bitumen, it will be seen that the amount of these less volatile hydrocarbons is almost infinite. All that is lacking then is some reaction between the salt water and bitumen, by which an atom of hydrogen can be taken away from the water, and added to the bitumen ; this done, and the grub becomes a butterfly, the solid a liquid or the liquid a gas. Just how this reaction takes place I am unable to say, but I do not believe that any chemist would be rash enough to say that such reaction would be impossible under the conditions existing, where the salt water and the hydrocarbons are brought together in most intimate contact in the close pores of the shale, where the pressure is great, the time long, and (where the shale dips deep into the earth) the heat might also be high. If this hypothesis is true, natural gas will be in use 1,000 years hence ; if, on the other hand, the gas is simply stored in the pores of the rock and is being driven by water towards the outlets on the anticlinals, then we may look for the early exhaustion of those fields where the pressure is high and the use very extensive, and for a comparatively long life in those fields were the opposite conditions prevail.

ASKING GOOD PRICES.

THE demand of the public is unquestionable in the main for low prices, and the store that offers bargains will, as a rule, have the largest trade, says Iron Age. That there is something in asking high prices for goods of high quality is intimated in the following suggestion from an experienced hardwareman :

There is a certain class of consumers who do not buy of the hardwareman because he does not ask enough for his goods. They go to the fancy stores and to the jewelers. They are the people who want high grade cutlery—knives, razors and scissors. They have an idea that such goods must necessarily be expensive, and when they are asked ordinary prices they think the goods cannot be the best, and it is the best that they are after.

A woman just now wanted a 7-inch scissors. I asked her 75 cents, and showed her an excellent brand. "I want something better than that," she said. Now, she is no judge of the quality ; she is not complaining of the finish ; she simply believes that a fine quality article cannot be sold for that price. So with some men buying a razor. They hear barbers talking about their razors being worth $5, and they believe that a really good tool cannot be sold for $1.50. What shall the dealer do? The wise thing is to have a small assortment of fine finished goods for this class, and as the sale will be slow the dealer will be justified in asking all the profit he can get. Then, when he has a customer whose idea of "something better" is something that costs more, he can suit him and make money by it.

FRAUDULENT BARRELS.

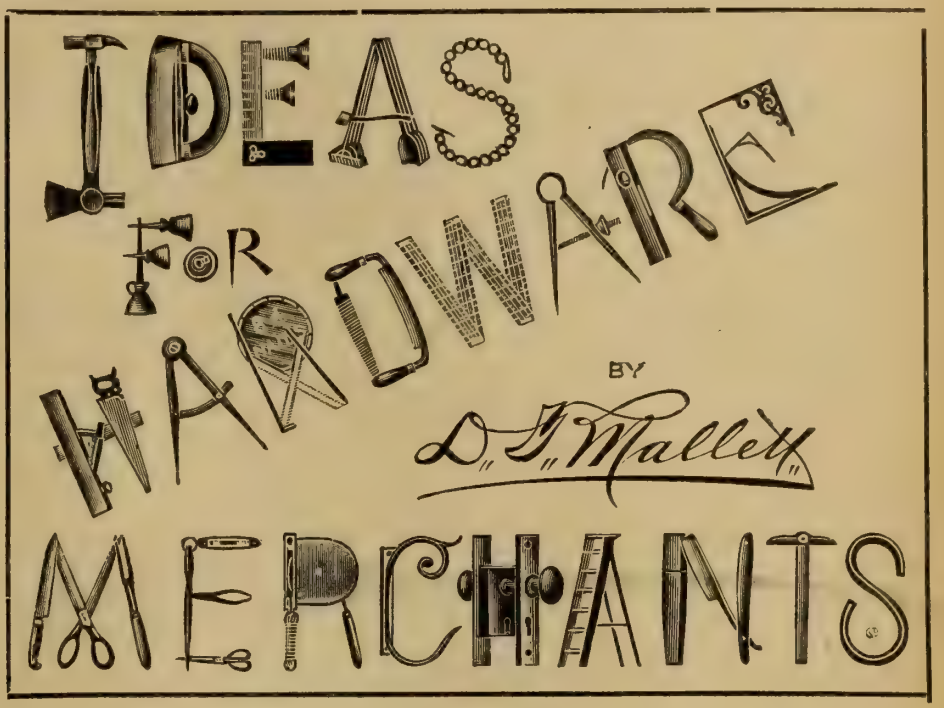
A few weeks ago, says a Boston paper, we alluded to how the buyers of turpentine in the north are defrauded by the manufacturers of turpentine barrels in the south, who make dishonest barrels, by inserting extra thick heads and staves, thereby making the barrel hold less than the gauge will show. Charles Richardson has handed us the result of the recent test made by him. He emptied five barrels, filling the same with water. Here is the result :

Gauge of barrel.	Actual Measurement.
53½ gallons.	50 gallons.
52½ "	51 "
50½ "	48½ "
51 "	50 "
49 "	48 "
256½ "	247½ "

A shortage of 9 gallons.

You Lose More Than We Do

If you do not buy a copy of "Ideas for Hardware Merchants" at 50 cents . . . . . .



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Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

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THOS. FIRTH & SONS, Ld.

Best Crucible Cast Steel.

STEEL, PEECH & TOZER, Ld.

Bessemer Steel,

Open Hearth Steel.

Agents,

James Hutton & Co.

MONTREAL.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
M.L.S. equal to Bradley		
I.C., usual sizes	$5 50	$5 75
I.X., "	6 75	7 00
I.X.X., "	8 00	8 25
Raven & P.D. Grades—		
I.C., usual sizes	4 00	4 25
I.X., "	5 00	5 25
I.X.X., "	6 00	6 25
I.XXX., "	7 00	7 25
D.C., 12½ x 17	3 75	4 00
D.X., "	4 75	5 00
D.X.X. "	5 75	6 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	3 35	3 50
I.C., special sizes	3 60	3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	7	25
I.X. Terne Tin	9 25	9 50
Old process I.C.	13	00
" " I.X.	16	00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6¼	6½
26 "	6¾	7
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 85	1 90
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 60
Hoop " "		2 60
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
5/16 "	2 35
⅜ " nd thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2⅞, 2¾
26 "	2¾, 2⅞
28 "	2⅞, 3

Canada Plates.

All dull	2 65
½ polished	2 75
All Bright	2 90

Iron Pipe.

Wrought 62½ and 5 p.c. to 65 p.c.
Galvanized, 40 to 45 per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4⅝
" 5-16 " "	4¼ 4¼
" ⅜ " "	4⅛ 4⅛
" 7-16 " "	3¾ 4
" ½ " "	3⅜ 3⅜
" ⅝ " "	2⅞ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 11¾ 0 12
Lake Superior	0 12¾ 0 13

Bolt or Bar.

Cut lengths, round, ¼ to ⅞ in.	$0 22 $0 25
" round & square	
1 to 2 in	0 20 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 15 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 16 0 17

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 18 0 19
" 35 to 45 " "	0 16 0 17
" 50 lb and above per lb	0 15 0 15½

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelte .

Foreign, per lb	0 04⅜ 0 05
Domestic "	0 04⅜ 0 04¾

Zinc Sheet.

5 cwt casks	0 05½ 0 05¾
Part casks	0 05½ 0 05¾

Lead.

Imported Pig, per lb	0 2¾ 0 03
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.	
Bar Half-and-half (guar.)	0 14	0 15
Standard	0 13	0 14
Wire	0 17	0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 11½ 0 12
Other makes "	0 10½ 0 11

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	5 00
No. 1 Do "	4 75
No. 2 Do "	4 50
No. 3 Do "	4 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1	05
2nd qualities "	0	90
Barn (in bbls)	0 80	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } " "	1 25 1 90
Canadian " }	
Paris Green, per lb	0 13½ 0 15
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 69
Extra "	0 90
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 85
No. 1 Carriage "	1 30
Gold Size Japan "	1 00 1 20
Pure Orange Shellac "	1 95 2 05
Hard Oil Finish	1 30
Oil Shellac	1 40
White Shellac	2 25

Linseed Oil (in bbls)

Raw, per gal	0 60 0 62
Boiled "	0 63 0 65

Turpentine (in bbls)

Selected Packages, per gal	0 50 0 52

Castor Oil.

Best, per lb	0 07½ 0 08

Cod Oil.

Cod Oil, per gal	0 50 0 51

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet	0 13 0 15
White, extra	0 16 0 18
Gelatine	0 20 0 30
Strip	0 16 0 17
Coopers	0 17 0 19

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Centra: Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, common, 15 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " ... 0 65 1 25
Brad, ... 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " ....

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 to 25 and 10 p. c.
Copper, discount, 40 to 40 and 10 pc. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 per cent.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking. 9 00
" 2, " " 4 50

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 pc.,
Loose Pins, " 65 & 10 to 70 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardin Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White, lump, per cwt 0 60 0 65
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. from factory 60 and 2½ per cent. From stock 60 per cent

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 o 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches	Star. Per 50 ft	Per 100 ft.	Double Diamond Per 50 ft.	Per 100 ft
16 to 25	1.20–25	2.40	1.75	
26 to 40	1.40	2.70	2.00	
41 to 50		3.10		4 50
57 to 60		3.40		5.00
61 to 70		3.70		5.50
71 to 80		4.10		6.25
81 to 85		4.50		7.00
86 to 90				8.00
91 to 95				9.00
96 to 100				10.00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass

Pilkington's ordinary.
1st break 4 0
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each 0 30 0
Enamelled " 0 55

Grindstone Fixtures.

P. S. & W., per doz 3 88 4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 13

Ball Pean.

English and Can., per lb 0 25 0 30

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c

Hoe.

C.&B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 45 to 47½ p.c. dis

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 03 3-5 0 04⅔
Screw hook and hinge—
6 to 10 in., per set 0 00 0 04
12 up " 0 00 0 03

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 c

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 45 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier per doz 0 50 1

Wrought Iron.

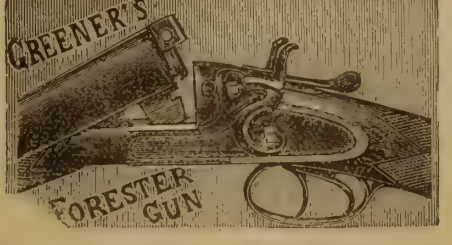
Wrought Hooks and Staples, Car dis. 40 and 5 to 40 and 10 per cent

NEW ARRIVALS

30 Cases CUTLERY AND GUNS

ALL NEW GOODS.

Finest Finish. Best Value.



NEW ARRIVALS

20 Casks Cattle and Trace CHAINS

10 Tons Coil Chain.

Five Cars Window Glass.

Bowman, Kennedy & Co., London, Ont

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 50 to 55 per cent.

Horse Nails

Canadian, dis. 65 to 70

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " " .. 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 27½ per cent. to 30 per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy	2 30
40dy	2 35
30 dy	2 40
20, 16 & 12 dy	2 45
10 dy	2 50
8 & 9 dy	2 55
6 & 7 dy	2 70

2. American Pattern Only

from 4 to 5 dy	2 90
3 dy. (lath)	3 30

3. Canada Pattern Only

from 4 to 5 dy	2 80
3 dy. (lath)	3 20
3 dy. A.P. Fine	3 90

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 5 per cent. from List Jan. 8, '92 Extras as per List for special nails Terms, 4 months or 3 per cent. cash.
Brads & Moulding Nails, 75, 5 per c. from new list.

Nail Pullers.

German & American 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond 12 00 15 00

Netting.

Poultry, 50 per cent dis.
Import 60, 10 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R. Seal ..... per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

Picks

Per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys

Hothouse, per doz 55 1 00
Axle. 22 33
Screw 27 1 00
Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot 3 3½
Sliding Door, " 3½ 3¾
Lanes, 33⅓ to 35 p.c. dis

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent. cash.
Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 50 and 10

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	7¾	9¾ 10
¼, 5-16, ⅜ in.....	8¼	10¼ 10½
Cotton, per lb.....	18	20
New Zealand.....	8½	9
Russia Deep Sea, per lb..	12¾	13¼
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 35 to 37½ per cent.
Emery, per quire 55 90

Sash Cord

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb 1¾

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent. to 40 per cent
Cross Cut, Disston's, per ft. 35 to 55.
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each 75 2 75
" frame only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H 70 " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz 3 25 4 00
Bench iron per doz 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 70 p.c. off

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, " 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ¼ or ½ gross boxes, per grs. 11 30

Soldering Irons.

Per lb 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ..... per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3¾ 4
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2 " " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 55 per cent
" tinned, dis. 57½ per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 60 per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 p. c to 65 p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p.c
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p c

Ties.

Cow, per doz 1 75 2 50

Tinner's Shears and Snips

P.S.&W., net list.
Canadian 10 to 15 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ p.c. to 35 p.c
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap 0 11½
" Crown 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Annealed, annealed and oiled, galvanized 20 per cent. dis.
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal
Plus 10 cents f.o.b. Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 5¾ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } 4 " 4 " 4 & 6 " " }	4 4½
" Plain twist, all deld	3¾ 4
" Steel thorn and ribbon	4½ 5
"Lock Barb," 4 point	.... 0 04½
Ditto Glidden 2 point	.... 0 04½
Galvanized Barb, "Lyman," 2 to 4 points	..... 0 04½
Steel staples	0 03½ 0 04

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 85 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 5 to 70 and 10 p c
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 [illegible]
" S., per doz ..... 5 80 7 [illegible]
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR
SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE HOLLOW WARE

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR
WM. ROGERS, KNIVES, FORKS, SPOONS

Manufacturers of the

Finest Quality Electro-Plated Ware.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.



"Build to-day then, strong and sure,
With a firm and ample base."
—Longfellow.

DO YOU?

WISH THUS TO BUILD, an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors.

None Genuine without this Brand



Stamped in head of Every Package.



SAW GUMMERS.

Price $15, complete.

Will gum any cross-cut saw; anyone can work it. There is paying work for a saw gummer in every town, village or cross-roads in Canada

A. B. JARDINE & Co.

Manufacturers of Blacksmith's Tools and Tube Expanders.

HESPELER, ONT.

You will Insure Success

IN THE

STOVE

Business, by selling

"Souvenir" Stoves and Ranges

They are Leaders and Sure Profit Makers.

If you are not acquainted with the superior merits of these goods, order samples, and you will lead your competitor in sales.

The Gurney-Tilden Co. Ltd.

Successors to The E. & C. Gurney Co.

HAMILTON - - ONTARIO.

Hardware Merchants

Clauss Shears and Scissors

Fine Goods, Big Profits

Clauss Shear Co., Toronto.

MUNN'S LIQUID GLUE

IS THE BEST.

THE ART METROPOLE, Agents.

131 Yonge Street, TORONTO.

OUR SALES OF

"BURHAM" Portland Cement

For the past 8 months have been

25,499 CASKS.

"BURHAM" Brand outranks all others
Try it and be convinced. . . . .

Sole Consignees for Canada,

McRAE & CO., OTTAWA

TRUSS AND CABLE FENCE WIRE.



SIZE OF ONE STRAND.

IS STRONGER AND COSTS LESS PER ROD

THAN

Any other Strand of EQUAL WIDTH in the Market.

. . ELEY'S . .
CANADIAN CARTRIDGE



Loaded with Best Powder and Patent Shot.

ELEY'S GUN WADDING



Manufacturers of EB and other Percussion Caps.

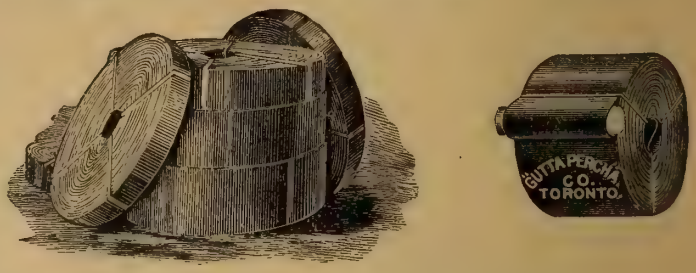
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ELEY BROS., LTD.

254 Gray's Inn Road, LONDON, ENG.

FINEST QUALITY

RUBBER BELTING



"MONARCH"
"RED STRIP"
"LION" brands

PARTICULAR ATTENTION GIVEN TO ORDERS FOR LARGE SAW MILL BELTS, ENDLESS OR STRAIGHT . . . .

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT STREET W., **Toronto.**

THE BEST
Lawn Mower
IN THE MARKET.

Improved for 1894.

10½ in. Wheel.

12, 14, 16, 18 and 20 in.

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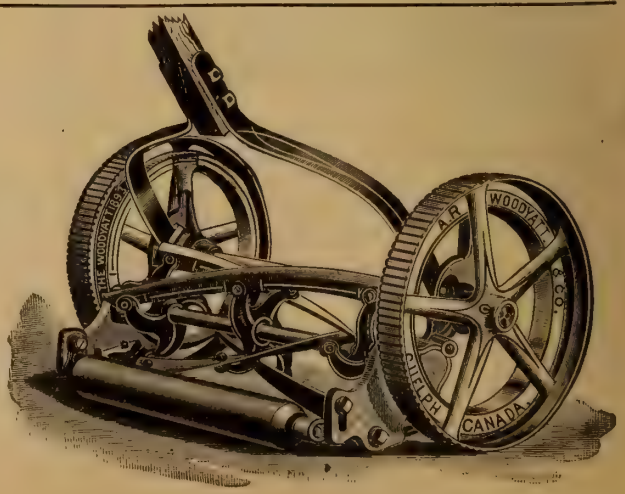
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GUELPH, CANADA.



CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VI. TORONTO, MARCH 31, 1894. No. 13.

MAGNOLIA METAL

—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

MAGNOLIA METAL CO.,

London Office: 75 Queen Victoria St.
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Montreal Office: H. McLaren & Co., Agents

Owners and Sole Manufacturers,
74 Cortland Street, NEW YORK.

THOUSANDS OF . . GALLONS

of **Mander Bros. Varnish**

have been sold in Canada since the New Year.

ARE YOU HANDLING IT?

If you are not you are missing something.

SOLE AGENTS FOR CANADA

Walter H. Cottingham & Co.

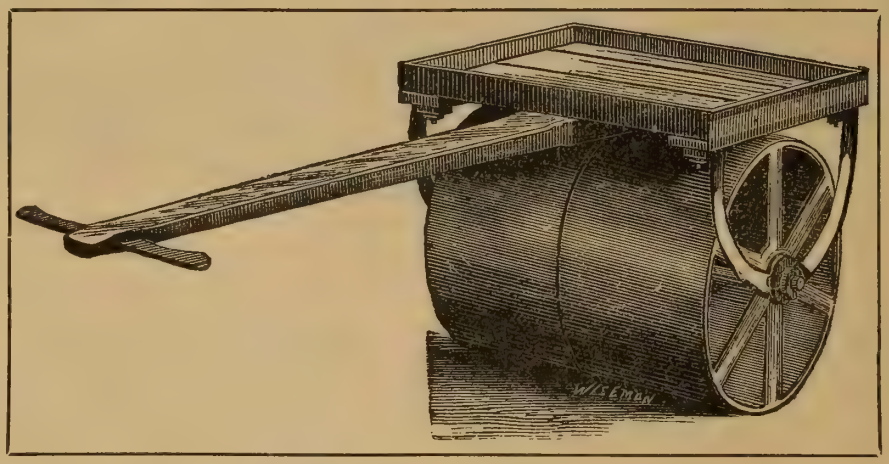
A large, handsome Show Card sent with every order for Mander's Varnish. If you are handling Mander's Varnish and have not one of these, send for one and it will be sent free.

Fine Paints and Varnishes. **MONTREAL**

To the Trade . . .

GARDEN ROLLERS

Wheel Barrows
Rakes
Shears
ETC.



Garden Hose
Sprinklers
Syringes
ETC.

RICE LEWIS & SON Ltd.

Hardware Merchants TORONTO

"RESISTO" COPPER RANGE Boiler



GUARANTEED
Hydraulic
Pressure
200 POUNDS

Cheapest . .
COPPER
BOILER
on the market.

PATENTED AUG. 1893.

The Booth Copper Co.

Coppersmiths TORONTO, ONT.

Railroad Milk Cans,
Railroad Milk Can Trimmings,
Creamer Cans,
Creamer Can Trimmings,
Creamer Can Taps,

Sap Buckets, all styles and sizes
Maple Leaf Sap Spiles

MILK CAN TRIMMINGS

Our DAIRY PAILS are the best and heaviest on the market.

Kemp Manufacturing Co.,

TORONTO.

. . HARDWARE . .

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

Vol. VI. TORONTO AND MONTREAL, MARCH 31, 1894 No. 13

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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PROSPECTS in the hardware trade are of a character that should inspire confidence rather than otherwise. The tariff question, which has heretofore deterred a good many from buying as largely as they otherwise would, has been practically settled, and retailers will, in consequence, feel more at liberty to make their regular seasonable purchases. And as stocks are, as a rule, light, a fairly brisk and steady trade from this out may be looked for, although business at the moment is anything but bad. The opening of navigation at an earlier period than usual will undoubtedly be beneficial to the trade of the country. Prices while low, have reached a steadier basis; and that is a good deal to be thankful for. What is wanted now is confidence. True Canadian merchants have at the moment a fair measure of this quality, but we can stand a good deal more and then not have an over-supply. Spring is now with us, and it bears upon its face every indication of being more satisfactory to the trade of this country than it has in years. But in order to turn these indications into realities it behooves everybody to hustle. Push business. Advertise. These are the factors that make the wheels of commerce revolve.

* * *

A thorn in the side is Canada to certain legislators and newspaper men across the border. In the early part of the century the antipathy of the United States towards Canada was bred of the fact that the latter had retained her allegiance to the Mother Land, while theformer had thrown it off. As generation succeeded generation this particular species of antipathy obtained less and less, giving place to sympathy for the frozen country to the north, that, in the minds of many, produced little else but frost and snow. The operation of removing these illusions met with small results until within the last couple of decades, when the concurrence of many examples of Canada's condition let in a flood of light which created jealousy of Canada as well as surprise at the natural richness of her resources and the greatness of her possibilities. Then were inaugurated attempts to injure Canada and nip in the bud her increasing importance as a commercial nation. The character of these persecutions are too well-known to need specification. But lately there has again been a disposition to harass the trade of this country through legislative enactments. The New York Sun and the Philadelphia Press paved the way for it some weeks ago by demanding that the bonding privileges enjoyed by the Canadian railways should be withdrawn. These demands, a member of Congress now proposes, shall be acceded to; and with that end in view has introduced a bill in the House of Representatives.

* * *

When the Canadian railways were accorded these bonding privileges, the primary object in view was not the benefit of Canada: It was the convenience of certain citizens of the United States that was the end in view. And as the discontinuance of these bonding privileges would mean injury to those certain citizens, it is improbable that we shall see Uncle Sam cutting off his nose to spite his face. But should such an indiscreet act be formed Canada would not have much difficulty in surviving the evil that might be wrought. She would still have the best trans-continental railway system; she would still excel in quality of products of the field, forest and farm; her financial institutions would continue to rest on the same superior foundation, and she would still continue to possess the same superior system of inland water ways. Canada is the land of promise; and it is only by our own acts that we can make it otherwise. Unfriendly acts or so-called retaliatory measures on the part of our neighbors to the south can never permanently effect us.

* * *

Considerable ill-feeling, it appears, has been created between the white lead grinders on account of the collapse of the association. Certain of those who were desirous of maintaining the agreement assert that those who broke it and who were responsible for the dissolution of the organization are small manufacturers of white lead and large manufacturers of some other articles on which association prices rule, and of which some of the most important white lead men are also members. This latter fact, some of the malcontents insinuate, may be used either to break up some of these associations or bring the refractory members of the defunct white lead association to their knees. Time will tell what there is in these insinuations.

* * *

In probably no line appertaining to the hardware trade has evolution in recent years been so marked as in cycles. But the process still goes on. One of the many evidences of this, and probably the most unique, is seen in a cycle that has recently been invented by a French artist. The fundamenta idea of this machine is the employment of the arms and hands to assist the legs: When the cyclist's foot presses the treadle his right arm forces a lever forward which throws the force of that arm upon the movement of the wheel, thus giving it an increased propulsion. But the machine, it seems, has one drawback, which, one would fancy, would somewhat handicap its use in crowded and narrow city streets, and that is its steering appliances: both hands being employed in propelling, greater proficiency is required in turning the wheel. But if this machine is capable of being put to such a higher rate of speed than the ordinary cycle, which is the qualification claimed for it, the little shortcoming in the steering gear will probably be overlooked by the cyclist who desires speed above all other things.

THE BRITISH IRON MARKET.

THE tendency of the British iron market, according to mail advices, is steady.

Fluctuations in warrants have been narrow and only in hematite and Cleveland, which show a rather firmer feeling, but makers' brands of iron show a decidedly stronger tendency, quotations in some cases, it is said, being higher.

According to the figures given in Sanders & Co.'s latest circular the statistical position, so far as the stocks in the three big public stores in Great Britain are a criterion, is favorable on the whole, a noteworthy fact being the large shipments of Cleveland iron during February.

From the first of January to the end of February the shipments of Cleveland iron were 182,413 tons, against 128,894 tons for the same period in 1893, showing the large increase of 53,519 tons. Shipments of hermatite also during the period named were larger, being 67,497 tons for 1894, against 52,153 tons in 1893, a gain of 15,344 tons. On the other hand the shipments of Scotch iron from the Glasgow stores in the period in question were slightly lower, being 48,751 tons in 1894, against 52,168 in 1893, a decrease of 3 417 tons.

The total shipments from the three points to the end of February were 298,661 tons for 1894, against 233,215 for 1893, an increase of 65,446 tons, of which increase Cleveland iron furnished over three-quarters.

With regard to stocks, although the total figures at the three points at the end of February were 559,223 tons, against 458,140 tons in 1893, an increase of 101,083 tons, the stocks in the Middlesboro' and Cumberland stores, which are the ones that furnish the increase, show a decreasing tendency since the first of the year. Between March 9th and 16th the stock in the Middlesboro' stores decreased 193 tons, and in the Cleveland stores 3,364 tons. At the end of February of this year the stock of Cleveland iron was 111,928 tons, against 53,658 tons in 1893, an increase of 58,270 tons, while the stock of hematite was 130,788 tons, against 59,133 in 1893, an increase of 71,655 tons. On the other hand, the stocks at Glasgow, although the shipments from that point have not been so heavy, show a steady decrease. Between March 9th and 16th, they decreased in the vicinity of 1,000 tons, and at the end of February the stock at Glasgow was 316,507 tons, against 345,349 in 1893, a decrease of 28,842 tons.

HINTS RE SHIP-CHANDLERY.

SHIP-CHANDLERY is a branch of the hardware trade about which the merchants in inland towns know comparatively little.

The hardware man whose business is located in a sea or lake port, where vessels are fitted out at the opening of navigation, or where there is a dry-dock; will find suitable ship supplies a profitable addition to his regular stock. Of course there are a great many articles coming under the head of ship-chandlery which will find but little sale in average retail hardware stores, and the merchant who intends catering to the shipping will have to use his own judgment and not stock up too heavily, as the bulk of the demand from ship-owners, riggers, and yachtsmen will be felt during the months of April and May. After that the demand will be smaller.

When we speak of shipping supplies, we do not intend to convey the idea that it is advisable to stock up with anchors, capstans, windlasses, or hawsers; but there are many smaller articles, such as tackle blocks, iron thimbles, small deadeyes, fairleads, marlin spikes, fids, sailmakers' palms, sail needles, oakum, spunyarn, marlin, etc., all of which are in constant demand by mariners. Manilla and hemp rope in sizes under three inch will find constant demand. Tars, oils and paints also come under the head of shipping supplies or ship chandlery.

The merchant who undertakes to handle and make a success of handling these lines, must be prepared to push not only by exhibiting in his window, but by soliciting trade either personally or by circular, from the masters of all vessels on entering the port in which he is carrying on business. If it is a port where many foreign ships enter, it will be advisable for the merchant, or some person in his employ, to wait upon the masters of incoming vessels at the earliest opportunity, and solicit their trade, while their ships are lying in the port, and also endeavor to get an order, no matter however small, for any supplies that may be urgently needed.

Be prompt in the delivery of these goods, for the mariner's time for refitting and making necessary repairs is limited to the time that his ship is in port. An unnecessary delay means expense to him for the payment of harbor dues, wharfage, demurrage, etc.

In smaller ports yacht supplies will find ready sale, more especially for the reason that at present there are comparatively few retail hardwaremen handling these goods. Amongst yachtsmen the demand will be more for the smaller class of tackle blocks, both iron and wood, smaller sizes of rope, principally manilla, small cleats, eye and ring bolts, belaying pins and compasses, oilcloth coats and sou'westers. Boating men will need oarlocks, iron and brass rudder yolks and many other small sundries.

During the summer in Canada there is a great deal of camping done, and the hardware merchant who caters to the yachting and boating fraternity may make profitable sales in camping outfits, the said outfit to consist of a tea kettle, camp kettle, frying pan, also knives, forks, plates, cups, etc. While these outfits should not be too expensive it will be advisable to have them at different prices. The plates and cups should of course be of tin or granite ware.

Of boating and yachting supplies an attractive window display can be made. Camping outfits will be sure to attract the attention of those who anticipate an outing of that kind during the coming summer. It is suggested that these outfits be placed in as small and compact a box as possible, the latter to be of pine or other soft woods and neatly painted.

If the locality is suitable for the sale of this class of goods, there is no reason why the enterprising hardware merchant should not carry them and profit by the sale of them.

RE LAWN MOWER REPAIRING.

THE remarkably mild weather that has been experienced during the past two or three weeks denotes an early spring.

Already people are commencing to clean and rake up, around their houses, and will soon fetch out their lawn mowers from the dusty corners of the cellar or woodshed, where they have lain all winter.

In most cases they will find them sadly in need of repair, or else they will have accumulated so much dust that they will need overhauling before they can be made to run

easily. In other cases parts may be found missing or defective and will need replacing.

The hardwareman can do all this work, but if he has any intention of going into this branch of repairing, or of handling lawn mowers, it is time for him to begin to look around, and decide what machine he intends to carry.

If the merchant has decided to carry lawn mowers, garden hose, lawn sprinklers, grass catcher or lawn mower attachments, garden sets, etc., as well as to do repairing, he cannot be too quick in letting customers and the public in general know that he has embarked in this line of business.

Circulars may be sent to all customers or prospective customers, informing them that you are not only handling these goods, but making repairs at reasonable prices, and advising them to inspect their mowers before the fine weather sets in ; also pointing out the advantage to be gained by having their machines cleaned and put in order. An advertisement in the local papers will aid in drawing the attention of anyone needing work of this class done. A conspicuous sign in front of your store, informing the public that you are doing all kind of lawn mower repairing, would assist in securing the desideratum.

THE SPECULATION EVIL.

DANGEROUS is the experiment of taxing capital belonging to business in order to speculate outside that business.

Evidences of this are cropping up almost every day.

Man cannot, we are told, serve two masters. Neither can the capital of an ordinary business man be made to cover the requirements of his own business and at the same time assist the promotion of undertakings not appertaining thereto, or for the purpose of baiting wild willo'the wisps, or gambling in Chicago pork or wheat or New York stocks.

Examine the statements of a majority of the insolvent concerns, and the same agency will be found to have been at work. It may not be in the shape of speculating in Chicago. Indeed, in many instances real estate will be found to have been the power which attracted capital away from its legitimate source. But be what it may, speculation in undertakings outside the legitimate business is the cause of untold numbers of failures. As a cause of insolvency, bad debts have scarcely been more prolific—in late years particularly.

Speculation gone mad seems to be the condition of some merchants. Many of those who have gone to the wall, in the memory of most of us, were looked upon by the community as doing large and profitable businesses, but who suddenly collapsed because some bubble had burst, some real estate boom had subsided, the hopes in some venture had been blasted, or the speculative markets had gone against them.

In this day and generation the average business man cannot afford to play fast and loose with his capital or divide his time between this and that concern, this and that venture, or engineer his speculations in Chicago or New York, and properly manage his own business. There are some men who can successfully compete in a game of chess, against a number of opponents ; but they are few. And so in business : There are a few men who can successfully keep a number of irons in the fire at the same time ; but they are few. And in these days of keen competition and small margin of profits, merchants need to keep all their energies and capital centred on that which concerns them most.

PEDLARS AND GOOD GOODS.

A general impression prevails that pedlars who go through country districts disposing of their wares usually carry cheap and worthless stuff. That that is not always the case, says Iron Age, is indicated in the following letter from a Western hardwareman :

"We have quite a trade with pedlars, those who carry their stock around in a valise and those who travel in a wagon, and this fact surprises me—they want good goods. You would not look for that, would you? I did not. I used to take them to the Cheap John counter, supposing that price was the only thing in which they were interested, but I soon learned my mistake. If the line is tinware, they want good tin. If it is cutlery, they want good steel. If it is notions, they want first-class pens and pencils. They talk about their trade just as you would talk about yours—that goods must be good or they cannot go over the same route the second time."

Five hundred barrels of crude oil was forced the other day from Oil Springs to the Alpha Refinery, Sarnia. The Alpha pipe line, though laid for many years, and unused, worked splendidly, the total length the oil was piped being about twenty-three miles.

HARDWARE'S Prize Competition

FAILURES in the hardware trade are not numerous. Yet there are failures ; and just as long as there are, information as to how they may be avoided will be valuable. In order to secure the desired information HARDWARE has decided to offer prizes for essays on the subject :

Causes of Failure in the Hardware Trade, and How Avoided.

There will be three prizes : $20 for first ; $10 for second ; and $5 for third. To each of the five essayists ranking in order after the prize men will be given THE HARDWARE MERCHANT for one year. This will make EIGHT PRIZES in all.

The rules of the competition shall be as follows ;

1. All the competitors must be devoting their whole time to some branch of the hardware trade.
2. No essay must exceed 2,500 words nor be less than 1,500. Neatness will not be regarded, beyond the point that the essay must be readable, and the paper written on one side only. The sheets must be fastened together and numbered.
3. The essay must be original.
4. Each essay must be signed by a nom de plume, and both the proper name and the nom de plume of the writer written on a slip and placed in a sealed envelope, which envelope must be addressed, HARDWARE MERCHANT, 10 Front street east, Toronto, and across the corner have the words "nom de plume." This envelope must be enclosed in another, so that no post mark will appear upon the former.
5. All essays must be sent in to this office not later than MAY FIRST, and awards will be announced as soon after as possible, and the prize essays will then be published in order.
6. As the competition is to encourage thought among merchants and clerks, professional writers will be excluded.
7. The judging will be done by disinterested merchants. The names of these merchants will be announced at the same time as the award.
8. All prize essays shall be the exclusive property of THE HARDWARE MERCHANT.

THE NEW TARIFF.

THE long expected new tariff was brought down on Tuesday by Hon. Mr. Foster, Minister of Finance.

At the time of writing the full meaning of the changes in relation to the iron, hardware and allied trades cannot be gathered; but enough is known to stamp the changes as sweeping in character. The interests affected the most are the manufacturers, but it is generally conceded that they have still a fair meed of protection left them. The reductions which have been made in raw material will to some extent offset the reductions made in manufactured goods, but it is clear that the changes have taken more from the manufacturers than it has given. Some small manufacturers will, it is thought, be compelled to close up altogether.

The most radical change is probably in regard to nails. On cut the reduction is 25c. per keg and on wire 75c. per keg. As to what will be the ultimate outcome of this there is some difference of opinion. One jobber who did not think it would be necessary for the makers to reduce prices to any great extent on account of the American list on extras being in some respects higher than the Canadian extras, produced this list of comparisons in support of his contention:

PRESENT EXTRAS ON CUT NAILS.

	American.	Canadian.
Base 60 dy	Base	Base
50 dy	10	Base
40 dy	25	5
30 dy	25	10
20 dy	35	15
12 and 16 dy	45	15
10 dy	50	20
8 and 9 dy	60	25
6 and 7 dy	75	40
4 and 5 dy	90	60
3 dy	120	100
2 dy	160	150

"It would probably simplify matters," added the same informant, "if the Canadian makers of cut nails would adopt the American extras so that the trade would be able to see more readily how much cheaper or dearer one nail was compared with another."

Another jobber figured that it would be necessary for the Canadian manufacturers to reduce the price of nails in order to keep out the American article. However, as the manufacturers are now in session in Montreal the question as to price will probably be settled forthwith.

There is an apparent, at least, anomaly in the tariff on wire nails and one which, it is claimed, will necessitate further revision. It is claimed that under the tariff in its present shape the smaller nail can be sold cheaper than the larger nail. "For instance," said a wholesaler, "take the 2½-11 nail and 3-10 nail. Now the price of wire in the American market on these two sizes is the same, say, for instance, $1.40. Now if you add 15 per cent. on to the 2½-11 nail, it will net them about $1.61, whereas 25 per cent. on 3-10 would net $1.75, consequently making the small nail cheaper than the larger by about 10 per cent."

Pig iron is unchanged, while scrap is raised $1 per ton to $3. After January, 1895, the duty is to be $4 per ton.

In stoves there is a slight decrease, which means a reduction in the profits of the manufacturers, as they still have to pay the same price for pig.

The only change in cutlery of importance is a reduction in plated table cutlery, which is now fixed at 35 per cent. instead of 20 per cent. and 50c. per dozen as before.

In house furnishings there is an advance of about 2½ per cent., but this is offset by a reduction of a like amount in shelf hardware.

Iron and steel wire, 11 to 14 gauge, is reduced 10 per cent., while the tariff on barbed wire is one half lower than it was. The man who draws the wire will probably be the greatest sufferer by this change.

Agricultural implements are reduced 15 per cent., but the reduction of $3 per ton in iron and steel will contribute some towards the loss entailed in the first instance.

The admission of coke free will tend to cheapen the price of cement, the former being largely used in the manufacture of the latter.

In turpentine there has been a reduction about equal to 1½c. per gallon, which will probably lead to a like reduction in the jobbing price here this week, a meeting of the association having been called to consider the question. The change in turpentine came as a big surprise to the trade, such a thing not having been looked for.

The change in linseed oil was expected. It is equal to about 3 or 3¼c. per gallon. The jobbing price of this article is also expected to drop by a similar amount. As the price in both the United States and England is high, it is thought that there will be no importations from these countries for some time.

There has been a big reduction in the price of putty, but very little of this article is imported.

The changes in glue will affect that article materially, all worth less than 12c. being reduced, while on all under this price the duty shows an increase.

On ochres the reductions are light, only about 15 or 20c. per hundred pounds. On oxides and umbers they are a little heavier. The changes in paints affect coach colors more than any other kinds.

Wholesale men, in hardware and allied trades, are on the whole fairly well satisfied with the changes. "Were it not that business has improved lately in the United States and prices there have consequently advanced," said one jobber, "the effect of the lower duties would have been more marked upon the Canadian trade." The change from specific to ad valorem duties is received with general favor, particularly in view of the fact that it simplifies matters considerably.

OPINIONS OF INTERESTED ONES.

The Consolidated Plate Glass Co., Canada: The new tariff will not affect our business materially, except in the case of very small plates, for which there is not much demand.

L. Frankel, Frankel Bros., dealers in scrap iron: While the change in duty may ultimately effect dealers in scrap, it will not do so, with the present state of things. The Canadian dealers are completely at the mercy of the rolling mills. The result has been that not 25 per cent. of the scrap has been collected during the past year. The duty as it is will affect the rolling mills only. Raising the duty on scrap and lowering it on bar, will ultimately compel the rolling mills to puddle instead of making their iron from scrap.

Collins Mfg. Co.: We don't fancy it will affect us much. Of course we are pleased with the reduction on galvanized iron wire, but the reduction on barbed wire may give us something to compete with.

E. G. Gooderham, Toronto Silver Plate Co.: While we will have to pay a little more for some lines of raw material, we will even up on others. I do not think it will affect our business unfavorably. If we cannot do business with a protective tariff of 25 to 30 per cent., I will begin to think we are no good, and that it is time we went out of it.

Toronto Fence and Ornamental Iron Works: The reduction in duty on bar iron, etc., will be of much benefit to men in our trade.

Booth Copper Co.: The revised tariff will not affect us materially. It will benefit us in buying raw material, but we will receive less for our scrap. I see nothing for us to complain of in the bill.

W. M. Gartshord, vice-president and manager McClary Mfg. Co.: The taking of 10 per cent. off stamped ware may affect us a little. When there is a change like this it would be unreasonable for us to expect to get off scott free. There is no doubt that the tariff is greatly simplified. Granite ware is reduced 5 per cent. but as the manufacturers pay the duty, it lays with them whether the trade here will be benefitted by it.

John Inglis, engines, etc.: I am an out-and-out free trader, and do not believe in a tariff at all, but from what I can see, it

seems to be against our business. If they must have a tariff, I do not see why the manufacturers of agricu'tural implements should be particularly singled out. They seem to have taken the duty off everything that protected our industries and placed it where it protects no one.

John Abel, engines and mill machinery: It is very unfavorable to our business. We expected that coal and pig iron would be reduced. Coal should certainly be free. Instead of reducing our duties they have raised boiler tubes from 15 to 30 per cent. It is a queer anomaly. I almost think there must be some mistake. They have reduced the duty on agricultural implements, and if the reduction on raw material was the same I should not object; but it is not, and that's where the trouble is. They have reduced the duty on the thin iron, but on the 16 gauge and over, which we would use, they have raised it.

LIST OF CHANGES.

The list of changes, as far as the hardware and allied trades are concerned, are as follows:

Illuminating oils, composed wholly or in part of the products of petroleum, coal shale, or lignite, costing more than 30 cents per gallon, 25 per cent. ad valorem.

Oils, coal and kerosene, distilled, purified or refined naptha and petroleum, n.e.s., products of Petrolea, n.e.s., 7 1-5 cents per imperial gallon.

Lubricating oil, composed wholly or in part of petroleum, and costing less than 25 cents per imperial gallon, 6 cents per gallon; old, 7 1-5 cents per gallon.

Crude petroleum, fuel, and gas oil for fuel purposes and for the manufacture of gas, 3 3-5 cents per gallon; old, 7 1-5 cents per gallon.

Lubricating oils, n.e.s, and axle grease, 25 per cent. ad valorem; old, oils 25 per cent.; grease, 1 cent per pound.

Barrels containing petroleum or its products, or any mixtures of which petroleum forms a part, when such contents are chargeable with a specific duty, 20 cents each; old, 40 cents each.

Linseed or flaxseed oil, raw or boiled lard oil, neatsfoot oil and sesame seed oil, 20 per cent. ad valorem; old, linseed and flaxseed oil, 1¼ cents per pound, raw or boiled lard oil, same

Olive oil prepared for salad purposes, 30 per cent. ad valorem; old, 20 per cent.

Vaseline and all similar preparations of petroleum for toilet, medicinal, or other purposes, 35 per cent. ad va'orem; old, 6 cents per pound in bottles, 4 cents per pound in bulk.

Blacking, shoe and shoemakers' ink and shoe, harness and leather dressing and harness soap, 25 per cent. ad valorem; old, 30 per cent.

Dry white and red lead, orange mineral and zinc white, 5 per cent. ad valorem; old, same.

Ochres, ochrey earths, raw siennas and colors, dry, 20 per cent. ad valorem; old, 30 per cent.

Oxides, dry fillers, fireproofs, umbers, and burnt siennas, new, 25 per cent. ad valorem; old, 30 per cent.

Paints and colors, rough stuff and fillers, 5 cents per lb., 25 per cent. ad valorem; old, 30 per cent.

Paints and colors, ground in spirits, and all spirit varnishes and lacquers, $1 per gallon.

Turpentine, spirits of, 5 per cent. ad valorem; old, 10 per cent.

Varnishes, lacquers, Japans, Japan driers, liquid driers, and oil finish, 20 cents per gallon and 20 per cent. ad valorem; old, 20 and 25 per cent.

Paris green, dry, 10 per cent. ad valorem; old, same.

Putty, 15 per cent. ad valorem; old, 25 per cent.

EARTHENWARE.

Earths, earthenware, glassware and stoneware, brick for building, 20 per cent. ad valorem; old, same.

China and porcelainware, earthenware and stoneware, brown or colored, and Rockingham ware, white granite or ironstone ware, c. c. or cream colored ware, decorated, printed or sponged and all earthenware, 30 per cent. ad valorem; old, 35 per cent.

Earthenware and stoneware, viz.: demijohns or jugs, churns or crocks, 2 cents, 2 cents per gallon of holding capacity. Earthenware or stone ink bottles, not exceeding three ounces capacity, 20 per cent. ad valorem; old, 35 per cent.

Drain tiles, not glazed, 20 per cent. ad valorem; old, same.

Drain pipes, sewer pipes, chimney linings or vents and inverted blocks, glazed or unglazed, and earthenware tiles, 35 per cent. ad valorem; old, same.

Crystal and decorated glass tableware, made expressly for mounting with silverplated trimmings, when imported by manufacturers of plated ware, new, 20 per cent. ad valorem; old, same.

GLASS.

Glass carboys and demijohns, empty or filled bottles and decanters, flasks and phials, glass jars and glass balls and cut, pressed or moulded glass tableware, 30 per cent. ad valorem; old, glass carboys and demijohns, 30 per cent., jars 5c. per doz and 30 per cent.

Insulators of all kinds and lamps, including arc and incandescent lamp chimneys, side-lights and head-lights, lamps, gas light and electric light shades and globes for lanterns, lamps, electric lights and gas lights, 30 per cent. ad valorem; old, insulators, all kinds, 5c. per doz. and 30 per cent., lamps 30 per cent., lamp chimneys, etc., 25 per cent.

Common and colorless window glass and plain, colored, stained or tinted or ruffled glass in sheets, 20 per cent.; old, same.

Ornamental figured and enamelled colored glass, painted and vitrified glass, figured, enamelled and obscured white glass and rough-rolled plate glass, 25 per cent. ad valorem; old, same.

Plate glass, not colored, in panes of not over 12 square feet, each 4 cents per square foot, and when beveled 2 cents per square foot additional; old, 6 cents per square foot.

Plate glass, not colored, in panes of over two and not over 30 square feet, each 6 cents per square foot, and when beveled 2 cents per square foot additional; old, same.

Plate glass, in panes of over 30 and not over 70 square feet each, 8 cents per square foot, and when beveled 2 cents per square foot additional; old, same.

Plate glass, in panes of over 70 square feet, each 9 cents per square foot, and when beveled 2c. per square foot additional; old, same.

Silvered glass, n.e.s., 30 per cent. ad valorem; old, same.

Silvered glass, beveled, 35 per cent. ad valorem; old, same.

Stained window glass, 30 per cent. ad valorem; old, same.

All other glass and manufactures of glass, n. e. s., including bent plate glass, 20 per cent. ad valorem; old, same.

Show cases, 35 per cent. ad valorem; old, $2 each and 35 per cent.

Cement, including Portland or Roman, and hydraulic water limed 46 cents per barrel, including the duty on the barrel; old, same.

Plaster of Paris or gypsum, ground, not calcined, 35 per cent. ad valorem; old, 10 cents per 100 pounds.

Plaster of Paris, calcined or manufactured, 20 per cent. ad valorem; old, 15 cents per 100 pounds.

Grindstone, not mounted, not less than 12 inches in diameter, $1.75 per ton; old, $2 per ton.

Belting or other material, n.e.s., 20 per cent. ad valorem; old, 25 per cent.

Harness and saddlery of every description 30 per cent. ad valorem; old, 25 per cent.

Whips of all kinds 35 per cent. ad valorem; old, 50 cents per dozen and 30 per cent.

India rubber boots and shoes with tops or uppers of cloth or of material other than rubber, 30 per cent. ad valorem; old, 35 per cent.

India rubber boots and shoes and manufactures of India rubber and gutta percha, n.e.s., 25 per cent. ad valorem; old, same.

India rubber clothing and clothing made waterproof with India rubber, 35 per cent. ad valorem; old, India rubber clothing and clothing made waterproof with India rubber, surfaced, 10c. per pound and 25 per cent.

Rubber or gutta percha belting, hose, packing, mats and matting and cotton or linen hose, lined with rubber, 32½ per cent. ad valorem. Rubber or gutta percha belting, hose, packing, mats and matting and cotton or linen hose lined with rubber, 5 cents per and pound 15 per cent.

IRON.

Metals and manufactures of, wrought, scrap iron and scrap steel, being waste or refuse wrought iron or steel, fit only to be remanufactured, the same having been in actual use, not to include cuttings or clippings which can be used as iron or steel without remanufacture, and steel bloom ends and crop ends of steel rails, $3 per ton, and on and after Jan. 1, 1895, $4 per ton; old, $2 per ton.

Iron or steel, being pieces, punchings or clippings of boiler plate or other plates, sheets or bars of iron or steel, whether the same have had the ragged or crop ends or edges sheared off or not and crops from iron or steel rails having both ends sawn or sheared off, the same not having been in actual use and being fit for re-rolling or remanufacture only, $4 per ton; old, 30 per cent.

Iron in pigs, iron Kentledges and scrap iron, ferro-silicon and Spiegeleisen, $4 per ton, ferro-manganese, 10 per cent. ad valorem; old, ferro-manganese, $2 per ton, other, same.

Iron or steel ingots, cogged ingots, blooms and slabs, billets and puddled bars, loops or other forms less finished than iron or steel bars, but more advanced than pig iron, except castings, $9 per ton.

Bar iron or steel, rolled or hammered, comprising rounds and squares and shapes of rolled iron or steel, not more than 4 in. in diameter, and flats not thinner than No. 17 gauge, whether in coils, bundles, rods or bars, n.e.s., $10 per ton ; old, $13 per ton.

Iron or steel plates or sheets, sheared or unsheared, hoops, bands, strips and skelp iron or steel, sheared or rolled, in grooves, and iron or steel of all widths not thinner than No. 17 gauge, n.e.s., $10 per ton ; old, $13 per ton.

Universal mill or rolled edge steel plate, not exceeding 30 inches wide, and plates or sheets of steel over 30 inches wide and ¼ of an inch and over in thickness, 12½ per cent. ad valorem ; old, same.

Iron and steel sheets, hoops, bands, strips or other iron or steel of all widths, sheet iron, common or black, smoothed, polished, coated or galvanized, and Canada plates No. 17 or thinner, 5 per cent. ad valorem ; old, 12½ per cent.

Plow plates, mould boards, land sides and other plates for agricultural implements, or when cut to shape from rolled sheets of steel, but not moulded, punched, polished or otherwise manufactured and being of a greater value than 4 cents per pound, 5 per cent. ad valorem, new ; old, 12½ per cent. Provided that on all iron or steel bars, rods, strips, or steel sheets of whatever shape, and on all iron or steel bars of irregular shape or section, cold rolled, cold hammered or polished in any way in addition to the ordinary process of hot rolling or hammering, there shall be paid 5 per cent. ad valorem ; old, 1-16c. per pound additional.

Forgings of iron and steel of whatever shape or size, or in whatever stage of manufacture, not elsewhere specified, and rolled or hammered bars of iron or steel, not less than four inches in diameter, 35 per cent. ad valorem ; old, the same.

Rolled iron or steel angles, channels, structural shapes and special sections weighing less than 35 pounds per lineal yard, n.e.s., 35 per cent. ad valorem ; old, the same.

Rolled iron or steel angles, channels, beams, joists, girders, structural shapes and special sections, including rolled iron or steel bridge plate not less than ⅜ inch thick nor less than 15 inches wide, weighing not less than 25 pounds per lineal yard, and eye bar blanks rolled by the Kloman process, 12½ per cent. ad valorem, new ; old tariff the same.

Iron bridges and structural iron work, 30 per cent. ad valorem ; old, ¼c. per pound, not less than 35 per cent.

Iron and steel railway bars, or rails for railways of any form, punched or not punched, n.e.s., 30 per cent. ad valorem ; old, $6 per ton.

Railway fish plates and tin plates, 30 per cent. ad valorem ; old, $12 per ton.

Swedish rolled iron rods, under ½ inch in diameter, and of not less than 1¾c. per pound value, 15 per cent. ad valorem ; old, 20 per cent.

Axles, car springs and springs of iron or steel or parts thereof, and all other springs n.e.s., axle bars and axle blanks, without reference to the stage of manufacture, 35 per cent. ad valorem; old, $30 per ton, not less than 35 per cent.

Malleable iron castings and steel castings, n.e.s., 25 per cent. ad valorem; old, $25 per ton, but not less than 30 per cent.

Cast iron vessels, plates, stove plates and irons, sad irons, tailors' irons and castings of iron, n.e.s, new, 27½ per cent. ad valorem; old, $16 per ton, not less than 30 per cent.

Cast iron pipe of every description, new, $10 per ton, provided that the duty shall not be less than 35 per cent. ad valorem; old, $12 per ton, not less than 25 per cent.

Boiler tubes of wrought iron or steel, including corrugated tubes or flues, new, 30 per cent. for marine boilers, 7½ per cent. ad valorem; old, 15 per cent.

Lap-welded iron tubing, threaded and coupled or not, one and one quarter to two inches inclusive in diameter for use exclusively in artesian wells, petroleum pipe lines, and petroleum refineries, under regulations to be made by the Governor-in-Council, new, 20 per cent. ad valorem; old, same.

Tubes, not welded nor more than 1½ inches in diameter, or rolled steel, 15 per cent. ad valorem ; old, same.

Wrought iron tubing threaded and coupled or not, over two inches in diamter, 15 per cent. ad valorem ; old, same.

Other wrought iron tubes or pipes ; new, five-tenths of one cent per pound and 30 per cent. ad valorem ; old, six-tenths cent per pound and 30 per cent.

Chains (iron or steel), over five-sixteenths inches in diameter ; new, 5 per cent. ad valorem ; old, same.

Nails and spikes, wrought and pressed, galvanized or not, horseshoe nails and all wrought iron or steel, n.e.s., and horse, mule and ox shoes, 30 per cent. ad valorem ; old, 1½c. per pound, not less than 35 per cent.

Composition nails and spikes and sheathing nails ; new, 15 per cent. ad valorem ; old, 20 per cent.

Wire nails, old, 1½c. per pound, but not less than 35 per cent.

Cut nails and spikes of iron or steel, ¾c. per pound ; old, 1c. per pound.

Cut tacks, brads or springs, not exceeding 16 ounces to the thousand, new, 1 cent per 1,000 ; old, 2 cents per 1,000 ; exceeding 16 ounces to the thousand, 1½ cents per pound ; old, 2 cents per pound.

Screws, commonly called "wood screws," two inches and over in length, 3 cents per pound; old, 6 cents per pound; one inch and less than two inches, 5 cents per pound ; old, 8 cents per pound ; less than one inch, new, 8 cents per pound ; old, 11 cents per pound.

Screws of iron, steel, brass or other metal not otherwise provided for, 30 per cent. ad valorem; old, 35 per cent.

Wrought iron or steel nuts and washers, iron and steel rivets, bolts with or without threads, nut and bolt blanks and "T" and strap hinges, 1 cent per pound and 20 per cent. ad valorem; old, 1 cent per pound and 25 per cent.

Skates, 10 cents per pair and 30 per cent. ad valorem ; old, 20 cents pair and 30 per cent.

Clothes wringers, new, 25 cents each and 20 per cent. ad valorem; old, $1 each and 30 per cent.

House furnishing hardware and builders', cabinet-makers' and harness-makers' and saddlers' hardware, including curry combs, carriage hardware, locks, butts n.e.s., saw of all kinds n.e.s., 32½ per cent. ad valorem ; old, 30 and 35 per cent.

Chopping adzes, hatchets, 30 per cent.; old, 35 per cent.

Picks, 30 per cent.; old, 1 cent per pound and 25 per cent.

Mattocks, track tools, wedges and crowbars of iron or steel and hammers and sledges, 30 per cent. ad valorem ; old, 35 per cent.

Axes of all kinds, scythes, hay knives, lawn mowers, pronged forks, rakes, n.e.s., hoes and other agricultural tools or implements, n.e.s., 35 per cent. ad valorem ; old, $2 dozen and 20 per cent.

Shovels and spades, shovel and spade blanks, and iron or steel cut to shape for same, 35 per cent. ad valorem ; old, $1 doz. and 25 per cent.

Safes, doors for safes and vaults, scales, balances and weighing beams, 30 per cent. ad valorem ; old, 35 per cent.

Hinges, "T" and strap, new 1c. and 20 per cent.; old, 1c. and 25 per cent.

Fire engines, 35 per cent. ad valorem ; old, 35 per cent.

Locomotives for railways, 35 per cent. ad valorem ; old, 30 tons, $2,000 each, 30 per cent.

Steam engines, boilers and machinery composed wholly or in part of iron or steel, not elsewhere specified, 27½ per cent. ad valorem ; old, 30 per cent.

Mowing machines, self-binding harvesters, harvesters without binders, binding attachments, reapers, sulky and walking plows, harrows, cultivators, seed drills and horse rakes, 20 per cent. ad valorem ; old, 35 per cent.

Portable machines, portable steam engines, threshers and separators, horse-power portable sawmills and planing mills and parts thereof, in any stage of manufacture, 30 per cent. ad valorem ; old, 35 per cent.

Sewing machines, or parts thereof, 30 per cent. ad valorem ; old, $3 each and 20 per cent.

Pumps of all kinds, n.e.s, and windmills, 30 per cent. ad valorem ; old, pumps, 35 per cent., windmills, 30 per cent.

Type for printing, 20 per cent. ad valorem ; old, same.

Type metal, 10 per cent. ad valorem ; old, same.

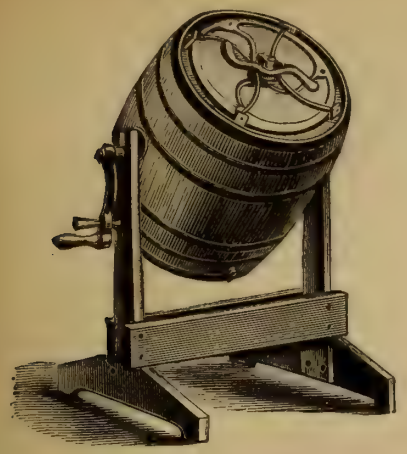
Bookbinders' tools and implements, including ruling machines, 10 per cent. ad valorem ; old, same.

Printing presses and printing machines, such only as are used in newspaper, book and job printing offices, folding machines and paper cutters, such as are used in printing and bookbinding establishments, and lithographic presses, 10 per cent. ad valorem ; old, same.

Plates engraved on wood and on steel or other metal and transfers taken from the same, 20 per cent. ad valorem ; old, same.

Stereotypes, electrotypes and celluloids, for almanacs, calendars, illustrated pamphlets, newspaper advertisements or engravings and all other like work for commercial, trade or other purposes, n.e.s., and matrices or copper shells for same, 2 cents per square inch ; old, same.

Stereotypes, electrotypes and celluloids of newspaper columns and bases for the same composed wholly or partly of metal or celluloid, ¾c. per square inch, and matrices or copper shells for same, 2 cents per square inch ; old, same.



Revolving Barrel Churns

"Leader," "Daisy," or "Dairy Maid."

SIZES AND PRICES:

No. 0.	5	gals.,	Churns	from	1	to 2	gals. cream	$4.16
" 1.	9	"	"	"	1	to 4	" "	4.42
" 2.	15	"	"	"	2	to 7	" "	4.68
" 3.	20	"	"	"	3	to 9	" "	5.20
" 4.	25	"	"	"	4	to 12	" "	6.24
" 5.	35	"	"	"	5	to 16	" "	8.32

Liberal discount to the Trade. Orders Solicited.

H. S. HOWLAND, SONS & CO.

Wholesale Hardware Merchants.

No. 37 Front Street West, **Toronto.**

Bird cages, 35 per cent. ad valorem ; old, same.

Barbed wire fencing of iron or steel, ¾c. per pound; old, 1½c. per pound.

Buckthorn and strip fencing of iron or steel ½c. per pound; old, 1½c. per pound.

Machine card clothing, 25 per cent. ad valorem; old, same.

Pins, manufactured from wire of any metal, 30 per cent. ad valorem; old, same.

Wire cloth of brass, copper, and tin, 20 per cent. ad valorem; old, same.

Wire covered with cotton, linen, silk, or other material, 30 per cent. ad valorem; old, 35 per cent.

Wire of brass or copper, 10 per cent. ad valorem; old, 15 per cent.

Wire of iron or steel, 11 to 14 gauge inclusive, 15 per cent. ad valorem; old, 25 per cent.

Wire of all kinds, n.e.s., 25 per cent. ad valorem; old, same.

Wire rope of iron or steel, not otherwise provided for, 25 per cent. ad valorem; old, same.

Firearms, 25 per cent. ad valorem; old, same.

Manufactures, articles or wares not specially enumerated or provided for, composed wholly or in part of iron or steel, and whether partly or wholly manufactured, 27½ per cent. ad valorem ; old, 30 per cent.

Corset clasps, spoon clasps or busks, blanks, busks, side steels and other corset steels, whether plain, japanned, lacquered, tinned or covered with paper or cloth, also black bone or corset wires, covered with paper or cloth cut to lengths and tipped with brass or tin, or untipped or in coils, five cents per pound and 20 per cent. ad valorem; old, 5 cents per pound and 30 per cent.

Gas, coal oil and electric light fixtures, or parts thereof, 27½ per cent. ad valorem ; old, 30 per cent.

Gas meters, 35 per cent. ad valorem; old, same.

Bells of any description, except for churches and gongs, 26 per cent. ad valorem; old, 30 per cent.

Brass and copper nails, rivets and burrs and manufactures of brass or copper, n.e.s., 25 per cent. ad valorem ; old, copper 30 per cent.; rest old, 35 per cent.

Zinc, manufactures of, not elsewhere specified, 25 per cent, ad valorem ; old, same.

Babbit metal, 10 per cent. ad valorem; old, same.

Phosphor bronze, in blocks, bars, sheets and wire, 10 per cent. ad valorem ; old, same.

Lead, bars, blocks and sheets, 60 cents hundred pounds; old, same.

Lead, old, scrap and pig, 40 cents per hundred pounds; old, same.

Lead, manufacture of, n.e.s., 30 per cent. ad valorem; old, same.

Lead pipe, shot, etc., 1½ cents per pound.

Cans and packages made of tin or other material, containing fish of any kind, admitted free of duty under any existing law or treaty, not exceeding one quart in contents, 1½ cents on each can or package, and when exceeding one quart an additional duty of 1½ cents for each additional quart or fractional part thereof.

Galvanized tinware, 35 per cent., and all manufactures of tin 25 per cent. ad valorem; old, 25 per cent.

Enamelled iron or steel ware, including granite or agate ware, 30 per cent. ad valorem; old, 35 per cent.

Telephones and telegraph instruments, telegraph, telephone and electric light cables, electric and galvanic batteries, electric motors and apparatus, n.e.s., 25 per cent. ad valorem; old, 25 per cent.

Sterling silver tableware and plated ware, all other electroplated or gilt of all kinds, whether plated wholly or in part, 30 per cent. ad valorem ; old, 30 per cent.

Plated cutlery, namely, knives plated wholly or in part, 35 per cent. ad valorem ; old, 50 cents per dozen and 20 per cent.

Asbestos in any form other than crude and all manufactures thereof, 25 per cent. ad valorem ; old, same.

Coal, bituminous, 60c. per ton of 2000 lbs.; old, same.

Coal, dust, 20 per cent. ad valorem ; old, same.

Plumbago, 10 per cent. ad valorem ; plumbago, all manufactures of, n.e.s , 25 per cent. ad valorem.

Electric arc light carbon and carbon points not exceeding 12 inches in length, $2.50 per 1000 and in proportion for greater or less lengths.

MANUFACTURES OF WOOD.

Farm and freight wagons, carts, drays and similar vehicles and democrat wagons, 25 per cent. ad valorem ; old, costing less than $50, $10 each and 20 per cent.; costing less than $100, $15 each and 20 per cent.; costing over $100, 35 per cent.

Buggies and carriages, including children's carriages, pleasure carts or gigs and other similar vehicles, 35 per cent. ad valorem.

Bicycles and tricycles, new, 30 per cent. ad valorem ; old, same.

Railway cars, sleighs, cutters, wheelbarrows and handcarts, 30 per cent. ad valorem; old, same.

Fibre ware, indurated fibre ware, vulcanized fibre ware and all articles of like material, 25 per cent. ad valorem ; old, 30 per cent.

Lumber and timber further manufactured than rough, sawn or hewn, 20 per cent. ad valorem; old, 20 per cent.

Hubs, spokes, felloes, and parts of wheels, rough hewn or sawn only, 10 per cent. ad valorem; old, 15 per cent.

Pails, tubs, churns, brooms, washboards, pounders, and rolling pins, 20 per cent. ad valorem; old, 25 per cent.

Manufactures of wood, n.e.s., and brushes, 25 per cent. ad valorem; old, the same.

CORDAGE, ETC.

Cordage, n.e.s., 30 per cent. ad valorem.

Twine and cotton cordage of all kinds, 25 per cent. ad valorem.

Rove, when imported for the manufacture of twine for harvest binders, 10 per cent. ad valorem; old, same.

Twine for harvest binders, of hemp, jute, manilla, or sisal, and of manilla and sisal mixed, 12½ per cent. ad valorem; old, 12½ per cent.

Boot, shoe, and stay laces of any material, 30 per cent. ad valorem; old, same.

Hammocks and lawn tennis nets and other like articles manufactured of twine, n.e.s., 30 per cent. ad valorem; old, 35 per cent.

Sails for boats and ships, 25 per cent. ad valorem ; old, same.

Bags or sacks of hemp, linen, cotton or jute, 20 per cent. ad valorem ; old, same.

All manufactures, n.e.s., of hemp, flax and jute, or of flax, hemp and jute, combined, 20 per cent. ad valorem ; old, same.

Jute cloth, dyed or bleached or cal ndered, 10 per cent. ad valorem ; old, 25 per cent.

Window shades, 35 per cent. ad valorem ; old, 5c. square yard and 15 per cent.

Fertilizers, compounded or manufactured, 10 per cent. ad valorem ; old, 20 per cent.

Fireworks, 25 per cent. ad valorem ; old, same.

Gun, rifle and pistol and cartridges, cartridge cases of all kinds and materials, percussion caps and gun wads of all kinds, now 30 per cent. ad valorem.

Nitro-glycerine, dynamite, dualin, blasting, mining and gunpowder and other explosives, 25 per cent. ad valorem ; old, nitroglycerine, 10c. pound and 20 per cent. ; dynamite and dualin, 5c. pound and 20 per cent ; blasting, 3c. pound ; mining and gunpowder, 5c. per pound.

Trunks, valises, hat boxes, carpet bags, satchels, pocket books and purses 30 per cent. ad valorem ; old, trunks, valises, hat boxes, carpet bags, the same ; satchels, pocket books and purses 35 per cent.

Ships and other vessels built in any foreign country, whether steam or sailing vessels, on appl cation for Canadian register, on the fair market value of the hull, rigging, machinery and all appurtenances, on the hull, rigging and all appurtenances, except machinery, 10 per cent. ad valorem, on boilers, steam engines and other machinery, 25 per cent. ; old, same.

All goods not enumerated in this act as subject to any other rate of duty, nor declared free of duty by this act, and not being goods the importation whereof is by this or any other act prohibited, shall be subject to a duty of 20 per cent. ad valorem when imported into Canada, or when taken out of warehouse for consumption therein ; old tariff the same.

THE FREE LIST.

Asphalt or asphaltum and bone pitch, crude only.

Travelers' baggage under regulations prescribed by the Controller of Customs.

Brass scrap and brass in sheets or plates.

Brass in bars and bolts, drawn, plain and fancy tubing ; old tariff, 10 per cent.

Brass in strips for printers' rules, not finished ; old tariff, 15 per cent.

Brass, copper, iron, or steel rolled round wire rods under half an inch in diameter, when imported by wire manufacturers for use in making wire in their factories.

Brass and copper wire twisted, when imported by manufacturers of boots and shoes for use in their own factories.

Bristles.

Britannia metal in pigs and bars.

Bromine.

Broom corn.

Celleluoid, xylonite, or xyolite in sheets, and in lumps, blocks or balls in the rough.

Chalk stone, china or Cornwall stone, felspar and cliff stone, ground or unground.

Chloride of lime, chronometers and compass for ships ; cinnabar, citron, lemon and orange rinds in brine; clays, including china clay, fire clay and pipe clay; clothing, donation of for charitable purposes.

Coal, anthracite, and anthacite coal dust, coal tar and coal pitch ; old tariff, 10 per cent.

Coke ; old tariff, 50 cents. per ton.

Cobalt, ore of ; old tariff, 10 per cent.

Copper, old and scrap, and copper in pigs, bars, rods, bolts, ingots, sheets, plates and sheathing, not planished or coated; old tariff, 10 per cent. and 15 per cent.

Copper, seamless drawn tubing; old tariff, 10 per cent.

Cotton, wool and cotton waste, cotton yarns, finer than No. 40 ; old tariff, 15 per cent. and 2 cents per pound.

Cups and other prizes won in competitions.

Curling stones of granite; old tariff, 25 per cent.

Duck for belting and hose, when imported by manufacturers of rubber goods for use in their factories.

Emery wheels and emery in blocks, crushed or ground ; old tariff, 25 per cent.

Fertilizers, uncompounded or unmanufactured, including kainite or German potash salts, German mineral potash, bone dust and bone ash, fish offal or refuse, guano and other animal and vegetable manures ; old tariff, average 20 per cent.

Fish hooks and twines to be used in making nets or seines and fishing lines, not to include sporting fishing tackle or hooks with flies or trolling spoons or threads or twines commonly used for sewing or manufacturing purposes.

Flax fibre and flax tow ; old tariff, 1 cent and 2 cents per pound.

Fire bricks ; old tariff, 20 per cent., except for construction of furnaces, flint, flints and ground flint stones.

Grass manilla, Esparto or Spanish and other grasses, and pulp of, including fancy grasses, dried but not colored or otherwise manufactured.

Gutta percha, crude, gympsum, crude sulphate of lime.

Hides and skins, raw, whether dry, salted or pickled and raw pelts.

Hoofs, hornstrips, horn and horn tips.

Hoop iron, not exceeding ⅜ inch in width and being No. 25 gauge or thinner, used for the manufacture of tubular rivets.

Irons and for globes and dry putty for polishing granite ; old tariff, 20 per cent.

Iron liquor, solution of acetate of iron for dyeing and calico printing.

Iron or steel beams, sheets, plates, angles and knees for iron or composite ships or vessels.

Iron masts for ships, or parts of iron or steel manufactures which at the time of their importation are of a class or kind not manufactured in Canada, when imported for use in the construction of iron or steel ships or vessels.

Ivory and ivory nuts, unmanufactured, and veneers of ivory, sawn only.

Junk, old, jute and jute butts, jute, rough, not colored, bleached or calendered in any way; old tariff, 20 per cent.

Jute, yarn, plain, dyed or colored, when imported by manufacturers of carpets, rugs and mats and of jute, webbing or jute cloth, for use in their own factories.

Jute canvas, not less than 58 inches wide, when imported by manufacturers of floor oil cloth for use in their own factories.

Lampblack and ivory black, old, 10 per cent.

Lead, nitrate and acetate of, not ground, old, 5 per cent.

Locomotive and car wheel tires of steel, when not in the rough.

Locomotives and railway passenger, baggage, and freight cars, being the property of railway companies in the United States, running upon any line of road crossing the frontier, so long as Canadian locomotives and cars are admitted free under similar circumstances in the United States, under regulations prescribed by the Controller of Customs.

Madder and munjeet or Indian madder, ground or prepared, and all extracts of.

Manganese, oxide of.

Mining and smelting machinery import prior to May 16, 1896, which is at the time of its importation of a class or kind not manufactured in Canada.

Nickel.

Oakum.

Oils, viz., cocoanut and palm, in their natural state, carbolic or heavy oil, olive oil, n.e.s., for manufacturing and mechanical purposes, and oil of roses, including ottar or attar of roses ; old tariff carbolic oil, 10 per cent., olive oil 20 per cent., oil cake and oil cake meal cotton.

Seed cake and cotton seed meal and palm nutcake and meal.

Platinum wire and retorts pans, condensers tubing and pipe made of platinum, when imported by manufacturers of sulphoric acid for use in their works in the manufacture of concentration of sulphoric acid.

Plumbago crucibles ; old tariff, 30 per cent.

Pumice or pumice stone, ground or unground.

Rags of cotton, linen jute, hemp and woolen, paper waste or clippings, and waste of any kind except mineral waste.

Resin or rosin in packages of not less than 100 pounds.

Ribs of brass, iron or steel, runners, rings, caps, notches, ferrules, mounts and sticks or canes in the rough, or not further manufactured than cut into lengths suitable for umbrellas, parasols, sunshades, sticks when imported by manufacturers of umbrellas, parasols and sunshades for use in their factories in the manufacture of umbrellas, parasols and sunshades only.

Rubber, crude caoutchouc, or India rubber, unmanufactured ; hard rubber in sheets, but not further manufactured, and re-covered rubber and rubber substitutes.

Saddle jiggers and stirrups, saddletrees and cheap morhan trees for cowboys'

THE CONSOLIDATED
PLATE GLASS
COMPANY OF CANADA (Limited)

HEAD OFFICE:
73 and 75 Wellington Street West, TORONTO

BRANCHES:
MONTREAL, 338 St. Paul St. LONDON. OTTAWA

FRANK J. PHILLIPS, Toronto, President.
WM. R. HOBBS, London, ALEX. RAMSAY, Montreal, } Vice-Presidents

Correspondence Solicited. Estimates Given.
Special Discount to the Trade.

Brandram Bros. & Co.

ROTHERHITHE, LONDON, ENG.

Manufacturers of

BRANDRAM'S B. B. GENUINE WHITE LEAD

The Celebrated Brand

B. B.

BRANDRAM'S B. B. NO. ONE WHITE LEAD

White Lead

Noted for its Extreme Whiteness of Color, Purity and great Covering Property, rendering it specially suitable for Painting in Enamel White and other Decorative Work. To be had of all the Principal Importers in the United States, and for the Canadian trade.

Manufactured in Halifax, Nova Scotia

For samples and information apply to

HENDERSON & POTTS

Nova Scotia Paint Works, Halifax, N.S.

Star Cycle Works

Wolverhampton, England.



CYCLE RACK PATENTS APPLIED FOR.

FOR the season of 1894 these celebrated Cycles will, for the first time, be obtainable in Canada. Hitherto the entire output of our extensive works has been taken by the English home trade. Large additions to the works and plant have greatly increased our facilities, and we are now ready to supply the Canadian demand. Due consideration has been given to the importance of minimum weight, but we are not prepared to risk our reputation for RELIABILITY by committing ourselves to an extreme course.

We have adopted a larger diameter and lighter gauge of tubing in the construction of our Frames and Handle Bars, improved and detachable Brake-work, further improvements in Ball Head and Handle Bar adjustments, Dust-Proof Crank Bracket and Hubs, a narrow Tread in conjunction with improved Pedal Attachment and dished Chain Wheel, special patterns in Tubular Seat Pillar, Foot Rest, Step, Brake and Steering Lock; all chains will have Hardened Links and be of a higher class than heretofore; a neater and more effective Chain Adjustment; Chain Wheels specially milled to secure free running; Nuts reduced to a minimum of sizes, with Box-Spanner to fit same, parts interchangeable, high standard of finish throughout.

A. A. ALLAN & CO.

51 Bay Street. Canadian Agents, TORONTO.



CHINA STEEL WARE

The finest decorated Enamelled Ware made. Supplied in various designs for table and toilet sets.



PURITANA IMPROVED ENAMELLED WARE

Made in White, Grey Granite, Cologne Granite, and all colors, also in decorated Supplied in every article selling in Enamelled goods.

Imported through the General Agents for Canada:

PAINCHAUD, SQUIRE & CO.,

Antwerp (Belgium), and Montreal.

WRITE

the

TORONTO LEAD & COLOR CO., Ltd.

For Latest Prices on

Pure Lead
Pure Prepared Paints
and Varnishes

saddles, including pack saddletrees; old tariff, 35 per cent.

Pitch (pine) and pine tar in packages of not less than 15 gallons each.

Scrap iron and scrap steel, old and fit only to be re-manufactured, being part or recovered from any vessel wrecked in waters subject to the jurisdiction of Canada.

Soda sulphate of crude known as salt cake, barilla or soda ash, caustic soda, silicate of soda in crystals or in solution, bichromate of soda, nitrate of soda or cubic nitre, sal soda, sulphide of sodium, intrite of soda, arseniate, biarseniate, chloride and stannate of soda; old tariff, nitrate of soda 20 per cent., caustic soda had to be imported in drums.

Spelter in blocks and pigs.

Spurs and stilts used in the manufacture of earthenware.

Steel bolts for cream separators.

Steel for the manufacture of files when imported by file manufacturers for use in their factories.

Steel of No. 20 guage, but not thinner than No. 30 guage to be used in the manufacture of corset steels, clock springs and shoe shanks, and flat wire of steel of No. 16 guage or thinner to be used in the manufacture of crinoline or corset wire when imported by the manufacturers of such articles for use in their own factories.

Steel rolled rods of under half an inch square, when imported by knob or lock manufacturers or cutters, for use exclusively in such manufactures in their own factories.

Steel rails weighing not less than 40 pounds per lineal yard, for use in railway tracks.

Steel in sheets of not less than 11 nor over 18 wire guage, and costing not less than $75 per ton of 2240 pounds, when imported by manufacturers of shovels and spades for use exclusively in such manufacture in their own factories.

Steel for saws and straw cutters cut to shape, but not further manufactured.

Steel valued at 2½c. per pound and upwards for use in the manufacture of skates.

Steel of No. 12 gauge and thinner, but not thinner than No. 80 gauge, when imported by manufacturers of buckle clasps and ice-creepers, to be used in the manufacture of such articles only in their own factories.

Sulphate of iron (copperas) and sulphate of copper (blue vitriol).

Tagging metal, plain, japanned, or coated, in coils, not over 1½ inches in width, when imported by manufacturers of shoe and corset laces for use in their factories.

Tin crystals, tin strip waste, and tin in blocks, pigs, bars, and sheet, and tin plates, tin foil, and tin lead; old tariff, tin crystals 20 per cent., tea lead 30 per cent.

Turpentine, raw or crude.

Ultramarine blue, dry or in pulp.

Varnish, black and bright for ships use.

Verdigris or subacetate of copper, dry.

Whalebone, manufactured.

Whaling or whiting or whiteling gilders, whiting and paris white.

Wire rigging for ships and vessels.

Wire, crucible cast steel; old tariff, free only when imported by manufacturers of wire rope praws, needles, etc.

Wire or iron or steel, No. 13 and 14 guage, flattened and corrugated when used in connection with the machine known as the wire grip machine for the manufacture of boots, shoes and leather belting, when imported by manufacturers of such articles to be used for these purposes only in their own factories.

Timber sawn or sawed and timber used for ship spars and in building wharves; old tariff, 20 per cent.

Timber squared or sided.

Sawed board plank, deal and other lumber; old tariff, 20 per cent.

Pine clapboards; old tariff, 20 per cent.

Spruce clapboards; old tariff 20 per cent.

Hubs for wheels, posts, last blocks, wagon blocks, oar blocks, gun blocks, heading, and all like blocks or sticks, rough, hewn or sawed; old tariff, 15 per cent.

Laths; old tariff, 25 per cent.

Pickets and palings; old tariff 25 per cent.

Shingles; old tariff 20 per cent.

Staves of wood of all kinds, wood unmanufactured. Provided that if any country shall impose a duty upon the articles in this schedule enumerated, or any of them when imported into such country from Canada, it shall be lawful for the Governor-General-in-Council from time to time, by proclamation published in The Canada Gazette, to declare that the following export duties, or any of them, shall be chargeable upon logs exported into such country from Canada, viz., pine, Douglas fir, spruce fir, balsam, cedar and hemlock logs, not exceeding $3 per 1,000 feet, board measure.

In case of the export of any of the above enumerated logs in shorter lengths than nine feet, then a rate per cord may be levied in the same way equivalent to the above-enumerated rate per thousand feet per board measure.

And export duty shall be chargeable accordingly after the publication of such proclamation. Provided that the Governor-General-in-Council may by proclamation published in this manner from time to time remove and re-impose such export duty.

Lumber and timber planks and boards of amaranth, cocobcral, boxwood, cherry, chestnut, walnut, gumwood, mahogany, pitch pine, rosewood, sandalwood, sycamore, Spanish cedar, oak, hickory, white wood, African teak, black heart ebony, lignum vitæ, red cedar, redwood, satinwood and white ash, when not otherwise manufactured than rough-sawn or split, or creosoted, vulcanized or treated by any other preserving process.

The wood of the persimmon and dogwood trees, hickory billets and hickory lumber, sawn to shape for spokes of wheels, but not further manufactured, hickory spokes rough turned, not tenoned, mitred, throated, faced, sized, cut to length, round, tenoned, or polished.

Yellow metal, in bolts, bars, and for sheathing.

Zinc in blocks, pigs, and sheets, and zinc seamless drawn tubing; old tariff, zinc seamless drawn tubing, 10 per cent.

Zinc, chloride, salts, and sulphate of; old tariff, 5 per cent.

THE COMING LIGHT.

It was a striking achievement when Nikola Tesla caused a faint glow of light, due to atmospheric vibrations set up by alternating currents, to appear in a dark room. He said: "If I can increase the atmospheric vibrations say 1,000,000 or 10,000,000,000, I can produce sunlight in this room. Of course, I can increase the vibrations by increasing the voltage. I can make the voltage 8,000,000 as easily as 800,000, but I am not ready to handle 8,000,000 volts of electricity. Currents of such strength would kill everybody in the room. I expect, however, to learn how to control a large voltage. When I have increased the atmospheric vibrations, perhaps a thousand times, the phenomenon will be no longer electricity; it will be light. I am satisfied that sunlight can be made from electricity without doing harm to anybody, and I expect to discover how it can be done."

HOCKEY MEN DINE.

AFTER the match on Saturday evening the Lucke & Mitchell Hockey club entertained their visitors, the Coaticook Hockey club, to a complimentary dinner at the Grand Central Hotel. Covers were spread for about 35 persons. The menu, which has seldom, if ever, been equalled in Sherbrooke, both in regard to the viands and the excellent manner in which they were cooked and served, reflects not only the highest credit upon the gentlemen who had charge of the arrangements but upon Mr. Gauthier, the new manager of this popular hostlery. The dining-room was arranged in a very tasteful manner, with one long table down the centre and the table d'honneur across the head. The decorations, which consisted of choice hot-house plants and flowers, chiefly palms, were supplied by Messrs. John Milford & Son, florists, of this city. After the good things had been discussed to the satisfaction of all, J. H. Woodside, president of the Lucke & Mitchell club, who occupied the chair, proposed in a very neat and friendly speech the health of the visitors. The toast was responded to by Mr. Lovell, the president of the Coaticook club, in a very happy manner. Other toasts brought replies from representatives of the different athletic organizations of the city. The toast "Our Hosts," was ably and fluently replied to by Col. Lucke and Mr. Mitchell, who are the honorary presidents of the club, as well as by Capt. Somers. The proceedings of this most pleasant and successful affair were brought to a close about midnight by the singing of "Auld Lang Syne" and "God Save the Queen."—Gazette, Montreal.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton. Ontario.

SP

TRADE CHAT

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

IT is an assured fact that the Fraser is to be spanned by a steel structure at New Westminster costing a half million dollars. The Government guarantees the interest. This, in conjunction with railroad connections, will open farming land of great richness.

The exports of British iron and steel during January showed a falling off of 18 per cent. over the exports of January, 1893.

It is expected that the binder twine factory in connection with the Kingston penitentiary will be in operation by April 1st.

These have been elected officers of the Moosejaw Board of Trade: W. W. Bole, president; T. W. Robinson, first vice-president; S. N. De P. Gunn, secretary-treasurer.

At Morris, the other night, Chisholm & McKenzie's general store and Dr. Carscallen's drug store were totally destroyed by fire. The losses and insurances are not given.

The Canadian Board of Fire Underwriters will petition the Government to empower magistrates and fire coroners to compel witnesses to give evidence under oath regarding losses.

Le Prix Courant is out in special form, and the publishers are to be congratulated. The cover is nicely lithographed, and the letterpress is excellent. In a word, the number is as interesting as it is pretty.

Edison has perfected his latest invention, the kinetescope, an instrument by which a series of pictures can be rapidly taken of a person or object in motion, in what is practically a single picture. He has taken some perfect plates with this apparatus, which promises to mark a new era in photography.

T. H. McKenzie, inspector of weights and measures, Hamilton, has been superannuated. The salary attached to the position is $1,400. Rumor has it that A. T. Freed, editor of the Spectator, is the lucky appointee.

The English Board of Trade returns for February show that the imports were nearly £34,000,000, an increase of £4,000,000 over the same month last year. The exports were £17,500,000, or an increase of £500,000 over the same period last year.

The Hudson's Bay Co. celebrated Easter by presenting every fifth and tenth customer with a pot of calla lilies or daffodils, in full bloom. The stores resembled a large conservatory till the Easter flowers were sent home as Easter gifts to the fortunate "fifths and tenths."—Free Press, Winnipeg.

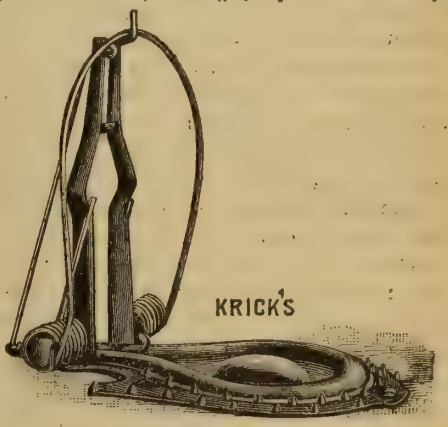
The Sherbrooke Board of Trade has elected the following officers: President, A. W. Olivier; vice-president, J. S. Mitchell; council, D. O. E. Denault, S. W. Jenckes Wm. Farwell, W. B. Neil, N. T. Dussault, D. McManamy, G. A. Lebaron, W. R. Webster, W. S. Dresser, W. E. Paton.

Following are the proportional rates agreed upon at Montreal by the lines interested in Canadian-American traffic over the lakes to apply on merchandise and carload freight from Duluth and Port Arthur to Winnipeg: First, 93c.; second, 79c.; third, 65c.; fourth, 56c.; fifth, 47c.; sixth, 45c.; seventh, 35c.; eighth, 35c.; tenth, 27c. The ninth class is reserved for live stock.

Pneumatic tired wheels of ordinary sizes, remarks an exchange, are now made for use on various kinds of vehicles. The first vehicle so equipped appeared in Dublin in the fall of 1893—a brougham and jaunting car. The tires of the brougham were three inches in diameter. A jaunting car with pneumatic tires made in New York has tires three and a half inches in diameter, which do not look at all out of place on a vehicle of that weight or description. These tires are inflated at a pressure of 100 pounds to the square inch. There has been running in the city since March 2 of the present year a runabout equipped with pneumatic tires. Pneumatic tires for the various kinds of vehicles vary in size, weight, and cost according to the weight to be carried on them. The tires for the runabout just mentioned cost $72; tires for a brougham would be much more costly. They are essentially a luxury. Invalid chairs have been equipped with them, and there has just been ordered in this city an ambulance with pneumatic tired wheels.

A SURE "CATCHER."

KRICK'S Dandy Rat Trap of which we now give an excellent illustration is being supplied to the trade by H. S. Howland, Sons & Co., Toronto. It is a platform trap; the animal does not have to pull a bait to be caught. When set at the hole or in runways the rodent cannot pass without being caught. The toothed base gives it better holding properties than any

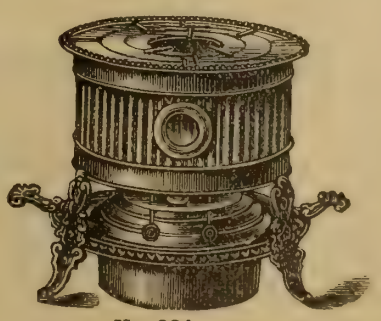


DANDY TRAP

other trap. Being made of malleable iron it cannot warp, split or rot as other bait traps do. The strike wire can be made stronger at any time by throwing ends of wire out of seats and bending them short backward near the coils. The animal, when caught, can be dumped without touching with the hands by throwing the ends of bait wire out of seats.

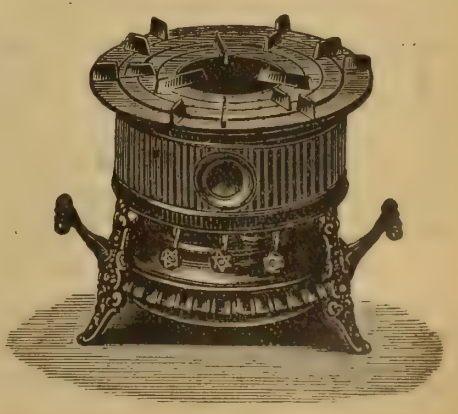


No. 222.



No. 224.

IN calling attention to the above OIL STOVES we would say they are manufactured in Germany and are sold very extensively all over Europe. We received a sample lot early this season, which we sold out at once owing to their neat appearance and good quality. They have glass detachable fonts. Orders taken for delivery May 1st. Send for prices and discounts.



No. 228.

THOS. DAVIDSON & CO. - MONTREAL.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, Mar. 30, 1894.

The long awaited Budget has been brought down at last, and with one or two exceptions the changes are not calculated to effect any radical change in the position of values on hardware. At the time of writing the trade have hardly had time to thoroughly digest the new schedule, so that matters this week are in a transition state. Besides the authorities at the Customs House are still working on the old tariff, subject to a refund which, of course, has its drawbacks. By next week, however, merchants expect to be settled down to the new position of affairs and generally seem to be satisfied with the changes, the only really radical ones in hardware being those affecting sandpaper and enamelled ware, which certainly look like a reduction in prices. The actual trade movement in the meantime is not large, although same fair orders are coming in, but summer freights come into force on Monday next, and this means an increased movement. Payments continue much the same as they were.

WIRE—The change in the wire duties from 15 to 10 and 25 to 15 per cent. is expected to lead to some alteration in the basis of prices, but at the time of writing makers have hardly had time to decide.

ROPE—Business continues quiet and prices are unchanged. We quote: Sisal, 7¾c. for 7-16 in. and upwards, and 8¾c. for smaller; pure manilla, 10c. for 7-16 and upwards, and 10½c. for smaller sizes; deep sea line, 15c.

CUTLERY—There has been a fair jobbing movement in both table and pocket cutlery. The new tariff, as far as can be seen at present, is not likely to lead to any change in this line.

NAILS—The changes in the schedule on these has not been of a radical nature, and the trade are hardly prepared to say yet whether there will be any change in the list of prices.

BOLTS, NUTS, ETC.—The fair movement that we have noted all along in these continues.

CHAIN—Continues quiet and dull.

HORSESHOES—Remarks regarding nails apply to these. Business in them has been nil.

WARE—The change in the tariff schedule is expected to have some effect on common iron and enamelled and agate ware, but what they will be is not known yet.

SPORTING GOODS—There has been a fair movement in guns but ammunition keeps quiet.

TOOLS—Carpenters' tools of all kinds continue active.

PLUMBERS' SUPPLIES, ETC.—Business in these is still.

IRON PIPE—The duty is reduced $10 per ton, which should naturally lead to shading, but whether it will or no remains to be seen. Business has been very quiet.

NAVAL STORES—A fair average business has been doing in naval stores, prices are unchanged. We quote: Turpentine, 49 to 50c.; resins, $2.50 to $5, as to brand; coal tar, $3.25 to $3.75; cotton waste, 5½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12c.

METALS.

The heavy iron and metal market has ruled quiet. The only change in prices to note is the reduction of 25c. in spelter, it now being quoted at $4.25 to $4.50. Ingot copper, sheet iron and iron tubing will probably be reduced, owing to the change in the tariff, but it is not expected to any great extent. Stocks of everything are light, and in lines where the duties have been reduced holders will be able to dispose of their stocks without any material loss. The prospects for trade this season are more favorable now than they have been for some time, owing to the fact that jobbers and country store dealers have made a good clearance of their supplies, and when the reduction in railway freight goes into force on Monday next there will be an expansion in the shipments of all kinds of heavy materials. The pig iron market ruled quiet. The changes in the schedule are not radical, but it is expected that the bounty on puddled bars will lead to an increased consumption of domestic pig. Business here has been very small this week. We quote ex store: Summerlee, $19 to $19.50; Eglinton, $18 to $18.25; Carnbroe, $18, and Nova Scotia brands, $16.75 to $17.

BAR IRON—The change in the duty on bar iron is not expected to have any material effect in values. Business during the week has been very small, but now that the uncertainty is over it will very likely increase as supplies must be wanted.

SHEET IRON—Some reduction in the price of this is expected in consequence of tariff changes, but at the time of writing no change is to note. Black sheets are $2.40 to $2.60, and common $2.25 to $2.40; Russian sheet iron 10½ to 11c.

HOOPS AND BANDS—Business has been very quiet, while prices remain at $2.30 to $2.35.

STEEL—There is no change in steel which we quote: Best cast steel 10½ to 12c.; sleigh shoe, $2.40; spring, $2.50; tire, $2.50 to $2.75, and round machinery steel, $3.

GALVANIZED SHEETS—Business has been moderate and there is no change to mention nor none is expected. We quote: 4¾ to 5c. for ordinary brands; Morewood, 6 to 6¼c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., and the usual extra for larger sizes.

TIN PLATE—Some very low offers have been made on coke tin plate for spring importation, but we quote prices unchanged, cokes, $3 to $3.20 and charcoal, $3.50 to $4.

CANADA PLATE—Some sales have been put through of small lots at our prices. We quote $2.40 to $2.45.

TERNE PLATES—Quiet and nominal at $7 to $7.25.

TARIFF CHANGE

Changes in the Tariff will have the effect of reducing the price of Galvanized Iron, Sheet Iron, Canada Plates, etc., but as Tin Plates were already on the free list the prices of Tinware will not necessarily be affected.

All articles of our manufacture, however, which are affected by the change in duties, will be reduced to correspond, and our customers may depend on our giving them the full benefit of the change. . . . . .

We are in a position to meet competition in all lines, and will be glad to quote on application.

McClary Manufacturing Company

The largest makers of Stoves, Ranges and House Furnishings in Greater Britain.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

Gas, Electric, Combination

Fixtures AND **Brackets**

English, Canadian, and American **DESIGNS**



A select stock of **Gas and Electric GLOBES** always on hand

JAS. BARWELL, 88 Bay Street, **Toronto**

Drawings and prices on application.
The trade supplied.



SS. SMOKELESS POWDER Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.

429 Board of Trade Building
MONTREAL, Agents.

SEND FOR PRICE LIST.

PARIS GREEN Takes a Tumble

Buy it at your own figures. Combination prices broken.
What caused it? -- Read below:

A BONANZA FOR DEALERS

Church's Potato Bug Finish

READY FOR USE DRY NO MIXING REQUIRED

Sticks to vines and finishes the whole crop of Potato Bugs with one application. Also kills Curculio and Tobacco Worm. The only safe way to use a strong poison. Cheap.

NO MORE WATERY POTATOES
WORTH ITS COST AS A FERTILIZER
DOES NOT INJURE THE VINES

WAIT FOR OUR TRAVELERS, WHO WILL TELL YOU ALL ABOUT IT

Alabastine Company, Paris, Sole Manufacturers.

HILL & FORBES, 327 ST. JAMES ST., MONTREAL: Agents for the Province of Quebec.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, **TORONTO**

ENGLISH HOUSE: **SAMUEL, SONS & BENJAMIN**
164 Fenchurch St., London, E. C.



Sole Agents for the

Double Truss Cornice Brake.

Write for Circulars and Quotations.

MONTREAL MARKETS—Continued.

COPPER—The change in the tariff is expected to lead to some reduction in ingot copper, but at present quotations are the same, 10⅝ to 10¾c.

TIN—There is no change in tin, which has ruled dull at 18 to 19c.

SPELTER—There has been a decline in spelter of 25c., and business is dull at $4.25 to $4.50.

ANTIMONY—Featureless, at 10½ to 12c.

LEAD—Quiet and unchanged; pig $2.75 to $3; sheet, $4 to $4.25.

SHEET ZINC—Dull and unchanged at $5 to $5.25.

CEMENT—The cement market has been fairly active, some round lots moving for Western account at $2.05 to $2.15. So far this season we do not hear of any orders being placed by importers on the other side, which is said to be due to the heavy stock here and the higher rates of freight which are being asked. On spot we quote: English, $2.05 to $2.15, and Belgium $1.90 to $2.10 per barrel. The demand for firebricks continues fair and values are steady at $18.50 to $22.50 per 1,000 as to brand

PAINTS AND OILS.

A fair amount of orders are coming in for shipment next week for leads, paints, varnishes, etc. Choice brands of white lead, government standard, $4.75 to $5.00; No. 1, $4.50; No. 2, $4.25; No. 3, $4.00; No. 4, $4.00; dry white lead, 4¾c.; red lead, pure, 4¼c.; No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots, raw, 59c., boiled, 62c.; steam refined seal oil, 46 to 47c.

GLASS.

There is no change in glass. We quote: $1.25 for first break; $1.30 second break, per 50 feet; $3.25 for first break per 100 feet; putty in bulk, $1.85.

PETROLEUM.

This line has ruled quiet. Canadian refined at 11¼c. in shed at Montreal, for round lots, and 12c. for small quantities. American petroleum, 16c. in car lots, 16½c. in 10-barrel lots, 16¾c. in five-barrel lots, and 17¼c. for single barrels, net cash; American benzine, 23 to 25c; Canadian benzine, 10¾c. Petrolea; 12½c. Montreal.

HIDES.

The feature in the hide market since our last has been an advance of ½c. on green butchers' hides. Steers' are also ½c. higher, dealers paying 5 to 5½c., and selling at 5½c.

TALLOW.

A fair business is doing in tallow in a small way at 6¼ to 7c.

WOOL.

The wool market has not had time to digest the tariff changes yet. In the meantime it is impossible to quote.

MONTREAL TRADE NOTES.

W. H. Cottingham & Co. ask the trade to send for their illustrated catalogue of the goods they are offering. Buyers will be sure to see something they want in it.

H. McLaren & Co. have been filling quite a large lot of orders for steel clad baths recently.

A. C. Leslie & Co. report a number of import orders for the lines of tin and galvanized plates that they handle.

James Crathern, trading as Crathern & Caverhill, has filed a petition asking for a winding-up order for the Wm. Johnson & Son's Co., Ltd., on the ground that the said company is insolvent. A contestation was fyled by the company. The case was brought before Judge Doherty, who granted two days' delay to admit of an answer being fyled.

Painchaud, Squire & Co. have placed a number of orders for Puritana enamelled ware. These goods are selling well.

Spelter has declined 25c. since our last report.

Some 5,000 casks of cement have been taken on western account for spring importation this week.

Cutting on white lead is reported. This is the natural result of the dissolution of the association.

Green butchers' hides have sold at an advance of a ½c. during the past week.

Seal oil has an easier tone, holders offering more freely in consequence of the expectation of a large catch this season.

TORONTO MARKETS.

TORONTO, March 30, 1894.

HARDWARE.

THE improved condition of trade previously noted has been maintained the past week, and now that the tariff changes have been announced, a more settled feeling is apparent, and those who have been holding off in anticipation of that event may now be expected to become freer buyers. Business in wire is particularly active, and a good business is reported in rope. In nails, business has not been as active as it was. Green wire cloth is beginning to move a little, and an improvement is shown in tacks. Ware shows some satisfactory developments this week, and enquiries are beginning to be heard for sporting goods. Business in plumbers' supplies shows a noticeable improvement, and much the same may be said in regard to builders' supplies for the country trade. Spades, shovels and harvest tools are going out more freely. Payments continue to show slight improvement. The iron and nail manufacturers are meeting in Montreal this week to consider the effect of the tariff changes on prices, and it is likely lower prices will be ordered.

WIRE—Business in this line is booming, large orders going out daily. Barbed wire, as well as plain twist, is also in good demand. Tinners' wire is moving briskly, but orders in this particular are, of course, not large.

ROPE—Is going out freely, although the larger shipments will not go forward for a few weeks, when summer freight rates will be in force. Prices are unchanged, at 7¾ to 8c. for sisal and 9¾ to 10c. for manilla.

CUTLERY—Still a fair business doing, principally in "pockets."

NAILS—Cut and wire nails have not been going out as well, although a few good orders have been received from the Northwest. Carload shipments will be made within a few days.

EASTLAKE
MANUFACTURED BY
METALLIC ROOFING Co
TORONTO
ILLUSTRATED CATALOGUE FREE
STEEL SHINGLES

GREEN WIRE CLOTH—A few dealers have instructed jobbers to forward their lots ordered, but the bulk of the trade is yet to be done. Prices unchanged at $1.85 to $1.90 per 100 square feet.

SCREEN DOORS AND WINDOWS—Are going out, but the larger orders will not go forward till next month.

TACKS—Business has improved, freer orders being reported in this line.

CHAIN—Coil chain is in good demand, and the orders are now more for general assortments of sizes instead of the larger sizes only, as was the case before.

HORSESHOES—There is a steady demand but it is only for small shipments. Prices unchanged at $3 80 Toronto and $3.85 London.

WARE—Peerless, Eclipse and onyx wares are in good demand, and considerable improvement has developed in blue and white ware.

LAWN MOWERS—Quite a number of orders are entered in the books, but it is yet rather early to make shipments and business in this line therefore shows no improvement as yet.

SPORTING GOODS—Enquiries are coming in more freely, but orders are slow.

PLUMBERS' SUPPLIES—Quite a noticeable improvement has taken place, both on country and city account. There is, however, plenty of room for further development in this particular line.

IRON PIPE—Is in steady demand at from 65 to 67½ per cent., according to sizes and quantities.

BUILDERS' SUPPLIES—Country trade is a good deal better; city trade shows only slight improvement.

MILK CAN TRIMMINGS—These are still in demand, although the majority of orders have been shipped. The volume of trade in this particular line does not appear to have been as good as that of a year ago.

TOOLS—Spades and shovels are going out freely. The same applies to harvest tools. Stocks in the latter line are not yet complete. Manufacturers are doing their best, however, to fill orders they have on hand, but they find it almost impossible to make shipments fast enough.

HINGES—Trade is pretty lively, but the larger shipments will not go forward for a few weeks, as hinges are generally included in heavy hardware and are therefore affected by heavy freights.

MARKETS.—Continued

BIRD CAGES—Considerable improvement is noted. Quite a number of orders for case lots have been received. Dealers throughout the country find it more advantageous to purchase bird cages in cases, the risk of damage while in transit being reduced thereby.

FIRE BRICK—Demand fair and prices unchanged at $33 to $36 for the better brands.

METALS.

Trade in metals is active with one or two exceptions. Ingot copper shows decided improvement.

PIG IRON—Much as before, with prices nominally unchanged. We quote: Summerlee, $21 to $21.50; Carnbroe, $20 to $20.50; Siemen's, $18.75 to $19.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: Consumption is without doubt increasing. Offers are more freely given and just as freely taken. In consequence the market continues weak. We quote for cash f.o.b., Toronto, in bond: No. 1X foundry strong coke iron, Lake Superior ore, $13.30; No. 2 X foundry strong coke iron, Lake Superior ore, $12.80; Jackson County silver, No. 1, $16.80 to $18.30; Lake Superior charcoal, $15.80; Southern soft, No. 1, $12.60; Southern soft, No. 2, $12.10.

BAR IRON—There is very little doing. Prices ruling are still $1.85 to $1.90.

SHEET IRON—There is nothing to note beyond the fact that the demand is steady and prices unchanged at $2.32½ to $2.78 per 100 pounds.

GALVANIZED IRON—While stocks are not heavy, the assortment of sizes and gauges is pretty complete. Business during the past week has been good, and import orders are being continually delivered to parties who had placed early orders. Prices are unchanged at 4¾ to 5c. for 28 gauge.

INGOT TIN—Trade in this article keeps up exceptionally well in Lamb-and-Flag and Straits at 19 to 20c. Prices have not been shaded to any extent during the past week. Some large quantities have been sent forward.

INGOT COPPER—Has shown decided improvement during the week. A number of large orders have been booked and some good shipments have been made from stock. Stocks are not heavy. Prices are unchanged at 11¾ to 12c. for ton lots and ½c. extra for small lots.

SHEET COPPER—Shipments from stock have not been quite as good, but a number of import lots are being delivered as well as some fresh being booked. Prices are unchanged at 15 to 17c. per pound.

ZINC SPELTER—Seems to be a drug on the market, most of the factories using this article being at the moment closed down. Prices are the same as last week, imported having a call of ¼c. over domestic. We quote: Domestic, 4¼ to 4⅜c.; foreign, 4½ to 4⅝c.

TIN PLATES—Are going out lively. Jobbers were short of some sizes during the past two weeks, but recent arrivals have again made stocks complete. We quote: I. C, best grades, $3.75 to $3.85. Cheaper grades have been shaded 25c.

SHEET ZINC—Very little doing, it not being the regular season. Prices unchanged at 5¼ to 5½c.

BOILER TUBES—Trade is practically at a standstill on account of the tariff changes and quotations nominal. We quote: 1½ inch, 8c.; 2 inch, 9c.; 2¼ inch, 10c.; 2½ inch, 10¾c.; 3 inch, 12½c.; 3½ inch, 16c.; 4 inch, 21c.

SHEET STEEL—Trade is quiet and prices unchanged. We quote base price: English, $2.25 for plates and $2.40 for heads; American, $2.10 for plates and $2.35 for heads.

CORRUGATED IRON—Business is rather better than is usual at this time of the year. We quote per square: "Owl" brand from genuine steel plates, zinc coated, $4.25 per square; painted steel, same brand, $3.75, according to gauge.

TERNE PLATES—There has been more business doing in this line during the past two weeks than any time during the past four months.

HOOPS AND BANDS—Business has dropped off to a notable extent during the past week, but there is still a steady demand for small quantities. Stocks held are on the heavy side. Prices are unchanged at $2.45 to $2.50.

CANADA PLATES—There is very little doing, although a number of import orders have been booked this week for prompt shipment. There is very little of all dull or all bright on the market, stocks being nearly altogether in half-polished. We quote as before: All dull, $2.60 to $2.65; half-polished, $2.65 to $2.75; and all bright, $2.90.

SOLDER—Is in better demand, fair quantities being called for in nearly every order. Prices have been shaded in some instances ½c. per pound on figures named last week. We now quote 13½ to 15½c., according to quantity.

PIG LEAD—There have been some good orders booked during the week, although shipments from stock have not been quite so numerous as previous week. Prices remain virtually unchanged at 2¾ to 3c.

ANTIMONY—The stock of Cookson's is exhausted, but fresh arrivals are expected within the next ten days. There have been some good shipments of ordinary brands, of which fair stocks are on hand. Prices are unchanged at 11 to 11½c.

PAINTS AND OILS.

Business is fairly good, while the prospects are brighter. White lead is quiet and prices irregular on account of the cutting that has prevailed since the dissolution of the association. Most jobbers are trying to get 4¾c. per lb., while others are selling ¼c. less. In consequence of this unsettled condition of affairs the trade seem afraid to buy. Linseed oil is in moderate demand only, but an improvement is anticipated. On account of the change in the tariff, prices are likely to go lower. At present we quote 58½c. for raw and 61½c. for boiled, Toronto, Hamilton, London, Guelph, with 2c. added for delivery at outside points. Demand for turpentine is not as good as it was, and while prices are unchanged at the time of writing, they will probably be lower, on account of the tariff changes, by the time this is in the hands of our readers. We now quote 50c., Toronto, Hamilton, London and Guelph, with 2c. additional for outside points. Prepared paints continue in fair demand at the base price of $1.05 for pure. Trade in prepared paints is probably better than it was the corresponding time last year. In Paris Green there is not much doing for immediate requirements, but a fair number of orders are being booked for spring delivery; 12½ to 14c., according to package, is the idea for English. Glue is quiet and unchanged.

GLASS.

Business is dull and featureless, with prices unchanged at $1.20 to $1.25 first break.

OLD MATERIAL.

Business remains quiet. Country mixed rags have declined 5c. per 100 lbs. and there has been a further reduction of 1c. per lb. on scrap rubber. We quote prices paid by dealers as follows: Agricultural scrap, 55c. per cwt.; machinery cast, 60c. per cwt.; stove cast scrap, 35 to 40c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 7½c.; heavy scrap copper 8 to 8½c.; old copper bottoms 7 to 7¼c.; light scrap brass 5c.; heavy yellow scrap brass 7c.; heavy red scrap brass, 7 to 7½c.; scrap lead, 1¾ to 2c.; scrap zinc, 1½ to 2c.; scrap rubber, 2 to 2½c.; country mixed rags, 60 to 75c. per 100 lbs.; clean dry bones, 45 to 55c. per 100 lbs.; borings and turnings, 10 to 15c.

SEEDS.

The past week has been a very active one in the seed trade, but demand for sowing will now necessarily be checked on account of the unfavorable weather. The market remains firm. In red clover the tendency is upward. Jobbers' prices rule as follows: Red clover, $6 to $6.50 per bushel; alsike, $4.50 to $8.50, latter figure being for fancy reproducing seed; timothy, $2.10 to $2.80, outside price being for fancy unhulled seed.

PETROLEUM.

On the local market trade is quiet. We quote: 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; Canadian water white, 16 to 17c.; American water white, 18 to 19c.; photogene 20c.

MARKET NOTES.

Rice Lewis & Son are experiencing a brisk demand for road scrapers.

Weatherall & Co., hardware merchants, Toronto, have moved from their old stand, 1,374, to 1,388 Queen street west.

Harrington Bros., Yonge street, Toronto, have purchased the stock of hardware, etc., and fixtures of J. J. Smyth & Co., 1,154

Queen street west, where they intend carrying on business. They will continue in their store 477½ Yonge street.

The Metallic Roofing Co., Toronto and Montreal, report shipments of corrugated iron above the average for this season of the year.

Sanderson Pearcy & Co., Toronto, are issuing an attractive sample and show card, setting forth the different colors and shades of their Arrow brand prepared paints.

The stock of J. Thomson, hardware merchant, Queen street west, Toronto, will probably be sold by tender. It is at present in the hands of the Imperial Bank, pending the arrival of relatives from England.

The Booth Copper Co. report having received contracts for the placing of all copper fittings in two breweries in the Northwest Territory, one at Swift Current, and that of the Edmonton Brewing Co., Edmonton.

Sanderson Pearcy & Co., Toronto, have been appointed agents for John Lucas & Co.'s Imperial French green. The firm report that they will be enabled to supply the trade with this article in the future at a greatly reduced figure.

The Metallic Roofing Co., sole manufacturers of the "Eureka" diamond tiles, have issued a neat little pamphlet to the trade setting forth the qualification of these tiles. A peculiarity regarding the "Eureka" diamond tiles is that they will not work, crack or drop off.

McClary Mfg. Co., Toronto, report trade having shown much improvement during the past week. The firm say: "Made up milk cans have been in good demand. There are a lot of lamp stoves selling, and the demand for all lines of house furnishings have greatly increased."

The Collins Mfg. Co., Toronto, have placed on the market a new workman's dinner pail, with a heating attachment for warming tea or coffee. It is named the "Home Comfort." J. Simpson, foreman of the work, is the inventor and has applied for a patent. The firm report the demand for all their lines good.

The McClary Mfg. Co. report that they have recently placed their Magnet Wood Furnace on the United States market. "We are having a good demand for creamery supplies, and there are already orders coming in from the country for gas and oil stoves," said a representative of the firm.

The Clauss Shear Co. report business still improving, and orders from Quebec very satisfactory. "We have been delayed in getting our samples out to Manitoba and the Northwest Territory, but have recently forwarded them and anticipate a proportionately large demand from this quarter as we have received from elsewhere," said a representative of the firm.

There are those who claim that the age of the circular saw is passing away, the waste it creates not being permissable on account of the increasing cost of lumber. The band or ribbon saw, is held to be the saw of the future. Rice Lewis & Son, Ltd., who are the Canadian agents for Perrin's French band saw, report that their sales of this particular make are increasing rapidly.

The Consolidated Plate Glass Co., Toronto, report the receipt of several large shipments of plate glass from Europe via New York. "We are now carrying a completely assorted stock," said a representative. "Business shows much improvement. Sales are far better from outside than in the city."

Coulter & Campbell, 155 George street, Toronto, have placed on the market a copper range boiler, which differs from all others in the fact that it is composed of copper entirely, with the exception of its brass nipples. "We have been forced to make special machinery to enable us to meet the demand," said a member of the firm. "We have already received more orders for it than we have been able to execute."

The Toronto Fence and Ornamental Iron Works report having completed the two iron fences which they are placing around the residences of A McArthur, St. George street, and W. H. Pratt on Bloor street. "These two fences will be amongst the best in the city, both for design and workmanship," said a member of the firm. "Our designs are original and our workmanship always first class."

Abel Bros., engine and mill machinery manufacturers, Toronto, have recently shipped a 45 horse-power traction engine to Smyrna, Asia Minor, to be used for irrigating purposes. "We have had plenty of enquiries from Smyrna and other places in Asia Minor. We have shipped engines to Cape of Good Hope and Australia, and I feel that there should be much more business done with Australia, now that the service between the two countries has been improved," said Mr. John Abel.

The Hamilton Hardware Co. (Ltd.), recently incorporated, has acquired the businesses of Whitwam & Swanson and Ferres & Co. It is the intention of the company shortly to vacate the premises of the latter firm, 13 King street east, and concentrate its efforts in the larger store, 123 and 125 King street east, corner of Catharine, where it will add a wholesale department to the business already established.—Hamilton Herald.

The Toronto Steel Clad Bath and Metal Co., Toronto, report their No. 2 Steel Clad Bath giving satisfaction, and in continual demand. "The popularity of our Hospital Bath is evident," said a member of the firm, "by the fact that we have supplied these to a number of the leading institutions throughout the Dominion, among which are the Victoria Hospital, Toronto; the General Hospital, Toronto; the Royal Victoria Hospital, Montreal; the St. Joseph Hospital, Guelph, and many others."

AMERICAN MARKETS.

NEW YORK, March 30, 1894.

PIG TIN — Speculation was extremely tame, and the London cables, which noted a considerable advance over the prices that ruled last week, had no further effect here than to bring about a further advance in official quotations on prompt and near future deliveries. In any event it was the general report that purchases by interior jobbers and by consumers are still of extremely conservative type; while the distribution, according to most accounts, still runs behind the average for the season. Prices were stiff at 19.25 to 19.30c. for Straits in 5 ton lots, prompt or near future delivery. The public offering of distant future deliveries was decidedly freer and at prices averaging ¼c. or more under the peculiar quotations that went on record during the preceding two or three days.

COPPER— Dealings are on a moderate scale at present, and the demand from all sources is very tame. Neither home consumers or export buyers manifest any inclination to purchase at all extensively for future delivery. Competition between sellers does not appear to be keener than usual, but there is enough of it to keep prices rather weak. Certain it is that Lake Superior ingot can be secured easily at 9½c., electrolytic at 9⅜c., and ordinary casting stock at 9⅛c., prompt or near future delivery. Rumor had it that Lake Superior ingot has recently been sold in foreign markets at prices more or less below local market quotations.

PIG LEAD—There were no new developments in this line. The speculative "short" interest seems to be about all covered, and the demand from jobbers and consumers is commonplace in the extreme. Smelters offer sparingly, however, as do other holders, and the market retains fairly firm tone despite the sluggish condition of the market. About 3.45 to 3.50c. is quoted for carload or larger lots delivered here. The St. Louis wire to the Metal Exchange quoted 3.25c. London cable was $9 5s. for soft Spanish.

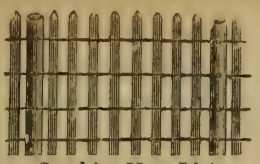
SPELTER—The demand in this quarter is still of very indifferent character, and individual sales involving more than single carloads are strictly the exception. Offerings were not particularly heavy, but enough stock still comes out from one source or other to keep prices easy at about 3.85 to 3.90c. for ordinary Western brands. The St. Louis quotation by wire to the Metal Exchange was £15 13s. 9d. for ordinary Silesian.

ANTIMONY—The market remains quiet, but prices are steady at 8⅞ to 9c. for Hallett's and 10 to 10⅛c. for Cookson's.

TIN—On the general situation there is nothing distinctly new to note. Business is only fair, and nearly all buyers seem to be extremely conservative. In fact, the disposition is to proceed very cautiously until tariff uncertainties shall have been removed. Prices, while not positively lower, are still rather weak, particularly for future deliveries.

IRON AND STEEL—No new features in the market for either crude material or finished productions transpired. In some lines a rather better volume of business was reported, but anything in the nature of large orders is still the exception. Prices, while not positively lower, are still rather weak nearly all along the line.

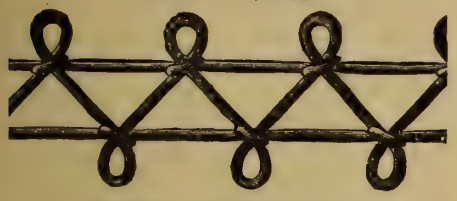
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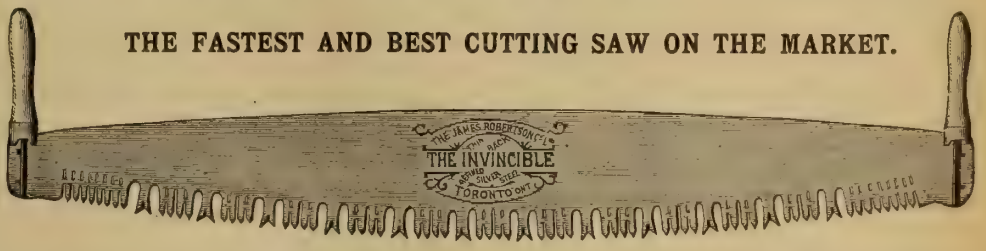
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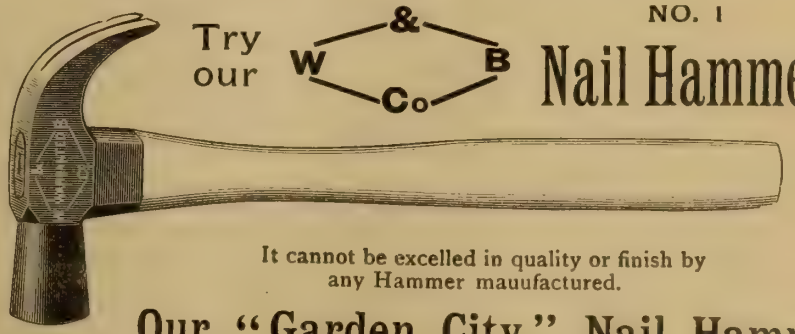
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GET OUR PRICES AND TRY OUR GOODS
Is the best and cheapest "Solid Cast Steel" Hammer on the market. . . .
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RUSTING OF IRON AND STEEL.

THE phenomena of chemical combination appear to be exceedingly complex, remarks Iron Age. Not so very many years ago we were taught that a mixture of oxygen and hydrogen would combine to form water when an electric spark was passed through them. The matter appeared simple, was easily expressed in chemical formulæ, and illustrated by experiment. Now we have learned that it is impossible to make such a mixture explode when it consists of perfectly pure and dry gases. When, however, the slightest trace of moisture is present, the combination takes place at once, thus illustrating the importance of those "next-to-nothings" which were so ably and so pleasantly discussed by Sir Frederick Bramwell in his address to the British Association. The oxidation of iron, though a more familiar phenomenon, is at least as complex as that of hydrogen. In spite of the proverb, this familiarity has been very far from breeding contempt, as its commercial importance has attracted very considerable attention to the subject, and though there is still much to be learned, some few facts appear to be now established. In the first place, neither bright iron nor steel will rust in pure water or in pure air. The presence of carbonic acid, or some similar agent, seems necessary, although the final product may be destitute of carbon. Even when oxygen, moisture, and carbonic acid are all present, rusting will not, it appears, take place unless the moisture condenses on the surface of the metal. When rusting does take place under ordinary circumstances, the first stage appears to be the formation of ferrous carbonate. This carbonate is then dissolved in carbonic acid water to form ferrous bicarbonate, which latter is then decomposed in presence of air and moisture to form hydrated ferric oxide, magnetic oxide being formed as an intermediate product. This fact as to the formation of the magnetic oxide is curious, as the Bower-Barff process of protecting iron and steel consists in coating the metal with a firmly adherent layer of this very oxide.

Every one knows that when a bar of iron has commenced to rust the corrosion proceeds apace. A polished bar will resist oxidation for a comparatively long time, even under somewhat unfavorable conditions, but once the rust has commenced to form it does not take long for it to cover the whole of the bar. One reason for this may be the fact that the rust is electro-positive to the iron, but it is also partly attributable to the final product, the hydrated ferric oxide being only formed at the end of several intermediate stages of the oxidation, and to its hygroscopic properties, which favor the absorption of moisture from the air. In certain situations, other acids besides carbonic may take part in the corrosion of iron. The metal work in bridges over railways is particularly exposed to fumes, and some engineers consider that in such cases no plates less than ⅜ inch thick should be made use of, even in the case of the flooring.

The whole question of the rusting of iron and steel work has been discussed in considerable detail by Thomas Turner in a paper recently read before the South Staffordshire Institute of Iron and Steel Works Managers. It is now pretty generally acknowledged that, so far as ordinary exposure to the weather is concerned, iron is less liable to rust than steel. Unfortunately, however, this capacity for resisting rust seems to be greater in the common irons than in the best qualities, and has been attributed to the phosphorus contained in the former, which seems to have a protective action. When iron and steel are used in conjunction, there is no certainty which will be the more liable to rust. The potential difference of contact between the two is very small, and though in general wrought iron is found to be electro-positive to steel, there seems reason for believing that this may not be so in all conditions.

W. Denny has instanced a case in which the steel shell plates of a vessel remained clean, while the iron stem plate and rudder forgings were much corroded. The ballast tanks of ships are partially exposed to rust. Bilge water is an exceptionally powerful corroding agent and several engineers have suggested the use of iron plating in ships in those parts exposed to bilge water, even when the body of the ship is of steel. In steam boilers it is claimed that there is little difference in the behavior of the two metals, and certainly steam boilers, when properly looked after, have been proved to have a long life. Plates thoroughly cleaned from scale are less liable to corrosion than when used just as they come from the rolls, and the Admiralty have accordingly adopted the practice of pickling the plates before being used. In a case of pitting, Mr. John found a particle of black oxide at the bottom of each pit. Experiment shows that this black oxide is strongly electro-positive to the plates.

Cast iron seems in general to last better in sea water than either wrought iron or steel. Trautwine, however, relates that the cast iron cannons of the Royal George and the Royal Edgar, after an immersion of 62 and 133 years respectively, had become quite soft, and were in some cases like plumbago. A very similar experience was noted with the cast iron sluice gates of the Caledonian Canal. Much apparently depends on the quality of the iron. Trautwine recommends white, close-grained cast iron, while Mr. Turner quotes from a British Association report recommending gray iron.

The alloys of iron with nickel, cobalt, and chromium appear less liable to rust than ordinary iron, while the presence of manganese appears to render the iron more sensitive to attack by corrosion.

STAMPED STEEL CHAINS.

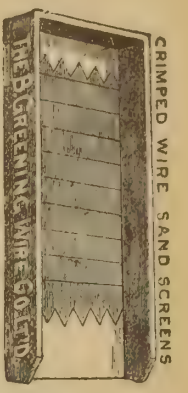
ATTEMPTS have been made from time to time to utilize steel for chain making, and in one of the later inventions in this direction a chain is produced out of a bar of steel, each link being formed solid and linked in with its neighbors, says American Manufacturer. In the manufacture the steel has to be heated, and, although an excellent chain is produced, the links are what are called open links—that is, they have no stay or cross-piece as in links of the cable pattern. Stays are added afterwards, but they do not form an integral part of the link. A subsequent inventor—M. Rongier—has, however, succeeded in forming a stay, or stud, with the link itself, the chain being stamped out of the solid bar, and this appears to give the finishing touch to the manufacture of weldless steel stayed chains. The method of production is very ingenious, and has been in operation at the works of the Patent Weldless Chain Company at Aston, Birmingham, England. The chain is made from a steel bar of cruciform section, and of the greatest length obtainable. This bar is put through a series of machines, in each of which pieces are punched out, so that after five operations the links are perfectly formed, but are still connected together at the point where the inner side of the bow of one link crosses that of the other. In fact the bar represents a rigid chain, but on being passed through another machine it comes out a roughly-formed but perfect chain with separate links. The chain then undergoes three more operations in which it is rectified, rounded, and finished ready for use. The process is a cold one, so that there is no deterioration of the metal by heating, the only heat applied being near the end of manufacture, when the chain is annealed in an oven for a short time. Owing to the limited length of the bars the chain has to be made in sections, and eventually coupled up by special links, which are made stronger than the chain itself. These chains, which are suitable for general use, are produced in various sizes, from ½ inch down to 3-32 inch.

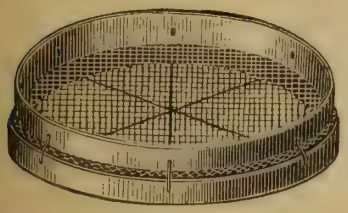
A WOMAN ENGINEER.

Chicago now has a woman engineer, who has successfully passed the ordeal of a rigid examination. A contemporary says she was not let off easily either because she was a woman; in fact, the writer says, her examination was, if anything, a little more severe than usual. The young woman walked into the Board of Examiners' room in the City Hall, presented her application in a manly way, deposited the official fee ($2), and then made her way into the line of the applicants to await her turn. Among other questions she was asked as to the size of the blow-off required for a seven horse power engine, and what she would do if the valve stuck fast. When the examination was finished the examiners wrote at the end of her paper "accepted," and Miss De Barr is now a full-fledged licensed steam engineer.

Sand Screen Cloth—

Sand Screens
Masons' Hand Screens
For Stonemasons, Bricklayers and Plasterers.





Write for Catalogue and Price List.

THE B. GREENING WIRE CO., LTD.

Hamilton, Canada.

White Lead



TRADE MARK

Unicorn Pure
Russian Pure
Thistle
Crescent Star

NOTE THE BRANDS

Known all over Canada. We offer them without any restrictions. Write for prices.

A. RAMSAY & SON, MONTREAL

ESTABLISHED 1842.

ADAM HOPE & CO.,

HAMILTON

Offer for Sale

"Pioneer" and "Sloss"
PIG IRON

These are fine foundry irons, being strong and large scrap carriers.

Also all the well-known—

Scotch Brands,
Broken Car Wheels,
and Railway Cast Scrap.

FRANCIS HYDE & CO.

Builders' Supplies

We make a specialty of Scotch Fire Clay Flint Glazed Sewerage Pipes, Fire Bricks and Fire Clay Agricultural Drain Tiles, White Enamelled Bricks and Tiles for walls. Best brands London Portland Cement.

STORES AND YARDS:

King, Queen and Wellington Sts., Montreal

A Healthy Business is always a Growing One



GAS RANGE.

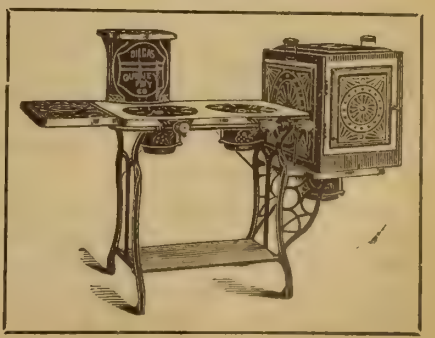
SELL OXFORD GAS AND OIL GAS RANGES

And your business will surely increase.
Gas Ranges made in 5 sizes
Oil Gas Ranges made in 5 sizes
Handsome in appearance. Guaranteed perfect

TO SHOW THEM IS TO SELL THEM

Oxford Gas Ranges are of superior excellence in design and workmanship, combining all the latest improvements. ROASTS, BAKES and BOILS quickly and uniformly. ARE GREAT WATER HEATERS.

Oxford Oil Gas Ranges will VAPORIZE AND BURN ORDINARY COAL OIL, producing a perfect blue flame of intense power, and ODORLESS. ROASTS, BAKES AND BOILS quickly and uniformly. IN FACT WILL DO ALL A GAS RANGE WILL.



OIL GAS RANGE.

People will Ask for Them. You Must have Them

The Gurney Foundry Co. Ltd., Toronto
The Gurney Massey Co. Ltd., Montreal

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Wm. J. Cavanagh, general merchant, Newdale, Man., has assigned.

Roy & Roy, general merchants, Maniwaki, Que., have compromised at 42½c. on the dollar.

E. P. Gormain, trader, Montreal; demand of assignment made upon him. A similar demand has been made upon A. Cote, a St. Fabien general merchant.

PARTNERSHIPS FORMED AND DISSOLVED.

Matthew, McLean & Co., general merchants, Souris, P.E.I., have dissolved.

T. S. Gillies, general merchant, Lunenburg, has admitted M. Morgan; style, Gillies & Morgan.

SALES MADE AND PENDING.

The business of J. P. Clarke, general merchant, Exeter, is advertised for sale.

CHANGES.

J. S. McDonald, general merchant, Chater, Man., has been succeeded by J. G. Hoey.

Joseph Zinkan, general merchant, Fort Qu'Appelle, has sold out to Hargrave & Star.

The estate of Ogle, Campbell & Freeman, general merchants, New Westminster, B.C., has been sold to R. P. Freeman, who will continue under the style of R. P. Freeman & Co.

DEATHS.

Simon Baker, general merchant, Aultsville, is dead.

PERSONAL MENTION.

A. D. MacArthur, of Craig & MacArthur, is in Montreal on business.

Carl Zeigler, representing Rowney & Co., artists' materials, London, was in Toronto this week.

J. H. Clauss, manager of the Clauss Shear Co., Fremont, Ohio, was in Toronto last week on business connected with the Toronto branch.

W. M. Gartshord, vice-president and manager of the McClary Mfg. Co., London, visited Toronto this week. He is returning from an extended tour in Eastern Ontario and Quebec.

E. G. Gooderham, of the Toronto Silver Plate Co., has returned from the United States, where he has been on business. He reports trade much quieter over the line than in Canada. "Some firms in our line report business to have fallen off at least 3 per cent., while silver plate works over there are running only 32 where we run 48 hours," he remarked to HARDWARE.

The following merchants were seen in Toronto this week: T. H. Glendinning, Sunderland; G. B. Morris, Guelph; W. J. Parker, Waverley; Geo. Douglas, Manilla; W. J. Caven, Springfield-on-Credit; J. A. W. Allan, Newmarket; G. A. Binns, Newmarket; C. Mason, Richmond Hill; W. Jenkins, Cashel; Mr. Hymmen, of Gies & Co., Berlin; T. McGratton, Uxbridge; Mr. Hohmeier, Waterloo; W. J. McMurtry, Guelph.

PREPARING ADVERTISEMENTS.

WHEN a business firm sends out a salesman to represent them, they want him to represent them in the best possible manner writes Charles W. Cox, in Inland Printer. We all know that if a man comes into our office (for the first time) well-dressed, with his cravat neatly tied, his face clean-shaven and his boots nicely polished, that we give him more consideration than we would if his clothes needed brushing, if he did not wear a necktie, or if he had a four days' growth of beard. It is my idea that an advertisement to do the most good should go out to our customers the same as the salesman; it should make the best possible impression—it should be pleasing to the eye.

Again, following out this comparison, the man must call on only such people as have use for the line of goods he represents; for a man selling type, for instance, to call on a grocer would be loss of time; so the advertisement, to be profitable, must go mainly to the men who have use for the article you have to sell.

It is not all of a salesman's duty to make a good "first impression" on his prospective customer, but he must have something to say to him about his goods that will convince him that he can make money by buying them.

It may be a good idea, sometimes, to use some "catchy" cut or headline to attract the eye to your ad., but it must be followed up with some good substantial reason why the reader should patronize you.

He is a poor representative who, when he has succeeded in securing the attention of the buyer, tries to impress him by displaying a great variety of articles, and talking about all of them in a rambling sort of way, as it only serves to confuse the customer and will soon tire him out. It is much better to have a fixed purpose; to show and talk about one thing at a time, and put this away before showing another. So with the ad., it should be about one thing, to do the most good. The business man is a busy one, and has not the time nor the inclination to read a long dissertation on a subject that does not interest him.

To sum up—

First. So dress your ad. as to catch the eye and leave the best possible impression.

Second. Advertise to the people you wish to reach, through the best trade journal in your line.

Third. Do not state anything in your ad. but facts; do not indulge in superlatives, claiming your house to be the largest, your goods the best and your prices the lowest, but keep in mind the fact that the man whom you want for a customer has good common sense, good judgment, and is master of his business. State what you have to sell so that he will comprehend it; give the best reason you can why you think he should buy from you, and leave him to decide. In this way you will not fail to retain his respect, even if you do not receive an order, and he will soon learn to look for your ad. because it interests him. Say something new at regular intervals and sooner or later he will send you a trial order. Then the ad. has accomplished its mission, and it remains for the house to retain the purchaser as a regular customer by always living up to its published promises.

TRAVELING SALESMEN.

IN regard to the feasibility of marketing goods without traveling salesmen, says Iron Age, a subject which was discussed by one of our correspondents in a recent issue, we have the following communication from a well-known house in the West. They also touch upon the wisdom that should be shown by travelers in promoting their employers' interests in selling at remunerative prices:

I note your correspondent's remarks in The Iron Age, March 1, in reference to marketing goods without traveling salesmen. This custom can never become general, and, I might say, can never be made profitable to the concerns who adopt it. A specialty, after once introduced by traveling men, might be kept before the trade for a season in this way, but the demand created by the persistent traveler would soon die out if not kept alive by constant presentation.

In this connection, a word to the ambitious traveling man might not be out of place; and being an employer of some twenty or more, we speak with due respect for them when we say they alone are responsible for the fact that their employers find it necessary, in some instances, to dispense with their services and go direct to the trade. This state of affairs has been brought about to a large degree by the unnecessary cutting of prices by a class of travelers who, in most cases, should have found employment on the farm or in the workshop. The intelligent traveling man uses his tongue instead of the knife, and as a result his position is one much sought after by persons wholly unfit for such important positions. If manufacturers and jobbers will instruct their representatives carefully before sending them out, and then see that a fair margin is made over and above the cost of doing business, we think the result will soon be apparent. The great trouble is, traveling men do not realize the enormous expense that is incurred in carrying on a business, and are allowed by their principals to make margins of profits that in reality do not cover cost of selling the goods. Intelligent traveling men will be thoughtful upon this subject, and others should be, for their own if not for their employers' interest.

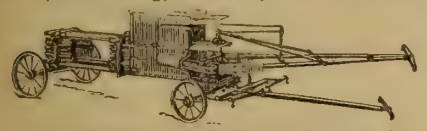
Wall Dusters

Our Wall Duster is a common-sense article which only has to be shown to be sold. Send for Price List.

FRANK HOLT, 81 Colborne Street, **Toronto**

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

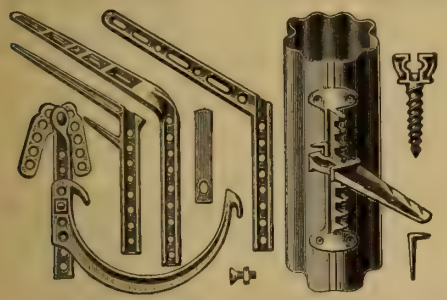
Made of Steel—lighter, stronger, cheaper, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire.

Manufactured by BOYD & CO., Huntingdon, Q.

BERGER BROS. Tinners' Hardware and Roofers' Supplies.



The best Eave Trough Hangers and Pipe Fasteners on earth. Berger's Long Eave Gutter, Pipe Hooks and Fasteners of every description. Also Ridging, Crestings, Finals, Registers and Ventilators. Don't buy until you have our price. Samples and catalogue free.

237 ARCH ST., PHILADELPHIA, PA.

SOLDER.

Half-and-Half Solder.
Plumber's Solder.
Refined Metal Solder.
Triangular Solder.

We guarantee all OUR GOODS! If found unsatisfactory can be returned at our expense.

TORONTO SMELTING and REFINING WORKS

92 and 94 Queen St. E., TORONTO.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. — Three Rivers.
Lac a lac Tortue. — Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

V. R.

NUMEROUS PRIZE MEDALS

BUTLER'S FAMOUS SHEFFIELD CUTLERY

TRADE MARKS ART

SPECIAL MENTION

Canadian representative, **A. H. SYMONDS**

Bicycles

To the Trade at prices that you can make something out of them.

We are Direct Importers and Sole Agents of the famous

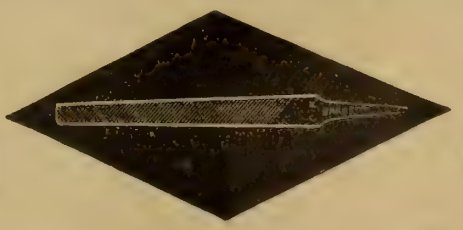
Raleigh and Quenton

BICYCLES

And can furnish the trade at right prices. Get our Catalogue free.

THE BOWMAN HARDWARE AND SPORTING GOODS CO.
LIMITED.
HAMILTON, - ONT.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. — **Gulletting Sawfiles.**
Climax Sawfiles. — **Lightning Sawfiles.**
— AND —
EVERY OTHER DESCRIPTION OF SAW FILES.

TALKS WITH RETAILERS.

"WE have but little to complain about, for our business has increased considerably," said W. F. Mullett, 738 Queen street west. "Prices have been cut very much, but there are numerous stores in the city that are selling every bit as cheaply as the department stores, and were their prices compared by the public who flock to these places—not because they know the prices to be smaller, but because they simply have the name—they would do less business. I am very much of the same opinion as the merchant mentioned in that article on department stores in the last issue of HARDWARE. I am much afraid that the great obstacle that stands in the way of a retail association is the lack of good-fellowship existing between retail dealers."

"Oh yes, there has been some improvement in business," said J. Woodsworth, 842 Yonge street. "Paints and oils are among the first to show signs of opening up nicely, and if the weather continues fine, there will, no doubt, soon be a good demand for this line. We have also had one or two calls for chicken netting and enquiries for garden tools, all of which denote that spring is surely coming. We intend carrying a stock of lawn mowers, etc., and look forward to a good spring demand for all lines. Things are moving and trade increasing. Business is not booming, nor do I wish to see it boom. There's nothing like a good, steady, healthy growth."

"Business with us is not at all bad," said Mr. Thomson, of Gibson & Thomson, Yonge street. "We are carrying a full line of Gurney's gas and vapor stoves. We have received a great many inquiries for this class of stoves lately, though the cold weather we have had lately will throw the demand back a little. There is quite a little jobbing going on and business is fairly good all round and improving daily."

"March is a very uncertain month," remarked E. Clapp, of Clapp & Moses, Yonge street. "People are suspicious of it, and though the weather may be fine and mild, they will not go in for any outside work, fearing a change. This month has been rather quiet, but there has been a little improvement in the demand for oil and paints. We have just received a complete stock in this line and are giving them a place in the window."

"Business is moving fairly well for the the season, but profits are being cut too low," said James Robertson. "Department and grocery stores are knocking the bottom out of the business. Yes, I have been trying to think of a remedy for the evil a long time, but have not reached a solution to the problem. We have got the stock and we sell at as low a figure, but people will go down town. If they have no cash, they come to us for credit; and if they happen to have the ready money, they go to the department stores. They often pay their car fare to and from these stores and then pay as much for their goods as if they had dealt with us. The great trouble in competing with dealers who do so much cutting is that in most cases they eventually wind up by paying a small dividend on the dollar, and the merchant who pays his debts in full is expected to compete with them. People expect credit at cash prices. You have to post your books, make up your bills, and last, but not least, wait for your money. All this means expense, and yet they expect to buy as cheaply as a cash customer. I think we will have a good year's trade; there is no reason why we should not."

"We are getting settled down nicely in our new store," said Mr. Weatherall, of Weatherall & Co., 1,388 Queen street west. "We have very commodious quarters here, and have come prepared to do business. Trade has been quiet through the winter, but it has shown a little improvement lately. There will be some building going on around South Parkdale, and for the coming spring I think trade prospects seem fairly good."

"Trade is rather quiet in this part of the city," said Mr. Fairleigh, College street. "There was a little better demand for paints and oils during the early part of the month. We are, however, quite busy in the shop, and we are making active preparations for something better ere long in the store."

"There is no use some men talking," said J. Caslor, Queen street, "business is not what it ought to be, and hardly up to that of last year. I sincerely hope that the good times that everyone is prophesying will come. There will, no doubt, be an improvement in trade, but there seems to be little prospects of many buildings going up, and I would like to see something for them to base their hopes on."

"Business is moving along a little better, but it will stand a lot of improvement yet," remarked Mr. Hatch, of Hatch & Co., Queen street west. "It showed some improvement at the beginning of the month, but this cold snap has somewhat demoralized it. Trade is up to what might reasonably be expected at this early season, but if we were doing a great deal more we would not grumble. I think there is every prospect of better times in the near future."

"March has come in wrong end first—warm at the beginning and colder towards the end," said E. W. Chard, 324 College street. "Business was rather better the first two weeks of the month than it is now. It is, however, ahead of expectations and equal to what it usually is at this time of year. Yes, I run a cash business, for I have found by experience that people who ask most for credit are the hardest to get my money out of. I am doing a good business myself, and wish every dealer to do the same. I have no wish to see others sink because I am able to swim. This scarcity of good feeling between merchants that exists to a great extent is not conducive to their own prosperity. I think when the weather changes we will have a good demand for all lines; trade has improved already, and if it is going to be bad, I for one am not going to meet trouble half way. I never yet walked out to the Humber to meet a thunder cloud that was coming in."

The Canadian Pacific Mining and Milling Co. is the name of a company in which Minneapolis capital is interested, and for which articles of incorporation have been issued. The company is capitalized for $500,000. The company's mines are located at Ainsworth, B.C. The Wakefield is a property consisting of 51½ acres, has four veins of galena ore and ore that carries gold in large quantities and assays at $150 a ton.

SITUATION WANTED.

A FIRST-CLASS BOOKKEEPER WELL UP IN hardware will shortly be open for an engagement. Address, Expert, HARDWARE Office, Toronto. (15)

Show Cases, Amberg Letter Files, Cashier Cash Registers, Mantels, Pulpits, Church Chairs, Lodge Furniture and Library Furniture.

Large stock must be closed out at Manufacturers' Cost.

Giving up Manufacturing these lines.

GEO. F. BOSTWICK

24 West Front St., TORONTO, ONT.



"Superior" Copper Range

BOILER

Made of the best Lake Superior Copper throughout, except the nipples which are brass. We braze the nipples instead of soldering them, because soldering does not give satisfaction. The inside of each boiler is thoroughly tinned. The heads are united to the body by means of a threefold lock, which makes a durable and absolutely secure joint.

We have **SEVEN CLAIMS** on our new range boiler.

1. The process of uniting the round heads to the body.
2. Combination brass with vacuum valve.
3. Combination hot and cold water tubes.
4. Flanged nipples brazed to boiler.
5. Coupling on bottom of boiler.
6. Cylindrical portion of boiler having longitudinal brazed joint.
7. The process of producing a longitudinal joint.

All our boilers are tested to 200 lbs. hydraulic pressure and stamped. We can compete with anything in the market Write for prices.

Coulter & Campbell

155 and 157 George St., TORONTO

Clothes Wringers
"Leader" Barrel Churns
"Dowswell" Washers
"Queen and Domestic" Mangles

DOWSWELL BROS.
SUCCESSORS TO
Peerless Manufacturing Co.
HAMILTON, - CANADA

Write for Prices and Discounts.



The Cradle Churn

The Easiest to Clean and Operate
and Guaranteed in every Particular

Send for Descriptive Circular and Testimonials.

Chas. Boeckh & Sons

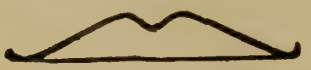
Wholesale Agents. Toronto.



W. & S. BUTCHER, Sheffield, England, Makers for over ***ONE HUNDRED YEARS*** of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER,
SHEFFIELD, ENGLAND.

OR



OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

Hard Wear Paper
FOR
Hardware Men

Manillas, Brown Wrapping,
Hardware Manilla . . .
Leather Manilla, Etc., Etc.

PAPER

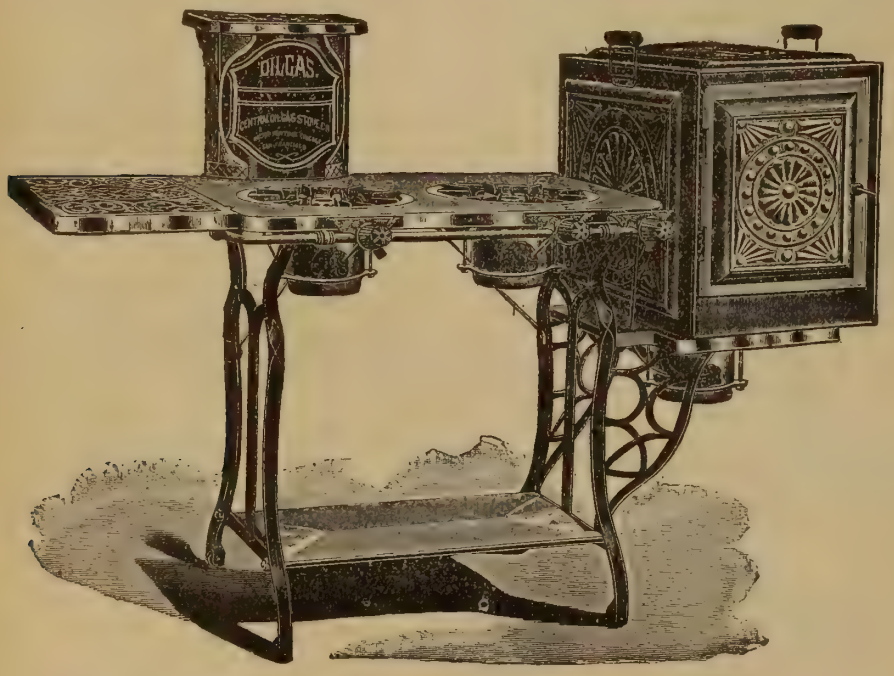
We can supply Paper of all Grades, in any size or weight, at the best prices and most favorable terms. Write us for samples and quotations.

TORONTO BRANCH : 29 Front St. West.
MONTREAL BRANCH : 318 St. James St.

THE E. B. EDDY CO., Hull, Canada

A DESIRABLE OIL GAS STOVE.

DURING the coming hot weather there will no doubt be a great demand both for gas and oil stoves. In some instances the housewife has been deterred from investing in a gas range, owing to the expense, and from buying an oil or vapor stove owing to the danger of explosion or objectionable odors which often arise therefrom. The accompanying cut represents the Oxford Oil Gas Cook Stove, which is being manufactured by the Gurney Foundry Co., Toronto, and which they claim will satisfy the long felt want for a gas stove at a moderate cost, that is simple and entirely safe, with no complications, nothing to



rust, clog or get out of repair, without the necessity of having gas laid on to the house. "We warrant this stove to successfully vaporize and burn common coal oil, and perform the work of a common cook stove, at the cost of a few cents per day," said a member of the firm. "It is of a desirable size, and upon the step can be conveniently placed an oven, wash boiler or other heavy vessels." In this stove the oil vaporizes almost instantly on applying a match, and burns without odor. The burner has no wick of any sort, or any substitute for one. The burner has few parts; it is very durable and cannot get out of order. The burner and feed pipes are accessible and removable. Has self-locking valves that prevent accident or annoyance of any sort. It is entirely safe, and so simple that a child can operate it just as well as a grown person.

BUSINESS HONOR.

CICERO said: "In honorable dealing you should consider what you intended, not what you said or thought." If this rule was followed, remarks the Hub, there would be far less cause for complaint of dishonorable dealings than there now is. The tendency of the day is toward "sharpness," an easy cloak for exceptional transactions, and many a dishonest bargain has been excused on that plea. Among the things that are not illegal and yet not honorable, is the ordering of long lines of goods for future delivery in order to obtain the lowest possible price, and then countermanding a large percentage of the order, or rejecting a goodly portion on some slight pretext; and they who are the first to thus play sharp to obtain a bargain are those who would denounce the party to whom an order was given if that order was not filled to the letter. Another practice which comes dangerously near the first is withholding the shipping of goods until the last possible minute and then billing, so that the buyer must pay without having full time credit, though not unfrequently the buyer is the loser because of a failure to promptly fill the order. Rebates are another of the privileges that are misused, and so serious has this become that some firms refuse to grant them, preferring to have the goods shipped back at their expense. Driving "sharp" bargains under a pressure that, under other circumstances, would be denounced as blackmail, is a favorite scheme with one class of very smart men. If they can get a customer in a corner in any way, they hold him until he pays a bounty for his freedom or surrenders. An observer can generally discover these smart men by listening to their tirades against those they failed to entrap, and it is pretty safe to conclude that the man who has been so grievously wronged in a business transaction by different persons is the one who has been checked in his efforts to get snap judgment on a customer. The men who gauge their acts to keep within the limits of the law, rather than to do what is right morally, are they who neither respect law nor morals, and what they do that is right is done through fear, not from choice.

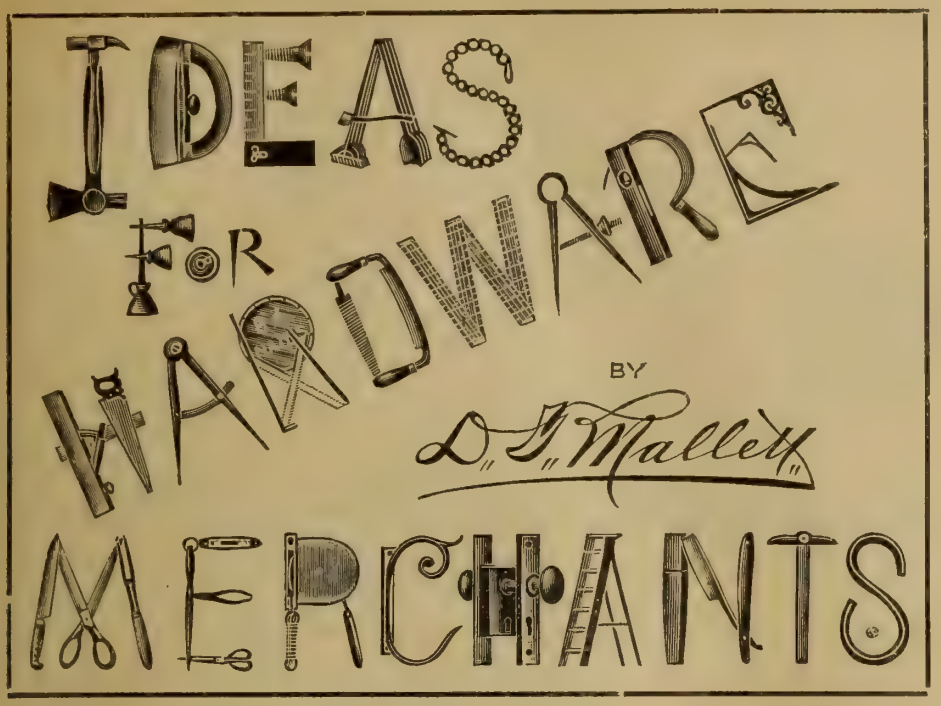
BUYING AND SELLING.

AT no time in recent years has the retail trade been exercising such care and skill in buying as is now in force. The Hub, in referring to this subject recently, said: "Well bought is half sold is an old but trite saying, and one that suggests where to look when losses have occurred. The man who can go into the market and buy the most desirable stock at the bottom price has a decided advantage over him who is wanting in judgment as to quality, and who buys more because the price is low than from a knowledge as to quality compared with cost. Neither books nor theoretical study can make a man a good buyer, although no man can be injured by study, while all can be benefitted. The two requisites for a buyer are good judgment and practical knowledge. The latter must be acquired, but it, without the former, is liable to lead to the committal of serious errors, as the more a man knows of an article the more he is inclined to purchase the best. How to buy will be one of the great factors for the coming year, as every indication points to slow sales and low profits, and the temptation will be great to sacrifice quality to price. It becomes, therefore, more than ever necessary that care be exercised in selecting, judging as to quality and price; and the nearer the man comes to fulfilling these requirements the better his prospects for success."

Having bought well, sell at a fair profit. It is worse than folly to attempt to run a business without a profit, and no man need do so if he will fairly count the cost and sell only when a fair profit can be realized. Worth remembering in this connection are the words of John Ruskin: "Every person who tries to buy an article for less than its proper value, every consumer who keeps a tradesman waiting for his money, and every tradesman who bribes a consumer to extravagance by credit, is helping forward, according to his own measure of power, a system of baseless and dishonorable commerce, and forcing his country down into poverty and shame."

HOW TO TEST TURPENTINE.

A simple test to ascertain the purity of turpentine is the following given by an exchange: Paint the back of a clear clean glass black; give it two coats. After the paint has become thoroughly dry, drop on the unpainted surface of the glass one drop of the suspected article, and with the light properly reflected from the surface, watch the effect as it evaporates. If pure, the drop will dry off almost like water, and no color will be reflected from the surface. If the drop contains as much as 5 per cent. of petroleum or benzine, the surface with the light properly reflected on it, will exhibit an iridescent purple, similar to that thrown off from the surface of water on which oil has been dropped.



HALF PRICE

THE original selling price of "Ideas for Hardware Merchants" was $1.00; the price now is **50 cents,** and only handled by ourselves. We bought out the publishers at a bargain, hence the exceedingly low price.

> "There is a tide in the affairs of men
> Which taken at the flood leads on to fortune;
> Omitted, all the voyage of their life
> Is bound in shallows and in miseries."

This is the opportunity of your life. Will you grasp fortune as she rapidly glides past you and within reach? We have only a limited number of copies and they are rapidly going. Mailed on receipt of price, postage prepaid.



The J. B. McLean Publishing Co.

10 Front Street East, Toronto, Ont.

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.



For Iron Fencing, Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon



Wire Fencing Plyers

MANUFACTURED BY

H. BOKER

Are the leaders for Fine Quality and Low Price.

TRADE MARK

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
M.L.S. equal to Bradley		
I.C., usual sizes	$5 50	$5 75
I.X., "	6 75	7 00
I.X.X., "	8 00	8 25
Raven & P.D. Grades—		
I.C., usual sizes	4 00	4 25
I.X., "	5 00	5 25
I.X.X., "	6 00	6 25
I.XXX., "	7 00	7 25
D.C., 12½ x 17	3 75	4 00
D.X., "	4 75	5 00
D.X.X. "	5 75	6 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	3 35	3 50
I.C., special sizes	3 60	3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	7	25
I.X. Terne Tin	9 25	9 50
Old process I.C.	13	00
" " I.X.	16	00

Charcoal Tin Boiler Plates.

	Per lb.	
Cookley Grade—		
X.X., 14x56, 50 sheet bxs	6½c,	7c
" 14x60, "		
14x65,		

Tinned Plates

72x30 up to 24 gauge	6½	6½
26 "	6¾	7
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 85	1 90
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 60
Hoop " "		2 60
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
3/16 "	2 35
¼ " and thicker	2 25

Sheet Iron,

1 to 20 gauge	2⅞, 3
22 to 24 "	2⅝, 2¾
26 "	2½, 2¾
28 "	2⅝, 3

Canada Plates.

All dull	2 65
½ polished	2 75
All Bright	2 90

Iron Pipe.

Wrought 62½ and 5 p.c. to 65 p.c.
Galvanized, 40 to 45 per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5¼, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5¼, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6	6	3-5
" ¼ " "	4⅝		4¾
" 5-16 " "	4¼		4½
" ⅜ " "	4⅛		4⅜
" 7-16 " "	3⅞		4
" ½ " "	3⅝		3⅞
" ⅝ " "	2¼		3
" ¾ " "	2 4-5		2⅞
Trace, per doz. pairs	$3 60		5 90
German coil, per 100 ft	1 65		2 70
Jack chain, iron, single, per doz yards	0 13		0 50
Jack chain, double, per doz yards	0 15		....
Jack chain, brass, single, per doz yards	0 20		1 10

Copper—*Ingot.*

English B. S ton lots	0 11¾ 0 12
Lake Superior	0 12¼ 0 13

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 22 $0 25
" round & square 1 to 2 in	0 20 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 15 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 16 0 17

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 18 0 19
" 35 to 45 " "	0 16 0 17
" 50 lb and above per lb	0 15 0 15½

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelte .

Foreign, per lb	0 04½ 0 05
Domestic "	0 04⅝ 0 04¾

Zinc Sheet.

5 cwt casks	0 05½ 0 05⅝
Part casks	0 05½ 0 05¾

Lead.

Imported Pig, per lb	0 02⅝ 0 03
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04¼ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.	
Bar Half-and-half (guar.)	0 14	0 15
Standard	0 13	0 14
Wire	0 17	0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 11½ 0 12
Other makes "	0 10½ 0 11

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	5 00
No. 1 Do "	4 75
No. 2 Do "	4 50
No. 3 Do "	4 25

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1	05
2nd qualities "	0	90
Barn (in bbls)	0 80	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } " "	1 25 1 90
Canadian " }	
Paris Green, per lb	0 13½ 0 15
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 69
Extra "	0 90
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 85
No. 1 Carriage "	1 30
Gold Size Japan "	1 00 1 20
Pure Orange Shellac "	1 95 2 05
Hard Oil Finish	1 30
Oil Shellac	1 40
White Shellac	2 25

Linseed Oil (in bbls)

Raw, per gal	0 58½ 0 60½
Boiled "	0 61½ 0 63½

Turpentine (in bbls)

Selected Packages, per gal	0 50 0 52

Castor Oil.

Best, per lb	0 07⅞ 0 08

Cod Oil.

Cod Oil, per gal.	0 50 0 51

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet	0 13 0 15
White, extra	0 16 0 18
Gelatine	0 20 0 30
Strip	0 16 0 17
Coopers	0 17 0 19

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, common, 15 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 85
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 3 65 1 59
Pegging, " ... 0 65 1 25
Brad, ... 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 to 25 and 10 p. c.
Copper, discount, 40 to 40 and 10 pc. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 per cent.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking. 9 00
" 2, " " 4 50

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 70 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 pc.,
Loose Pins, " 65 & 10 to 70 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardin Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White, lump, per cwt 0 60 0 65
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 o 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c;

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft
United inches				
16 to 25	1.20–25	2.40	1.75	
26 to 40	1.40	2.70	2.00	
41 to 50		3.10		4 50
57 to 60		3.40		5.00
61 to 70		3.70		5.50
71 to 80		4.10		6.25
81 to 85		4.50		7.00
86 to 90				8.00
91 to 95				9.00
96 to 100				10.00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass

Pilkington's ordinary.
1st break 4 0
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each 0 30 0
Enamelled " 0 55

Grindstone Fixtures.

P. S. & W., per doz 3 88 4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 13

Ball Pean.

English and Can., per lb . 0 25 0 30

Handles.

Axe per doz 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 45 to 47½ p.c. dis

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 03 3-5 0 04½
Screw hook and hinge—
6 to 10 in., per set 0 00 0 04
12 up " 0 00 0 03

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's..... 1 50 2 20
" Shepard's, dis 50 to 60 c

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 45 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 65
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 40 and 5 to 40 and 10 per cent



Fuel is a Large Item in Your Expense Account

CUT IT DOWN ONE-THIRD

By covering your Steam Pipes and Boilers with SECTIONAL MINERAL WOOL COVERING, preventing condensation and loss of steam.

Others have done it, why not you? Full line ASBESTOS GOODS on hand

Canadian Mineral Wool Co., Ltd.,

111 BAY STREET, TORONTO.

GEO. A. COWAN, Montreal Agent, 204 St. James St.

GEO. R. THOMPSON & CO., Manitoba Agents, Winnipeg.

Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 50 to 55 per cent.

Horse Nails

Canadian, dis. 65 to 70

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " " ... 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 90 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 27½ per cent. to 30 per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy	2 30
40dy	2 35
30 dy	2 40
20, 16 & 12 dy	2 45
10 dy	2 50
8 & 9 dy	2 55
6 & 7 dy	2 70

2. American Pattern Only

from 4 to 5 dy	2 90
3 dy. (lath)	3 30

3. Canada Pattern Only

from 4 to 5 dy	2 80
3 dy. (lath)	3 20
3 dy. A.P. Fine	3 90

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 5 per cent. from List Jan. 8, '92 Extras as per List for special nails Terms, 4 months or 3 per cent. cash.
Brads & Moulding Nails, 75, 5 per c. from new list.

Nail Pullers.

German & American 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond 12 00 15 00

Netting.

Poultry, 60 per cent dis.
Import 60, 10 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W. " 0 25
S. R. Seal ..... per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

Picks

Per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys

Hothouse, per doz 55 1 00
Axle. 22 33
Screw 27 1 00
Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot 3 3½
Sliding Door, " 3¼ 3¾
Lanes, 33⅓ to 35 p.c. dis

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent. cash.
Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 50 and 10

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger ..	7¾	9¾ 10
¼, 5-16, ⅜ in.	8½	10½ 10½
Cotton, per lb	18	20
New Zealand	8½	9
Russia Deep Sea, per lb ..	12¾	13½
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 35 to 37½ per cent.
Emery, per quire 55 90

Sash Cord

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb 1¾

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent. to 40 per cent
Cross Cut, Disston's, per ft. 35 to 55.
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each 75 2 75
" frame only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H 70 " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz 3 25 4 00
Bench iron per doz 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss Full nickel, 60 p.c. off
" Japanned handles, 70 p.c. off

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ½ or ⅓ gross boxes, per grs. 11 30

Soldering Irons.

Per lb 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ..... per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks .... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 00
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3¾ 4
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross 5 00
" 2 " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 55 per cent
" tinned, dis. 57½ per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 60 per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 p. c to 65 p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p.c
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p c

Ties.

Cow, per doz 1 75 2 50

Tinner's Shears and Snips

P.S.&W., net list.
Canadian 10 to 15 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ p.c. to 35 p.c
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap 0 11½
" Crown 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Annealed, annealed and oiled, galvanized 20 per cent. dis.
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal
Plus 10 cents f.o.b. Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 5½ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 bark, 2½ & 5 in. apart } 4 4½
" 4 " 4 & 6 " " }
" Plain twist, all deld 3¾ 4
" Steel thorn and ribbon 4½ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points 0 04½
Steel staples 0 03½ 0 04
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 85 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 5 to 70 and 10 p c
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 65 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 [illegible]
" S., per doz ..... 5 80 7 [illegible]
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz 1 25 2 00

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Fine Goods, Big Profits

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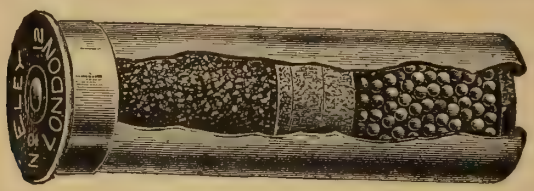
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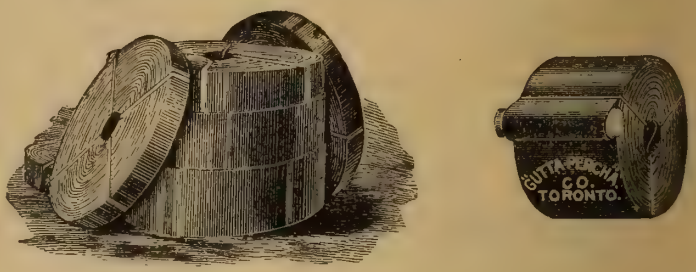
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Improved for 1894.

10½ in. Wheel.

12, 14, 16, 18 and 20 in.

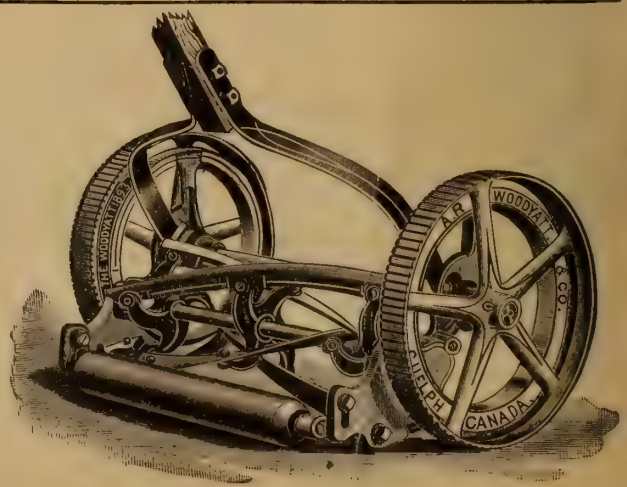
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VOL. VI. TORONTO, APRIL 7, 1894. No. 14.

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EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

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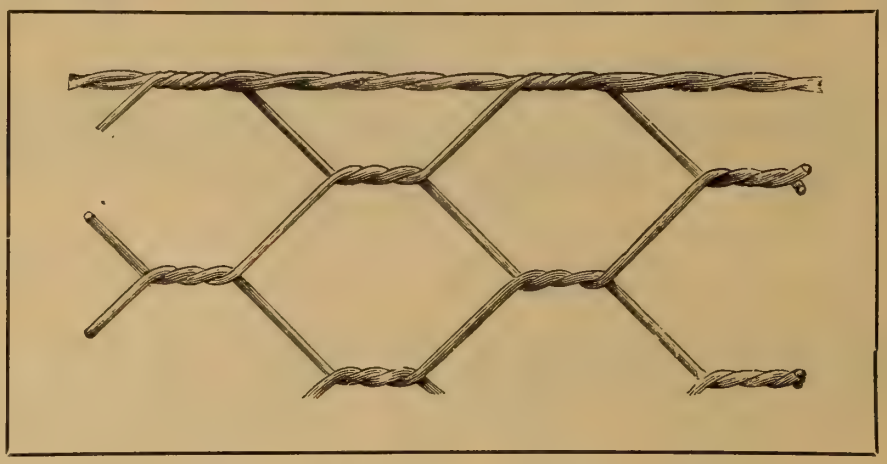
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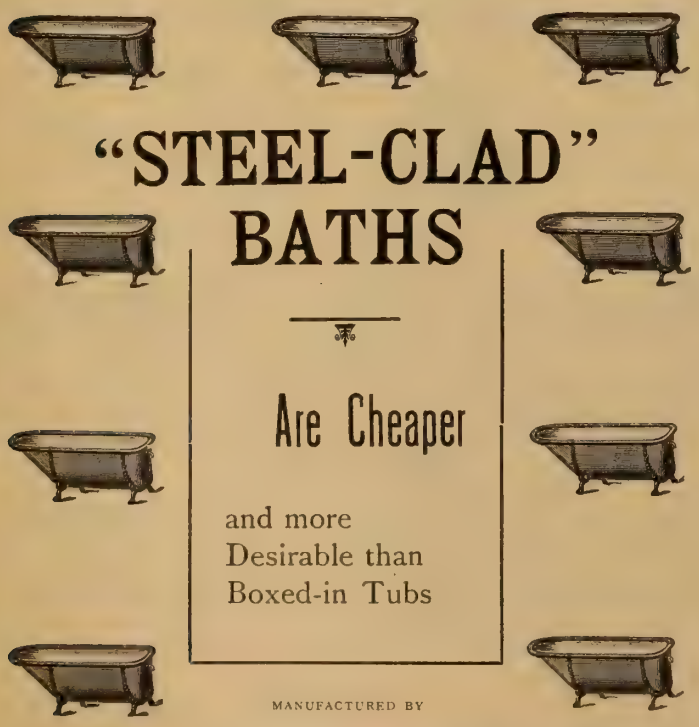
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Our DAIRY PAILS are the best and heaviest on the market.

Kemp Manufacturing Co.,

TORONTO.

. . HARDWARE . .

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Published Weekly. $2.00 a Year.

Vol. VI. TORONTO AND MONTREAL, APRIL 7, 1894 No. 14

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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WILLIAM JACKS, M.P., known as the "Scottish Iron King," during a recent speech, said that England was losing her foreign markets on account of strikes. This is only true in part. England has undoubtedly lost much of her trade from this cause. It was, if we remember rightly, while English employers and employees were in the years gone by engaged in one of their disputes that Belgium iron first got a foot-hold in Great Britain. It was no doubt under similar conditions that Germany and other countries were enabled to enlarge their exports to England. But strikes have not been the only cause of the Mother Land having her domestic and foreign trade cut into by other countries. In fact there may be said to be at least three other causes. In the first place it must be remembered that all the important nations of the world have been erecting around their borders high tariff walls for the particular purpose of keeping out the manufactured products of Great Britain. Then, as their own industries developed they began to devote their energies to acquiring a share of the foreign trade which England still enjoyed. Germany is the most striking example of this. Then another factor that has worked against Great Britain is the fact that labor is cheaper in the European countries. But England still enjoys a large share of the world's trade, and since the day for high tariffs is waning, her prospects for the future are brighter rather than otherwise

* * *

The depressed condition of trade in the United States and the consequent unusually low prices ruling there has enabled manufacturers of that country to ship goods into Canada, which, on account of the duty, they have not hitherto been able to do. This has been particularly true in regard to articles appertaining to the hardware trade. The Customs Department alleges that various lines of goods are being brought into the country at prices below the original face value; that such goods are as a rule consigned by vendors in the United States to themselves in Canada, and that the conditions of sale require the delivery of the goods on the basis of the freight and duty being paid by the foreign vendor. In consequence of this the collectors at the various ports of entry have been directed to take every precaution to discover any such attempted evasions of the requirements of the Customs laws, and in any case where the circumstances seem to warrant it the goods should be detained and invoices forwarded to the department at Ottawa for examination. The Customs authorities may or may not have good ground for alleging what they do, but if goods are being entered at anything like the prices at which some staple lines are being sold in the United States, it is not surprising that their suspicions should be aroused, nails, for instance, being sold at actually less than the cost of the raw material, and it is well known that some of these nails have been coming into the border towns of Canada lately.

* * *

Excessive freight rates has long been a drawback to the Canadian export cattle trade. Even in the days before England placed an embargo on our cattle the American exporter often had, from this reason, the advantage of the Canadian exporter on the Liverpool and London markets, notwithstanding that the former could not take his cattle there on the hoof. The rates were against the Canadian exporter in regard to both the railway and steamboat freights. At that time the latter difficulty could be overcome to some extent by shipping from Boston; but the fact that this meant the slaughtering of the cattle as soon as they were landed in Liverpool, deterred shipment of Canadian cattle being general from that or any other American port. And now that Canadian exporters would, if they could, ship by the way of some American port, on account of the much lower freights, they cannot, owing to the regulations instituted by the Harrison administration, prohibiting the transportation of Canadian cattle across United States soil. Cattle men assert that the excessive freight rates levied by the Canadian steamship lines is a greater deterrent to the cattle industry than even the embargo placed against our cattle by the British Government a year or two ago, and at the moment are more anxious for relief in the one instance than in the other.

* * *

The Canadian export cattle trade, instead of being handicapped by excessive freight rates in the competition for the English market, should be given every encouragement. During the fiscal year ending June 30, 1893, we exported 99,904 cattle valued at $7,402,208 to Great Britain, and the year before the respective figures were 101,426 and $7,481,613. As our total exports last year of horses to all countries were in value but $1,461,157, swine but $146,090, sheep but $1,247,855, it is easily seen that the cattle trade is far more important than these other three classes of animals combined. In fact, in importance the cattle export trade only ranks below that of lumber, grain and cheese. How to remove the anomaly which is now stunting its growth is a delicate question to decide. Wm. Mulock, M.P., proposes to do so by relegating to the Goverqr-in-Council the duty of fixing the rates; and the cattlemen

at a meeting held a few days ago in Toronto, endorsed the bill which that gentleman has introduced in Parliament. Steamship lines are public carriers, and being such, it seems only proper that the Government should interfere as far as in it lies when said steamship lines are extorting arbitrary rates from shippers for the carrying of cattle or any other kind of freight.

* * *

The uses to which paper can be put seem unlimited. There are car wheels and boots and utensils and many other things made from this material. And now a London firm of engineers have hit upon a successful method whereby barrels can be evolved from paper. The paper from which the barrel is made is, after being sorted, reduced to a pulp in a machine provided for the purpose. As fast as the pulp assumes a proper degree of consistency, it passes from the pulp machine to the floor below, where it is received by an accumulating tank in which is placed the apparatus for forming the bodies of the barrels. In this tank the pulp is transformed from a semi-fluid to a solid mass by impingement with an endless traveling blanket which picks up the pulp and allows the water to drain off through its pores. On the upper side of this blanket, and in contact with it, are placed at intervals the cylinders upon which the barrel bodies are formed. These cylinders are provided with sheet metal cores, which are arranged with allowance for expansion and contraction, and upon the surface of these cores the pulp is deposited from the blanket. As the pulp accumulates upon the upper cylinder, it is compressed by means of a pressure roller, under the blanket, and in a direct line with each cylinder. After a lapse of, on an average, four minutes, a sufficient accumulation of pulp has been made on the cylinder and the latter is withdrawn, metal core and all, leaving the barrel body ready for drying. Hot air prevails in the drying room and is circulated by a blower, and in this room the barrel remains for a day, after which it is dampened and shaped under hydraulic pressure from a hydraulic main, to which the water is admitted under the previously mentioned pressure. The barrel is subject to this pressure until it has been set to the desired form, when it is dried and finished. Great is paper, whether in the hands of the printer or the manufacturer.

THE IRON TARIFF IN MONTREAL.

SO FAR as makers and wholesale dealers of iron in Montreal are concerned the iron clauses of the new tariff are still in abeyance, and deputations of the makers from Montreal have been up at Ottawa this week asking for a reconsideration of some of the clauses.

The association of makers held its regular quarterly meeting in Montreal at the Windsor at the close of last week, but HARDWARE'S correspondent was informed that beyond deciding to go up to Ottawa nothing was decided upon.

"As a matter of fact," said a leading maker, "we can't decide on any changes in prices, etc., until we find out definitely what our raw material is going to cost us."

This, in brief, is the position of affairs at present, and at the Custom House in Montreal the officers are still working on the old tariff subject to a rebate, so that matters are still in statu quo.

Although none of the trade would state outright what clauses they objected to, we are given to understand that the changes in cut and wire nails are among the most objectionable to them. It is understood that in the case of the latter they claim that the old duty barely kept out American competition.

Another clause that is considered adversely is that in regard to table cutlery. This, to use a popular expression, is raising a regular howl among the selling agents of English firms, but it is very doubtful if their protests will have any effect.

With regard to bar and scrap iron, the changes are also calling for comment, but Mr. McMaster, of the Montreal Rolling Mills, who certainly may be considered a representative maker, does not find much fault with them. "I believe," said Mr. McMaster, "that Mr. Foster sincerely desired to do what was best for the country, and that after consulting all classes of the people he has framed a bill to justly meet their needs." He then went into an explanation of the iron duties. Scrap iron had been largely used in Canada, being imported in large quantities from Germany and South America. The Government desired to discourage the use of this inferior article, and so increased the duty. Then iron ingots, blooms and slabs, billets, and puddled bars were to be admitted at $5 per ton, the old duty being $9. This was to allow iron manufacturers to obtain their raw material cheaper, while manufacturers at home of raw iron would be encouraged by a system of bonus giving. These ingots, blooms, etc., would take the place of the scrap iron, and from them iron manufacturers make bar iron or bar steel or other finished goods. The change relative to the whole trade was not serious, though perhaps the lowering of the duty on nails might somewhat disturb trade in that article.

Speaking particularly of the business of his own company, Mr. McMaster said they had been in business twenty-five years; profits had not been excessive, but they had carried on a paying business. It was true that two of their works had been closed down; while tariff changes had been expected people had refrained as much as possible from buying. But goods in stock were about exhausted, and trade must now brighten up. Speaking of wages, he said there might be a reduction owing to the tariff changes.

G. J. Crowdy, of the firm of James Hutton & Co., hardware agents, said to-day: "The duties on the high grades of steel appear to have been left unchanged. The principal change is on the low grades. The change from specific to ad valorem duties will benefit the importer and consequently the consumer. It will enable the English steel to compete again."

John A. Pillow, of the Messrs. Pillow & Hersey Company, stated that under the new iron and metal duties, Canadian manufacturers will have to compete with the very low prices at present ruling in the United States. He believes the tariff will work to a disadvantage. Cut nails and railway spikes will be the principal articles affected. James T. McCall, of Drummond, McCall & Co., considered the tariff changes satisfactory. He thought the duties on heavy metals would protect native industries, while giving cheaper material to the consumer.

J. T. McCall, of Drummond, McCall & Co., expressed general satisfaction with the tariff on metals and manufactures of iron. With the pig iron tariff he was perfectly satisfied. He considered that one of the best things in connection with the whole matter was the simplicity of the classification of the various lines of goods, rendering fraud far more difficult than it was heretofore in some particular lines. As to manufactured iron, the changes had not been such as to interfere with manufacturers here to any great extent.

BICYCLE SUNDRIES.

THE bicycle season has opened. When the wheelman commences to ride he likewise commences to break down, or else he discovers something that needs replacing or re-adjusting before his wheel will be fit for riding. A spoke is loose, or perhaps a pedal is bent, or some other little thing is needed.

The bicyclist knows the advantage of having his wheel put thoroughly in order before he undertakes any long runs, and, therefore, now is the time for the repairer to make hay while the sun shines. Many hardware men have this season embarked both in the bicycle and repair business, and with much apparent success.

To carry a line of bicycles means the outlay of capital, and the devotion of time to the sale of them. Many dealers have been deterred from handling bicycles for these reasons; also because they feel that they have not room enough in their stores to exhibit them to advantage. While it is true that the merchant who intends to make a success of the sale of the bicycle will need to devote considerable time to this branch of the business, there is no reason, if he is unable to find time for the sale of the machine itself, that he should not carry a stock of sundries.

There are a great many small parts, tools, etc., which the bicyclist is constantly losing or breaking, and other small sundries are in constant demand, and in a town where there are many bicycles in use will find ready sale.

It is advisable not to stock too heavily on any one article if you are located in a small town. Different localities have different styles and towns different by-laws. In one place the cyclist is compelled to carry a bell and a lamp at night; in other places you will find them carrying lamps but no bells. And in yet another, bells but no lamps, and so on.

Try to learn the class of goods that are most in demand in your locality, and stock up accordingly.

While we would advise the dealer to exercise caution in the selection of his stock, we do not intend to convey that he will not find it profitable to introduce anything new, which he thinks may sell readily, but he will find in most cases that departures from the general style that is in vogue amongst wheelmen are looked at with suspicion by most bicycle riders, and may be hard to introduce.

The following is a list of sundries that are in constant demand: Bags for tools; lamps; oil, specially prepared for bicycles; oil cans; saddles; spanners; wrenches; foot rests; rubber cement, in bottles and tubes; sheet rubber, for repairing pneumatic tires; locks and chains; air pumps; repair outfits; luggage carriers; steel balls; cork, horn, and felt handles; pant clips, and baby carriers, etc.

To commence bicycle repairing there will be needed very few tools beyond those found in every well equipped general repair shop. There are a few extra parts which should be kept for cases of emergency and for general use, such as spokes, nipples for spokes, handle bars, pedals, sprocket wheels of different sizes, hubs, etc.

In the replacing of parts on a wheel sent in for repairs, it is advisable, if possible, to get the parts or part needed from the manufacturers of the wheel; they will give the best satisfaction, and will supply you at a cheaper rate.

If you are selling a wheel, it is advisable to keep a small stock of extra parts for it on hand, in case of accidents or flaws that may be discovered, so that the defective part may be immediately replaced, without causing your customer the inconvenience of a long wait. No matter what make of wheel you are handling, these accidents are bound to happen at some time or other, and it is best to be prepared for an emergency. You will no doubt often receive a claim for the replacement of a part which has been broken from ill-usage on the part of the rider. If you can replace without too much expense, do so; but give him to understand that you are doing it as a favor, because he is riding your wheel, and you will please him, and he will tell others. Worth repeating is the old saying, "A well pleased customer is the best of advertisements."

Three of the most needed articles in the repair shop is a stand that will hold the frame of the machine firmly in position while working on it, and another for the purpose of trueing rims and a brazing forge.

While your charges should be moderate, it will not be found advisable to undertake cheap jobs, which are never satisfactory, and have a knack of breaking down on a club run. Your customer's companions will naturally ask where he got his repairing done, and it will greatly damage the reputation you may possess in this line.

Aim to be obliging and prompt. Always do a strong and neat job, and charge a fair price. While shunning extortionate prices, so often charged by bicycle repairers, do not attempt to charge less than you can afford to take, and do satisfactory work, use good material, and make a fair profit.

HARDWARE'S Prize Competition

FAILURES in the hardware trade are not numerous. Yet there are failures; and just as long as there are, information as to how they may be avoided will be valuable. In order to secure the desired information HARDWARE has decided to offer prizes for essays on the subject:

Causes of Failure in the Hardware Trade, and How Avoided.

There will be three prizes: $20 for first; $10 for second; and $5 for third. To each of the five essayists ranking in order after the prize men will be given THE HARDWARE MERCHANT for one year. This will make EIGHT PRIZES in all.

The rules of the competition shall be as follows;

1. All the competitors must be devoting their whole time to some branch of the hardware trade.
2. No essay must exceed 2,500 words nor be less than 1,500. Neatness will not be regarded, beyond the point that the essay must be readable, and the paper written on one side only. The sheets must be fastened together and numbered.
3. The essay must be original.
4. Each essay must be signed by a nom de plume, and both the proper name and the nom de plume of the writer written on a slip and placed in a sealed envelope, which envelope must be addressed, HARDWARE MERCHANT, 10 Front street east, Toronto, and across the corner have the words "nom de plume." This envelope must be enclosed in another, so that no post mark will appear upon the former.
5. All essays must be sent in to this office not later than MAY FIRST, and awards will be announced as soon after as possible, and the prize essays will then be published in order.
6. As the competition is to encourage thought among merchants and clerks, professional writers will be excluded.
7. The judging will be done by disinterested merchants. The names of these merchants will be announced at the same time as the award
8. All prize essays shall be the exclusive property of THE HARDWARE MERCHANT.

TALKS WITH RETAILERS.

"BUSINESS has improved a little all round," said Wm. Mathieson, King street west. "There is a marked improvement in sales in the store, and we are kept busy in the workshop. All our spare time is taken up filling orders for our new self-oiling trolley wheels, which we are supplying to the Toronto Street Railway Co."

"Yes, we manufacture these gas stoves," said J. T Wilson, Queen street west. "They differ from others in the fact that they are made of steel instead of being cast. We make one and two burner stoves, which we call the "Good Value," and a range called the "Alpha." March commenced promisingly with us, but ended up poorly. Customers are commencing to inquire for oil and paints, etc., but there is as yet no settled demand. I have no opinion to offer on the new tariff, but I am glad it is settled. We will know better what we are doing."

"No, I do not think that trade has shown much improvement," said Geo. Boxall, Yonge street. "The weather was much against it during the latter part of last month. The spring trade is somewhat backward. It opened up well, but received a set back, when the cold weather followed. We are carrying Gurney's gas and vapor stoves and have received some inquiries for goods of this class, and I anticipate a good demand when the weather becomes warmer. Paints and oils, that should, in my opinion, be moving now, are quiet, but all these lines are bound to soon open up."

"Trade has been very good with us all through March," said E. W. Maas, 428 Spadina avenue. "Paints and oils have been moving very nicely, and we have also had a good demand for glass. It is hardly house cleaning time yet, but when it does come, it will cause an increase in demand for house furnishings, etc. If my anticipations come true, we will see trade good during the coming summer. The retail trade is not much affected by the new tariff. What we may gain on one line we will lose on some other."

"Business is looking up around St. Lawrence market and there has recently been an advance in the demand for spring lines," said T. Meredith, King street east. "This is one of the best days we have had for a long time. The effect of the new tariff is already being felt, wire nails having taken a drop of 25c. per keg. There is mighty little money about, and it is hard to get. We have realized this for a long time and have been giving very little credit. Customers should realize the benefit of the cash discount. I cannot afford to sell as cheaply if I give credit."

"Paints and oils started off at a rush during the first two weeks of last month, but it did not last," said J. Daley's manager, 278 Queen street west. "We are making a specialty of house furnishing. It is our intention after painting and refitting the store to lay in a stock of lawn mowers and other spring lines. We are doing quite a lot of work in the shop, and business is certainly improving. We do a lot of galvanized iron work, but I do not think the reduction in duty will be of any benefit to us, for tenders for contracts will be lower now."

A SUCCESSFUL INVENTION.

WM. MATHIESON, hardware merchant, 224 King street east, Toronto, has again come to the fore as an inventor. Last November he invented a fare box, which, however, he was not successful in inducing the Toronto Street Railway to adopt. He has since then been working on a self-lubricating trolley wheel, and has not only been successful in introducing it, but after a fair trial and a few improvements, it has superseded all others used by that company. It is named the "Hard Hearted" trolley wheel, and its centre is of iron, hardened by a special process, while its sides are brass. The oil is injected through a hole in the side of the wheel, in which there is a valve to prevent leakage. "We have had these wheels on trial on the Toronto electric cars for some time, for we wished to give them a fair trial before boasting," said Mr. Mathieson. "Some of them have been in use since Christmas, and if you take the trouble to look at them you will find that they show but little wear. We are in communication with the London and Winnipeg street railway companies, and they have signified their intention of adopting our wheels. We find that they are a great success, and they have been endorsed by some of the best electricians in Toronto." The wheel has been patented in Canada, and an application has been made for the United States patent.

A SATISFIED HARDWARE MAN.

"I FIND a rather better demand for many lines," said Wm. McFarland, 391 Parliament street. "Paints and oils moved off nicely during the first two weeks of March, and it only needs a return of fine weather for trade to pick up. The new tariff suits our line of business. Manufacturers have had a snap for a long time. They have had every chance, and should be capable of holding their own now. The taking off of specific duties and the more general adoption of ad valorem, will no doubt be of benefit to the poorer classes. Speaking of the times, I have just been going over my sales for the past three months, and find that I am quite a bit ahead of the first three months of last year. I am opposed to combinations of all kinds, but I do not see why hardwaremen should not have an association the same as the grocers have. There is too much credit being given, and some people make a practice of buying goods that they never intend to pay for. We need some means of finding out these persons and protecting ourselves against them."

A POWERFUL NIPPER.

H. S. HOWLAND, Sons & Co. have been appointed agents in Canada for the "Star" nipper, a cut of which is herewith shown. The jaws of the nipper are separate and practically non-breakable. The nipper is made from the best Jessop steel and is well tempered and free from flaws. One of the nippers which a HARDWARE representative saw, cut No. 11 3 in. wire nails with ease and without the slightest impression being made on the jaws. The sizes run from 5 inch to 12 inch.



SPECIAL TO OUR SUBSCRIBERS.

RECENTLY we have been very much annoyed and inconvenienced through the carelessness of postmasters notifying us that certain subscribers "Refused" HARDWARE MERCHANT. In every case these subscribers were paid up in advance. Here is a sample explanation :

LEVIS, P.Q., March 19, 1894.

DEAR SIR,—In answer to your post card I beg to say that I went away for a few days, and before I left I told our clerk to return the ——— but not the HARDWARE, and as we have received two Nos. of same date, 10th of March, this fellow thought that our time was over. We thank you very much for your post card, because we would never have known the cause of it.

Yours truly,

BEAVER FILE WORKS & CO.

Subscribers would do us a favor, and at the same time prevent their missing a single copy of HARDWARE, if they would please notify their postmasters in writing the name of the journal they wish discontinued. We make it a practice to stop this journal the moment we are notified to that effect.

A FEATURE OF ENGLISH TRADE.

THE Newcastle Chronicle, referring to the effect of the recent orders for new vessels in the shipbuilding trade, says: "It follows that, as the orders that have been given out are nearly all for steamships, the activity is being carried into the marine engineering works. It is true that there are some of these which build the largest types of marine engines, and have had of late Governmental work that is rapidly being exhausted, that need more work, and failing the booking of orders may have to diminish their staff. But most of the marine engine works have now booked their output for some months ahead; and one large South Durham establishment has, we are informed, work contracted for that will occupy it for fully a year, so that the position is better than it has been for some time. The effect of this is seen also in the demand for castings for marine work, and for steel plates for boilers, so that some of the foundries and rolling mills are now much better employed than they have been of late, and that fuller work is likely to continue for a time at least."

CEMENT MORTAR.

THERE is some common superstition, which probably retains its hold upon builders, says the American Architect and Building News, solely through the profit that they find in maintaining it, but which sometimes really imposes upon laymen, to the effect that cement mortar is improved, in cold weather, by the addition of lime to it. As the mason ingenuously explains to his employer, the heat developed by the lime in slaking keeps the cement warm, and thus prevents it from freezing; and, on this theory, the advent of a frosty day is utilized by multitudes of sharp builders to load the mortar, which they have agreed to make of sand and cement only, with a quantity of lime, which saves cement, and makes the mortar easy to work, but destroys its waterproof qualities and injures its strength and hardness more or less, according to the quantity used. It is hardly necessary to say that the influence of the lime in "warming" the mortar is purely mythical. Lime mortar without cement is not much injured by freezing, while cement mortar is totally ruined, so that a mortar containing a large proportion of lime would be harder, after freezing and thawing, than one containing cement only; but it would gain the qualities of lime mortar only as it lost those of cement mortar.

SUDBURY'S NICKEL MINES.

THE Sudbury Journal publishes a special mining edition, under the auspices of the Provincial Mining Association of Ontario, in which the mineral resources and importance of the Sudbury district are very well set forth in a number of papers by prominent miners, engineers and prospectors. The nickel deposits of the district are now known to be the most extensive and the richest in the world, only awaiting development to make it the depot of the world's supply of nickel and copper.

What has been done—the actual results of mining on a comparatively small scale, as well as the possibilities of profit in future operations—is intelligently presented in the following statement of cost of mining and smelting ore:

100 tons ore per diem—Complete mining and smelting plant, including all extras, two to three miles transportation and placing, ready to blow in	$51,000
50 tons ore per diem—Completing smelting plant, including all extras, two to three miles transportation and placing, ready to blow in	$30,000

What can be done with 2½ per cent. nickel and copper ore.—On the basis of the figures actually realized at the present time for the product (nickel and copper matte), and the actual cost of labor and supplies within the above limit, with abundance of ore in sight, we can figure very approximately what we can do. Allowing seven tons of such ore to one ton matte, and for slight loss in the slag, we have:

320 lbs. nickel, at 20c.	$ 64 00
320 lbs. copper, at 5c.	16 00
Total value one ton matte	$ 80 00
Cost of mining seven tons ore, at $2.80	$19 60
Cost of smelting seven tons ore, at $2.35	16 45
Cost of freight to market (England)	7 00
Total cost one ton matte	$43 05
Net profit on one ton matte	$ 36 95
Net profit per day (24 hours), 14 tons	517 30
Net profits per year (allowing for repairs)	144,844 00

The profit on nickel matte alone at this price equals the profit on nickel at 15c. and copper at 5c., and amounts to 82,124 00

The cost of plant should be deducted and spread over a term of years.

A 50-ton plant working in this way gives a profit in 280 days of $64,876 00

Only three matte smelting companies were shippers in a small way last year, as the following figures will show:

Matte forwarded, about 10,000 tons.

About 12,000 tons of coke were received during the year.

It is interesting to compare these totals with the total tonnage handled by the Canadian Pacific railway at Sudbury in 1893, and which amounted to 50,000 tons, including the above. A large portion of the difference is thus seen to be supplies for consumers directly or indirectly depending upon the labor created by the working of three or four small mining companies.—Free Press, Winnipeg.

THE U. S. DUTY ON COAL.

THE coal duty is entirely a railroad and not a mining question. It has been lately stated in some newspapers that the admission of Nova Scotia coal into New England without duty would make it necessary to reduce the wages of West Virginia miners fifty cents a ton, and the railway charge from the mines to the seaboard fifty cents a ton. We have lately given the elements of cost in coal production, and the reduction of the wages of the miners fifty cents a ton would be impossible, because they do not get so much altogether. In some of the West Virginia districts the miners get twenty-five and thirty cents a ton, and in others they get forty or forty-five cents. Of course the mines might be closed and the wages of the miners reduced to zero, but this would involve loss to the operators of the mines, and they would not shut down if they could find any way of running the mines at some profit. They could hardly get miners at less than the present wages. The mines are mostly, if not altogether, operated directly or indirectly by railroad companies, and the profits on coal and on transportation are mixed up because they go to substantially the same persons. The difficulty of West Virginia coal in meeting Nova Scotia coal in New England is perfectly simple. Royalties and wages are no higher in West Virginia than in Nova Scotia. But the West Virginia coal has to be handled four hundred miles to tidewater, and the Nova Scotia coal is mined near the coast. The whole question is whether the New England consumers shall support the Virginia railroads. It was in evidence before the Ways and Means Committee last year that the West Virginia coal had been practically proved in Boston to be worth seventy cents a ton more than the Nova Scotia coal for gas making. To that extent the West Virginia coal could be marketed above the price of coal from Nova Scotia. The English Minister at Washington has sent to his Government a report on American coals, showing that the superior quality of the latter, especially coal from the more recently developed regions of West Virginia, and its low cost of production, and its inexhaustible amount, threaten the export coal trade of England in the near future. Our West Virginia and Pennsylvania coal goes to Canada to some extent, and in the West Indies, outside of British possessions, that is, notably in Cuba, American coal is much more used than English.—N.Y. Journal of Commerce.

AN INSOLVENCY BILL AT LAST.

THE long expected Insolvency bill has at last been brought down, it having been introduced in the Senate on Tuesday last by Hon. Mackenzie Bowell, Minister of Trade and Commerce.

The bill contains 131 clauses, and provides for two classes of debtors, namely traders and farmers. The former can only assign on the demand of a creditor. In other words, the trader will not, as now, be able to assign voluntarily. In the provisions regarding the farmer the opposite conditions obtain—he cannot be forced into an assignment. If he assigns it must be at his own volition ; and the reason for this distinction is to prevent any one or more creditors from placing an agriculturist or other similar debtor into bankruptcy when there might be a probability of his being able to pay his indebtedness after a good or average harvest.

A trader is accounted an insolvent and he can be brought under the act on petition of a creditor for $250 and upwards, (1) when he fails to meet his liabilities generally; (2) if he makes any general conveyance or assignment of his property for the benefit of his creditors, or if being unable to meet his liabilities in full he makes any sale or conveyance of the whole of the main part of his stock in trade or assets, without the consent of the creditors or without satisfying their claims ; (3) or if he permits any execution issued against him to remain unsatisfied till within four days of the time fixed by the sheriff or seizing officer for the sale thereof, or to remain unsatisfied for 15 days after such seizure ; (4) or, if with intent to defeat, defraud or delay his creditors he allows his chattels, stock in trade, assets, land or property, or any portion thereof to be seized, levied on or taken under any process of execution.

After a receiving order has been granted a creditor is debarred from instituting an action against the estate of the insolvent in respect to any debt, but this is not to be construed as preventing a creditor having security for his debt or any part thereof, from realizing on or otherwise dealing with such security or any part thereof in the same manner and to the same extent as if the receiving order had not been made.

Official receivers may be appointed by the Governor-in-Council, the same to be officers of the court for the district for which they are appointed.

Provisions are made for the examination of the insolvent and for his arrest, if there is reason to believe that he is about to abscond or conceal himself with intent to defraud his creditors, or about to remove his goods, or if he does remove or dispose of any goods in his possession without leave of the official receiver or liquidator.

Discharges may be effected in two ways : (1) Under deed of composition and discharge executed by a majority entitled to rank on the estate; (2) without consent of the creditors after the expiry of a year. In both cases the deed or the discharge has to be confirmed by the court. The court may confirm, refuse or suspend the operation of a discharge, and in case of a deed it may, following the English act, impose conditions as to payment of further dividends out of future earnings or after acquired property. It is stipulated that discharges obtained by fraud or fraudulent practices, or by means of the consent of a creditor being procured by the payment, or promise of payment, to such creditor, or to any one on his behalf, of any valuable consideration for such consent or by any fraudulent contrivance whatever, shall be null and void.

It is provided that estates whose available assets are not likely to exceed in value $5,000 may be wound up summarily.

A CUT NAIL RELIC OF 1849.

BY the courtesy of Wm. P. Walter's Sons, dealers in hardware, etc., No. 1233 Market street, Philadelphia, we are permitted, says Hardware, to reproduce a circular dated April 9, 1849, of cut nails, manufactured by Reeves, Buck & Co., now the Cumberland Nail & Iron Co. It will certainly be of special interest in these days of low prices :

PHILADELPHIA, April 9, 1849.

From this date the price of our nails will be as follows, viz. :

EDGE GRIP.

Cumberland, extra quality....	4¼c. per lb.
Cohansey.....	4 " " "

FLAT GRIP.

Bridgeton.....	4 c. per lb.
3d. nails, one cent per lb. additional.	
Fine 3d.....	6¾c. per lb.

6 mos. credit, or 10 per cent. off for cash, to the hardware trade, payable every week on demand.

REEVES, BUCK & CO.

SIMPLIFYING ACCOUNTS.

ALMOST as much money is lost through indifferent bookkeeping as by bad accounts, remarks Hardware Reporter. The retail dealer whose business will not permit the expense of an expert bookkeeper is frequently obliged to act as his own accountant, and it sometimes happens that his knowledge of how to buy and sell goods is greater than his acquaintance with the intricacies of figures. As a result, his accounts occasionally get tangled up, or will not balance, and at the close of the year he does not know exactly how he stands and may possibly incur a loss that might easily have been avoided had a simple yet definite system of accounts been provided.

Single entry bookkeeping is nothing more than a memorandum, and does not indicate the exact condition of affairs. Double entry, as generally practiced, requires the use of too many books—the sales book, or blotter, the journal, cash book, petty cash, and ledger—and the average retail business does not need such a complicated system. A very simple yet efficient way is to dispense with all the books but the journal and the ledger, and to journalize everything, including the cash, afterward posting the accounts in the ledger. An entry for a bill of goods purchased, at say $500, would read : "Merchandise account debtor to Brown, Jones & Co., $500." When any part of the goods were sold on credit, say at $100, the charge against the purchaser would read : "John Smith debtor to merchandise account, $100." Or, when goods are sold for cash, the entries can be made at the close of the day's business, debiting cash and crediting merchandise. There is one principle upon which all bookkeeping rests, and this is to charge yourself with everything received and credit yourself with everything paid out. When this is once understood and applied, bookkeeping is a mere matter of detail that can be arranged or simplified according to the requirements and limitations of the individual business man.

PRESENTED AT EASTER.

ALTHOUGH Easter Sunday morning was delightful and many people turned out to church in their bright array, the cosey little home of Mr. and Mrs. Charles J Roland, Russell avenue, was overjoyed by the presentation of a bouncing baby boy. Charley was receiving congratulations on all sides yesterday, and says "the boy" can strike the high "C" note already.—Star, St. Catharines.

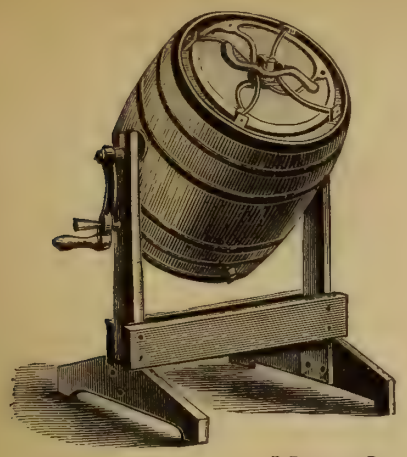
The happy father, who is a member of the well-known firm of Karr & Co , merchants, St. Catharines, has named his first born, for he was only married a little over a year ago, Clarence, after the vessel in which he once ploughed the Northern seas, and in which he visited Alaska and Russia. If the boy turns after his father he will be a hustler. The infant's mother is a vocalist, and that accounts for her offspring being already able to strike the high "C" note

THE FAMILY ACCOUNTED FOR.

'Zekiel's gone to preachin',
Bob's a-studyin' law ;
William runs a railroad train—
Best you ever saw !
Dick he runs a grocery store
An' makes the business stir ;
But John ain't doin' nuthin'—
He's a politicianer !

—Atlanta Constitution.

Donald Campbell, a well-known merchant of Wellington, died very suddenly on Thursday of last week. He was 55 years of age, and had kept a general store in the village for thirty years.



Revolving Barrel Churns

"Leader," "Daisy," or "Dairy Maid."

SIZES AND PRICES:

No. 0.	5 gals.,	Churns from	1	to	2	gals. cream		$4.16
" 1.	9 "	"	"	1	to	4	" "	4.42
" 2.	15 "	"	"	2	to	7	" "	4.68
" 3.	20 "	"	"	3	to	9	" "	5.20
" 4.	25 "	"	"	4	to	12	" "	6.24
" 5.	35 "	"	"	5	to	16	" "	8.32

Liberal discount to the Trade. Orders Solicited.

H. S. HOWLAND, SONS & CO.

Wholesale Hardware Merchants.

No. 37 Front Street West, **Toronto.**

TRADE ANNOYANCES.

THERE are a good many annoyances which men in mercantile business have to put up with, but there is perhaps no cause for annoyance which occurs more frequently than claims that goods sold are not up to representations, or at least up to expectations of the purchaser. Wholesale houses are almost daily in receipt of letters from their customers, making complaints of this nature. Frequently a rebate is demanded by the customer, on the ground that the goods are damaged, or are inferior in quality to sample from which purchase was made. Not infrequently a rebate is allowed which will sweep away all profits and make a loss to the wholesale dealer. This is done rather than quarrel with a customer, though at the same time it may be felt that no rebate should be allowed, the goods being up to the standard for which they were sold. In a few cases there is reason to believe that retail dealers have made a practice of claiming rebates, simply with the object of getting a reduction in the price, though of course only unscrupulous persons would do this. When it has become the general rule to receive a demand for a rebate on goods shipped to a certain dealer, as some Winnipeg houses have learned by experience, it may be taken for granted that there is something rotten in Denmark. A few retail dealers throughout the country have become marked by the local wholesale trade on account of the invariable demand for a rebate which follows the receipt of goods, on the claim of damage or inferior quality. In some cases wholesalers have refused to do business longer with a customer, owing to the frequency of claims for rebate. Happily there are a very few cases so bad as this.

No doubt carelessness on the part of the shipper will frequently account for complaints as to quality of goods, etc., but a great many such complaints are simply a result of a misunderstanding somewhere, or an accident. An instance of this kind occurred recently which has been related to the Commercial. A Winnipeg jobbing house recently received a complaint from a customer as to the quality of a couple of cases of goods which had been ordered. The house here was quite confident that the goods were of first quality, while the customer was equally convinced that they were inferior. After some correspondence the cases were returned to the jobber, when it was discovered that the goods were of an entirely different brand from those sent. There could be no mistake about it, as the house here had not handled a single case of this brand of goods. The jobber here has not yet learned how such a mistake was made, though it will no doubt be cleared up in time. The incident, however, will serve to show what peculiar accidents will occur, and how unreasonable many complaints of damage or inferior quality may be.

The retail dealers also have to put up with many annoyances from complaints of inferior goods, or the return of articles which have been purchased. Goods are frequently returned simply through some whim of the purchaser, and very often not in as presentable a condition as when they were purchased. But the retailer has to put up with this, or offend his customers. A few days ago the writer was doing some business in a retail store in Winnipeg when a lady came in to look at an article of furniture. After a long examination of stock she selected a piece of furniture, and asked to have it sent to her residence in exchange for a similar article she previously purchased. She explained that there was nothing wrong with the article she had first purchased, but that she had made up her mind "it did not just suit her." After the lady had gone the merchant looked up his books and found that the article which was to be returned had been purchased six weeks previously, and this was the first intimation he had received that it did not suit. This shows how unreasonable a great many people are about returning goods, and will give an idea of some of the annoyances which retailers are subjected to.—Commercial.

CUTTING ON CUTLERY.

THERE has been a good deal of cutting on Rodgers' cutlery during the last few months; and a good deal of ill-feeling has been engendered over the matter. "When Mr. John Rodgers, managing director for Joseph Rodgers & Sons, Ltd., cutlery manufacturers, of Sheffield, visited this country about a year ago," said a jobber to HARDWARE, "he found that nearly every wholesale merchant was disgusted with the small profit made on their goods, and he was induced to conclude arrangements by which all jobbers would sell at a uniform advance on cost. This fixed price would yield the wholesale merchant about 12½ per cent. to cover interest on stock, warehouse, and traveling expenses, etc.; also bad debts. Mr. Rodgers, for reasons better not mentioned, has seen fit to cancel this arrangement, and now the cutlery is sold at prices which will not yield the wholesaler any profit; in fact, after expenses are deducted he will lose money. There is now only one course open to the wholesaler in my mind, and that is for him to handle some other first-class English make which will yield a reasonable profit. This last move on the part of Rodgers is a great blunder, and will ultimately result in decreased sales and prestige. The Rodgers people had all the jobbers with them under the uniform price, but under the present circumstances all must be against them, with two or three exceptions." And then the jobber stuck his hands deep down into his pockets and walked away.

Hints for Retail Advertising.

CONTINUOUS ADVERTISING.

THE SENSE OF CONTINUITY—PUSHING BUSINESS EVERLASTINGLY—CONTINUOUS PROSPERITY.

THE Creator is the Deity of continuity. He did not build worlds on Monday, and stop work on Tuesday. He did not take a holiday on Thursday, and work the harder Friday to make up lost time. His work was of six periods. He stopped only when there was nothing to do. In each period was done the proportionate work of its time, perfect in itself, successful because it harmonized with the work before and afterwards.

No man can raise live stock by feeding it one day and starving it the next.

Jagged, indeed, must be the education of the boy who skips his mathematical lessons every other month.

Perhaps the automatic bookkeeper can finish his entries, close his ledger, never to re-open the past, except for reference. Desk-sitting bookkeepers are not men of business.

The business man who pulls down the top of his roller desk with everything done and nothing to be continued, has no business to be in business, because his so-called business isn't business.

"To be continued" is the motto of trade.

"Never to be finished" is a rule of progressive business.

Heaven is the home of the man who stops.

This world is made for workers, that there may not be shirkers in the "Continuous By-and-Bye."

"Always at it" is the trade-mark of business.

The man who is in stock to-day and out of stock to-morrow is apt to be out of business the next day.

Advertising has two distinct values. First, the initial presentation of something, accompanied by argument. Second, the continuation of that argument.

Mighty few people anywhere answer an advertisement the first time they see it, unless it be of a special bargain, or of some illegitimate article of trade.

One can advertise a cheap chromo and secure a value from the very first advertisement. These are advertisements of the "sufficient-unto-the-day" and "insufficient-to-morrow" class.

The good advertisement of good business has more value collectively than individually; that is, its value consists, not in one appearance of itself, but in that appearance in continuation of former appearances, and in the certainty of subsequent appearances.

Allow me to give a personal reminiscence. I don't deal in advertising, yet publicity is my profession. I should know something about it. I ought not to be as much influenced by advertising as the man who never studied it, for familiarity with anything sometimes breeds inappreciation. Before me for several years was the advertisement of an insurance company. I did not know any one connected with it. When I realized the necessity of insurance, I put on my hat, went directly to the office of that insurance company, and took out a policy. The only reason I went to that particular company was because the advertisement of that company had been before me for years. I did not appreciate either the advertisement or the company, although I had seen the advertisement a thousand times, until the time came when I wanted insurance, and then I connected the advertisement of years with the necessities of my particular case, and the company got some of my money.

The advertisement which appears to-day and not to-morrow is liable to make people forget that it appeared at all.

Most folks casually read advertisements. If the next day, or the next week, they think of something they want, they may remember seeing an advertisement of it in the paper. The paper is gone. They turn to a subsequent issue of the same paper, and do not find the advertisement, consequently they either do not buy the goods then, or they buy of somebody who is advertising the same thing.

While some national advertisers make every-other-day and every-other-week advertising pay, the local dealer has no right to take his advertising out of the paper, so long as he advertises at all. He may cut the size a little, although the shrewd advertiser seldom does.

In the same place, occupying the same amount of space, in the same paper, month after month, and year after year, not only brings new trade, but converts that new trade into permanent trade, creating business of prosperity to posterity.

While there are exceptions, the majority of men who are succeeding to-day are the men who continuously advertise.

There is the weakest kind of original logic in the argument that a man can go successfully against the natural law of success, because he knows of isolated exceptions where men thinking his way have succeeded.

It is safer to follow the law of general averages than to be guided by the rule of exceptions.

The following advertisements illustrate continuous advertising. I have attempted to show advertisements of a general character, which can be easily adapted to almost any line of local trade. The advertiser will add the necessary words of description. All of these examples need many times the space they occupy to show to advantage.

Something
You Want
TO=DAY

This advertisement illustrates a series. The word "to-day" can be changed to "now," or to the day of the week, or to "to-morrow," with the advantage of variation. Description of articles advertised should accompany the advertisement.

KNOW ALL WOMEN

That we have the only hose supporter good for anything.

The next day it might be well to print "Know All Men," and follow the heading with this line: "That the cheapest place for your wife to buy the children's clothing is at ————."—By Nath'l. C. Fowler, Jr.

A NAIL MAN'S OPINION.

"THIS new tariff will kill the wire nail manufacturing industry in Canada," said a Montreal nail man to a representative of HARDWARE. "I do not see that the new bill benefits anyone but the farmer. However, we are going to have all these duties changed before long." "I will never cast another vote for them if they do change it," laughingly remarked the hardware merchant in whose store this conversation took place.

THE CONSOLIDATED
PLATE GLASS
COMPANY OF CANADA (Limited)

HEAD OFFICE:
73 and 75 Wellington Street West, TORONTO

BRANCHES:
MONTREAL, 338 St. Paul St. LONDON. OTTAWA

FRANK J. PHILLIPS, Toronto, President.
WM. R. HOBBS, London, ALEX. RAMSAY, Montreal, } Vice-Presidents

Correspondence Solicited. Estimates Given
Special Discount to the Trade.

Brandram Bros. & Co.

ROTHERHITHE, LONDON, ENG.

Manufacturers of

BRANDRAM'S B. B. GENUINE WHITE LEAD

The Celebrated Brand

B. B.

BRANDRAM'S B. B. NO. ONE WHITE LEAD

White Lead

Noted for its Extreme Whiteness of Color, Purity and great Covering Property, rendering it specially suitable for Painting in Enamel White and other Decorative Work. To be had of all the Principal Importers in the United States, and for the Canadian trade.

Manufactured in Halifax, Nova Scotia

For samples and information apply to

HENDERSON & POTTS

Nova Scotia Paint Works, Halifax, N.S.

Star Cycle Works

Wolverhampton, England.



CYCLE RACK PATENTS APPLIED FOR.

FOR the season of 1894 these celebrated Cycles will, for the first time, be obtainable in Canada. Hitherto the entire output of our extensive works has been taken by the English home trade. Large additions to the works and plant have greatly increased our facilities, and we are now ready to supply the Canadian demand. Due consideration has been given to the importance of minimum weight, but we are not prepared to risk our reputation for RELIABILITY by committing ourselves to an extreme course.

We have adopted a larger diameter and lighter gauge of tubing in the construction of our Frames and Handle Bars, improved and detachable Brake-work, further improvements in Ball Head and Handle Bar adjustments, Dust-Proof Crank Bracket and Hubs, a narrow Tread in conjunction with improved Pedal Attachment and dished Chain Wheel, special patterns in Tubular Seat Pillar, Foot Rest, Step, Brake and Steering Lock; all chains will have Hardened Links and be of a higher class than heretofore; a neater and more effective Chain Adjustment; Chain Wheels specially milled to secure free running; Nuts reduced to a minimum of sizes, with Box-Spanner to fit same, parts interchangeable, high standard of finish throughout.

A. A. ALLAN & CO.

51 Bay Street. Canadian Agents, TORONTO.

Clothes Wringers

"Leader" Barrel Churns

"Dowswell" Washers

"Queen and Domestic" Mangles

DOWSWELL BROS.

SUCCESSORS TO

Peerless Manufacturing Co.

HAMILTON, - CANADA

Write for Prices and Discounts.



The Cradle Churn

The Easiest to Clean and Operate and Guaranteed in every Particular

Send for Descriptive Circular and Testimonials.

Chas. Boeckh & Sons

Wholesale Agents. Toronto.

WRITE

the

TORONTO LEAD & COLOR CO., Ltd.

For Latest Prices on

Pure Lead
Pure Prepared Paints
and Varnishes

TRADE CHAT

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

BOYD & CO.'S foundry closed its doors on Friday evening, and its fires are out and its machinery silent for the first time in a generation. It is the design of the inspectors to offer the property for sale at an early date.—Huntingdon Gleaner.

The following money order offices were opened April 1st in Manitoba and the Northwest: Carnduff, Assa.; Gartmore, Man.; High Bluff, Man.

Quartz from Memramcook gold mine, crushed and treated by the new electrical process at Windsor, N.B., recently, is said to have yielded over $3 per ton.

St. John Sun: Some twelve tons of iron bolts are being manufactured by Wm. Lewis in his works at Lower Cove. The bolts are for a breakwater being constructed in Prince Edward Island.

Charles Grist, W. B. Lindsay, both of Strathroy, and G. A. McGillivray, of London, have applied for the incorporation of the Strathroy Petroleum Company (limited), with a capital stock of $90,000.

R. M. White, who has been in the employ of the Massey-Harris Co., at Melita, has left for Portage la Prairie, where he has accepted a situation with Ashdown & Co. His family will remain here for a time.

About 8,000 boxes of tin plates, 20 tons of lead, and 20 tons of ingots of tin have been received in Victoria, B.C., ex ship Ainsdale, and were delivered at the following canneries: Ewen & Co., Bon Accord, Wellington, Delta, Harlock, and Sapperton. This delivery will enable the canners to proceed at once with the work of can making.

A four-wheeled wagon, whose motive power s supplied by a benzine engine, has been satisfactorily tested in Germany. It is intended to carry passengers through city streets or country roads, and can be run at the rate of half a cent a mile. The wagon and engine can be made for $500. The speed is as high as 15 miles an hour.

The Toronto Milling and Steam Rolling Co. have commenced work at Little York. S. G. Beaty, president of the Canada Publishing Co., is president, and W. H. Compton, for the past five years with the Union Loan Co., is manager. They employ nine men at the start, but soon expect to employ more.

Burglars broke into the machine shop of the Eagle foundry, Queen street, Montreal, on Saturday evening, March 31, and stole about $50 worth of drills, bits, and hammers. George Brush, proprietor, says he thinks that it is the same gang which afterwards broke into the premises of the Walkerville Brewing Co., and that it was one of his tools that bored into the safe there.

Application was made by the liquidator of the Reid & Currie Iron Works Co., Vancouver, from an injunction against the Bank of Montreal from proceeding with the sale of the stock-in-trade and other effects of the company under a bill of sale until a decision is given in an action now pending, wherein the validity of the bill of sale is called in question.

A notable plant for the electrical transmission of power was opened at Gringesberg, Sweden, on Dec. 18, 1893. Electricity generated by a waterfall is conveyed through copper wires about one-sixth inch thick strung on high poles to mines eight miles distant, where it runs motors aggregating 140 horse-power and supplies 20 arc-lamps and 200 incandescent lamps. The power was previously supplied by steam-engines and local turbines, all of which have been now entirely dispensed with.

The great electrical manufacturing concern at Berlin has introduced a new insulating material which is intended to replace rubber and vulcanized fibre. It can, it is claimed, be turned, filed and drilled more easily than hard rubber; fine screw-threads can be cut out on it, and it can be polished. It does not attack metals, and can be used in place of marble and slate for switchboards. It resists a temperature of 450 degrees F., and is unattacked by hydrochloric or dilute sulphuric acid.

At a meeting of the shareholders of the Memramcook Gold Mining company, held in Dorchester, N. S., the president of the company offered to put in one of the new chemical mills at his own expense, he to be paid the excess amount of gold saved by this mill over that saved by the 50 stamp mill now on the premises. The offer was accepted by the shareholders. It is estimated that the new mill will cost the president $5,000. A meeting of directors of the company will be held in Amherst at an early date.

A. B. Cowan, of Galt, manufacturer of boilers, engines, and wood working machinery, said this morning that the boiler, safe, engine, and other iron manufacturers, of Galt, which is the Manchester of Canada, were pretty well satisfied with the new tariff, which would slightly reduce the price of their raw material. He did not think the new tariff, as affecting the iron industries, made any important changes, with the exception of agricultural implements.—Globe's Ottawa correspondent, April 5th.

The new White Star steamer Cevic, which recently made the passage from New York to Liverpool, had aboard the largest cargo ever brought across the Atlantic by a single vessel. It consisted of 160,000 bales of cotton, 810 head of cattle, 400 tons of ingot copper and lead, 300 tons of fresh meat, 3,500 sacks of flour, 3,000 boxes of cheese, 2,000 barrels of oil, 600 barrels of paraffin wax, 2,000 bundles of hides, 300 barrels of beef, 500 bales of hay, and several hundred tons of miscellaneous cargo, amounting in all to over 14,000 tons, and valued at considerably over half a million.

Denton & Dods have filed a petition in Chancery Division at Osgoode Hall by John McGlade asking that the Mimico Sewer Pipe and Brick Manufacturing Company be wound up. McGlade has obtained a judgment for $646. The proprietors of the company are Richard West, John Kennedy, A. Stewart and W. P. Kieron. The liabilities are thought to be about $9,000 or $10,000. Of these claims the Ontario Coal Company holds $1,100 and John White about $8,000. The assets consist of $25,000 worth of plant, but the Bank of Toronto and Ontario Bank have liens on about $20,000 worth of the plant. The matter is further entangled by a recent sale of the assets to D. F. Horner.

The days of gunpowder as a charge for naval guns are numbered, as some experiments just concluded at the Government proof-butts, Woolwich, appear to prove a decided superiority for cordite. A six-inch quick-firing gun was loaded with 29lb. 12oz. of the ordinary black gunpowder, and yielded a velocity of 1,890 feet per second, with a pressure strain upon the gun of 15 tons per square inch. The same gun was charged with 14lb. 3oz. of cordite, and gave a velocity of 2,274 feet per second, and a pressure of 15.2 tons. More important still, after 250 rounds had been fired, there were no signs of erosion.

At the annual meeting of the Vancouver Board of Trade these officers were elected for the ensuing term: President, G. R. Major; vice-president, H. O. Bell-Irving; hon. sec., W. Skene; council, H. T. Ceperley, F. Cockburn, R. H. Alexander, E. E. Evans, W. Godfrey, J. C. McLagan, C. E. Tisdall, S. Oppenheimer, G. Cassidy, F. C. Cotton, G. I. Wilson, R. G. Tatlow, W. F. Salsbury, T. Dunn, J. W. Campion. Board of Arbitration—S. Oppenheimer, J. C. McLagan, R. G. Tatlow, W. F. Salsbury, J. W. Campion, F. Cockburn, W. Godfrey, E. E. Evans, F. C. Cotton, G. I. Wilson, T. Dunn, and G. Cassady.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton. Ontario.

SP

CUT NAILS DEMORALIZED.

AT sixes and sevens is the Canadian nail market. The Cut Nail Association has been dissolved, or practically so, while reductions of from one to five cents per pound have been made in the price of wire nails.

The causes which led to the collapse of the Cut Nail Association was the defection of two of the makers in the west—the Graham Nail Works in Toronto and the Hamilton Rolling Mills — each of which, it is understood, desired to be allowed a freer hand in its own territory. But while all the manufacturers are free to sell at what base price they may choose, it was agreed that the extras should be maintained as before. The ruling base price is now $2 Montreal, $1.90 Hamilton, with 5c. less in both instances for carload lots.

It is expected that under the new order of things in regard to cut nails the difference in freight between the points of manufacture and the points of delivery will enable the factories to control the trade in their respective districts.

The revised list of the prices on wire nails was issued on Thursday. It showed these changes : 1 in., 12 gauge, old list 24c., new 21c.; 1⅛ in., 18 gauge, old list 26c., new 21c.; 1¼ in., 15 gauge, old list 20c., new 18c.; 1½ in., 14 gauge, old list 17c., new 16c.; 2¾ in., 11 gauge, old list 13c., new 14c.; 4 in., 6 gauge, old list 13c., new 12c.; 6 in., 3 gauge, old list 12c., new 11c. Balance of the list for standard remains unchanged. The discount is now 75, 10 and 5 per cent.; 3 per cent. for cash, delivered in 10 keg lots free.

HARDWARE understands that the object sought by the deputation of wire nail makers that visited Ottawa a few days ago was to try and persuade the government to make the tariff reduction 50c. per keg instead of 75c., as proposed by the Minister of Finance in his budget speech.

The hardware firm of White & Fisher, Tweed, has been dissolved. Chas. J. White and Wilson Gordon have formed a partnership.

THE TARIFF AND CUTLERY.

RULINGS of the local Customs authorities on Thursday have somewhat upset the calculations of the jobbing trade in Toronto regarding the tariff on cutlery.

When the draft of the changes appeared it was thought that the only changes made were in plated table cutlery, the clause dealing with which read : "Plated cutlery, namely knives plated wholly or in part, 35 per cent. ad valorem ; old, 50c. per dozen and 20 per cent."

Another clause read : "Cutlery not otherwise provided for, 25 per cent. ad valorem ; old, same," while, in another clause, stuck in between builders', saddlers', housefurnishing hardware, etc., were the words : "Table cutlery, not elsewhere specified, 32½ per cent. ad valorem."

Reading in the light of this last sentence, the authorities here rule that the duty on table cutlery is 32½ per cent., an advance of 7½ per cent. on the old tariff.

On being acquainted with this fact one wholesale house immediately made a corresponding advance in the price of the table cutlery held in stock, excepting of course that which comes under the classification of "plated wholly or in part." Other houses on a further reading of the list of changes now also put the same interpretation upon it, but are, nevertheless, of opinion that the Minister of Finance had no intention of increasing the duty on table cutlery, and have written to Ottawa for light.

"If it is true that the duty has been increased 7½ per cent. on table cutlery," said a representative of a wholesale house, "all I have to say is that it is an injustice. There is only one cutlery manufacturer in this country, and he does not, I am pretty sure, with his present capacity, supply more than 20 per cent. of the country's requirements. And if there is to be another 7½ per cent. added to the duty for his protection, I ask you if it is fair that the consumers of the other 80 per cent. should be made contribute that much more to his support."

STRIKE AT THE ONTARIO MILLS.

ABOUT three hundred of the employees of the Ontario Rolling Mills, Hamilton, went out on strike Monday.

The reason was the decision of the firm to reduce wages. A notice was posted in the mill stating that a reduction in the rate for piece work would take place, going into effect April 2nd. The notice enumerated the different classes of goods manufactured and the new scale of wages. No intimation of the proposed reduction had previously been given and the employees decided to quit. They assembled in Forester's Hall, James street north, and after discussing the situation, passed the following resolution : "That we protest against the Government in its present action of taking the duty off finished plate, and the increase of the duty on scrap iron."

President Doolittle left for Chicago the same evening, it is thought with the intention of securing hands to replace the strikers.

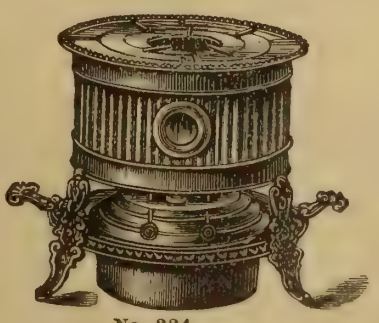
Superintendent Constable stated that with the new tariff it would be an impossibility for the mills to continue at the old scale of wages. Having to import their coal and pig iron, the company could not manufacture as cheaply as formerly, when they then operated on a low margin of profit. He was confident that unless there was a change in the tariff no change could be made in the new scale of wages.

Mr. Doolittle had been at Ottawa endeavoring to have a change made in the new tariff, but was unsuccessful. When asked, in case no change was made in the duties on their line of goods, and the employes refused to accept a reduced scale of wages, if the mill would continue, he replied that that was a question for future consideration, but he couldn't see how it could continue.

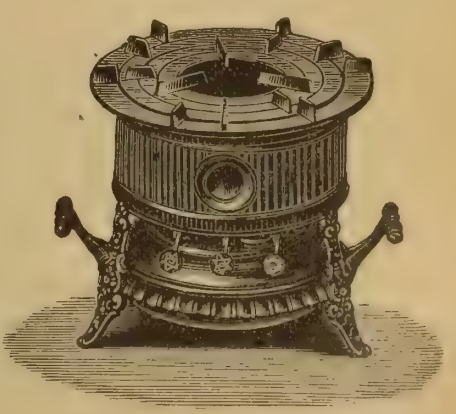
Mr. Childs, who is acting manager of the mills in the absence of Mr. Doolittle, ascribes the trouble to the tariff change. He stated that the company expected to save 10 per cent. on its wages bill by the new scale, which makes reductions varying from 9 to 30 per cent. The scale of wages has been arranged so that the greatest reductions will be made in those earning the biggest money, and vice versa.



No. 222.



No. 224.



No. 228.

IN calling attention to the above OIL STOVES we would say that they are manufactured in Germany and are sold very extensively all over Europe. We received a sample lot early this season, which we sold out at once owing to their neat appearance and good quality. They have glass detachable fonts. Orders taken for delivery May 1st. Send for prices and discounts.

THOS. DAVIDSON & CO. - MONTREAL.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, April 6, 1894.

HARDWARE.

DESPITE the uncertainty in relation to some lines caused by tariff changes, the week, generally speaking, in hardware circles has been an active one. In the first place there was the movements on account of old orders, consequent on the reduction in freight which took effect Monday, and in addition to this quite a number of orders came in general assortments of goods. Of course, the uncertainty about some lines check the movement. With regard to values generally there is no change to actually quote, though it is reported that prices have been shaded on nails. General values, however, remain the same, but when the new tariff is positively settled, prices will gradually readjust themselves as new goods arrive.

WIRE—Despite the uncertainty about the application of the new duties, business in this line in a jobbing way is fairly active. Prices are not quotably changed, though they naturally have an unsettled feeling. In barbed wire makers are, it is understood, making representations to the Government.

ROPE—There is a good movement in rope, quite a quantity of goods that were ordered previous to the reduction in freights now going forward. We quote: Sisal, 7¾c. for 7-16 and upward, and 8c. for smaller sizes; pure manilla, 10c. for 7-16 and 10½c. for smaller sizes; deep sea line, 14c.

CUTLERY—The movement in cutlery during the week has been rather larger, if anything, principally in pocket cutlery. There is some uncertainty about the application of the new duty on table goods.

NAILS—Makers of both cut and wire nails have been seeing the Government about the new schedules, and when it is a question of new supplies, business is unsettled, as makers don't know for a certainty what will be done. No quotable change is to mention in prices, but though cut nails are moving on the basis of $1.90, it is understood that less has been accepted in the case of round lots from makers' hands. In a regular jobbing sense prices, however, are maintained, and will likely continue so until the new tariff is definitely fixed. Naturally this uncertainty is restricting the volume of business.

BOLTS, NUTS, ETC.—There has been a good average movement in bolts and nuts, copper rivets and bars, and in fact all descriptions of goods of this sort.

GREEN WIRE CLOTH—Quite a fair movement in this line is noted, several good orders having been sent forward to the coast.

CHAIN—There is a moderate demand for small sizes of chain, but generally speaking business is quiet.

TACKS—There is little or no change to note in tacks, which rule quiet.

HORSESHOES—A fair movement is to note in these, and prices are unchanged. The same is to remark of horse nails.

WARE—A fairly good demand is noted for both enamelled and common iron ware.

SPORTING GOODS—Guns continue to receive attention, but ammunition is dull.

TOOLS—Tools of all kinds have received a fair degree of attention.

PLUMBERS' SUPPLIES—There has been no noticeable change in this line, and the same is to be said of building supplies.

IRON PIPE—Business quiet and tone unsettled.

HINGES—Quite a sheaf of orders placed some time ago are going forward, but there is not much new business to report.

NAVAL STORES—Demand for naval stores of most kinds has been rather checked by the cold weather. Turpentine is lower, and in other lines there is no change. We quote: Turpentine, 48 to 49c.; resins, $2.50 to $5, as to brand; coal tar, $3.25 to $3.75; cotton waste, 5 to 7c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12c.

METALS.

In heavy iron and metals there is some uncertainty regarding a few leading lines which interferes with the movement of business. The natural result of this is that the week has witnessed no radical change in the general position. The only new thing is reports of sharp cuts on bar iron for large orders, but prices have not been quotably changed here.

PIG IRON—There has been little change in pig iron, but a favorable style is the rather better enquiries that have been experienced. We quote ex store: Summerlee, $19; Eglinton, $18; Carnbroe, $18; Ferona, $16.75 to $17, and Siemens, $16.75 to $17; Langloan, $19.

BAR IRON—There is little improvement in the demand for bar iron, and the unsettled feeling regarding prices does not tend to change this. The price here is $1.75 but it is claimed that this has been cut to a radical extent in some cases.

SHEET IRON—Demand is on the quiet side, and though quotations are unaltered at present, reductions are anticipated. We quote: Black sheets are $2.40 to $2.60; common $2.25 to $2.40; and Russian sheet iron 10½ to 11c.

HOOPS AND BANDS—Business continues quiet and prices are unchanged at $2.30 to $2.35.

STEEL—There is no quotable change in the price of steel, though the change in duty

..Heavy Steel Plate Ranges..

Nos. 8 and 9 4 Holes Oven 16x20
Nos. 8 and 9 6 Holes Oven 18x20

These are made after the most improved patterns, and embody every good point up to date.

The McClary Manufacturing Co.

London. Toronto. Montreal. Winnipeg. Vancouver.

Clarkson & Cross

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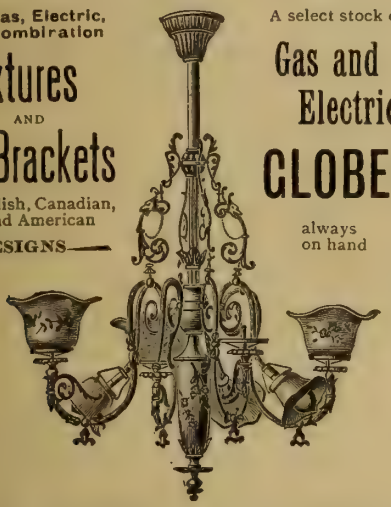
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Fixtures AND Brackets

English, Canadian, and American DESIGNS



A select stock of Gas and Electric GLOBES always on hand

JAS. BARWELL, 88 Bay Street, Toronto

Drawings and prices on application.
The trade supplied.



SS. SMOKELESS POWDER Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.

429 Board of Trade Building
MONTREAL, Agents.

SEND FOR PRICE LIST.

Church's Cold Water . .

ALABASTINE

Has superseded all other water-color wall coatings.
It is the **best advertised goods in this line.**
Now sold in every English speaking country on the globe.
Equally adapted for city and country dealers' trade.
Easily applied by anyone who can handle a brush.
Put up in five-pound packages, **and never sold in bulk.**
Pays the dealer **Fifty per cent. profit.**
Beware of **Imitations** bearing similar names.
Order early to insure a full line of advertising matter.

THE ALABASTINE CO., Limited.
PARIS, ONTARIO, Sole Manufacturers.

Hill & Forbes, 327 St. James St., Montreal. McArthur, Corneille & Co., St. Paul St., Montreal.
Agents for Eastern Ontario, and Province of Quebec.
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26, 28, 30 Front St. West, TORONTO

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164 Fenchurch St., London, E. C.

Harvest Tools, Spades and Shovels

Send sample order for Columbus brand.

Lawn Mowers
Garden Tools

Hose Reels
and Sprinklers

MONTREAL MARKETS—Continued

on some grades may lead to lower rates. We quote: Best cast steel 10½ to 12c.; sleigh shoe, $2.40; spring, $2.50; tire, $2.50 to $2.75, and round machinery steel, $3.

GALVANIZED SHEETS—There have been some fair import orders placed, but spot business is not large. Prices are unchanged. We quote: 4¾ to 5c. for ordinary brands; Morewood, 6 to 6¼c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., and the usual extra for larger sizes.

TIN PLATE—There is little change in the movement from stock here, but more enquiry is noted on export account. There is no occasion to alter quotations, cokes remaining at $3 to $3 20, and charcoal, $3.50 to $4.

CANADA PLATE—Business continues quiet and there is no change to report. We quote as before, $2.40 to $2.45.

TERNE PLATES—There has been some business doing, but the change is unappreciable. We quote $7 to $7.25.

COPPER—This market has an easier tendency, and business is dull. Prices are unchanged, however, at the time of writing at 10⅝ to 10¾c.

TIN—Business rules small, and prices are unchanged at 18 to 19c.

SPELTER—The price of the article is unchanged at the decline noted last week, viz., $4.25 to $4.50.

ANTIMONY—Dull, with prices steady at 10½ to 12c.

LEAD—Very little business to note. Prices remain the same. Pig lead, $2.25 to $3, and sheet, $4 to $4.25.

SHEET ZINC—No improvement to report, and prices are nominally the same at $5 to $5.25.

CEMENT—The market has shown no striking change during the past week. For future delivery prices have been shaded 5 to 10c., but for present delivery they remain as last quoted. English, $2.05 to $2.15, and Belgian $1.90 to $2. In firebricks a good trade has been accomplished, and orders for some round lots have been placed at $18.50 to $22.50 per 1,000, as to brand.

PAINTS AND OILS.

The market has shown more activity in consequence of the reduced freights, but it represents orders booked some time ago. In the way of new business there is little to note. Linseed is 1c. lower, and this is the only change of importance. We quote: Choice brands of white lead, $4.75 to $5.00; No. 1, $4.50; No. 2, $4.25; No. 3, $4.00; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots, raw, 59c., boiled, 61c.; steam refined seal oil, 46 to 47c.

GLASS.

The glass market is unchanged. We quote: $1.25 for first break; $1.30 second break, per 50 feet; $3 25 for first break per 100 feet; putty in bulk, $1.85.

PETROLEUM.

The demand for petroleum continues slow, and market is quiet and steady. Canadian refined at 11¼c. in shed at Montreal, for round lots, and 12c. for small quantities. American petroleum, 16c. in car lots, 16½c. in 10-barrel lots, 16¾c. in five-barrel lots, and 17¼c. for single barrels, net cash; American benzine, 23 to 25c; Canadian benzine, 10¾c. Petrolea; 12½c. Montreal.

HIDES.

The local hide market at present is unsettled owing to speculative maneuvers between dealers here. For this season it is hard to give a reliable quotation. Receipts are small and on the whole the market is quiet. We quote green butchers' hides, 3c. to 3½c. for No. 1; 2 to 2½c. for No. 2, and 1 to 1½c. for No. 3; steers, 5 to 5½c.; lambskins, 75 to 80c. each. Calf skins have been coming in a little more freely and prices are steady at 6c.

TALLOW.

The tallow market has ruled quiet under a slow demand at 6¼ to 7c. as to quality.

WOOL.

The movement in this line continues very limited and prices have a steady tendency. They are more or less nominal however and unreliable.

MONTREAL TRADE NOTES.

The price of turpentine and linseed oil has been reduced 1c. all round.

The reduced summer freights went into effect on Tuesday morning last.

Advices from Great Britain state that a combination of the cement makers is on the tapis, which, if effected, will mean higher prices.

There has been considerable speculation in green hides here, one dealer paying extreme prices.

The wire nail makers are much exercised over the change in the tariff. They hold that it means ruinous American competition to them.

Mr. Newman, one of the partners of Caverhill, Learmont & Co., left for an extended business tour through New York and the New England States this week.

The Pilkington Bros. have been placing some round lots of their plate glass with builders this spring. Some of it shows up notably in some stores which are going up on the main street.

It is the general impression that it will take a week or ten days to discover the exact effect of the tariff changes on prices.

There has been a regular rush of paints, etc., out of the warehouses here this week, on account of orders booked some time ago. These goods were bought for delivery when the railway freights were reduced.

The spring enquiry for bicycles is commencing, according to T. W. Boyd & Co., of Notre Dame street.

The handsome show cards which W. H. Cottingham & Co. send out with Mander Bros.' varnish are attracting general attention. They are admitted to be a decided convenience.

FIRE PROOF
ROOFING
ILLUSTRATED CATALOGUE FREE
METALLIC ROOFING Co
MANUFACTURERS, TORONTO

Dame Anna Dorken, widow of Edward Heuser, sold to Herman W. Dorken all the rights in the assets of the estate of the late Ed. Heuser, and also the immovable known as No. 1889, of St. Ann's ward, situate at the corner of McGill street and Longueuil lane, with a building known as No. 140, of McGill street. The present sale is made in consideration of $16,919.14, the purchaser agreeing also to discharge the said estate of all liabilities amounting to $72,053 83. Deduction is made of the capital and interest of the late Ed. Heuser. The assets amounted to $88,972 97.—Star.

TORONTO MARKETS.

TORONTO, April 6, 1894.

HARDWARE.

Possibilities of revisions being made in the list of tariff changes, and the difficulty of interpreting some of the clauses thereof, still leaves the trade in a somewhat unsettled condition. Business, however, continues to improve. Quite a movement is reported in carpenters' tools and builders' supplies. Of horse clippers there is a large number selling, and a good business is being done in poultry netting. Green wirecloth shows some improvement. Payments are on the whole fair. New freight rates go into force the 16th inst., when business may be expected to improve considerably.

WIRE—Barbed and twist wires are still in good request, and a good many small orders are being received for tinners' wire.

ROPE—Is in fair demand, at 7¾ to 8c. for sisal and 9¾ to 10c. for manilla.

CUTLERY—There is still a fair sorting-up trade, but no special features have developed during the week. As the local Custom authorities rule that table cutlery is subject to a duty of 32½ per cent., 7½ per cent. higher than under the old tariff, some of the wholesalers have advanced prices equal to the amount of the increase.

NAILS—The market is demoralized as far as cut nails are concerned. As announced elsewhere, the members of the association are now at liberty to make their own base price, but as far as the extras are concerned they have agreed to maintain a uniformity. The Wire Nail Association has been maintained, but there have been some changes in price, as announced elsewhere.

GREEN WIRE CLOTH—There is a little more going out, but the movement is still

MARKETS—Continued

light. Prices are unchanged at $1.85 to $1.90 per 100 square feet.

SCREEN DOORS AND WINDOWS—Much as before, but a better movement may be expected in another ten days.

TACKS—Trade in this line continues to show slight improvement.

CHAIN—Demand is fair for coil chain, and quite a number of trace chains are going out.

HORSESHOES—Demand is still for small lots at $3.80 Toronto, and $3.85 London.

WARE—Eclipse and Peerless wares continue in good demand, and a fair business is doing in blue and white ware.

LAWN MOWERS—The attention this line is receiving is still light.

SPORTING GOODS—Quiet and featureless is still the condition of trade in this line.

PLUMBERS' SUPPLIES—The improvement noted last week is still apparent, but it has by no means developed into activity.

IRON PIPE—The mills are busy and there is a fair demand, particularly in the east. but there is a great deal of American product coming in and the home manufacturers are feeling the competition pretty sharply. A number of the Montreal houses are said to be stocking American pipe. Quotations are still 65 to 67½ per cent. according to sizes and quantities.

BUILDERS' SUPPLIES—The improvement has been maintained, quite a few orders going out.

MILK CAN TRIMMINGS—There has not been much demand for trimmings, orders being only of an assorting character.

TOOLS—Spades and shovels and harvest tools are still in good demand, but stocks are not yet complete.

HINGES—Trade is a little slower in this particular line.

BIRD CAGES—Demand for ordinary cages continues good, and a large trade has developed in breeding cages.

METALS.

Trade continues to improve as far as briskness is concerned, but as far as prices are concerned the conditions are much as before.

PIG IRON—Since the tariff changes were brought down there has been a stronger tendency to patronize Canadian iron, and several transactions have taken place in the Nova Scotian product, and a number of import orders of Scotch iron have also come in. In regard to Scotch iron there is a firmer feeling, large offers made by cable having been refused, whereas in the States we hear that several large contracts have been placed at surprisingly low figures. Summerlee, $21 to $21.50; Carnbroe, $20 to $20.50; Siemen's, $18.75 to $19.

BAR IRON—There is scarcely anything doing, and sales are reported at low figures.

SHEET IRON—Business is much as before, and prices are nominally unchanged at $2.32½ to $2.78 per 100 lb.

GALVANIZED IRON—Trade continues fairly good, but without special feature to note. Prices are unchanged at 4¾ to 5c. for 28 gauge.

INGOT TIN—Lamb and Flag and Straits are still in good demand at the ruling prices of 19 to 20c. The price is a little firmer in the States, but Canadian houses, having good stocks, are offering at low fignres.

INGOT COPPER—Since the tariff changes were announced business in this line shows some improvement, some car-load lots having been moved. Prices are unchanged at 11¾ to 12c. for ton lots and ½c. extra for small lots.

SHEET COPPER—Trade is quiet, and prices rule as before at 15 to 17c. per pound.

ZINC SPELTER—Shows slight improvement, some good sales being reported. We quote: Domestic, 4¼ to 4⅜c.; foreign, 4½ to 4⅝c.

TIN PLATES—Demand is good and stocks fairly complete. Prices as before. We quote: I. C., best grades, $3.75 to $3.85. Cheaper grades have been shaded 25c.

SHEET ZINC—Quiet and unchanged at 5¼ to 5½c.

BOILER TUBES—The drop of 7½ per cent. in the duty found dealers with large stocks on hand. Offers are now being made at lower prices, but there is only a fair demand, buyers waiting for further declines in values. Quotations, nominally are: 1½ inch, 8c.; 2 inch, 9c.; 2¼ inch, 10c.; 2½ inch, 10¾c.; 3 inch, 12½c.; 3½ inch, 16c.; 4 inch, 21c.

SHEET STEEL—There is a fair local demand. The American article is getting the preference on account of the low price at which it is offering. We quote base price: English, $2.25 for plates and $2.40 for heads; American, $2.10 for plates and $2.35 for heads.

CORRUGATED IRON—Trade continues fairly good at last week's prices. We quote per square: "Owl" brand from genuine steel plates, zinc coated, $4.25 per square; painted steel, same brand, $3 75, according to gauge.

TERNE PLATES—The improved trade noted last week has been maintained, but no special features have developed.

HOOPS AND BANDS—Demand is steady but light. Prices unchanged at $2.45 to $2.50.

CANADA PLATES—There is no feature worthy of special note, trade still being quiet. We quote as before: All dull, $2.60 to $2.65; half-polished, $2.65 to $2.75; and all bright, $2.90.

SOLDER—There is a fair business doing, with the price of the good article steady at 13½ to 15½c., but inferior can be obtained at lower figures. There have been some sales for shipment west at 14½c.

PIG LEAD—Sales are small and market weak. We quote 2¾ to 3c. ordinarily.

ANTIMONY—There is a fair demand but at figures that are low. Prices are easier at 10½ to 11c.

PAINTS AND OILS.

Business generally speaking is better than a week ago. This applies particularly to city trade. White lead is in moderate demand only, but prices lack uniformity; 4¾c. is what most dealers are trying to get. Paris green is in good demand at 13c. in 100 lb. drums, and 14 to 14½c. in small packages; English is 1c. higher. Demand continues good for prepared paints, the fine weather making nearly everyone anxious to get their supplies. Turpentine, as predicted, has declined 2c. per gallon to 48c., Toronto, Hamilton, London and Guelph, with 2c. addee for delivery at outside points. Demand is a little better than it was although it is still high. The new crop will probably be marketed in the course of a couple of weeks. As also foretold in HARDWARE linseed oil is down 3c. per gallon, being now quoted at 55½c. for raw and 58½c. for boiled, Toronto, Hamilton, London and Guelph, with 2c. added for delivery at outside points. Demand is fair only. Foreign prices are unsettled. Varnishes are picking up a little, and glue is in good demand. Payments are fairly good.

GLASS.

Business is still much interfered with on account of the broken condition of stocks, it being next to impossible to fill an order of any size. Prices unchanged at $1.20 to $1.25.

OLD MATERIAL.

Business is quiet. Owing to the recent 10 per cent. reduction in the duty; prices paid for copper have declined considerably. There has also been a drop in the prices of brass. We quote prices paid by dealers as follows: Agricultural scrap, 55c. per cwt.; machinery cast, 60c. per cwt.; stove cast scrap, 35 to 40c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 6¾ to 7c.; heavy scrap copper 7½ to 7¾c.; old copper bottoms 6½ to 6¾c.; light scrap brass 4c.; heavy yellow scrap brass 6c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 1¾ to 2c.; scrap zinc, 1½ to 2c.; scrap rubber, 2 to 2½c.; country mixed rags, 60 to 75c. per 100 lbs.; clean dry bones, 45 to 55c. per 100 lbs.; borings and turnings, 10 to 15c.

SEEDS.

Trade in seeds for the past week has been fairly active, but, as predicted, the cold snap has somewhat checked the demand. The markets have been steady, but sudden fluctuations are quite in order at this time of the year. Prices are as before. Jobbers' prices rule as follows: Red clover, $6 to $6.50 per bushel; alsike, $4.50 to $8.50, latter figure being for fancy reproducing seed; timothy, $2.10 to $2.80, outside price being for fancy unhulled seed.

MONTREAL MARKETS—Continued.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Market continues quiet and prices unchanged, dealers paying 3c. for green and selling cured at 3½c.

SHEEPSKINS—Quiet at 80c.

WOOL—Very little doing, and prices remain as before.

TALLOW—Inactive, dealers paying 5 to 5¼c. and selling at 5¾c.

PETROLEUM.

Trade is quiet on the local market. The demand for lubricating oils is improving slightly. We quote: 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; Canadian water white, 16 to 17c.; American water white, 18 to 19c.; photogene 20c.

MARKET NOTES.

M. & L. Samuel, Benjamin & Co. are getting in a new line of horse bits.

A new carriage top dressing, the "Red Seal," is being put on the market by Stewart & Wood.

The Gurney-Tilden Co., Hamilton, has purchased the Canadian rights for the new arc light invented by W. E. Irish.

Rice Lewis & Son have a window display of ship chandlery, which those in the trade should not fail to see. Some lessons on how to dress a window of this kind could be obtained.

The Toronto Smelting Works report that the fine weather has caused large increases in their sales of solder. The firm say: "Roofers and tinsmiths are beginning outside work, hence the demand."

It was inadvertently stated in last issue that Sanderson, Pearcy & Co. had been appointed agents for John Lucas & Co.'s Imperial French green. The firm is merely handling these goods, as are Stewart & Wood.

Chas. Boeckh & Sons, brush manufacturers, Toronto, report the demand for their paint, kalsomine and household brushes good. The firm say: "We have also had a big call for our Jersey butter mould, and the Cradle churn is finding increased popularity with the trade."

The J. C. McLaren Belting Co., with offices at 76 York street, have transferred their business to Craig & MacArthur, Front and Scott streets, Toronto. On account of the latter firm's increased business it is moving into more commodious premises at 22 Front street east, one door west of its present offices.

The Metallic Roofing Co., Toronto, report that they are making large shipments of Eastlake and Empire patent shingles. The firm say: "The duty on our raw material having been reduced, we are now prepared to quote the trade reduced prices on all goods of our manufacture."

H. S. Howland, Sons & Co. are in receipt of a large consignment of sheep shears manufactured by Henry Boker & Co. These shears all bear the registered crown trade mark, and are especially manufactured for the Messrs. Howland from patterns supplied by them. The shear is claimed to be the best handled by this firm, and a number have already been sold.

The Booth Copper Co. report that they are receiving a large demand for the Resisto range boiler: "Business has improved greatly, and we are at present very busy," said a representative of the firm. "While there are no very large contracts at present to hand, we are receiving a large number of small ones."

The Toronto Fence and Ornamental Iron Works have received the contract for placing their iron fences around the residences of D. E. Thomson, Q.C., Queen's Park and H. Goulding, Jarvis street, Toronto. "It is our intention to issue a catalogue to the trade, setting forth the class of work and designing that we undertake to do," said a member of the firm.

A. A. Allan & Co., Toronto, report the receipt of a large shipment of Star bicycles direct from Wolverhampton, England. The firm is carrying a large stock of light and medium weight wheels, and are also prepared to supply the trade with all sundries needed in the bicycle store and repair shop.

The Collins Mfg. Co. report that they are already receiving orders for the Home Comfort dinner pails. "The numerous orders received for Hathaway fence wire has compelled us to resume work at night to keep pace with the demand," said a member of the firm. "It is our intention to commence the manufacture of a dome-bottomed wash boiler, which, to judge from the popularity of our dome-bottom kettles, should find good demand."

The McClary Mfg. Co. report having been successful in selling the patterns of their Magnet wood furnace and Florida coal furnace to the Brant Stove Co., Milwaukee, "We believe that this is the first time that furnace patterns have been sold from Canada to the United States," said a representative of the firm. "We are manufacturing a steel range for the first time. It is very handsome, and will be called the McClary Steel Plate Range."

AMERICAN MARKETS.

NEW YORK, April 6, 1894.

PIG TIN—The market was very firm, with abundant evidence that the strong statistical position on this side of the Atlantic is having an influence despite the lifeless condition of speculation. In any event it seems difficult to secure round lots for prompt delivery at prices that some holders accepted yesterday for fine ton-lots. The latter, it also appeared, were offered with more or less reserve. Bids of 19.30c. were refused in several instances. Moderate quantities were sold at 19.35c., net cash terms. Ordinary jobbing parcels brought 19.45 to 19.50c. Besides the conditions above outlined, an advance of 15s. in London operated to stiffen values here.

COPPER—Reports were in all particulars a repetition of those made yesterday. Sellers generally named former prices and made some showing of firmness, yet it was admitted that sales were light, and that the demand continues disappointingly slow, with inquiries for larger lots than 50,000 pounds strictly the exception. Prices stand at about 9½c. for Lake Superior ingot, 9¼ to 9⅜c. for electrolytic and 9 to 9¼c. for ordinary casting stock.

PIG LEAD—The market remains dull. There is hardly any enquiry, and the little business that passes is made up chiefly of single carload lots for early delivery. Prices are rather soft, but it does not appear that less than 3.40c. has been accepted for Western common. The St. Louis wire to the Metal Exchange quoted 3.17½ to 3.20c. London cable was £9 2s. 6d. for soft Spanish.

SPELTER—Slow business and limited enquiry are still the prominent features of the market. Not the slightest improvement has taken place during the past few days. In the absence of any decided pressure to sell, however, prices remain fairly steady at 3.80 to 3.85c. for ordinary Western brands. St. Louis quotation by wire to the Metal Exchange was 3.60c. London cable was £15 16s. 3d. for ordinary Silesian.

ANTIMONY—The market remains steady but quiet, at 8⅞ to 9c. for Hallett's and 10 to 10⅛c. for Cookson's.

TIN PLATE—Neither spot stock or forward deliveries were in quite as good request as they were on Monday, and the market showed extremely flat tone. Values remain without change of importance.

IRON AND STEEL—American pig iron market is without sign of any change for the better. To the contrary, prices continue low and irregular, and the moderate prices fail to stimulate business. To all appearances most consumers confine their purchases to just what stock they may require, regardless of how low prices may be.

In old iron and steel there has been more doing the past few days, but at low prices. Recent sales include 1,000 iron tee rails at $11.50 delivered to vessels; 150 tons steel at $8.50; 700 tons railroad scrap at $12, delivered to mill; 150 tons car wheels at $10 delivered; moderate quantities of wrought turnings at $9, and cast turnings delivered to mill.

FAVOR MANUFACTURERS.

THE council of the Toronto Board of Trade met on Wednesday, and passed the following resolution:

Having heard a delegation of the manufacturers' section of the Board, who complain that the recent tariff changes have largely reduced the duties upon certain

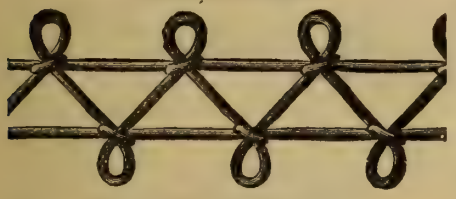
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221 River St., Toronto
Picket and Woven
Wire Fencing



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GUARANTEED.
J. L. GOODHUE & CO., Danville, Quebec.
A full stock of our goods kept on hand by our Western representative,
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Telephone 2164. 85 York St., Toronto

Pat. Nov. 19, 1889.



Above Cut is One-half Actual Size.

"Hathaway Fence Wire."—Safe, solid and sure. The handsomest. Seen at long distance. Will not sag or get out of shape. Allowance for contraction and expansion. Suitable for farm, field, garden, lawn or trellis work. Easily put up; splices itself, and cheap.
THE COLLINS MANFG CO., Manufacturers,
84 Adelaide Street East, Toronto.

AMERICAN CARPET SWEEPERS
CANADIAN MAKE
WARRANTED



BEST QUALITY
PRICE PER DOZEN, $26.00.
Order from your jobber, or send direct to
J. M. WARNER MFG. CO.
Send for Price Lists. HAMILTON.

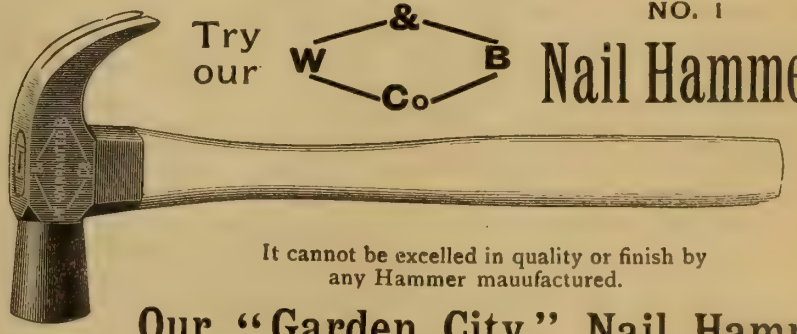
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A. C. LESLIE & CO.
MONTREAL and TORONTO.

Pure Southern TURPENTINE Our Specialty
Remember, we are headquarters for the pure article, and intending purchasers will do well to get our price before placing their orders.
Every barrel of Turpentine we ship is accompanied by our printed guarantee that it is ABSOLUTELY PURE.
We Are Not Members of any Combine.
FRANCIS, FROST & CO., 33 Front St.W., TORONTO

ROBERTSON'S
D. L. & S. W. TRADE MARK L. & S. W.
READY MIXED
Warranted Absolutely Pure
PAINTS
BEST ON THE MARKET.
Manufactured by Write for sample cards and prices.
The James Robertson Co. Ltd., Toronto

THE WHITMAN & BARNES MFG. CO.
Canadian Branch: St. Catharines, Ont.
Try our W & B Co NO. 1 Nail Hammer



It cannot be excelled in quality or finish by any Hammer mauufactured.
Our "Garden City" Nail Hammer
GET OUR PRICES AND TRY OUR GOODS
Is the best and cheapest "Solid Cast Steel" Hammer on the market. . . .
We aim to keep in stock a full line of Hammers, Sledges, etc., and will make prompt shipments. . . . . .

manufactured goods without affording the manufacturers of the same a proportionate reduction in the duty upon the raw materials entering into the same. Resolved, that the council of the Board of Trade of the city of Toronto desires to express its sympathy with the views of the manufacturers so affected, particularly as regards the continued high duties upon pig iron, bar iron, steel and other raw materials, and while this council is of the opinion that the development of the iron industry is in the interests of Canada, it believes that assistance to the same should be more largely by the way of bounty on pig iron and puddled bars, and should not be, in view of the recent reductions in the tariff upon manufactured goods, by the maintenance of the tax upon raw material. Resolved, that the manufacturers' section of this board be authorized to appoint a deputation to proceed to Ottawa to lay these views before the Dominion Government.

The Dead Advertise Not.

PERSONAL MENTION.

G. H. WHITE, hardware merchant, Orillia, was in Toronto a few days ago. He reports business good this spring.

James Hutton & Co., of Montreal, write: "Referring to an item in your issue of March 24, we must ask you to make the correction that Mr. A. H. Symonds formerly represented Joseph Rodgers & Sons, Sheffield, Eng. The firm of James Hutton & Co. have been their sole representative for the past 35 or 40 years." The item in question should have read that Mr. Symonds represented James Hutton & Co., of Toronto.

George Simms, hardware merchant, Nipissing, was in Toronto this week. He experienced a good trade the past winter and says the spring outlook in this part of the country is good.

Wm. Price, representing Fotheringham & Workman, Montreal, was in Toronto this week on business.

These country merchants visited Toronto during the past week: T. McGrotton, Uxbridge; A. D. Noble, Shelburne; J. E. Richards, Brooklyn; J. Bundy, Pickering; Fred. Hatch, of Hatch Bros., Whitby; C. M. Peters, Midland.

A. E. Youmans, who represents the Toronto Lead and Color Co. in the West, has been off his route a few days on account of illness. It is expected he will be able to resume his duties again shortly.

THE STANDARD BUSHEL.

MR. WILSON, M.P., will introduce a bill to amend the Weights and Measures Act as affecting the weights of vegtables. At the present time the statute fixes the standard weight of a bushel of potatoes, turnips, parsnips, beets, carrots and onions at 60 pounds to the bushel. As regards parsnips, beets, carrots and onions, Mr. Wilson's bill proposes to reduce the standard bushel to 50 pounds, which is about the average weight. Potatoes and turnips will remain at the present weight of 60 pounds to the bushel. The change is contemplated because the Act provides that in all contracts the sale and delivery of the articles enumerated in clause 16, which includes the vegetables named, the bushel shall be determined by weight unless a bushel measurement is specially agreed upon. Mr. Wilson's bill will further define the standard weight of a bag of potatoes or turnips to be 90 pounds, and of the other vegetables mentioned at 75 pounds. The standard barrel is placed at three bushels.

DETACHABLE KNIFE HANDLES.

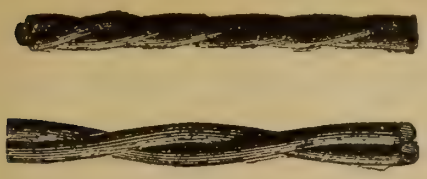
RECENTLY a novelty has been introduced by a Sheffield firm of cutlers, says the House Furnishing Review. It consists of a removable or exchangable handle for table knives. This is effected by pressing a small spring in the bolster of the handle. When the blade is placed in the handle, it at once becomes tightly fixed and remains absolutely firm until the spring is pressed. As the tangs of the blades are all made one size, it is only the work of a moment to detach a dirty blade and insert a clean one. It will be at once apparent what an immense saving can be made by housekeepers, caterers and others who use large quantities of cutlery, for one gross of handles—always the most expensive part of the knife—with five or six gross of blades will practically provide the latter number of complete knives. The small-sized handles will also serve for cheese, fish and desert knives. The chief advantage in family use will be the preservation of the handles, which never need be placed in hot water, which is responsible for the ruin of much valuable table cutlery.

CHAIN VS. ROPE HAULAGE.

In the course of a paper recently read before the Society of Mineral Industries it is incidentally remarked, says an exchange, that rope haulage is inferior to chain haulage, especially as regards the expense of maintenance and the wear of the ropes, which has been found to be twenty times greater than that of the chains. In cases selected for comparison, the useful weight hauled annually by the rope is only 193,318 tons, while that by chain is nearly 400,000 tons, this point being in favor of the latter. As regards labor, however, although the ton hauled per mile, costs only a little under 1 cent by chain, against a fraction over 1 cent by rope, the annual expense of labor is $1,920 and $811 respectively, whence it may be concluded that, if the tonnage were the same in both cases, the cost of labor would be slighter for the rope than for the chain haulage. It is, therefore, advisable, in choosing between the two systems, to take into account the various factors of tonnage, maintenance and labor. It may, however, be asserted that chain haulage always ensures greater regularity, and is more suitable for dealing with a large output.

SPECIALTIES IN HARDWARE.

THERE are more specialties in the hardware market to-day than at any time in the history of the business, says an exchange. This fact represents the development of the inventive faculty, but more than this, shows that use has kept pace with supply, and that new ideas are as quickly grasped by the trade as by the purchasing public. Many so-called specialties were novelties a few years or even months ago and yet are staples to-day, and the same rule will continue to hold good for all time, since the march of improvement will go steadily on and new inventions and devices will constantly be brought out. To the hardware dealer a few months since, bicycles were not known as an article of trade. He let the agents take the business and the profits. Now, however, these space annihilators are almost staple articles, and are kept in stock in nearly every well regulated hardware store. All of which goes to show that the trade is branching out and that a great variety of one time novel but now essential articles are included in the purchase list of the dealer who endeavors to keep abreast of the times.



Two-Ply Twisted Fence Strand.

Galvanized Fence Staples

Oiled and Annealed Fence Wire

Manufactured by

The B. GREENING WIRE CO., Ltd.

Write for Catalogue. HAMILTON, ONT.



White Lead



TRADE MARK

Unicorn Pure
Russian Pure
Thistle
Crescent Star

NOTE THE BRANDS

Known all over Canada. We offer them without any restrictions. Write for prices.

A. RAMSAY & SON, MONTREAL

ESTABLISHED 1842.

ADAM HOPE & CO., HAMILTON

Offer for Sale

"Pioneer" and "Sloss" PIG IRON

These are fine foundry irons, being strong and large scrap carriers.

Also all the well-known—

Scotch Brands,
Broken Car Wheels,
and Railway Cast Scrap.



Wire Fencing Plyers

MANUFACTURED BY

H. BOKER

Are the leaders for Fine Quality and Low Price.

TRADE MARK

SUMMER OXFORD STOVES

ECONOMICAL. EFFICIENT. BEAUTIFUL.



GAS RANGE.

Oxford Gas Ranges

5 SIZES.

Bakes, Boils and Roasts quickly and uniformly.

Are Immense Water Heaters

No Waste. No Odor.

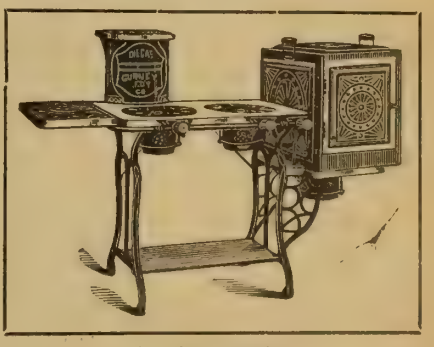
Oxford Oil Gas Ranges

5 SIZES.

Makes its own Gas as it Burns it.

Makes Gas from Ordinary Coal Oil.

Bakes, Roasts and Boils perfectly. Cost of Fuel ½c. per hour.
No Waste. No Odor.



OIL GAS RANGE.

PEOPLE WILL ASK FOR THEM. YOU MUST HAVE THEM.

Send for Prices of our OXFORD GRADUATE Wood and Coal Cook Stove.

THE GURNEY FOUNDRY CO., LTD., Toronto. THE GURNEY-MASSEY CO., LTD., Montreal.

BUSINESS CHANGES.

PARTNERSHIPS FORMED AND DISSOLVED.

L. A., Geo. A., and A. E. Videal, Quebec, have registered proprietors as agents for machinery supplies, under the style of Videal Fils & Cie.

The Direct Supply Association, Montreal, have dissolved.

Gagnon & Dubard, general storekeepers, Champlain, have dissolved.

The Wm. Clendinneng & Son Co., Montreal, have been incorporated.

Leor. Rochon, Jr., blacksmith, St. Eustache, has retired from business.

Charron & Racicot, general merchants, Windsor Mills, Que., have dissolved.

Mitchell & Monty, general merchants, Granby, Que., have admitted T. F. Richardson; new style, Mitchell, Monty & Co.

John and W. Lockett have registered a co-partnership at Bridgetown, N.S., under the style of John Lockett & Son, general merchants.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

George Yates, general store, Oil Springs, has assigned.

The Victoria Iron Works, Victoria, B.C., have appointed a liquidator.

A. Taupin, general merchant, Champlain, Que., is asking for an extension.

J. A. Thomson, hardware, Wellington, satisfied chattel mortgage for $3,000.

P. H. Durocher, general merchant, Hull, is offering to compromise at 40c. on the dollar.

A. H. Baker & Co., general merchants, Rosebank, Man., have been granted an extension.

F. W. Carriveau, general merchant, Fulford, Que., is offering to compromise at 25c. on the dollar.

Auguste Toupin, general storekeeper, Champlain, has assigned to Chas. Desmarteau, Montreal.

A. Michaud, general merchant, St. Gabriel de Brandon, Que., is offering to compromise at 50c. on the dollar.

A meeting of the creditors of Thomas McAdam, general storekeeper, of Orangeville, was held at the office of Assignee Campbell, Toronto, when inspectors were appointed. The liabilities are $6,000 and the assets nominally the same. No settlement has yet been arrived at.

SALES MADE AND PENDING.

The stock of Thos. Linklater, plumber, etc., Montreal, is advertised for sale by bailiff.

The stock of E. J. Janelle, general merchant, Dauteuil, was sold at 62c. on the dollar.

CHANGES.

Gray & Son, general merchants, Mount Elgin, have sold out to Mr. Young.

J. N. Smith, general merchant, Frelighsburg, Que., has sold out and left the place.

Duncan A. Macdonald, general merchant, Sudbury, has sold out to Hayes & Philips.

A. Cote, general merchant, Farnham, Que., is giving up business and removing to St. John's.

Ferres & Co., hardware, Hamilton, have been succeeded by the Hamilton Hardware Co. (Ltd).

E. W. Cox, hardware, Kingston, has sold out to W. Mitchell, who takes possession on the 16th inst.

Whitman & Swanson, hardware, Hamilton, have been succeeded by the Hamilton Hardware Co. (Ltd).

Chester Buckborrough, Tilsonburg, has gone to St. Thomas, where he has opened a horse-shoeing shop.

The business lately carried on by F. W. Wisdom, on Dock street, St. John, has recently been purchased by J. S. Currie.

The stock of W. H. Smith, plumber, Winnipeg, has been purchased from Jas. Robertson & Co., by C. H. Revercomb, who will in future carry on the business.

FIRES.

G. S. Johnson, general merchant, Ottawa, has had his stock partially damaged by fire; insured.

LONG-TIME CONTRACTING.

WHILE the policy of hand-to-mouth buying is recognized as a phase of the period of depression and uncertainty which is dragging to an end all too slowly, there is not a little discussion as to the extent to which forward buying will become the rule, after the country comes again into normal prosperity, says Iron Trade Review. There are reasons for believing that the speculative element will be removed to some extent, at least, from the iron and steel market. Under the regime which the panic interrupted every large producer in the line from ore to nails based his operations on the idea that it was necessary for him to know his cost sheet six months or a year in advance. Not that all his product was sold ahead for that length of time, but some of it was—and thus from ore to pig iron, and from pig iron to billets, and so on through the list, there has been a speculative element in all large buying. Two years ago the large buyers of ore staked their judgment on an advancing market. They lost, and the smaller buyers who entered the market at intervals later in the season had a distinct advantage over them. Buyers of pig iron who have contracted regularly for a season's supply, in the past four years, have uniformly found themselves taking pig iron in the latter half of the life of the contract, costing anywhere from 50 cents to $2 a ton more than the market price at the time of delivery.

If the whole machinery of the trade moved together, and the entire ore supply was sold under contract, in advance, then in turn the pig iron output, and the billet product, and the make of the rod mills, wire mills, etc., so that a fresh start could be taken in all departments, as each season opened, there would be no hardship. But there is no such uniform movement of the mechanism. And thus it happens that one producer will have practically exhausted his ore supply by the time navigation opens and can make a clean start on a new price basis, while another has in his furnace yard a supply that will carry him six or eight months—all at the old year's contract prices. The same unevenness as to calculations is encountered in each step toward the finished product. The whole system is a species of betting on an advance in price. It introduces the speculative element in the market, organizing producers into bull and bear cliques, according as their stocks of material bought on the old basis are large or small.

When the stringency put an end to planning and compelled buyers who were free from contracts to stay close to the market, a new regime was entered upon. In finished material, contracts—as of car works, boiler works, agricultural works, etc.—were still made running over a season or a year, but the buyer introduced a new feature that made the agreement open-ended. The seller guaranteed a certain price, but the buyer reserved the right to take little or much. If prices advanced, he was very apt to take all his requirements called for; if prices declined, he took deliveries only on a minimum, and was thus in position to take advantage of lower prices as they came. This has placed the seller, who might not be able to get his raw material on any such basis, in the position of taking all the risks and doing all the guaranteeing. Or, if straight contracts were made, the buyer practically had the matter in his own hands. Refusal to specify and then a correspondence that generally ended in concessions or in the loss of a customer, is the usual run of the story.

Seeing that long-time contracts have lost much of their force in the stress of these trying times, we believe there will be a greater disposition hereafter to let market developments govern. Certainly it will be some months, at least, before the average buyer will be warranted in making long engagements; and when the iron trade enjoys the long unknown luxury of a rising market, buyer and seller may be too much at variance as to future prices to permit a return to the old way. Sellers of finished product, who have been plagued for months by contract repudiation, will not be blamed if they insist on some of these same buyers paying successive advances when the upward movement does come.

SITUATION WANTED.

A FIRST-CLASS BOOKKEEPER WELL UP IN hardware will shortly be open for an engagement. Address, Expert, HARDWARE Office, Toronto. (15)

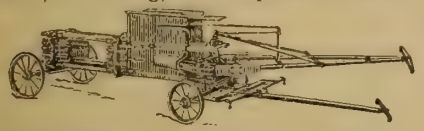
Wall Dusters

Our Wall Duster is a common-sense article which only has to be shown to be sold. Send for Price List.

FRANK HOLT, 81 Colborne Street, **Toronto**

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

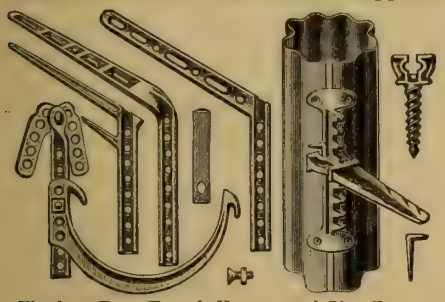
Made of Steel—lighter, stronger, cheaper, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire.

Manufactured by BOYD & CO., Huntingdon, Q.

BERGER BROS. Tinners' Hardware and Roofers' Supplies.



The best Eave Trough Hangers and Pipe Fasteners on earth. Berger's Long Eave Gutter, Pipe Hooks and Fasteners of every description. Also Ridging, Crestings, Finals, Registers and Ventilators. Don't buy until you have our price. Samples and catalogue free.

237 ARCH ST., PHILADELPHIA, PA.

SOLDER.

Half-and-Half Solder.
Plumber's Solder.
Refined Metal Solder.
Triangular Solder.

We guarantee all OUR GOODS! If found unsatisfactory can be returned at our expense.

TORONTO SMELTING and REFINING WORKS

92 and 94 Queen St. E., TORONTO.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

V. R.

BUTLER'S FAMOUS SHEFFIELD CUTLERY

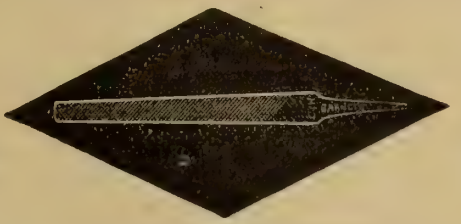
TRADE MARKS ART

NUMEROUS PRIZE MEDALS

ESTABLISHED OVER A CENTURY

Canadian representative, **A. H. SYMONDS**

BLACK DIAMOND FILE WORKS,



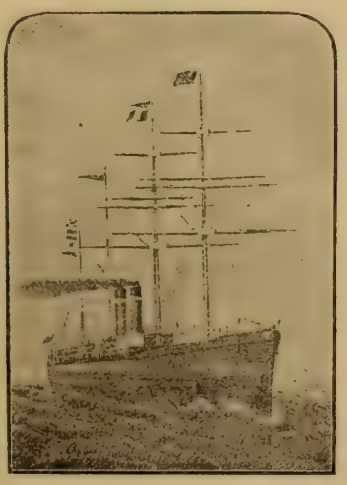
21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. **Gulletting Sawfiles.**
Climax Sawfiles. —— AND —— **Lightning Sawfiles.**

EVERY OTHER DESCRIPTION OF SAW FILES.



ALLAN LINE

ROYAL MAIL STEAMSHIPS

Liverpool, Londonderry, and Montreal Mail Service

STEAMSHIPS.	From Montreal.	From Quebec.
SARDINIAN	5 May	6 May
*LAURENTIAN	12 "	
PARISIAN	19 "	20 May
MONGOLIAN	26 "	27 "
*NUMIDIAN	2 June	
SARDINIAN	9 "	10 June
*LAURENTIAN	16 "	
PARISIAN	23 "	24 June
MONGOLIAN	30 "	1 July

And weekly thereafter.

The Steamers of this service carry all classes of passengers. The Saloons and Staterooms are in the central part where least motion is felt. Electricity is used for lighting the ships throughout, the lights being at the command of the passengers at any hour of the night. Music rooms and Smoking room on the promenade deck. The Saloons and Staterooms are heated by steam. Steamers are despatched from Montreal at daylight on the day of sailing, and sail from Quebec at 9 a.m. on Sundays. Steamers with a * will not stop at Quebec, Rimouski, or Londonderry. **RATES OF PASSAGE:**—Cabin, $50 and upwards, according to location of Stateroom and number of persons occupying same; all having equal privileges elsewhere. Second Cabin, $30 and $35 single, $65 return. Steerage to or from Liverpool, London, Glasgow, Belfast, or Londonderry, $24. Steerage passengers are provided with bedding and every requisite for the voyage without extra charge.

H. & A. ALLAN, Gen. Agents, Montreal, or H. C. BOURLIER, 1 King St., Toronto

STAMPED WARE AND THE TARIFF.

"THE manufacturers have had their day, and now the farmer will have his chance," said W. J. Whitten, King street east. "I think he needs it the most, and I have hopes that we may be benefited indirectly through him at some future time. I am not an upholder of the patrons, but I do not blame the farmer. Farmers are not business men as a rule, and of course they are trying to buy as cheaply as possible. They sometimes go astray in their judgment, but, after all, you will find that state of trade and the prosperity of the country in general depends to a great extent on the farmer. The 10 per cent. reduction on stamped ware may affect the manufacturers, but they get all their raw material in free, and have not got much to kick about. Wire, galvanized iron and Canada plate, are all in our favor. We have had a little better demand for some early spring lines, and there is a little paint selling every day."

SAFETY EJECTING REVOLVER.

WE herewith give an illustration of the "Columbian" Automatic Ejecting Revolver, which is being placed on the market by H. S. Howland, Sons & Co., Toronto. It has an automatic shell extractor and safety catch, making an



accidental discharge impossible, and is adapted to Smith & Wesson central-fire cartridges. All parts are steel and interchangeable; the barrel and working parts are drop forged. The cylinder is locked when the hammer is up or down, and the barrel catch is the strongest and simplest made.

THE SOURCE OF ALUMINUM.

IT is true that every brick in a house and every bank of clay contains a considerable quantity of that beautiful metal, aluminum. In commenting on this subject, a scientific writer says that science has not yet discovered any economical way of extracting the metal from clay, because in the form it there exists—namely, aluminum oxide—it is combined with silicon oxide, and these two substances behave like a pair of Siamese twins; they are so strongly bound together, it is next to impossible to separate them. Therefore, in the production of aluminum, chemists do not use clay, but turn to some material which contains the oxide of alumina free from silica. The best material is a mineral known as cryolite, which comes chiefly from Greenland. It is a double fluoride of aluminum and sodium and an artificially prepared sesquioxide of alumina; these are suspended in a bath of molten chlorides of the alkaline earths and then subjected to electrolysis by powerful dynamos. The sodium salts are decomposed, the metallic sodium seizes eagerly upon the oxygen that was in combination with the aluminum, and as a result the white metal aluminum is freed and settles to the bottom.

POINTS FOR CLERKS.

EMPLOYEES who do the most things in the best way will keep their places, and sometimes small things show character as well as more important ones. Here, according to an exchange, is the experience of a New York business man. Let every careless clerk apply the principles to his own conduct and see if he cannot profit thereby:

"I had two office boys whose main duty it was to bring me notes or cards that were sent in to me, or to fetch things that I wanted to use. One of those boys, whenever I sent him for a book or anything heavy, would walk rapidly by my desk and toss it indefinitely toward me. If it happened to miss me and land on the desk, it was all right. If it fell on the floor, the boy always managed to fall over it in his eagerness to pick it up. Then, if he had a letter or a card to deliver, he would come close up to the desk and stand there scanning it with minute care. This being concluded, he would flaunt it airily in my direction and depart.

"The other boy always came and went so that I could hardly hear him. If it was a book, inkstand, or box of letters, he would set it quietly down at one side of the desk. Letters and cards were always laid, not tossed, right where my eye would fall on them directly. If there was any doubt in his mind about whether he ought to lay a letter on my desk or deliver it to some other person in the office, he always did his thinking before he came near me, and did not stand annoyingly at my elbow studying the letter. That boy understood the science of little things."

PLOUGH MEN AND THE TARIFF.

A SPECIAL general meeting of the Canadian Ploughmakers' Association was held in the Queen's Hotel in Toronto, on Tuesday, to consider the effect of the new tariff on their industry. A number of implement makers also attended the meeting by invitation, there being in all 18 firms represented, including all the principal firms in the Dominion. H. Cockshutt, Brantford, president of the association, occupied the chair. Those present were unanimous in their condemnation of the new tariff. It lowers the duty on their finished products to 20 per cent., but makes no corresponding reduction on their raw material, so that the American manufacturers are given an advantage. In the Northwest especially the trade of the Canadian manufacturers will, it was agreed at the meeting, be greatly injured, as the freight rate of 25 cents per hundred pounds gives the Americans a marked advantage over the Canadians. The reduction in the tariff will, on the other hand, not benefit the farmers materially, as the retail prices will scarcely be affected by the change. A series of resolutions were passed at the meeting, the text of which will not be made public, but they embodied the opinions above given. It was resolved to urge the Government to grant relief from the present state of affairs, and a deputation consisting of Messrs. Cockshutt; H. W. Fleury, Aurora; Copp, Hamilton; and Frost, Smith's Falls, was appointed to wait upon Mr. Foster in regard to the matter.

TRADE SALES.

The sales of the estate of Bigg & Co., of Brockville, attracted a large number of buyers to Suckling's auction rooms, Tuesday. The first parcel consisted of the general dry goods stock, amounting to $9,820 and was sold to Herman Sheppard, of Brockville, at 71½c on the dollar. The same gentleman also purchased the stock known as "The Fair," amounting to $4,115, at 41½c. on the dollar. Mr. James Veale, of this city, brought in the crockery stock at 71½c. on the dollar. The interest centred in the sale of the real estate, which was sold for $14,500, subject to a mortgage of $12,000. Mr. W. F. Parker, of Brockville, was the purchaser. The general dry goods stock of Ansly & Co., of Aylmer, was sold to Barrett & Co., of Tilsonburg, at 40c. on the dollar.

GLASS WORKS CLOSED.

THE Hamilton glass factory will close on Saturday night, and the Burlington glass factory will follow suit in a few weeks. Manager Watt said he did not think that the factories would be permanently closed, but he found fault with the tariff. In an interview with the Herald he stated that he was confident that the factories could not be operated on the same basis as before. He regretted that such was the case, but with the present tariff they could not continue operations. The company, he said, did not wish to have a large stock on hand, owing to the condition of things in the States, pending the result of the Wilson bill. At present the factories which are stocked are sacrificing their goods, and selling them cheaper than it is possible to manufacture them in Canada. The prices, he said, are ruinous to the Canadian trade. The Burlington factory, Mr. Watt said, would continue for about two weeks, to complete the orders on hand at present.

The recent cold snap that swept over the North American continent a few weeks ago appears to have done much damage. In the Southern States, where the buds of the fruit trees were more advanced than usual on account of the warm weather, much injury has been worked, the peach trees being particularly heavy sufferers. In Canada, as far as can be gathered, little or no damage has been done the fruit trees, the buds not having developed sufficiently. Fall wheat, however, has suffered materially, it is said.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

OUR SALES OF

"BURHAM" Portland Cement

For the past 8 months have been

25,499 CASKS.

"BURHAM" Brand outranks all others
Try it and be convinced. . . . .

Sole Consignees for Canada,

McRAE & CO., OTTAWA

Lucas Greens rest the eyes
Lucas Greens quiet the mind
Lucas Greens are permanent
Lucas Greens equal nature's greens

WRITE FOR SAMPLE CARDS

John Lucas & Co.
Manufacturers
Philadelphia
New York
Chicago

MUNN'S LIQUID GLUE

IS THE BEST.

THE ART METROPOLE, Agents.

131 Yonge Street, TORONTO.



STANLEY'S PATENT

HAND-Y LEVEL.



The shallow grooves along the two sides of this Level give the owner an excellent grip on the Tool. In climbing ladders, walking on stagings or on the frame of a building, the peculiar form of the Level imparts a feeling of steadiness to the workman who carries it. For ascertaining a Plumb, it can be brought to a perpendicular position with remarkable ease and accuracy.

No. 16. Hand-y Plumb and Level, Cherry, Polished and Tipped.....$1.25

Manufactured by THE STANLEY RULE & LEVEL CO. New Britain, Conn.

SOLD BY ALL HARDWARE DEALERS.



RAZORS

Pocket Knives
Butcher Knives
Table Cutlery
Carvers, Etc.

Bearing the mark of the Fox Cutlery Manufacturing Co., are equal in quality and finish to anything manufactured. Import orders now being booked by

Painchaud, Squire & Co.

SOLE AGENTS

THE GASOLINE STOVE TRADE.

A correspondent of Metal Worker writing from the West calls attention to certain practices in the gasoline stove trade that deserve the serious attention of the retailers. His letter is as follows :

Two questions are now agitating the manufacturers of gasoline stoves. The first is the smallness of the orders being received by them, and the other is the cancellation of orders for stoves already placed. Treating the first complaint from the manufacturers' standpoint, we find that many concerns who have heretofore ordered in large quantities, some even being carload buyers, are now taking one-half to one-third of the amount ordered last year, yet the difference in the total number sold by retailers this year is not likely to be very much, not more than say ten per cent. Dealers, however, are sending in orders that are 25, 50 and even 60 per cent. less than last year. When the active demand sets in the retailer will find himself short of stock, and will send in his order requesting immediate shipment. Right here is the important point. He cannot secure immediate shipment, as gasoline stoves are not made in a day, and should the demand prove greater than last year there will be a great many disappointed retailers throughout the country. Gasoline stoves have now reached a point of practical perfection so that they can be carried over from one year to another without losing their value, and it is only justice that the dealer should bear his share of the burden.

Cancellation of orders is the second complaint made by manufacturers and is one of the most aggravating annoyances with which they have to contend. As early as October, or immediately after the use of gasoline stoves is discontinued for the season, the manufacturers send out their traveling men, who book orders for delivery say six to eight months ahead. After the first of the year the manufacturer looks over his order book and calculates how many stoves will be required to fill his customers' wants. On the basis of the orders thus received he places his orders for material to be used in the manufacture of his stoves, such as tin plate, sheet iron, brass, bar iron, screws, rivets, and other materials too numerous to mention. After making all the necessary arrangements for turning out so many stoves, cancellations begin to arrive and continue throughout the season. It would be far better not to order a stove rather than order 100 and then cancel 75 of them, which is often done. Dealers evidently do not stop to think of the vast amount of trouble and expense to which they put the manufacturers, else many of them would cancel fewer orders than they now do. The manufacturers keep a record of those who make a habit of canceling orders, and as gasoline stoves are now sold by nearly all manufacturers to only one dealer in each town, whenever an opportunity presents itself these dealers are dropped and others agents appointed. Thus the dealer not only injures the manufacturers' but his own business at the same time. This is a question on which it would be well for the dealers of the country to ponder, and the more they study it the more pronounced becomes the justice of the manufacturers' complaints as outlined above.—Metal Worker.

CROWN ASBESTOS GRIDDLE.

THE accompanying cut gives an excellent idea of a griddle that is being put in stock by M. & L. Samuel, Benjamin & Co. The griddle is named the "Crown" and consists of a sheet of asbestos covered with a circular sheet of steel, which has a single bead around the outer edge, the whole held together by a corrugated tin



rim, crimped on so as to hold both firmly together. The handle is of wire, nickeled. The griddle is 9 inches in diameter, and is suitable for a number of purposes where the quantity required is not large, such as frying eggs, mush, hominy, cakes, etc. The placing of asbestos between the fire and metal prevents burning or scorching.

THE SHOPPER'S FRIEND.

A RETAILER who has evidently had considerable experience with buyers sends us, says Iron Age, the following regarding the disinterested friend who frequently accompanies a customer and who tries the patience of the salesman :

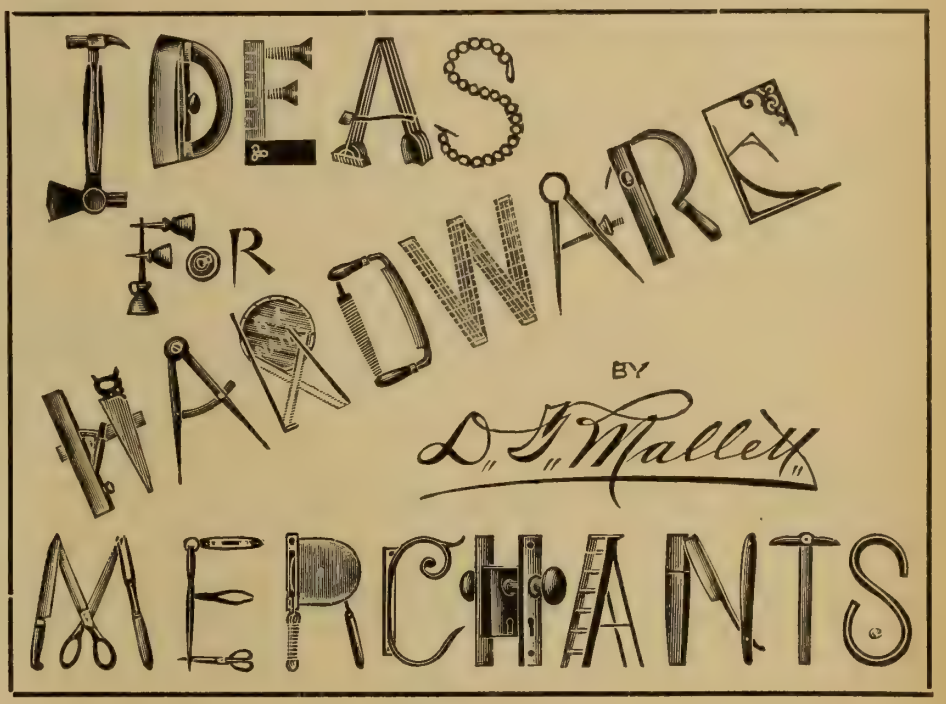
A salesman meets with a great many trying people in his daily experience, but the one that is the hardest to treat with smiling courtesy is the shopper's friend. Human nature is so constituted that we like to have the advice of a friend. A man is passing the store with a companion and our window reminds him that he needs a knife. He asks his friend to come in with him and I step forward to wait on them. I learn their mission and get from the intending purchaser an idea of the kind of knife he wants, which is quickly placed before him. Before he has time to examine it the friend reaches for it ; it is not at all such a knife as he would buy, for this or that reason, sometimes a sensible reason, but oftener a mere whim. "Haven't I got a knife so and so?" "Yes." I get out several knives of that kind, and am almost selling one when the friend (who has been studying the showcases) sees something entirely different and wants "George" to look at this. George looks at it, wants to examine it closer, and begins to consider the purchase of this. Before he reaches the point of saying he will take it the friend has seen another pattern that George must examine, and so it goes for an hour. Not seldom George goes back and buys the knife he asked for at first. Occasionally he will get so mixed up over the friend's recommendations and instructions that he will not buy at all, while, if he does buy, a great deal of time has been wasted by the busy-body friend.

But if the man and his friend are trying, what shall be said of the average woman and her friend? Time is no object with either of them. They have been in half a dozen stores already, and you know that the chances are ten to one that you will not make a sale now. But you put on your best smile and begin the show. The principal is trying enough, but, Oh, the friend! The meddlesome, ignorant friend! She scolds you for daring to ask her friend such a price ; she scouts your claims as to quality ; she knows a dozen places where her friend can buy the same goods at half the price. If you do make a sale you do it in spite of the interference of this annoying creature, yet as she goes out she tells you that she brought her friend to your store and are indebted to her for having made the sale. You have to pretend to believe this and to be under great obligations to her as you bow her out. Then you step on a tack and feel better.

A method of rendering paraffin oil or spirit lamps safe against accidental explosion or fire through being overturned has been devised by a man in London, Eng. It is, says an exchange, based on the principle of absorption, and consists in partially filling the oil chamber of the lamp with small pieces of a chemically prepared vegetable substance of a fine porous nature, which forms a soft spongy core. The remaining space in the chamber is occupied by a preparation of asbestos. The wick of the lamp is embedded in the absorbent materials, which retain the oil when it is poured into the chamber. The oil is conducted to the point at which the flame is produced through the wick by capilliary attraction in the usual way. There is thus no oil in the lamp in the form of a free liquid, and should the lamp fall and break, the oil will only be scattered about in the pieces of the core containing it.

You Lose More Than We Do

If you do not buy a copy of "Ideas for Hardware Merchants" at 50 cents . . . . . .



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Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

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For Iron Fencing, Bank and Office Railings and all kinds of Iron Work address

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Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
M.L.S. equal to Bradley		
I.C., usual sizes	$5 50	$5 75
I.X., "	6 75	7 00
I.X.X., "	8 00	8 25
Raven & P.D. Grades—		
I.C., usual sizes	4 00	4 25
I.X., "	5 00	5 25
I.X.X., "	6 00	6 25
I.XXX., "	7 00	7 25
D.C., 12½ x 17	3 75	4 00
D.X., "	4 75	5 00
D.X.X. "	5 75	6 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	3 35	3 50
I.C., special sizes	3 60	3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets		7 25
I.X. Terne Tin	9 25	9 50
Old process I.C.		13 00
" " I.X.		16 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
X.X., 14x56, 50 sheet bxs	6½c, 7c
14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½	6½
26 "	6¾	7
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 85	1 90
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 60
Hoop " "		2 60
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

½-inch	10½c
¾-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
5/16 "	2 35
⅜ " and thicker	2 25

Sheet Iron,

1 to 20 gauge	2⅜, 3
22 to 24 "	2⅜, 2½
26 "	2½, 2⅝
28 "	2⅝, 3

Canada Plates.

All dull	2 65
½ polished	2 75
All Bright	2 90

Iron Pipe.

Wrought 62½ and 5 p.c. to 65 p.c.
Galvanized, 40 to 45 per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4⅞
" 5-16 " "	4¼ 4½
" ⅜ " "	4⅛ 4⅜
" 7-16 " "	3⅞ 4
" ½ " "	3⅝ 3⅞
" ⅝ " "	2⅞ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass. single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 11¾ 0 12
Lake Superior	0 12¼ 0 13

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 22 $0 25
" round & square 1 to 2 in	0 20 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 15 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 16 0 17

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 18 0 19
" 35 to 45 " "	0 16 0 17
" 50 lb and above per lb	0 15 0 15½

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hara-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 05
Domestic "	0 04⅝ 0 04¾

Zinc Sheet.

5 cwt casks	0 05½ 0 05⅝
Part casks	0 05½ 0 05⅝

Lead.

Imported Pig, per lb	0 2¾ 0 03
Domestic "	0 02½
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 14 0 15
Standard	0 13 0 14
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 11½ 0 12
Other makes "	0 10½ 0 11

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4 75
No. 1 Do. "	4 50
No. 2 Do. "	4 25
No. 3 Do. "	4 00

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } " "	1 25 1 90
Canadian " }	
Paris Green, per lb	0 13½ 0 15
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal		0 69
Extra "		0 90
Brown Japan "		0 65
Brown Japan, Turpentine p. gal.		0 85
No. 1 Carriage "		1 30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 55½	0 57½
Boiled "	0 58½	0 60½

Turpentine (in bbls)

Selected Packages, per gal	0 48	0 50

Castor Oil.

Best, per lb	0 07⅞	0 08

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common, broken	0 10	0 11
French medal	0 11	0 13
Cabinet	0 13	0 15
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 17
Coopers	0 17	0 19

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, common, 15 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—	
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's per doz.	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

Per box	6 00	12 00

Axle Grease.

Per gross	6 50	14 00

Bath Tubs.

Zinc discount 25 to 25 and 10 p. c.
Copper, discount, 40 to 40 and 10 pc. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 pc

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 per cent.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking	9 00	
" 2, " "	4 50	

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 pc.,
Loose Pins, " 65 & 10 to 70 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	99	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 pc. } to 50 and 5
Plate dis. 50 pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns

Daisy, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	1	35
" No 2	2	70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	2	00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto FileCo., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	4	00

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1 20–25	2 40	1 75	....
26 to 40	1 40	2 70	2 00	....
41 to 50	....	3 10	....	4 50
57 to 60	....	3 40	....	5 00
61 to 70	....	3 70	....	5 50
71 to 80	....	4 10	....	6 25
81 to 85	....	4 50	....	7 00
86 to 90	....	....	....	8 00
91 to 95	....	....	....	9 00
96 to 100	....	....	....	10 00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary.	
st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	0 50

Picture Glass

Pilkington's ordinary.	
1st break	4 0
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	0 30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 88	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 45 to 47½ p.c. dis

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb 03 3-5 0 04½
Screw hook and hinge—

6 to 10 in., per set	0 00	0 04
12 up "	0 00	0 03

Per doz. sets

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis 50 to 60 p.c

Per doz. pairs

Spring	1 50	3 50

" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mortar, etc., discount 40 to 45 per cent.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 65
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.

Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 50 to 55 per cent.

Horse Nails

Canadian, dis. 65 to 70

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " " .. 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 27½ per cent. to 30 per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.
   Basis—50 to 60 dy..... 2 30
   40dy..... 2 35
   30 dy..... 2 40
   20, 16 & 12 dy..... 2 45
   10 dy..... 2 50
   8 & 9 dy..... 2 55
   6 & 7 dy..... 2 70
2. American Pattern Only from 4 to 5 dy 2 90
   3 dy. (lath)..... 3 30
3. Canada Pattern Only from 4 to 5 dy 2 80
   3 dy. (lath)..... 3 20
   3 dy. A.P. Fine 3 90

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 5 per cent. from List Jan. 8, '92 Extras as per List for special nails Terms, 4 months or 3 per cent. cash.
Brads & Moulding Nails, 75, 5 per c. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.

Poultry, 60 per cent dis.
Import 60, 10 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W. " 0 25
S. R. Seal.....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3¼ 3¾
Lanes, 33⅓ to 35 p.c. dis

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent. cash.
Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 50 and 10

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	7¾	9¾ 10
¼, 5-16, ⅜ in.....	8¼	10¼ 10½
Cotton, per lb.....		18 20
New Zealand.....		8½ 9
Russia Deep Sea, per lb..		12¾ 13¼
Jute ..... " ...		06¾ 07¼

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 35 to 37½ per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent. to 40 per cent
Cross Cut, Disston's, per ft. 35 to 55.
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H 70 " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 70 p.c. off

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ¼ or ½ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3¾ 4
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2 " " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 55 per cent
" tinned, dis. 57½ per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 60 per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 p. c to 65 p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 67½ p.c
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p c

Ties.

Cow, per doz 1 75 2 50

Tinner's Shears and Snips

P.S.&W., net list.
Canadian 10 to 15 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ p.c. to 35 p.c
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz..... 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9 00

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 50
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Annealed, annealed and oiled, galvanized 20 per cent. dis.
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal
Plus 10 cents f.o.b. Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 5¾ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in apart } 4 4½
" 4 " 4 & 6 " "
" Plain twist, all deld 3¾ 4
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points.... ..... 0 04½
Steel staples 0 03½ 0 04
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 85 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 5 to 70 and 10 p c
Standard, dis. 60, 60 & 10 p.c.
Coe's Genuine, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 .
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

Hard Wear Paper
FOR
Hardware Men

Manillas, Brown Wrapping,
Hardware Manilla . . .
Leather Manilla, Etc., Etc.

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SAW GUMMERS.

Price $15, complete.

Will gum any cross-cut saw ; anyone can work it. There is paying work for a saw gummer in every town, village or cross-roads in Canada

A. B. JARDINE & Co.

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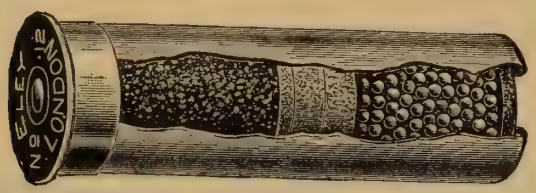
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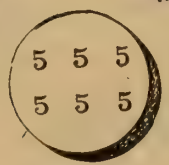
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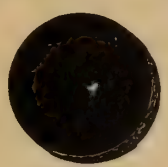

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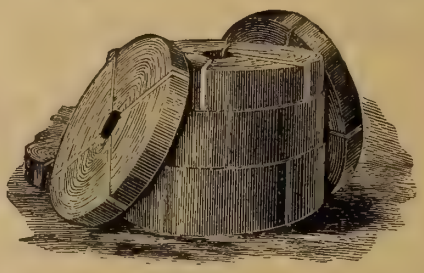
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61-63 FRONT STREET W., **Toronto.**

THE BEST
Lawn Mower
IN THE MARKET.

Improved for 1894.

10½ in. Wheel.

12, 14, 16, 18 and 20 in.

The
WOODYATT

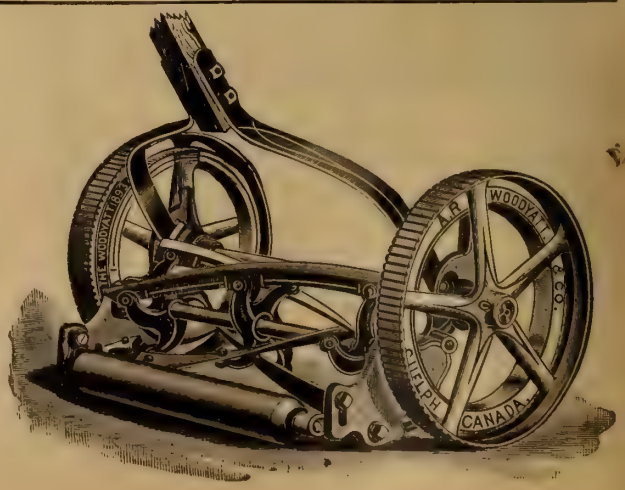
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" " Canada " 29th, "
" " United States Dec. 12th, 1893

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Manufactured by . . . .

A. R. WOODYATT & CO.

GUELPH, CANADA.



CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VI. TORONTO, APRIL 14, 1894. No. 15.

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EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

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A DOZEN styles of advertising matter sent with every order. The quality of Aspinall's Enamel is the standard and has never been equalled by its many imitations. **Used in Her Majesty's Navy.** No hardware or paint stock is complete without Aspinall's Enamel. If you are not already handling it send to us for sample card of colors.

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Fine Paints and Varnishes.

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"Resisto" Copper Range Boilers

BOOTH'S PATENT.

Guaranteed Hydraulic Pressure 200 pounds.

HANDSOME
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Cheapest Copper Boiler on the Market.

A SAMPLE ORDER SOLICITED.

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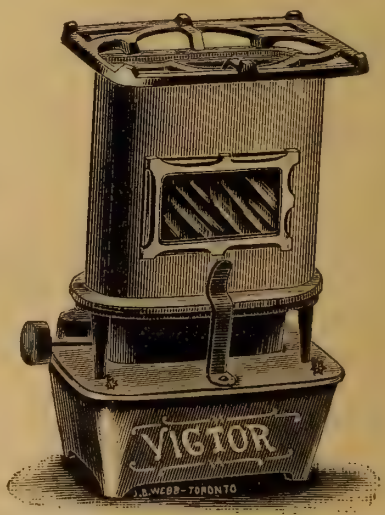
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. . . Toronto, Ont.

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Improved Patterns for 1894.

"VICTOR"
Iron Bottom



"DAISY"
Tin Bottom

One, Two and Three Burner, Ovens and Extension Tops, Finish First-class, No Smoke, No Smell.

Kemp Manufacturing Co.,

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J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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CORRESPONDENTS at the capital intimate, and gentlemen who have interviewed the Government corroborate, that a number of alterations will be made in the tariff before it has been finally dealt with. This will be necessary in order to remove certain ambiguities and misconceptions. That some such changes are anticipated by the Government is evident from the fact that certain stipulations are attached to the declarations required in passing goods through the Customs. Until the matter is definitely settled, therefore, it would be unwise for importers to calculate too closely upon present figures. There is many a slip between the cup and the lip, you know.

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Of the several industries in the United States none, as far as the metal trade is concerned, scarcely attracted more attention last year than that of tin plate. Since the Administration decreed that imported black plates dipped in the United States did not constitute home-manufactured tin plates, interest in this particular industry subsided Within the last few days, however, interest in the tin plate industry has been slightly revived by the publication of Special Agent Ayer's report regarding the production for the quarter ending December the 31st, 1893. As far at least as actual production is concerned, the results are satisfactory, taking into account the depression ruling in the United States. The report shows that thirty-nine firms manufactured 27,351,241 pounds of tin and terne plates proper, against an output of 27,145,480 pounds by thirty-five firms during the previous quarter. Of the output 15,907,669 pounds, or more than 58 per cent., were made from sheets rolled in the United States, and of this amount 15,309,009 pounds, or more than 96 per cent., consisted of the class of plates weighing less than 63 pounds to the 100 square feet. The quantity of American sheet iron and steel made into articles and wares terned or tin-plated was 1,244,707 pounds. This makes the aggregate output of tin and terne plate for the quarter 28,593,948 pounds against 28,198,293 pounds for the previous quarter. Three new companies made their first sworn returns. The production of black plates in the United States was 19,679,910 pounds. Of the thirty-nine firms, twenty-one used wholly American plates, twelve both American and foreign plates, and six used only foreign plates.

* * *

There has just died the head of a firm whose experience disproves the pessimistic assertion that a merchant or manufacturer cannot be strictly honest and attain success. We refer to Samuel Simpson, senior partner of the firm of Simpson, Hall, Miller & Co., the well-known silverware manufacturers. The firm of which he was the head put into its goods just what it professed to do, nothing more nor nothing less, and the confidence and reputation it now enjoys the continent wide is its reward.

* * *

It is a common boast of the people of the United States that they are more "go ahead" than the people of this country; and here and there a Canadian who has cast in his lot with them endorses this assertion. In part this may be true; but in some respects it is not. One instance of this is at the moment strikingly apparent. We have reference to the work of tariff reform. The members of Congress first undertook the practical part of this some six months ago when the Ways and Means Committee began to draft the Wilson bill. When the Democratic portion, or majority of the committee, had finished their labors, the result was made known to the public. Next the report was submitted, with a few unimportant changes, to the House of Representatives, and, with some slight amendments, duly passed. Then the bill went on to the Senate Committee, from whence it emerged some weeks afterwards in such a mutilated condition as to bear scarcely any semblance to the original measure. Since then it has been quietly awaiting its turn to be further dissected by the Senate; and when it comes out of that operation it will have to pass through others. All this time while the politicians are playing battledore and shuttlecock with the tariff the trade and commerce of the United States is kept in a feverish state of expectancy, not knowing what may turn up next during this long and monotonous work of tariff reform. In Canada, on the other hand, no one knew what changes were to be made in the tariff until the Minister of Finance revealed them during the course of his budget speech some two weeks ago; and the following day these changes took effect. The bill has not yet been finally passed, but it probably will be in a week or two, and what amendments are likely to be made will neither be general nor radical. When, too, it has passed through the customary legislative forms there is no likelihood of its being vetoed by the Governor-General, who acts only upon the advice of his ministers; and as the tariff reform bill is the handiwork of the latter—or at least one of them—it is improbable that they are going to ask him to kill their own offspring. In Canada four or five weeks from the day of its submission is all the time it will take to do the legislative work of reforming the tariff, while in the United States goodness knows when they will get through, for although they have been at it six months the end is not in sight yet.

COMPETITION IN BINDER TWINE.

HIGHLY interesting promises to be the competition this season between the legitimately made binder twine and the article produced by prison labor at the Central Prison, Toronto, and the Penitentiary, Kingston.

And the whip handle seems to be in possession of the regular manufacturers.

Notwithstanding the fact that the labor at the Central Prison factory costs only 50c. per day, the output last season practically entailed a loss to the Government, while the outlook for the coming season is less promising still. The raw material has been bought at a figure much in advance of what the regular factories are paying, while if the Central Prison is to compete successfully with the latter it will have to sell about 1c. per pound lower than last year. This will be the Kingston Penitentiary's first season in the twine manufacturing business, and it is yet to be demonstrated what measure of success will attend its efforts in this direction.

The Consumers' Cordage Co. evidently intend to act on the aggressive this season. At any rate they have just issued a circular to the wholesale trade in which they intimate that low prices will rule for binder twine during the season of 1894.

It would be just as well for the retail trade throughout the country to ask the company or the wholesale trade for figures before placing their orders.

REDUCTION IN BARBED WIRE.

A REDUCTION of a half a cent per pound has been made in the price of galvanized barbed wire, and ¼c. in plain twist and staples.

This will bring the price on all these lines down to 3½c. per pound delivered in Ontario or Quebec; terms, 60 days, or 2 per cent. off for cash.

For the Northwest prices have not been fixed.

The list on oiled and annealed and galvanized wire is unchanged, there having been practically no change in the tariff on these lines.

It is anticipated that with the lower prices on barbed wire, etc., the home manufacturers will be able to successfully meet competition from the United States.

TRADE IN THE STATES.

W. S. LESLIE, manager of the Toronto branch of A. C. Leslie & Co., Montreal, has just returned from a business trip to the United States. He visited Pittsburg, Cleveland and other iron centres in that country. When HARDWARE ran across him the conversation turned upon trade matters in the places he had visited.

"Well," he said, in answer to a question, "I found in most cases that the manufacturers were exceedingly anxious to get orders of any kind. The only lines in which I found any activity were wire and hoop iron. The wire makers were very busy with their spring orders; in fact unable to keep up with them. Other lines were as a rule very quiet."

"How did you find the mills?"

"A good many of the mills I visited were shut down in certain departments, but I do not think I came across a single mill that was completely shut down. There was one mill in Pittsburg that was in the hands of a receiver, but even it was running in some departments."

"What is the opinion over there regarding prices?"

"There is a difference of opinion among the American manufacturers," replied Mr. Leslie, as he leaned back in his chair, and clasped his knee with both hands, "as to whether present low prices are likely to continue after the tariff has been adjusted. But in any event we consider that they will be such that for many of the lines of iron and steel which have been previously imported from Great Britain by Canada we shall have to look largely to the United States. This will be so at all events for delivery in Western Ontario."

"What is the opinion of the manufacturers regarding the tariff?"

"Widely different. Those who are strong Republicans want to go right back to the McKinley tariff; and they assert that McKinley will be the next president of the United States. Others again do not object so much to a moderate change in the tariff as to the manner in which the work of tariff reform is being carried on. For some months they have been kept in a state of suspense, not knowing whether the changes will be radical or moderate, or actually whether there will be any at all by the time a final decision in the matter is reached. The uncertainty with regard to the tariff is the greatest drawback there is to-day to the trade of the United States," concluded Mr. Leslie.

SPRING IMPORTATIONS.

THE fact that freights from the other side of the Atlantic to Montreal this spring are comparatively low, is only another indication of the backwardness of buyers in Canada generally in providing for their summer's supply of heavy goods of all kinds.

In no branch of trade is this more noticeable than in iron and metals.

Of course the importations of Scotch pig, which in bygone years constituted the bulk of the ballast of the first batch of incoming steamers, are falling off more and more owing to the competition of Nova Scotian and American pig; but Canadian buyers have still to go to Welsh centres for their supplies of tin, Canada plates, etc.

Now Montreal agents one and all agree that this spring buyers have been more backward than ever, and the low freight quotations that are referred to above are no doubt a reflection of this fact to a certain extent.

In connection with tin plates this spring, it may be interesting to note that owing to unprecedentedly low prices makers at South Welsh points are forced to practice the most rigid economy in order to make both ends meet.

According to the Iron and Steel Trades Journal: The very necessary curtailment of expenses has been carried to extremities in the boxing departments at some works, and if both ends of the boxes were made to meet at the works, they were frequently very wide apart before reaching their destination. This matter came before the metal trade section of the Liverpool Chamber of Commerce last month, and a circular letter was sent to all the works stating that in the case of shipments made direct across the Atlantic, as well as via Liverpool, the boxes were frequently damaged, the plates even occasionally being delivered in 'bulk,' and that many weak boxes had to be 'coopered up' in the American ports before being forwarded; that while more careful handling by the shipping companies would diminish complaints at Liverpool, the chief remedy lay in the hands of manufacturers, and it was suggested that the latter should

use thicker and stronger boxes, secured with more and heavier nails, 1½ by 12 B.W.G. being recommended. The adoption of this recommendation was urged on the ground of competition with the superior style of packing practised in the United States. At a meeting of the Liverpool Chamber of Commerce last week it was reported that satisfactory replies had been received from some of the works, promising better boxes."

WOOD-RIMMED BICYCLES.

IT is necessary for the hardware dealer who has undertaken the sale of bicycles to take an interest in any innovation that may occur in the style of bicycles, and be able to discuss intelligently its relative merits.

The safety bicycle of 1894 has changed but little in general appearance from the 1893 pattern. There has been a tendency towards a higher frame, the long seat post not being found conducive to rigidity. The plain diamond frame has been more universally adopted by all makers, and the demand from riders seems to be a lighter wheel for road use as well as track. The consequence is that manufacturers have been using every available means to economize in weight without lessening the strength of their machines.

Perhaps the greatest innovation in this line has been the almost universal adoption of wood rims. Nearly all the leading manufacturers are placing wood rims on their wheels when so ordered, it having been practically demonstrated from use that wooden rims possess some qualities superior to metal. The wooden rims are represented to be not only lighter, but have a greater amount of spring and elasticity, and the property of resuming quickly its normal position, which is not always the case with wheels having metal rims. They are in the experimental stage, and many firms who speak favorably of them are backward in indorsing them.

Some of the perfections that are claimed for the wood rims by their upholders is that 2 lbs. can be saved in weight by the use of them; that they cannot be disabled by buckling, and that when trueing comes into play wood rims require none; also that the wood rims give more life to the tire. They state that as to climatic effect on them there will be no danger, as water-proof cement will protect them in most damp countries. This opinion, however, is not shared by all riders or dealers, many of whom do not hesitate in saying that their adoption is largely a momentary craze.

While there are certainly a class of wheelmen who will ride the wooden rim to be in the fashion, or for the sake of speed and lightness, we anticipate that the cyclists who do most of their riding on the uneven country road will wish to see them more thoroughly tested before they supersede entirely the steel rims.

Some wooden rims are built up, whilst others are of a single piece. The rims manufactured from a single piece are much inferior to those built up. The wood felloes with one single scarf joint are not to be recommended, but the built-up rim, which is more expensive, being hand made, and in six or seven circumferal sections, and are somewhat lighter, strength for strength, as against the hollow steel ones.

Mr. Hill, of Bostwick & Co., Toronto, speaking on the subject to HARDWARE, said: "One of the things to be feared in wooden rims will be their tendency to split at the edges when they strike stones. I fear also the effect of climatical changes. I see only two advantages that they have over the steel, that of not buckling, and their lightness. The only ones I think worth considering is the built-up rim. No, I do not think that the adoption of them is merely a fad. I think that they are an improvement over the ordinary steel rim."

The demand by many riders for the wood rims has compelled all manufacturers to place them on their wheels when so ordered, so if the agent's customer so wishes he can in all cases have them by previously stating the fact. Almost everyone is now interested in bicycles, and if he does not at present own a wheel, he is thinking of investing in one. Hardware men should sell them. The dealer's customers will see his bicycles and will buy of him, because they know his reliability, and new buyers of bicycles will be liable to give him their trade in other goods when they find that their wheels are what he has represented them to be. Never misrepresent.

An English syndicate has invested $150,000 in a gold property and two copper claims —the Copper mine and the Stemwinder in Greenwood camp and Bushard's gold claim on Boundary creek near the mouth of Cooper creek. They have ninety days in which to make the final payment, and are planning to do heavy work this season.—Nelson Miner.

HARDWARE'S Prize Competition

FAILURES in the hardware trade are not numerous. Yet there are failures; and just as long as there are, information as to how they may be avoided will be valuable. In order to secure the desired information HARDWARE has decided to offer prizes for essays on the subject:

Causes of Failure in the Hardware Trade, and How Avoided.

There will be three prizes: $20 for first; $10 for second; and $5 for third. To each of the five essayists ranking in order after the prize men will be given THE HARDWARE MERCHANT for one year. This will make EIGHT PRIZES in all.

The rules of the competition shall be as follows;

1. All the competitors must be devoting their whole time to some branch of the hardware trade.
2. No essay must exceed 2,500 words nor be less than 1,500. Neatness will not be regarded, beyond the point that the essay must be readable, and the paper written on one side only. The sheets must be fastened together and numbered.
3. The essay must be original.
4. Each essay must be signed by a nom de plume, and both the proper name and the nom de plume of the writer written on a slip and placed in a sealed envelope, which envelope must be addressed, HARDWARE MERCHANT, 10 Front street east, Toronto, and across the corner have the words "nom de plume." This envelope must be enclosed in another, so that no post mark will appear upon the former.
5. All essays must be sent in to this office not later than MAY FIRST, and awards will be announced as soon after as possible, and the prize essays will then be published in order.
6. As the competition is to encourage thought among merchants and clerks, professional writers will be excluded.
7. The judging will be done by disinterested merchants. The names of these merchants will be announced at the same time as the award.
8. All prize essays shall be the exclusive property of THE HARDWARE MERCHANT

THE TRADE IS GRAVITATING.

HARDWARE has often expressed the opinion that the bicycle trade belonged to the hardwareman. Now many hardware merchants are beginning to handle the "silent steed," and the trade is gravitating more and more into the hardware store with every season that passes.

An American manufacturer of bicycles, speaking on the subject to New York Hardware said: "We cannot say that we are in favor of hardwaremen handling bicycles as they know little about them."

This manufacturer may have been speaking of his experience in past years, if indeed he had given the subject secondary consideration before his opinion was asked.

The bicycle has found sale in the hardware store for the past two seasons, and with but few exceptions those merchants who handled them last season are resuming the sale of them this spring.

The lack of knowledge that they were accused of having, seems to have not been a bar to their success during the past season, and they know much more about them this year than they did last and will know a great deal more next. In fact the most successful bicycle salesman is not always the one that is possessed of the most mechanical knowledge, but he who has the most tact is most popular with local wheelmen, and takes the most interest in wheeling. With careful study of the catalogue, observancy, and the usual qualities necessary for the making of a live salesman, he stands equally as good a chance of success as any of his competitors in the trade.

Eternal vigilance is the price of business success.

ORIGINALITY IN NAMING GOODS.

WHAT is there in a name? This question is often asked, and many different answers to it are received. Some people are of the opinion that a name in itself does not amount to much. It is our inclination to say, "dem's our sentiments."

However, though a name is not everything, an original one is a good thing to bestow on a new invention or acquisition to the firm or family.

A good name is one that is suitable, and if possible, original, and one that conveys to the public some of the perfections of which the article or invention so named is supposed to possess.

There is a tendency to give similar or identical trade names to novelties, etc., placed on the market. For instance, we can buy "Excelsior" carpet-sweepers, razor strops, tea pots, pocket knives, and almost anything that is manufactured.

During the Columbian Exhibition everything that was manufactured seemed to have been named after Columbus. There were Columbus puzzles, Columbus nail-pullers, Columbus shovels; in fact Columbus goods without end. The numerous fakes and cheap articles with which the market was flooded under this name, has caused manufacturers to shun it now as they would a plague.

It is singular that manufacturers do not pay more attention to the naming of new goods. An original name is less liable to be confounded with other goods of the same class, and when once heard of will rivet itself more firmly in the memory.

Shun a name that is hackneyed, for you will invariably find that the country is flooded with cheap and worthless goods bearing it. While the name in itself may not be everything, still it performs its part, and when an article of good qualities is adorned with a catchy and original name there is no doubt that it does much to enhance the sale of it. A brewing firm recently offered a large sum as a prize for the most suitable and original name for a new brew of bottled beer that it intended introducing, demonstrating how some recognize the value of a name that is original.

A CREDITABLE HARDWARE STORE

AMONGST the many fine stores of of all kinds that the busy little town of Brampton boasts of, there are none that excel and few that equal the hardware establishment of Peaker & Son. On Saturday last a HARDWARE representative visited this store, attracted by the well-lighted and tastefully arranged show-windows, in one of which was displayed a complete assortment of brushes and mixed paints, which attracted much attention. The other was used for the purpose of exhibiting samples of the Star and Stearn bicycles, both of which the firm is handling quite extensively and successfully. Once on the inside it needed but a glance at the neatly kept shelves, and the extreme order of things generally, to see the business-like way in which things were conducted. The store was filled with customers, and Mr. Peaker's several assistants seemed to be taxed to their utmost capacity in supplying their wants. In the rear of the store there is stored tinware, house-furnishings, etc., while adjoining is a spacious warehouse, which is utilized for storing heavy hardware, nails, paints, etc. The firm does considerable jobbing in these lines, and also carries on a big coal business. This store will bear comparison with any of our city stores and s a credit to its proprietors and the town in which it is located. The firm has been established in Brampton for 31 years.

TALKS WITH RETAILERS.

"YES, we are making an early display of lawn mowers," said Geo. Pearsall, Yonge street. "Well, we are having an earlier demand in spite of the change of weather. It was the 24th of April when we received our first job for repairing last year, and we have done several this season already. I do not handle tinware, for I find that there is so much cheap stuff in this line sold to make it impossible to realize on the better class of goods. There are a lot of small articles also that the hardware merchant would be pleased to drop the sale of, but which he carries to accommodate his customers. Still there is a larger profit made on the sale of twenty dollars' worth of small goods than there would be on the same amount of nails, etc., but then, of course, there is more work attached to the sale of them. But it will be found all these little things mount up."

"This changeable weather is holding trade back, but it is fairly good under the circumstances," said Mr. Gibson, of Gibson & Thompson, Yonge street. "One good sign is the fact that we are not hearing so much 'hard times' talk. We are selling the Oxford Vapor Gas Range, and last Saturday night we had the one burner range lighted and in operation outside the store, and the larger size indoors. We must have had three or four hundred people in the store during the evening. They seemed well pleased and many enquiries were made. It will have to get finished snowing, however, before active buying commences."

"No, there has not been a great deal of improvement in house furnishings up to date," said W. H. Sparrow, George street. "It is perhaps a little early to expect any. You see people have not commenced house-cleaning yet. When they do, things will commence to move. I do not think trade is hardly as good as it was last year. There is one thing certain, however, the majority of the trade owe less at present than they did at this time last year. They are also owed less. The wholesale houses have been at their heels and they in their turn have been after their customers."

"There is no doubt that some dealers have been holding back their orders for certain classes of goods in anticipation of favorable changes in the tariff," said Mr. Aitkenhead, of Aitkenhead & Crombie. "Business has certainly improved lately. I think there might be some slight changes made in the new tariff bill, but I do not anticipate many. The bill has evidently been drawn up with great care, and will not be changed to satisfy the whim or pleasure of Smith or Brown."

GLEANED IN BRAMPTON.

"WE have had an excellent demand for paints and oils, and spring lines in general are going out nicely," said Mr. Peaker, of Peaker & Son, Brampton. "I think that profits are fairly good. You see we have not the competition that they have in Toronto. We do quite a large jobbing trade in heavy hardware, nails, etc. I expect a middling good season, but nothing over bright. There is a big credit trade run in Brampton and the vicinity, and collections are not very good just now. There is no doubt that profits are cut somewhat on staple goods, such as nails, barbed wire, etc., but on other goods a fair profit is realized. It is thirty-one years since our business was established here, and we are one of the best known firms in this part of the country. Yes; I have undertaken the sale of bicycles. I believe them to be essentially part of the hardware merchant's stock. We handle the Star and Stearn bicycle. We also do a large business in plated ware. I have nothing good or bad to say about the tariff. I am an out-and-out free trader. It will make no difference to us anyway. It is the consumer that pays the tariff."

"We have been in business in Brampton for 41 years, and have always kept on the surface," said Mr. Thayer, of Bright & Thayer. "Brampton is a brisk business town, and is surrounded by a good farming country. We confine our trade to tinware, stoves, ranges and genefal house furnishings. There are a few lines such as cheap tinware, etc., that are being sold at a very small margin, but there is not much tendency amongst local dealers to cut prices. We have been doing a pretty good spring trade, and it has improved a great deal lately. We are selling a few ranges, and house furnishings are commencing to move off. Yes, collections are pretty good in this quarter. We have a very good class of farmers around here. I have no fear but that the coming season will be a good one for the trade.

"No, I do not think the profits are cut as fine here as in some places," said R. Blain, Brampton. Toronto's rapid growth has affected Brampton somewhat. Hardware, however, is affected least of any line. The cheap railway fares induce a lot of our people to go to Toronto on Saturday's. There is quite a quantity of coal oil sold here, and a fair margin is realized on it. I have found this spring's trade certainly equal to last. Speaking of selling on a small margin for the purpose of enhancing large sales, I do not think that it meets with much success in the hardware business. It is different from the grocery or dry goods. Our sales are limited to a certain amount absolutely needed by the surrounding community, and our customers buy simply what they actually need and nothing more. People do not buy hardware as a rule because it is a bargain, and you cannot induce a man to buy two spades when he only wants one because you offer them to him somewhat cheaper. No, we have got to make our profits on the share of the business doing that comes our way. We cannot increase the demand by selling at a low figure. We have a first class farming community around Brampton, and I have found collections quite up to the standard. We have a few Patrons of Industry in the county, but no Patron stores. Spring lines are moving off quite briskly with the exception of builders' hardware, which is somewhat quiet. There will be some building done in town, but the most will be in the surrounding country. The tariff will not in any way affect the retail trade, in my opinion. The reduction on wire, cut nails and barbed wire may be a little in our favor."

NOT AFFECTED BY THEM.

"THERE is no doubt but that Toronto has been passing through that depression that usually follows a great boom," said Mr. Wilson, of McDonald & Wilson, Yonge street. "However, there is an improvement in trade generally. Speaking of cut prices and the department store system without prejudice, in my opinion there is but little to be gained by the public in general, and the laboring classes in particular, by dealing with these stores or encouraging the sale of goods at so low a price. To sell at such a low figure they must necessarily buy cheaply, and goods to be sold cheaply must be manufactured at a low figure. The manufacturer's profits are cut and he is forced to either reduce the number of his employees or reduce their wages. These stores employ less hands, pay them less money, and also pay less taxes to the city than an aggregate number of smaller stores doing the same amount of business would do. No, I do not think they are a benefit to the consumer. They do not affect us much; we have built up a good business, and there is no reason why we should not prosper." And McDonald & Wilson are right across the street from the largest department store in Toronto.

MECHANICAL KNOWLEDGE.

DO ironmongers, as a rule, lack mechanical knowledge? I am led to ask this question from a remark made to me a few days ago by a large cycle manufacturer, who was complaining that ironmongers did not cultivate the cycle business more, instead of letting the business pass into the hands of irresponsible men. My friend attributed their attitude to the fact that they had no mechanical knowledge, and he mentioned an instance of a cycle being sent to an ironmonger to have a damaged spoke repaired—"a thing," said the manufacturer, "any duffer could do." Whether the ironmonger was a "duffer" or not he did not do it, but sent the machine on to the maker, with the result that 8s. had to be paid for carriage alone. This ironmonger must have been a beginner or he would have called in some mechanic to do the work. A knowledge of mechanics is of immense use to ironmongers, and many, I am glad to think, possess it. It is very strange ironmongers have not embarked more in the cycle trade, for it is by no means an unprofitable one; but to be successful they must have a good showroom, and lay themselves out to effect any little repairs which a cycle is apt to require.

FIRST ELECTRIC CANAL BOAT.

ACCORDING to Electric Power, electricity has been employed for propelling the tow boats on the Bourgogne Canal, joining the rivers Seine and Soane, in France, for some time, and antedates the experiments on the Erie Canal. The French system differs from the American in that the motors are used to turn a drum over which runs a chain picked up from the bed of the canal, instead of directly turning the propeller. At each end of the canal are two water powers formed by the difference in the level between the rivers and the canal. These drive two Gramme dynamos, and the current is sent out over two trolley wires stretched along the canal. Each boat has two six-metre trolley poles of ordinary street railway type. The series motor on the boat is belted to a system of gears operating the drum. The length of the canal is 6,000 metres, of which 3,300 are under ground, and empty tow boats can make the journey in 45 minutes, taking 12 amperes. The heaviest lead yet towed consisted of 17 boats, carrying 1,500 tons, and ook two hours, the current consumed being 35 amperes. Ordinary loads take 20 amperes. The regulation of the current if affected by storage batteries, which also serve to take up the excess, and the turbines are electrically regulated from the generators. The superiority of this method over steam towage is already shown in the economy obtained both in expense of attention and of coal. It has entirely done away with the fireman, and the lockmen look after the hydraulic plants. The subterranean part of the canal is lighted by current taken from the trolley line. The tests made on the Erie show that a full-sized loaded canal boat was propelled at the rate of 2.65 miles per hour by 24.87 electrical horse power against the current in the canal and a strong head wind. In the opposite direction a speed of 4.24 miles per hour was attained with 26.21 horse power. It is admitted that the machinery was not well adapted for the purpose, and it is estimated that with more efficient machinery and with electrical plant for 200 canal boats, distributed over fifty miles of canal, working 210 days in a year, the cost would be about 10 cents per boat mile, with steam generating plant.

Hints for Retail Advertising.

PUBLICITY WRITING.

SOME PRACTICAL ADVICE ON BUSINESS WRITING—THE GOOD ADVERTISEMENT AND THE BAD—BREVITY THE SOUL OF SUCCESSFUL ADVERTISING.

NINETY-NINE per cent. of all advertisements contain from two to ninety-nine times too many words.

Some advertisers forget that their advertisements are not for them, for all advertisements are exclusively for the public.

It makes no odds how well an advertisement reads to the advertiser. He is supposed to be interested in his own goods and to be particularly impressed with them, but the public cares nothing for him, and his words may fall as flat as the page upon which they are printed.

An advertisement is for the public, and unless the advertiser makes it so it is acceptable to that public, his advertising space is worth less than it ought to be.

Poor advertising has paid, and always will pay, for give advertising any chance and it will bring return. It is simply a question of making advertising pay better. Foolish indeed must be the man who is satisfied with five or ten per cent. profit when one per cent. of extra effort will bring him twenty or thirty per cent. profit. If poor advertising pays, it is all the more reason that good advertising should be resorted to, that it may pay better.

The proof of the pudding may be in the eating, so the proof of conventional advertising may be in the return it brings, but conventional advertising never can pay as well as progressive advertising.

Because men put rocks in one side of the saddle bag, and meal on the other, and brought up a family, well fed and well clothed, and founded successful posterity, is no reason that the progressive men of to-day, who know better, should follow ancestral foolishness, even if such foolishness may not have wrought any direct damage.

These are days of fierce competition when most men have ability and know how to use it, and he who would sail at all must sail with a full head of steam, or be out-pointed in the race of business.

During the last few years advertising has assumed a position alongside of financial management, and is recognized as being as important as the goods themselves. It is being handled with the nicest care. Trained men of ability are giving their entire attention to its preparation. It has become a business, or rather a profession, recognized by every intelligent business man, on a par with law and physics, and whether one desires it or not, he must have it, for the business man who has never dabbled in law is not a business man, and the business man who has never found use for physic is too much of a phenomenon to be discussed, and he of no advertising seldom even crosses the tape of business.

Advertising is necessary, and so long as it is necessary it must be used to its full advantage.

Great indeed is the man who knows enough to say something, and then stop. Effective is the advertisement which makes one direct statement, and says no more. Where there are several statements in the same advertisement each statement is liable to counteract the force of the others.

If the public would only read a long advertisement one could send it a dictionary of his goods, and expect to get his money back.

One solid statement will be read and digested while ten equally solid statements will be forgotten. One thing at a time given with all the force the writer can command is all that the public will appreciate, and all that the advertiser has a right to give it.

Of course it must not be understood that descriptive matter need not follow bold headings. What I mean is that one direct headline statement is to be followed by as brief printed matter as possible, that the reader may have one point driven into him, and not driven out of him by counteracting other points.—By Nath'l C. Fowler, Jr.

THINGS TO REMEMBER.

THAT to find out what to buy and the best people to buy it from, you must look through the advertisement pages of Ironmongery.

That if you have a special line and want people to know it, every ironmonger and hardware merchant in the country receives a copy of each issue of Ironmongery. Also, that to post 8,000 circulars will cost you nearly £20, plus cost of printing and time and labor in addressing them.

That though you don't sell coals, every house wants coal scuttles : and fireirons are handy in the winter for use, and in the summer for ornament.

That fire-bricks are economical to householders, and that all ironmongers ought to sell them.

That if you don't make much profit out of lamps, the glasses often break and want renewing. Wicks and other fittings are not everlasting ; and if you don't keep oil, the colorman does; and if you neglect the lamp and oil trade, he gets all the business. That you ought to get all that trade, and can get it if you are smart enough.

That skates are wanted in the winter, and if you don't sell them now you'll have a lot of dead stock through the succeeding summer.

That you can sharpen knives and saws as well as sell them ; and if you have not got a repairing shop, and wish to succeed, you will find it pay you to start one.

That if you haven't got one there are persons not ironmongers who have, and that these smarter people will need files and solder, and a host of other things which you ought to keep. That you ought to let them know this.

That gas fires are cosy in the winter as well as in the summer, and you can put them in if you want the business.

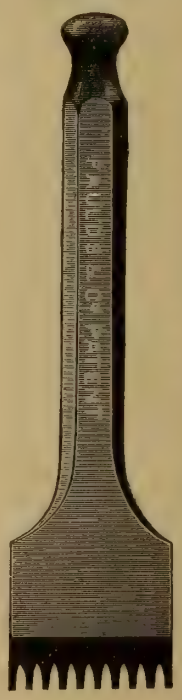
That if you don't watch new tenants entering houses in your neighborhood, the stores' man does ; and a printed card, with your name and address on it, ought to be sent once a year to every house in your district.

That if you don't tell people you are alive, they cannot be expected to know it.

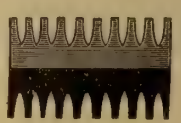
That attention and courtesy go a long way—especially with lady customers.—Ex.

LIGHT AND EFFICIENT.

IN a recent issue of HARDWARE it was intimated that Rice Lewis & Son, Ltd., had obtained the control of the Canadian patent on Fauld's Multiplex Stone Cutter. We are this week able to supply the trade with cuts of this tool. The Multiplex is unique in its construction. It is made of malleable iron, and the blades are adjustable and reversible, resting in the handle on a cushion of lead. Cut No. 1 shows the tool with cutter in slot ready for use; No. 2 the doubled toothed cutter, and No. 3 the reversible cutter with "drove" edge out. The great advantage claimed for the Multiplex is lightness combined with greater efficiency in work and relief from the annoyance of bad sharpening. It was invented in Scotland, where it is said to be used extensively; and if it has stood the test there it should be able to do so in this or any other country.



No. 1.



No. 2.



No. 3.

The Ontario Natural Gas Co. struck another big well the other day on the farm of Wm. Fleming, two miles east of Kingsville. It is said its capacity is 2,000,000 cubic feet a day.

CUT NAILS - WIRE NAILS

The **Best** Nails and the **Lowest** Prices.

H. S. HOWLAND, SONS & CO.,

Wholesale Hardware,

NEW LISTS
ON APPLICATION.

No. 37 Front Street West, **Toronto.**

TRADE CHAT

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

THE Bessemer medal of the British Iron and Steel Institute is this year to be awarded to John Gjers, of the Ayresome Works, Middlesbrough.

Mr. Carson's new hardware store, Pictou, N. S., is reported doing a splendid business.

The brass moulders at the Canadian General Electric works, Peterboro', have quit work, and the company are advertising for a foreman and moulders to fill the vacancies.

Have you tried the combination method of hardening by cooling first in water and then in oil, keeping the article long enough in the water for it to become hard before dipping it in the oil.—Ex.

Six of the leading steel casting companies of the United States have formed a combination known as the American Steel Casting Company, and have organized under the laws of New Jersey, with a capital stock of $4,200,000.

New machinery for the production of steel barrels is being erected at Barrow, Eng. The steel sheets which are used will be shaped by means of hydraulic presses when the metal is hot, and the half-barrels will be welded together by means of electricity.

The Pall Mall Gazette says the complete programme of the British Government in the expenditure for the ensuing financial year of £17,366,100 in the naval establishment, as announced in the naval estimates, involves the construction of thirteen ironclad warships, thirty-seven cruisers, sixty-four torpedo destroyers and six sloops. The estimates for 1894 exceed those of 1893 by £3,126,000.

W. P. McNeil, of New Glasgow, is at the Halifax. It will be remembered that some months ago Mr. McNeil's extensive implement factory was destroyed by fire, entailing a loss to Mr. McNeil of some $10,000. He kept right along, however, and by temporary arrangements continued the business without any loss of time. He is now preparing to rebuild on an extensive scale.—Halifax Chronicle.

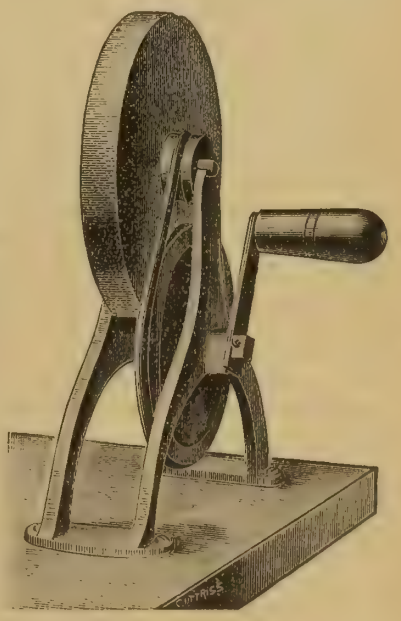
The N.S. Furnishing Company have sold the Baxter building on the north side of Prince street, purchased a few years ago by A. Stephen & Sons, and used by them as a store room and upholstering work room, to John Borton for $4,500. Mr. Borton will put in a plate glass front and will occupy part of the building with his plumbing business, renting the rest. This building is opposite the Y.M.C.A., and in it for some years R. Baxter carried on a furniture business.—Halifax Chronicle.

A report was current on the streets yesterday to the effect that the Massey-Harris Co. had made a general reduction in their staff and salaries. A Free Press reporter called on T. J. McBride, manager of the company, in the afternoon and received the following statement from him: "From various causes which we are not prepared to discuss at present, we have decided to cut down our staff both in Winnipeg and the country, and also to make a general reduction of wages."—Winnipeg Free Press.

Since the discovery several weeks ago of the presence of petroleum in a well of drinking water in Somerset, England, experiments have been made in the region, and the results show the existence of oil in many places in the district. Boring is still proceeding, and the experts think oil will be found there in abundance. If this is so, it will be a boon to the poor. British oil, now made from shale, cannot be produced as cheaply as oil made from liquid petroleum, hence a large proportion of Great Britain's burning-oil supply comes from the United States. Canada has not exported much coal oil in recent years.

HANDY FOR THE KITCHEN.

WE herewith give an illustration of "The Kitchen" hand-power emery grinder for which H. S. Howland, Sons & Co., Toronto, are having a good demand. This little machine is an improvement on the ordinary hand grinder because it develops a much higher rate of speed. As its name denotes, it is specially intended for an ordinary kitchen, for knives, etc.



WATCH CASH DISCOUNTS.

KEEP your cash discount well to the front, advises an exchange, advertise it thoroughly, put a notice in your window, have it printed on your bill heads and labels—in fact, give it a widespread publication, always keeping it well before your customer. One cannot ask directly for the cash as soon as the goods are selected, for some offence may be taken, and possibly your customer lost; but carefully point out the special cash discount given, and then, if a sensible man, he sees the advantage gained, and consequently he "pays up." There are customers who necessarily run a monthly or quarterly account, and for such, of course, you adopt the usual terms. Give strict attention to all such accounts, taking care to see they are paid when due. Of course, accounts should be rendered to the day, not kept a week behind time. If so, naturally the cash will be; and, on the other hand, it gives your customers a bad impression, appearing a matter of little importance as long as the account is sent in some time.

ORIGIN OF WIRE ROPE POWER TRANSMISSION.

THOUGH wire-rope power transmission is now common enough, its best-known application being found in the many cable street railroads, the origin of the system is less familiar. Engineering text-books generally state simply that the invention of telodynamic transmission, as it is preferably termed by them, is due to C. F. Hirn.

In 1850, it appears, there were some large factories at Logelbach, near Colmar, in Alsace, which had been standing idle since 1841. It was a question of starting these again as factories for weaving, but there was only one steam engine, and the buildings were scattered at considerable distances. It occurred to Hirn to drive one of the factories, at a distance of about 260 feet from the steam engine, by a steel band, used like an ordinary machine belt, on wood pulleys, about 6½ feet in diameter, and making 120 revolutions per minute. This band was about 2½ inches wide, and 1-24 inches thick, and was used for eighteen months, transmitting 12-horse power.

Then an English engineer, Mr. Tregoning, suggested the use of a wire-rope cable. A cable ¼ inch in diameter was procured and replaced the steel plate in 1852 The same pulleys were used, with a groove turned in the rim ½ inch deep. That cable worked for years, the pulleys, however, being replaced by iron ones. A second transmission, to a distance of nearly 800 feet, was soon erected, with pulleys 10 feet in diameter, with a cable ½ inch in diameter, running at a speed of about 50 feet per second, and transmitting 40-horse power. Supporting pulleys were used at the half-distance.

These transmissions are still working. Hirn confessed that his chief difficulty at first was the construction of the pulleys. It was not till he adopted a pulley with a dove-tailed groove, filled with gutta percha, that he felt the problem of wire-rope transmission to be solved. With these pulleys neither the pulley nor the cable suffered excessive wear.—Cassier's Magazine.

REMOVING METAL FROM THE EYE.

THE use of the electro-magnet for the removal of particles of iron or steel from the eye is becoming general, and an oval electrode has been devised by Dr. Knapp for this purpose, says Age of Steel. The use of a magnet immediately after an injury, where a chip of iron or steel has penetrated the interior of the eye always gives far more favorable results as to vision than when used later. Many cases are on record where large particles have been removed from the interior of the eye by the magnet, with a hardly appreciable impairment of the vision. Dr. Knapp recommends that in large injuries of the eye, where the presence of a piece of iron or steel within the eye is suspected, the physician should not hesitate to insert a magnet, as inflammation and loss of the eye will ensue if the foreign substance be allowed to remain. If, however, the injury shows but a very small opening through the eyeball, the intruding substance should first be located with the opthalmoscope, then the wound through the eyeball should be carefully enlarged, and the magnet inserted as close to the particle as possible. In this way, by cautious manipulation, the substance may often be removed with but little subsequent inflammation.

ZINCING STEEL BY ELECTRICITY.

FOR a long time the use of steel in many branches of industry, says a contemporary, was limited in consequence of its tendency to corrosion, but this material is so rapidly taking the place of iron for all kinds of constructional work, and is so largely employed in ship building, that the necessity of providing some means of making it proof against the oxidizing influence of air and water has become imperative. Such a means is at hand in a new electro-zincing process. Hitherto the zincing process has been both expensive and wasteful and difficult to manage. Articles were dipped in a bath of molten zinc, the zinc iron alloy, or dross of which often amounted to over 25 per cent. of the whole quantity of zinc used. This added considerable to the cost of galvanizing, and the large quantity of zinc, usually some 15 or 20 tons, which had constantly to be kept in a molten condition, entailed a heavy expenditure of fuel. The question of temperature has always been a source of serious trouble in galvanizing baths. Much money has been spent in the attempt to substitute ordinary electro zinc plating for galvanizing, but the experiments have not been successful, as the process was found to be too slow and costly, and the zinc coating deposited porous, the result being that the acid solution retained in the zinc deposit set up a galvanic action, which destroyed the protective coating, and there was great difficulty in coating articles of irregular shape. It is said that all these troubles are now at an end. By the electro-zincing process plates 18 feet long can be coated with ease, certainty, and the maximum adhesiveness. The articles are at first pickled, then passed through a washing tank, and afterward removed to the plating bath by means of an overhead trolley running on reels. An electric current is passed through the pickling bath so as to quicken the process, retain a smooth surface, and prevent any reduction in tensile strength. The process is very much cheaper than hot galvanizing, being about one-half in the case of plates, and, from the reduction in temperature, there is no distorting or warping of articles of small section.

MALLEABLE VS. WROUGHT IRON.

SUBSTITUTION of malleable for wrought iron in most of the hardware industries of the Black Country is, says Hardware, rapidly extending, with the results of rendering obsolete many of the old handicrafts of the district. Bits, stirrups, and spurs at Walsall, with their brilliant surface of nickel-plate, look as well in malleable as in wrought iron, and it is claimed that they answer the purpose just as well. Cast keys and bolts in the lock trade of Willenhall have practically ousted the old wrought articles. These and many other instances which might be cited help to explain why just now malleable iron-founding is one of the most thriving and progressive of Black Country industries, and with the new and economic modes of production brought about within the last few years, the price of malleable castings has been wonderfully reduced.

A tiny electric light fastened to the end of a pencil is a recent invention to enable reporters to make notes in darkness, and find the keyhole when they reach home.

THE CONSOLIDATED
PLATE GLASS
COMPANY OF CANADA (Limited)

HEAD OFFICE:
73 and 75 Wellington Street West, TORONTO

BRANCHES:
MONTREAL, 338 St. Paul St. LONDON. OTTAWA

FRANK J. PHILLIPS, Toronto, President.
WM. R. HOBBS, London, ALEX. RAMSAY, Montreal, } Vice-Presidents
Correspondence Solicited. Estimates Given
Special Discount to the Trade.

Brandram Bros. & Co.

ROTHERHITHE, LONDON, ENG.

Manufacturers of

BRANDRAM'S B. B. GENUINE WHITE LEAD

The Celebrated Brand

B. B.

BRANDRAM'S B. B. NO. ONE WHITE LEAD

White Lead

Noted for its Extreme Whiteness of Color, Purity and great Covering Property, rendering it specially suitable for Painting in Enamel White and other Decorative Work. To be had of all the Principal Importers in the United States, and for the Canadian trade.

Manufactured in Halifax, Nova Scotia

For samples and information apply to

HENDERSON & POTTS

Nova Scotia Paint Works, Halifax, N.S.

Star Cycle Works

Wolverhampton, England.



CYCLE RACK PATENTS APPLIED FOR.

FOR the season of 1894 these celebrated Cycles will, for the first time, be obtainable in Canada. Hitherto the entire output of our extensive works has been taken by the English home trade. Large additions to the works and plant have greatly increased our facilities, and we are now ready to supply the Canadian demand. Due consideration has been given to the importance of minimum weight, but we are not prepared to risk our reputation for RELIABILITY by committing ourselves to an extreme course.

We have adopted a larger diameter and lighter gauge of tubing in the construction of our Frames and Handle Bars, improved and detachable Brake-work, further improvements in Ball Head and Handle Bar adjustments, Dust-Proof Crank Bracket and Hubs, a narrow Tread in conjunction with improved Pedal Attachment and dished Chain Wheel, special patterns in Tubular Seat Pillar, Foot Rest, Step, Brake and Steering Lock; all chains will have Hardened Links and be of a higher class than heretofore; a neater and more effective Chain Adjustment; Chain Wheels specially milled to secure free running; Nuts reduced to a minimum of sizes, with Box-Spanner to fit same, parts interchangeable, high standard of finish throughout.

A. A. ALLAN & CO.

51 Bay Street. Canadian Agents, TORONTO.

LET US QUOTE YOU

CASTOR OIL

Toronto Lead & Color Co.

LIMITED.

A. ALLAN, Pres. J. O. GRAVEL, Sec.-Treas.

F. SCHOLES, Man. Director.

THE CANADIAN RUBBER CO'Y

Of Montreal and Toronto.

CAPITAL, - - $2,000,000.

MANUFACTURERS OF

First Quality Rubber Boots and Shoes, Superior Quality Rubber Beltings, including The Forsyth (Boston Belting Co.) Seamless Rubber Belting. For which we are Sole Agents and Manufacturers in Canada.



We hold the Patent and Right to Manufacture in Canada.

THE PATENT PROCESS SEAMLESS TUBE HOSE

We Make all Our Hose by this Process.

ASK THE MERCHANT YOU DEAL WITH FOR IT AND TAKE NO OTHER.

Rubber Packings, Valves, Gaskets, etc.

Head Office and Factory, Montreal. **J. J. McGILL, Man.**

WESTERN BRANCH:

Cor. Front and Yonge Streets, TORONTO.

J. H. WALKER, Manager.

DROP IN OIL AND TURPENTINE.

FOR the second time since the changes were made in the tariff, there has been a decline in the price of both turpentine and linseed oil.

The changes took place Wednesday. Turpentine is now quoted at 46c. Toronto, Hamilton, London and Guelph, with 2c. added for delivery at outside points, and linseed oil 54½c. for raw and 57½c. for boiled.

While, however, the market here is lower on turpentine, prices in the South, from whence we get our supplies, are advancing. And the reason thereof is reposed in the fact that the naval store factors in Georgia have formed a combination.

Advices from Savannah, Ga., received by a Toronto house, state that the organization is a powerful one. Every member is bound by an agreement and a money forfeit, and stands pledged not to sell spirits turpentine for at least six months at less than a certain price.

"That these men can carry the goods for six months there is no doubt," writes the correspondent of the Toronto house in question, "since they control over $1,500,000, and I believe they will stand by the agreement. Therefore as soon as the spring demand opens prices must advance, and in my opinion spirits turpentine is now at its lowest point."

A Toronto house that telegraphed to Savannah for quotations this week received the following message in reply: "Stocks light; market advancing; will quote later."

BIG DECLINE IN WRINGERS.

THE association controlling the manufacture of wringers has become demoralized; and there has been a big drop in prices in consequence.

The price of the "Royal Canadian" is now down to $29 per dozen, a decline of $7, with the usual terms of four months or five per cent. off.

The change in the tariff is the direct cause of the drop. Under the old tariff the duty was $1 each and 30 per cent.; under the new it is 25c. each and 20 per cent.

A FOUNDRY BURNED.

On Wednesday evening the machine shop of John Inglis & Son, Strachan avenue, Toronto, was badly damaged by fire. The fire is supposed to have started in the cupola of the casting shop, and the damage done was so general that it has been yet impossible to estimate the loss. It may amount to $5,000. The total insurance on the building is about $15,000, so the loss will be fully covered.

HORSESHOE NAIL MEN ORGANIZE.

HORSESHOE nails have been one of the few staple articles in the hardware trade which have not heretofore been controlled by an association. But it will be so no longer, the manufacturers having met a few days ago and formed themselves into an organization.

The first fruit of the formation of the association is an advance of about 20 per cent. in prices, the discount on "C" being 60 per cent., and on "B B" and "M" 60 and 2½ per cent.

The advance was unexpected, and caught the jobbers with light stocks on hand to fill orders booked.

"The horseshoe nail makers have not been making any money," said a jobber, "but I suppose they will now have an opportunity of doing so."

A PLUMBER KILLED.

D. W. Kinghorn, plumber, 97 Church street, Toronto, was thrown from the platform of a trolley car and instantly killed on Thursday, 5th. The car was turning the curve at the corner of King street and Wilson avenue, and when the car swerved Mr. Kinghorn was pitched off, falling between the motor and the trailer, the wheels of the latter passing over the lower part of his head and neck. The deceased, who was well known and respected, was about 45 years old, and leaves a widow and five children, the oldest being about 15 years of age.

MAKING WHITE LEAD.

J. V. Walton, of Bollihope Lead Works, near Darlington, has recently, according to an English paper, taken out two patents which are intended to counteract, if possible, the ill effects which frequently overtake people employed in the manufacture of white lead. The object of the patents is to dispense with the direct handling of the lead from first to last by workers of the Dutch process. This is effected by what the inventor calls "the tray system," which may be applied both to the "stack," where the blue lead is converted into the carbonate of lead, and in the "stove," where the ground white lead is dried. As it is in the "stove" and in the subsequent packing into casks of the dry white lead where the most poisonous effects are experienced, a brief description of the proposed new method may be of interest. The lead is transferred from the pots in the "stack," in which it has been converted into carbonate, by means of suitable tools, which avoid the direct handling of the lead, to boxes held in position on what are termed tipping trays. These are placed on trucks, which run into the grinding shed, where the boxes are unloaded by "tipping" into a hopper which feeds the grinding rolls. Each tipping tray is of a size to accommodate twelve or any other suitable number of boxes, which are clamped by crossbars or other means to keep them in position when the tray is tipped or inverted. The shed is built as nearly air tight as possible, is lighted from the sides and top, and has connected with its upper part an exhaust outlet to a fan, which draws off any dust that may arise in the operation of tipping, and leaves the atmosphere breathed by the workers untainted. The tipping is effected by causing the tray carrying the boxes to pivot upon a suitably supported horizontal axis at its front, and raising it off the truck by means of chain or other tackle attached to its rear—or otherwise applied to tilt it—until it is inverted over the inclined mouth of the receiving hopper. Water is sprayed upon the white lead as it is delivered to the hopper to prevent as far as possible the escape of dust, and to assist in conveying the white lead to the grinding rolls. The ground white lead is then filled into earthenware or copper pans, secured on trays, and transported to the drying stove. This is a shed with pairs of supporting ledges arranged in superposed tiers to receive the trays. These ledges may be fixed to the side walls of the shed and to intermediate posts, and two or more series of tiers can be arranged side by side. Beneath each series is a tramway, upon which run wagons for depositing the trays on removing them from the ledges. For this purpose each wagon is provided with an elevating table capable of being raised or lowered by a central screw, and in this way several tiers of ledges are brought within range of one wagon, several wagons of different heights being used. The loading of the drying stove is commenced by first raising the elevating table, so that the tray is just above the level of the uppermost pair of ledges, then running the wagon into the stove, lowering the table so that the tray rests on the ledges, and then running the empty wagon out. The operations are then repeated for placing trays on the ledges next below, and so on in succession. A turn table is provided opposite each entrance to the stove and sidings for the

THE ONTARIO TACK CO.
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton. Ontario.
8P

wagons not in use. The stove is divided in two stories, similarly arranged and worked, the trays being raised by a crane to the wagons running on the tramways of the upper story. When the drying is completed the trays are removed by running the wagons under them, and lifting them off the ledges, beginning, of course, with the lower tiers. The trays are then transported to the packing shed. This, like the one before described, is closed on the four sides, lighted from the top and sides, and provided with an exhaust by which dust particles are drawn off into a receiver. A tipping arrangement similar to that already described is provided, by which the trays are tipped so as to discharge the contents of the basins into a hopper. This hopper has a regulating slide, operated from the outside, by which the flow of the white lead into the casks placed to receive it is controlled. The empty and loaded casks are passed in and out of the sheds on trucks, and the cask while being filled is lifted by counter-weighted suspension gear, to which a tremulous motion is continuously imparted by a revolving cam shaft, to press the lead tightly into the cask. The suspension gear may consist of counter-weighted lever arms, carried by a sling attached to an overhead lever, upon which the cam acts, the arms being adapted to take under the bottom of the cask, and being so guided that they may be readily engaged or disengaged as required. The cask when filled is deposited on its truck, drawn out of the shed, and passed to the cooper to be headed up.

THE CYCLE MAN ON THE ROAD.

THE cheap man is traveling on the road selling bicycles, just as he is traveling and selling soap, baking powder, notions, dry goods or clothing, and his cheapness is just as often proved dearness as is the salesman for other lines.

In the present instance the traveling man was new; not only new, but unlearned in the material and construction of a bicycle. He had been a good rider, was a "good fellow," a member of "the push," knew what wheel suited his eye as to proportions, finish and lines, but he had never followed a piece of tubing through the factory from the receiving door to the retail room, and he was an easy target for the veteran and well posted agent he called upon.

"What gauge of tubing have you in your wheel?" said the agent, for a starter.

"What gauge?"

"Yes, what gauge?"

"Why, the regular gauge, of course," said the salesman.

"Well, which gauge, eighteen, twenty or twenty-two?"

"Eighteen, I think."

"What gauge tubing in the rear fork?"

"Same gauge."

"Are you sure it isn't a twenty?"

"It may be."

"What size balls do you use in the crank hanger?"

"Oh, we use just the regular size, same as other people do."

"How about the hubs?"

Then the agent picked up a grain of assertion and averred that their hubs were not the common cast-iron or "pot-metal" affairs used in cheap skates or Christmas hatchets, but were of chilled steel, chilled to a polar degree by a chemical process known only to the foreman of their machine shop and an ice company somewhere.

"How many balls in your head—the head of your bicycle?" said the agent.

"Oh, the regular number," said the salesman.

Then the salesman made another strike for supremacy and said: "Now, look there at that—or that—," directing attention to two wheels of a make different from his own, and which the agent had been selling on a pleasant fiction of his own, that they were as good as any made. "They are made up of all parts of malleable iron, with the commonest kind of brass brazing by ordinary forge fire heat. We use nothing but drop forgings in our crank hangers and fork crowns, and only the finest quality of tool steel in our bearing cases. In preparing the material of our bearings and bearing cases, we use a steel which is hardened completely to its centre by a chemical process peculiar to ourselves."

"How about your spokes?" asked the agent.

"They are the regular gauge."

"And the wheel base?"

"Oh, that's all right."

"Well, what is your wheel base? Is it forty-three or forty-four inches, and if not, what is its length?"

"Well, I think it is forty-two inches; at any rate, it is the regular length."

Then the agent took his innings and gave the salesman some pertinent advice. Said he: "My cycle friend, you seem to be able to vivisect and critically display the faults of all the wheels not your own, in an attempt to establish the superiority of your make of wheel. Let me advise you that you know precious little about the wheels you deride, and less about the one you so lamentably represent."

"The wheel you sell has No. 16 gauge tubing in the lower frame brace, No. 18 in the upper and No. 20 in the rear fork pieces. The balls in the crank bearing are five-sixteenths of an inch, the head measures nine and one-half inches from the upper to the lower bearing, the tubing is of the —— brand, cold drawn; the spokes are No. 16 wire gauge, and the bearing cases are not hardened by any ridiculous chemical process but by the tempering process, where your term 'regular' would fit very well. Now, go back to the factory and start again."

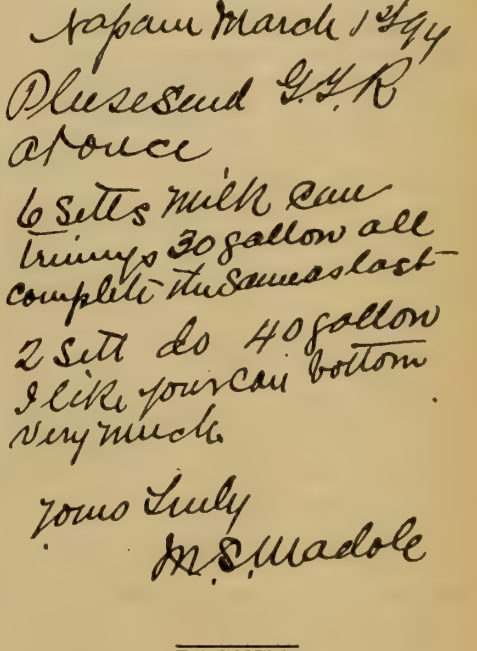
Cycle salesmen and traveling agent inspectors have many strange experiences recorded in their note books.

Those who look upon cycle salesmen—that is, successful ones—must not make the error of associating the idea of sport with the salesman's duties simply because his goods are used largely for sport. His life becomes as commonplace and his hardships as real as those of the drummer who has grown armor-plated with the results of rebuffs, poor hotels, late trains, washouts, blizzards and poor trade.—Carriage Journal.

Milk Can Trimmings

CREAMER CAN TRIMMINGS . .

This is a sample of unsolicited testimonials our new Patent Cheese Factory Can Bottom is bringing forth. Orders promptly filled.



THOS. DAVIDSON & CO.

MONTREAL.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, April 13, 1894.

HARDWARE.

THE tariff uncertainty is still a ruling factor, so that aside from a fairly good movement in some lines not affected the week has been a quiet one. The cut nail market and its unsettled position owing to very low offers being made is one of the more interesting features of the week. With the resumption of water communication and the final passage of the tariff, business is expected to increase in volume.

WIRE—The wire market does not reflect much life. A moderate quantity of barbed and certain guages of smooth wire for fencing purposes have been moving during the week.

ROPE—Business in rope is of moderate volume, fair sized lots both of sisal and manilla moving out. We quote : Sisal, 7¾c. for 7-16 and upward, and 8c. for smaller sizes ; pure manilla, 10c. for 7-16 and 10½c. for smaller sizes ; deep sea line, 14c.

CUTLERY—There is still a fair demand for assorted parcels of cutlery both in table and pocket cutlery. On the former, sellers are asking an advance this week consequent upon the change in the duties.

NAILS—The nail market continues unsettled in consequence of the low offers on cut nails to which we referred last week. The nominal basis for ordinary business is $1.90, but this it is claimed has been cut on to the extent of 10c. by western makers. The fact does not appear to have led to any general increase in the volume of business, for buyers are confused and don't know what to do. In wire nails the recent decline has led to some orders, but not to any great extent.

HORSESHOES—There is only a small movement to note.

BOLTS, NUTS, ETC.—A good sorting-up trade has been passing in bolts, nuts and copper rivets and burrs.

GREEN WIRE CLOTH—The movement in this material has continued fair, the volume of trade being fully equal to that of last week.

CHAIN—There is a fair demand for trace and coil chains, which move well in small lots.

TACKS—There has been some slight improvement in tacks, but hardly sufficient to be appreciable.

WARE—Both common iron and enamelled and agate ware continue in good demand.

SPORTING GOODS—Have been rather quieter, only a few small orders for guns coming in.

TOOLS—Carpenters' tools are in fair demand, and there has been more doing in spades, shovels, and other lines on country account.

BUILDERS' SUPPLIES—Rather more business is to note in roofing paper and other lines of building supplies.

PLUMBING SUPPLIES—There is no special activity to note in this branch, though a few more orders are coming in this week than last.

NAVAL STORES—The naval store market continues quiet and prices are unchanged at last week's level. We quote as follows : Turpentine, 48 to 49c. ; resins, $2.50 to $5, as to brand; coal tar, $3.25 to $3.75 ; cotton waste, 5 to 7c. for colored, and 7 to 10c. for white ; oakum, 5½ to 7½c. ; and cotton oakum, 10 to 12c.

METALS.

The metal market remains quiet, as in most lines, as noted last week. There is a fair quantity of material due to arrive by the first steamer, and importers evidently think it is sufficient for the time being, for they are not doing any business in this connection just now. In bar iron prices continue unsettled, as we noted in our last, and cutting is spoken of, while it is claimed that considerable quantities of American bar iron are being placed at Western Ontario points. The only other changes are in copper, which is lower, and spelter, which has recorded another advance of 25c. on spot.

PIG IRON—There has been little activity to note in pig iron. Business in Scotch pig for importation is small, some small lots of Summerlee being taken at about equivalent to our quotation laid down. In Nova Scotia iron a few fair sized lots have been placed west at quotations. We quote : Summerlee, $19 to $19 50; Eglinton, $18 ; Carnbroe, $18; Ferona, $16.75 to $17, and Siemens, $16.50 to $16.75. There is little or no Langloan offering, but it is nominally the same as Summerlee.

BAR IRON—The fact that sellers have been offering lower prices, as we noted last week, in this line does not appear to have induced much activity. Nominally $1.75 is the basis for small lots, but this has been cut on, it is claimed, in some cases.

SHEET IRON—This line continues much the same. We quote : Black sheets, $2 40 to $2.60, and Russian sheet iron 10½ to 11c.

HOOPS AND BANDS—Some fair sized lots have been moved at $2 30 during the week, but the market is far from being an active one.

STEEL—Remains quiet and prices do not show much change. We quote : Best cast steel 10½ to 12c. ; sleigh shoe, $2.40 ; spring, $2.50 ; tire, $2.50 to $2.75, and round machinery steel, $3.

..Heavy Steel Plate Ranges..

Nos. 8 and 9 4 Holes Oven 16x20
Nos. 8 and 9 6 Holes Oven 18x20

These are made after the most improved patterns, and embody every good point up to date.

The McClary Manufacturing Co.

London. Toronto. Montreal. Winnipeg. Vancouver.

Clarkson & Cross

ACCOUNTANTS . . .

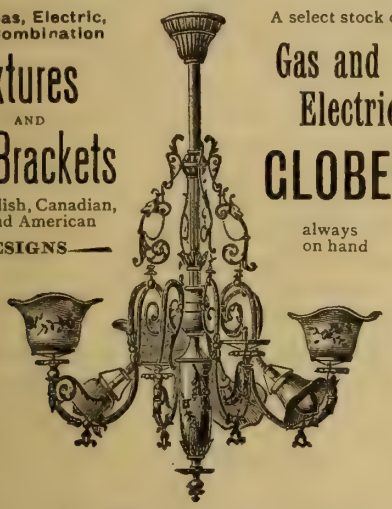
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26 Wellington St. East, TORONTO

Gas, Electric, Combination

Fixtures AND Brackets

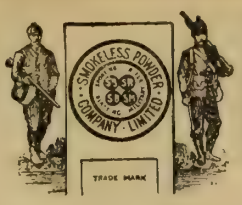
English, Canadian, and American DESIGNS



A select stock of Gas and Electric GLOBES always on hand

JAS. BARWELL, 88 Bay Street, Toronto

Drawings and prices on application.
The trade supplied.



SS. SMOKELESS POWDER Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.

429 Board of Trade Building
MONTREAL, Agents.

SEND FOR PRICE LIST.

PARIS GREEN Takes a Tumble

Buy it at your own figures. Combination prices broken.
What caused it? -- Read below:

A BONANZA FOR DEALERS

Church's Potato Bug Finish

READY FOR USE DRY NO MIXING REQUIRED

Sticks to vines and finishes the whole crop of Potato Bugs with one application. Also kills Curculio and Tobacco Worm. The only safe way to use a strong poison. Cheap.

NO MORE WATERY POTATOES
WORTH ITS COST AS A FERTILIZER
DOES NOT INJURE THE VINES

WAIT FOR OUR TRAVELERS, WHO WILL TELL YOU ALL ABOUT IT

Alabastine Company, Paris, Sole Manufacturers.

HILL & FORBES, 327 ST. JAMES ST., MONTREAL: Agents for the Province of Quebec.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, TORONTO

ENGLISH HOUSE: SAMUEL, SONS & BENJAMIN
164 Fenchurch St., London, E. C.

Harvest Tools, Spades and Shovels

Send sample order for Columbus brand.

Lawn Mowers
Garden Tools

Hose Reels
and Sprinklers

MONTREAL MARKETS—Continued

GALVANIZED SHEETS—Business is quiet both for imported and from stock. On the former account there is quite a quantity due to arrive here by the first three steamers, and buyers are satisfied for the time being. Present stocks here are not large. We quote: 4¼ to 5c. for ordinary brands; Morewood, 6 to 6¼c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., and the usual extra for larger sizes.

TIN PLATES—Importers have quite a quantity of stock on the first steamers, and are now holding off, while the movement from second hands also is quiet. There is no change in prices, cokes ruling at $3 to $3 25, and charcoal $3.50 to $4.

CANADA PLATE—Business in this line is small and the market featureless. We quote: $2 40 to $2.45, as to grade.

TERNE PLATES—No activity to note either for importation or from stock, and prices remain $7 to $7.25.

COPPER—In consequence of the change in the tariff the lower prices that we intimated the week before last are now in vogue, and there have been sales at 10c.

TIN—Rules quiet and unchanged at 18 to 19c.

SPELTER—The strength in spelter that we noted a fortnight ago has been fully maintained since. Prices are firm and higher in consequence at $4 50 to $4.75, another advance of 25c.

ANTIMONY—There is no change in antimony, which rules dull at 10½ to 12c.

LEAD—Continues quiet and featureless at $2.75 to $3 for pig; and sheet lead $4 to $4.25.

SHEET ZINC—No change in prices to note, and business of small dimensions at $5 to $5.25.

CEMENT.—There has been a fair enquiry for cement during the week and quite a few orders for future delivery were booked. There has also been a fair demand on spot and sales of car lots have transpired at $2.05 to $2.15 for English brands, and $1.90 to $2 for Belgian. The demand for firebricks has been good and a number of sales are reported at $18.50 per 1,000 as to brand.

PAINTS AND OILS.

The chief feature in the market has been the cutting in the price of white lead, and values as a result are unsettled. Though this is the case, however, we give our old range, for there are houses which refuse to meet this cutting unless actually compelled to do so from fear of losing a good customer. They do not solicit business at $4.50, however. We quote: Choice brands of white lead, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots, raw, 59c., boiled, 61c.; steam refined seal oil, 46 to 47c.

GLASS.

There is no change in glass, business being fairly active, with quite a good quantity of stock to go forward as soon as communication by water is established. We quote: $1.25 for first break; $1.30 second break, per 50 feet; $3 25 for first break per 100 feet; putty in bulk, $1.85.

PETROLEUM.

The petroleum market has been unsettled during the week, owing to the fact that some jobbers have been offering at 11c. delivered. This of course means a loss, for it costs 11¼c. in the shed. We quote: Canadian refined at 11¼c. in shed at Montreal, for round lots, and 12c. for small quantities. American petroleum, 16c. in car lots, 16½c. in 10-barrel lots, 16¾c. in 5-barrel lots, and 17¼c. for single barrels, net cash; American benzine, 23 to 25c; Canadian benzine, 10¾c. Petrolea; 12¾c. Montreal.

HIDES.

Jealousy between one or two dealers unsettles the hide market. One dealer, in order to try and put another out of the market, has advanced prices again this week another ½c., now paying 4c., 3c., and 2c. for Nos. 1, 2, and 3, and selling at 3½c., 2½c., and 1½c., which shows a loss of ½c. per lb. on every hide he puts out. The receipts have been light, and the market on the whole quiet for this time of year. In lambskins the feeling is steady, at 75 to 80c. each. Calfskins are dull and unchanged at 5 to 6c.

TALLOW.

Demand for tallow has been fair and sales have transpired at 6¼ to 7c. as to quality.

WOOL.

No business of any importance is to note. We quote: Cape, 14 to 15½c.; Canadian fleece, 17 to 20c.; B. A. scoured, 26 to 34c.; pulled wool, supers, 20 to 21c.; extras, 23 to 26c.; and Northwest wool, 11 to 12c.

MONTREAL TRADE NOTES.

There have been offers of petroleum delivered at ¼c. less than the actual cost in the sheds here.

Importations of lead pipe from England are looked for in consequence of the change in the tariff, but none are spoken of yet as matters are still uncertain.

Coke tin plates have been offered at $2.70, laid down here by the first batch of steamers.

The circular sent out by a leading house here offering white lead at $4.50, has unsettled prices on the article, but the majority of the trade stick to the regular quotations unless there is absolute danger of losing a good customer.

Orders for round lots of cement for spring shipments have been booked at 5 to 10c. under the regular quotations now ruling on lots from stock.

A. C. Leslie & Co. have arranged with a number of leading firms in Pittsburg and elsewhere in the States to handle their goods, and are now in a position to consider offers and enquiries regarding leading lines of American iron materials.

CORRUGATED IRON
ILLUSTRATED CATALOGUE FREE
METALLIC ROOFING Co
MANUFACTURERS TORONTO

A leading commission house here have between the first and second steamers from Bristol this spring some 10,000 boxes of tin, galvanized plate, etc.

The only change in the last fortnight in private cable advices to commission men here in regard to Canada plate has been a decline of about ⅓d. per ton.

W. H. Cottingham & Co. have been putting up a lot of fine poster work in the city, calling attention to the merits of Aspinall's well-known enamels.

Mr. McMaster, of the Montreal Rolling Mills Co., is at present away on an extended trip to the different American iron centres.

TORONTO MARKETS.

TORONTO, April 13, 1894.

HARDWARE.

NAVIGATION opens on Monday and all is hustle and bustle around the shipping rooms of wholesale houses. Tinware is moving more freely than any other line at the moment, and there are a good many sheep shears going out. Barbed and plain twist wires and staples are lower, being now down to 3½c. delivered. As noted elsewhere, horseshoe nails are 20 per cent. higher. Wringers are considerably lower, but there are a good many going out. Tools are still in good demand, and the supply is ample. Payments are much as before.

WIRE—There is a great deal of oiled and annealed and galvanized wire going out. Barbed wire, plain twist and staples have all been reduced, the price now being 3½c. per lb. all round, delivered in Ontario or Quebec, and the terms are now 60 days or 2 per cent. cash.

ROPE—Is going out in large quantities. Prices are now: Sisal, 7-16 in. and larger, 6¾c.; ¼, 5-16, ⅜ in., 7¼c.; Manilla, 7-16 in. and larger, 9 to 9¼c.; ¼, 5-16, ⅜ in., 9¼ to 9¾c. Prices all net cash.

CUTLERY—Business in this line is still unsettled on account of the tariff changes, although there are a number of assorted orders being received. The local Customs authorities here rule that practically all cutlery used in connection with the table is table cutlery according to the reading of the new tariff, and are accordingly exacting a duty of 32½ per cent. Hoping that the Government will revise the duty in this respect, some of the jobbers have not yet changed their prices.

MARKETS—Continued

NAILS—Large quantities of cut and wire nails are going out on a basis of $1.90, with 5c. less for carload lots. An association has been formed by the horse-nail manufacturers, and prices have been advanced about 20 per cent., "C." being quoted at 60 per cent., and "B.B." and "M." at 60 and 2½ per cent. Stocks in jobbers' hands are light.

GREEN WIRE CLOTH—Is going out nicely especially on Northwest account. Prices are unchanged at $1.85 to $1.90.

SCREEN DOORS AND WINDOWS—The supply is nearly exhausted, but there will be further shipments.

TACKS—Much as before, demand being fairly good.

CHAIN—Coil chain is in good demand and stocks of trace chain are depleted.

HORSESHOES—There is a fair movement in ordinary quantities at unchanged prices, namely, $3.80 Toronto and $3.85 London.

WARE—Peerless and Eclipse wares are in good demand; fair sales of white ware are reported, and a good business is anticipated. There is not much doing in blue ware.

LAWN MOWERS—Some good sales have been made during the week, but it is still early for business to be active.

SPORTING GOODS—Business is quiet, but an improvement is looked for shortly. There has been a reduction of 5 per cent. in Dominion cartridges, cartridge cases, paper shells and primers.

PLUMBERS' SUPPLIES—Further improvement is to be noted in this line. A good many baths and boilers are going out.

IRON PIPE—There is quite a quantity of this moving, but while discounts are still quoted at 65 to 67½ per cent., according to sizes and quantities, these figures can be shaded.

BUILDERS' SUPPLIES—Are moving out nicely on country account, some large shipments having been made, but trade is quiet.

MILK CAN TRIMMINGS—Trade has slackened off materially, but a good many orders are being received for made-up cans, shipments of which are now being made.

CLOTHES WRINGERS—Prices have been reduced $7 per dozen on account of the changes in the tariff, the price now being $29 per dozen, with the usual terms of four months or five per cent. off. A good many are being shipped.

TOOLS—Garden and harvest tools are still going out rapidly, although there is a lull in the demand for garden rakes.

HINGES—"T" and strap and hook and screw are in good demand.

BIRD CAGES—There are still a few case lots going out, but trade in this line is not so brisk as it was.

METALS.

Many of the quotations are purely nominal, prices in some lines not having yet been adjusted to the new tariff, the trade awaiting final revision. There is not much doing, but an improvement may be looked for next week when navigation opens.

PIG IRON—A few sales of 25 and 50 ton lots of Nova Scotia iron are reported at $18.75, Toronto, for No. 1. Carnbroe could be obtained at $19.50 for import. We quote: Summerlee, $21 to $21.50; Carnbroe, $20 to $20.50; Siemen's, $18.75 to $19.

BAR IRON—The market remains dull at the base price of $1.80.

SHEET IRON—There is a fair quantity going out, and prices are nominally unchanged at $2.32½ to $2.78 per 100 pounds.

GALVANIZED IRON—There are a good many enquiries and a few sales are reported. Prices are unchanged at 4¾ to 5c. for 28 gauge.

INGOT TIN—There are a few small lots moving at 19 to 20c.; for large lots these prices would be shaded.

INGOT COPPER—There is not much doing. Orders having been booked and filled; the demand is only for sorting up lots. The prices quoted, 11¾ to 12c., can be shaded.

SHEET COPPER—There is not much demand, and prices are unchanged at 15 to 17c. per lb.

ZINC SPELTER—Demand seems to have dropped off, reports this week indicating light business. We quote: Domestic, 4¼ to 4⅜c.; foreign, 4½ to 4⅝c.

TIN PLATES—Demand has slackened off during the week, and there is not much doing therefore. We quote: I.C. best grades, $3.75 to $3.85.

ZINC SHEETS—Dull, and nominally as before at 5¼ to 5½c.

BOILER TUBES—Demand is fair, but without special feature to note. Prices have not yet been fixed, and our quotations are, therefore, nominally unchanged, as follows: 1½ inch, 8c.; 2 inch, 9c.; 2¼ inch, 10c.; 2½ inch, 10¾c.; 3 inch, 12½c.; 3½ inch, 16c.; 4 inch, 21c.

SHEET STEEL—There are a few enquiries and prices are unchanged. We quote base price: English, $2.25 for plates and $2.40 for heads; American, $2.10 for plates and $2.35 for heads.

CORRUGATED IRON—Business is quiet and prices remain unchanged. We quote per square: "Owl" brand from genuine steel plates, zinc coated, $4.25 per square; painted steel, same brand, $3.75, according to gauge.

TERNE PLATES—There is a fair business doing for this time of year, but it is of course early to expect anything like briskness.

HOOPS AND BANDS—Are in moderate request at $2.45 to $2.50.

CANADA PLATES—Demand for immediate requirements is light, but orders for shipment are being booked. All dull, $2.60 to $2.65; half-polished, $2.65 to $2.75; and all bright, $2.90.

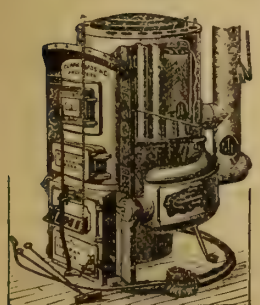
SOLDER—There is just the usual seasonable demand, at 13½ to 15½c. for the first-class article.

PIG LEAD—There have been a few enquiries, but business is quiet. We quote 2¾ to 3c.

ANTIMONY—The movement is small, and prices are easy at 10½ to 11c.

PAINTS AND OILS.

The feature in the trade this week is a further decline in both linseed oil and turpentine, of 2c. in the former and 1c. in the latter. We now quote linseed oil: Raw 54½, boiled 57½c., Toronto, Hamilton, London and Guelph with 2c. per gallon added when shipped to outside points. The demand is not so good as a week ago. Demand, if anything, has eased off for turpentine. We quote: 46c.



BEST VALUE ON EARTH.



These are the Furnaces that secure the trade for dealers who handle them. They have no rivals but many imitators.

CLARE BROS. & CO., PRESTON, ONT.

MARKETS—Continued

Toronto, Hamilton, London and Guelph, with 2c. additional when delivered at outside points. The white lead market is still demoralized. There is a good deal going out, but at prices that are unsatisfactory, sales being made at 4½c., or even lower, although 4¾c. is the price that is generally supposed to obtain. Business in prepared paints is on the whole fair. Varnishes are still quiet. In putty there is the usnal trade doing at $1.90 in bulk and $2 for bladder in barrel lots. A satisfactory trade is doing in castor oil at 6⅞ to 7c. in cases, delivered.

GLASS.

Stocks are still much broken, but fresh supplies are expected almost every day. Prices are unchanged at $1.20 to $1.25.

OLD MATERIAL.

Business continues quiet. Prices remain unchanged. We quote prices paid by dealers as follows: Agricultural scrap, 55c. per cwt.; machinery cast, 60c. per cwt.; stove cast scrap, 35 to 40c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 6¾ to 7c.; heavy scrap copper 7½ to 7¾c.; old copper bottoms 6½ to 6¾c.; light scrap brass 4c.; heavy yellow scrap brass 6c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 1¾ to 2c.; scrap zinc, 1½ to 2c.; scrap rubber, 2 to 2½c.; country mixed rags, 60 to 75c. per 100 lbs.; clean dry bones, 45 to 55c. per 100 lbs.; borings and turnings, 10 to 15c.

SEEDS.

The continued cold weather has naturally checked trade the past week, but markets are firm. Prices rule as follows: Red clover, $6.25 to $6.50; alsike, $6 to $8; with inferior qualities and really fancy stuff quotable at lower and higher prices respectively. Timothy, $2.10 to $2.80, outside price being for fancy unhulled seed.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are moving slowly, with unchanged prices. Dealers are offering 3c. for green, and selling cured at 3½c.

SHEEPSKINS—Nothing doing. Dealers are only paying about half of that paid the corresponding month last year; 80c. is the price quoted at present.

WOOL—Very little doing at present. Mills not running steady unless they have good prospects for disposing their stock, which is poor at present owing to the tariff.

TALLOW—No change reported in this article; dealers paying 5 to 5¼c. and selling at 5¾c.

PETROLEUM.

Trade shows improvement, chiefly owing to the change in the duties. Lubricating oils are in good demand. We quote: 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; Canadian water white, 16 to 17c.; American water white, 18 to 19c.; photogene 20c.

The Petrolea Advertiser in its weekly report, says: "Crude oil, $1 per brl.; refined, 6¼ to 6½c. in bulk, or 9 to 9¼c. in barrels in car lots f.o.b. here. There is nothing new to report in oil matters. Holders of crude are like the two great political parties—playing a waiting game. Transactions are few as very little oil is being offered."

MARKET NOTES.

M. & L. Samuel, Benjamin & Co. have got in a new line of padlocks, all prices.

An effort is being made to put the price of linseed upon a more favorable basis.

H. S. Howland, Sons & Co., have got in a new line of solid and driven pick peaveys.

A meeting of the Paint and White Lead Association is being held in Montreal to-day.

H. S. Howland, Sons & Co. are in receipt of a fresh supply of Rodgers' and Ellins' cutlery.

There is said to be an unusually large quantity of English linseed oil arriving on this market.

Dominion cartridges, cartridge cases, paper shells and primers are five per cent. cheaper.

M. & L. Samuel, Benjamin & Co. have another shipment of poultry netting on the way.

H. S. Howland, Sons & Co. have received a shipment of Boker's fence plyers, and back orders will be filled at once.

A. C. Leslie & Co. report an improved demand for cutlery, especially in carvers, of which they are making a specialty.

The Graham Nail Works has issued a new card of prices on cut and wire nails, and is now prepared to fill orders promptly.

The Toronto Lead & Color Co. have issued an attractive card of some sixteen different tints of prepared kalsomine and fresco paints.

A. M. Robinson, of Wingham, has disposed of the Wingham foundry to R. J. Blackwell, of Brantford. Mr. Blackwell has taken possession and intends putting in considerable new machinery and fitting up the works for doing all kinds of mill and other repairs, as well as to turn out all kinds of iron castings of a superior grade.

The Clauss Shear Co. report that though in the past they have confined themselves chiefly to the manufacture of shears and cake knives, they intend in the future to go more into novelties. "We are rapidly establishing a demand for our goods in Manitoba, and recent orders from that quarter have been satisfactory," said a representative of the firm.

A. A. Allan & Co., Toronto, report a great increase in the demand for the Star bicycle; also they have received inquiries from hardware merchants in New Brunswick and Nova Scotia as well as Ontario, which they attribute to their advertisement in HARDWARE. "We have been comparing American with English bicycle supplies and sundries, and have come to the conclusion that the English excel," say the firm. "We are prepared to supply the trade in this line."

The McClary Mfg. Co., Toronto, report the receipt of a shipment of Shepherd's Lightning Freezers, and a large importation of granite ware from Germany. "Trade is much improved. Country tinsmiths are apparently busy preparing for the spring trade, and the demand for raw material has been good," say the firm.

The Collins Mfg. Co. report having been taxed to their utmost capacity to keep pace with the demand for Hathaway fence wire. "Twice have we ceased working overtime, but have been compelled to start again," said a representative. "We are at present working night and day without ceasing. The demand for other lines is also very good."

The Boeckh Brush Co. report having extended their trade to Newfoundland. "Our traveler is at present there, and some good orders have already been received," said a member of the firm. "We are introducing a new line of black bristled varnish brushes, which seem popular with the trade. We find the demand for our flexible bridled brushes greatly increased; two-thirds of the brushes are now ordered with bridles attached."

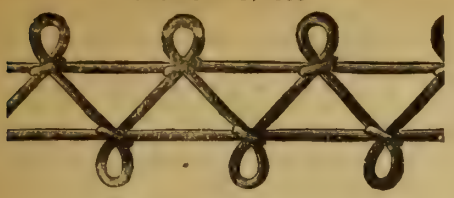
The Canadian Mineral Wool Co., Toronto, report business in asbestos, cement and packings brisk. "We are supplying a great many boats with these goods, and have at present on hand several large contracts for the covering of marine boilers," say the firm. "We are at present carrying a very complete stock of asbestos packing."

The Steel Clad Bath and Metal Co., Toronto, report trade good. The firm says: "Our baths continue to increase in demand and popularity. We have of late had a large run on our hospital baths, and our No. 2 steel clad continues to meet the demand for a first-class steel clad bath at a moderate price."

Geo. F. Bostwick & Co., Toronto, report successful sales of the Premier and Centaur bicycles. The firm announce that C. Harbottle has returned from a trip through Eastern Ontario, where he has been establishing agencies. Mr. Bissell is now in Western Ontario in the interest of the firm for the same purpose, and will visit the hardware trade.

Coulter & Campbell, coppersmiths, Toronto, report having recently completed their contract for the placing of all copper work in the Grant Lottridge Brewing Co.'s new brewery, Hamilton. They have also placed in the tobacco factory of Tuckett & Son, Hamilton, the largest steam jacket kettle ever constructed in the Dominion. Its weight is 2,250 lbs. They are also placing copper fixings in Steel & Devlin's brewery, Stratford.

Pat. Nov. 19, 1889.



Above Cut is One-half Actual Size.

"Hathaway Fence Wire."—Safe, solid and sure. The handsomest. Seen at long distance. Will not sag or get out of shape. Allowance for contraction and expansion. Suitable for farm, field, garden, lawn or trellis work. Easily put up; splices itself, and cheap.

THE COLLINS MANFG CO., Manufacturers,
84 Adelaide Street East, Toronto.

AMERICAN CARPET SWEEPERS
CANADIAN MAKE

WARRANTED



BEST QUALITY

PRICE PER DOZEN, $26.00.

Order from your jobber, or send direct to
J. M. WARNER MFG. CO.
Send for Price Lists. HAMILTON.

Clothes Wringers
"Leader" Barrel Churns
"Dowswell" Washers
"Queen and Domestic" Mangles

DOWSWELL BROS.
SUCCESSORS TO
Peerless Manufacturing Co.
HAMILTON, - CANADA

Write for Prices and Discounts.

THE OAKVILLE
BASKET CO.,



Manufacturers of
1, 2, 3 Bushel
Grain
AND
Root
BASKETS

THE OAKVILLE
BASKET CO.

CUTLERY. Jos. Rodgers & Co's, E. M. Dickinson's and other Sheffield Makes. German Pocket Knives and Razors, "Hercules" Scissors. Import orders solicited. See our samples and prices.

A. C. LESLIE & CO.
MONTREAL and TORONTO.

Pure Southern TURPENTINE Our Specialty

Remember, we are headquarters for the pure article, and intending purchasers will do well to get our price before placing their orders.
Every barrel of Turpentine we ship is accompanied by our printed guarantee that it is ABSOLUTELY PURE.

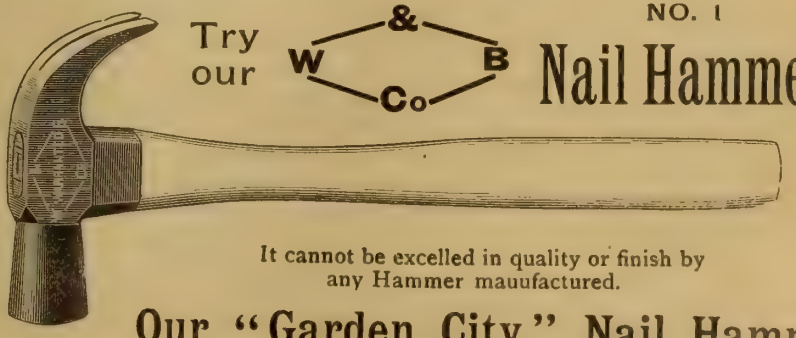
We Are Not Members of any Combine.
FRANCIS, FROST & CO., 33 Front St.W., TORONTO

ROBERTSON'S
D. L. & S. TRADE MARK C. L. & S.
READY MIXED
Warranted Absolutely Pure
PAINTS

BEST ON THE MARKET.
Manufactured by Write for sample cards and prices.
The James Robertson Co. Ltd., Toronto

THE WHITMAN & BARNES MFG. CO.
Canadian Branch: St. Catharines, Ont.

Try our W & B Co NO. 1 Nail Hammer



It cannot be excelled in quality or finish by any Hammer manufactured.

Our "Garden City" Nail Hammer

GET OUR PRICES AND TRY OUR GOODS

Is the best and cheapest "Solid Cast Steel" Hammer on the market. . . .

We aim to keep in stock a full line of Hammers, Sledges, etc., and will make prompt shipments. . . . . .

UNITED STATES MARKETS.

NEW YORK, April 13, 1894.

PIG TIN—Early advices by cable from London quoted an advance in prices of 15s. Later cables noted a reaction of 7s. 6d. The net gain for the day was sufficient to have a certain amount of stimulating influence upon the New York market, but the effect was not perceptible, except in raising prices a fraction. There were no signs of livelier speculative interests at all events, and as far as could be learned the purchases by interior dealers were of routine type. Owing to the irregular movements in the foreign market it is impossible to quote New York prices accurately, but $19.55 to $19.60 net cash would seem to fairly reflect market value for the day on 5-ton lots. Smaller quantities were held at about the usual premium.

COPPER—Rumor had circulation of some good sized trades in electrolytic or casting copper, or both, having been closed recently, but no confirmation of the rumor could be obtained. Instead, it was the general report that business in all varieties of ingot is still on a surprisingly limited scale, and that the demand is no better now than it has been at any previous time during the past thirty days. Prices seem to be held quite steady, however, at 9½c. for Lake Superior ingot, 9¼ to 9⅜c. for electrolytic, and 9 to 9¼c. for ordinary casting stock.

PIG LEAD—Since the destruction of the concentrator, ore house and other plant of the Horn Silver Co., purchases of pig lead to the extent of nearly 2,000 tons have been made. The business was chiefly at prices within the range of 3.40 to 3.45c. here, or on a parity with the same; but single carloads have since been sold at 3.47½c., and there is little if any common domestic on offer now at less than 3.50c. for either prompt or future delivery. On the Exchange 3.47½c. was bid for May delivery. The St. Louis wire to the Metal Exchange quoted 3.20c. London cable was £9 5s. for soft Spanish.

SPELTER—The break in price of common Western has not stimulated business in the slightest degree. For that matter, the confession of weakness made by producers causes consumers to stand aloof, and 3.60 to 3.62½c. remain as full outside prices for ordinary brands. St. Louis quotation by wire to the Metal Exchange was 3.35c. London cable was £15 17s. 6d. for ordinary Silesian.

ANTIMONY—Jobbing sales are fair and the business passing keeps prices fairly steady at 8⅝ to 8⅜c. for Hallett's and 10 to 10⅛c. for Cookson's.

TIN PLATE—No really new feature developed. Demand was uneven, and buyers seemed rather indifferent as a rule, not only to the best bargains in spot goods but to offers of futures at prices in line with the lowest quotations from the foreign market. Hence a rather soft undercurrent in the face of surface appearances of steadiness.

IRON AND STEEL—The several branches of the trade remain in more or less unsettled and rather poor shape. A fair amount of new business is put through in various departments, but keen competition is still the rule, and prices continue weak in consequence. The only showing of firmness is on the part of the steel rail combine, and that, according to some authorities, is more superficial than otherwise.

PERSONAL MENTION.

GEO. W. WILSON, for the past three years with Safety Barb Wire Co., has entered the employment of A. C. Leslie & Co., and will represent them on the road.

Mr. Moore, of Bowman & Moore, Hamilton, was in Toronto this week on a buying trip.

J. M. Clark, M.P.P. and hardware merchant, Smith's Falls, has been re-nominated by the Liberal party in South Lanark.

Mr. Gartshorn, manager and vice-president of the McClary Manufacturing Co., London, visited the Toronto branch this week.

J. Black, buyer for E. J. Patmore, Elora, was in Toronto this week.

Among the country merchants who have been in Toronto during the last few days are: H. Heatman, Fevershaw; C. Mason, Richmond Hill; S. McGratton, Uxbridge; Mr. Padget of Padget & Hay, Unionville.

James Clarke, tinsmith and hardware, who was burned out in Brechin the other day, was in Toronto this week. His loss was heavy, he only having had about $500 insurance on his stock. He expects to open up again shortly.

Siegmund Samuel, with M. & L. Samuel, Benjamin & Co., Toronto, met with a painful accident at the Athletic Club, Saturday. He was taking a somersault over the "vaulting horse," when he missed his balance, and falling heavily on one foot fractured two of his ankle bones. He will be confined to his home at No. 8 Wilton crescent for six weeks or two months.

MOVING STOCKS OF HARDWARE.

I HAVE moved three stocks of hardware in six years and consolidated them with my own, and my advice, from actual experience, is, don't do it, says a writer in an exchange. But if it is really necessary, and the goods are to be shipped by rail, everything should be very carefully packed in boxes, and the contents of each case marked on the outside, or, better still, number each box, and under the same number in a book keep an inventory of its contents. Beginning with the tinware, I nest everything possible, taking care to use sufficient packing to prevent jamming and scarring. Stoves should be crated in the same manner as when they were received from the factory, and it pays to spend time enough to do it carefully. Shelf hardware should be packed in small boxes, not only on account of its weight, but to prevent unnecessary mixing of the small items. When unpacking the goods, place the contents of one box on the shelves before opening another, thus avoiding confusion. As for book accounts, I would never buy them at any price, for they are especially hard to collect after the stock has been removed.

A JOINT MEETING.

The wire manufacturers and local and western wholesale hardware merchants held a joint meeting in Toronto, Monday last. "The object," said a jobber, "was to confer on the general situation, and to determine terms and prices. In a word, the manufacturers, on account of the tariff, will have to get along with smaller profits, and they want us to do likewise. Of course, that is what we will have to do."

"The changes in barbed wire, etc., then were the result of this meeting?" queried HARDWARE.

"Yes, they were."

$10,000 LOST IN BINDER TWINE.

The Central Prison binder twine investigation was resumed by the Public Accounts Committee at the Ontario Legislature, Thursday, Warden Massie testifying that he could not explain the extra expense of the binder twine department last year. He declined to go into the matter, as he had nothing to do with making purchases, which was in the hands of Mr. Noxon. He admitted a loss of $10,000 during last year, at the close of which the Government had a large surplus stock of binder twine on hand.

An important experiment is being tried in the French Soudan by the issue of saddles to two squadrons of Spahis having the saddle-trees made of aluminum. The saddles, which are of the ordinary regulation pattern, together with the stirrups, also of aluminum, weigh three kilogrammes (6 lbs. 10 ozs.)—less than the regulation saddle and stirrups. If the experiment proves successful, and the equipment, as is alleged, does not exceed in cost that of the old, the innovation, we may be sure, will not be limited to the Soudan and other hot climates, but will be equally appreciated by cavalry everywhere. The Germans have already taken steps to test the value of aluminum for stirrups, etc., but hitherto the increased cost has stood in the way of any material reduction being made in the weight carried by cavalry horses.

The turning of the corner, if in a business sense a fact, is not so with those who refuse to see it. It is a pity that so many men look at things through a liver medium, and fail to take even a dose of prosperity without the usual drop of bile. The loss, of course, is their own, as with the man who believing that there are no fish in the stream, has the less to put in his pan. Faith is as much a virtue in business as elsewhere, and the business man who is practically bankrupt of this quality is likely to be the same in body, pocket and success.—Age of Steel.



Two-Ply Twisted Fence Strand.

Galvanized Fence Staples

Oiled and Annealed Fence Wire

Manufactured by

The B. GREENING WIRE CO., Ltd.

Write for Catalogue. HAMILTON, ONT.



White Lead

ORA ET LABORA

TRADE MARK

Unicorn Pure
Russian Pure
Thistle
Crescent Star

NOTE THE BRANDS

Known all over Canada. We offer them without any restrictions. Write for prices.

A. RAMSAY & SON, MONTREAL

ESTABLISHED 1842.

ADAM HOPE & CO.,

HAMILTON

Offer for Sale

"Pioneer" and "Sloss" PIG IRON

These are fine foundry irons, being strong and large scrap carriers.

Also all the well-known—

Scotch Brands,
Broken Car Wheels,
and Railway Cast Scrap.



Wire Fencing Plyers

MANUFACTURED BY

H. BOKER

Are the leaders for Fine Quality and Low Price.

TRADE MARK

SUMMER OXFORD STOVES

ECONOMICAL. EFFICIENT. BEAUTIFUL.



GAS RANGE.

Oxford Gas Ranges

5 SIZES.

Bakes, Boils and Roasts quickly and uniformly.

Are Immense Water Heaters

No Waste. No Odor.

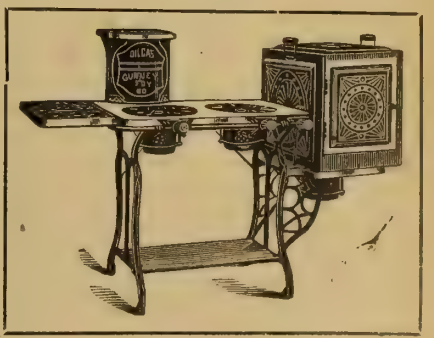
Oxford Oil Gas Ranges

5 SIZES.

Makes its own Gas as it Burns it.

Makes Gas from Ordinary Coal Oil.

Bakes, Roasts and Boils perfectly. Cost of Fuel ½c. per hour.
No Odor. No Wick.

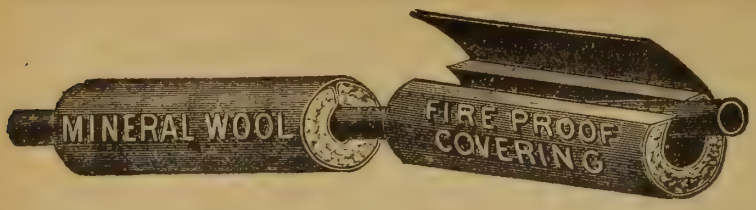


OIL GAS RANGE.

PEOPLE WILL ASK FOR THEM. YOU MUST HAVE THEM.

Send for Price List of our Latest Production THE OXFORD GRADUATE Wood and Coal Cook Stove.

THE GURNEY FOUNDRY CO., LTD., Toronto. THE GURNEY-MASSEY CO., LTD., Montreal.



Fuel is a Large Item in Your Expense Account
CUT IT DOWN ONE-THIRD
By covering your Steam Pipes and Boilers with SECTIONAL MINERAL WOOL COVERING, preventing condensation and loss of steam.
Others have done it, why not you? Full line ASBESTOS GOODS on hand
Canadian Mineral Wool Co., Ltd.,
111 BAY STREET, TORONTO.
GEO. A. COWAN, Montreal Agent, 204 St. James St. GEO. R. THOMPSON & CO., Manitoba Agents, Winnipeg.

"VAT VE VANTS IS ORDERS."

NEW YORK, Nov. 21, 1893.

THE following was issued on a neatly gotten-up card by the Plumbers' Trade Journal, and HARDWARE takes pleasure in reproducing it for the delectation of its readers: MR. ERNSTEIN, Dear Sir, —Ve hat receivt your ledder von de 18th mit exbense agount and roudlist. Vat ve vant is orders. Ve haf blenty maps in N. Y. vrom vich to make up roudlists, also big families to make aggspenses. Mr. Ernstein ve fint your exbense agount shows $2.50 for billiards. Blease don't py any more billiards for us, vat ve vant is orders. Also ve do see $7.50 for a horse and buggy. Vere is de horse, and vot you do mit the buggy? De rest von your aggsbense agount is nix bud schleepers. Vy is it you don't ride more by day time? Ve send you to-day py frade 2 boxes cigars, one costed $1.40 de oder 90 cents. You can schmoke, de $1.40 box, gif de oders to your gustomers. Ve sended you also samples off sanitary affairs principally commodes, mit scyphon attachments vot costest us $7 apiece. Sell them for $37. If you can't get $37 take $7.25. Vot ve vants is orders. Dey is a noveldy as we haf dem in stock since de fight began at de potteries und aind sold none seence. As de vitrified vare is de best seller. Mine brudder Louis say you should stop in Hamuldon, Ohio. His gousin Marx Blum lifs dere. Louis say that you should sell Blum a good bill. Try him on those $37 W.C. first. Git good prices. He is Louis gousin. Sell him mostly for cash, tell him ve vant orders. Also Louis say vat you can leaf Columbus at 11.40 in the nighd und get by Hamuldon at 3.35 in de morning. Louis say to do this und you wond need no schleeber. Vat ve vant is orders. Don't date any more bills aheat as de days are longer in somer as in vinter. Louis say don't show Marx Blum his gousin any of de gott sellers. Und remember Mr. Ernstein vit us eder you do pizness or you don't do noddings at all, vat ve vant is orders.

Yours very truly,
TAKEANORDERORTWO AND COMPANY,
Dealers in Sanitary Fixtures and W.C's, mit de best seat attachments.

The splendid exhibit of iron work in the Mining Building at the World's Fair, made by Stumm Bros., of Germany, was put up at a cost of $75,000, and contained all grades of iron work manufactured at Stumm Bros.' works—the largest in Europe. The total weight was 90,000 pounds, and it required almost a year to put the exhibit in shape. After the Fair it was presented to the Columbian Museum. The exhibit was found too bulky for the use of the museum, so permission was obtained of the authorities in Washington to dispose of it and use the proceeds for the benefit of the museum, thereby saving the duty, which would be $6.72 per ton. A Chicago firm has purchased the exhibit for $3,000, and it will go into a scrap pile.

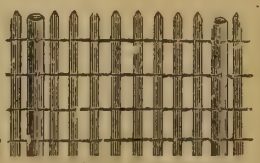
Articles of incorporation of the Erie Canal Traction Co. have been filed. The principal object for which the company is formed is to produce, purchase, sell and distribute power in the form of electricity or otherwise, for the propulsion or traction of boats and vessels upon the Erie Canal. The directors are: Geo. G. Haven and Richard S. Hayes, of New York, representing the Metropolitan Traction Co., of New York city; Hon. Thos. C. Platt, Adrian Iselin, jr., banker; Baron Louis A. Von Hoffman, Alfred S. Heidelbach, all of New York city, and Charlton T. Lewis, of New York, counsel for the Mutual Life Assurance and secretary and treasurer of the Cataract General Electric Co.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

TORONTO PICKET WIRE FENCE CO.
221 River St., Toronto
Picket and Woven
Wire Fencing



Send for New List

Central Business College
TORONTO AND STRATFORD.
Canada's Greatest Business Schools.
FORTY DOLLARS invested in a first-class business education will produce highly satisfactory results.
Others have found it a paying investment Why don't you try it?
Write for catalogues.
SHAW & ELLIOTT, Principals.

MUNN'S LIQUID GLUE
IS THE BEST.
THE ART METROPOLE, Agents.
131 Yonge Street, TORONTO.

The Best is the Cheapest.
. . EVERY . .
STANDARD BELT
GUARANTEED.
J. L. GOODHUE & CO., Danville, Quebec.
A full stock of our goods kept on hand by our Western representative,
H. D. SIMMONS & CO.
Telephone 2164. 85 York St., Toronto

OUR SALES OF
"BURHAM" Portland Cement
For the past 8 months have been
25,499 CASKS.
"BURHAM" Brand outranks all others
Try it and be convinced. . . . .
Sole Consignees for Canada,
McRAE & CO., OTTAWA

Weather and Waterproof Paint
Process Patented.
Unequalled for Covering Capacity and Durability
Prepared Ready For Use.
All Colors Kept in Stock. Write for Price List and testimonials.
122 and 124 Richmond St., East, TORONTO.

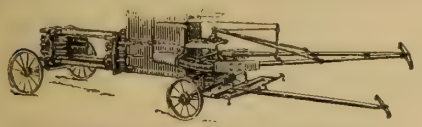
Wall Dusters

Our Wall Duster is a common-sense article which only has to be shown to be sold. Send for Price List.

FRANK HOLT, 81 Colborne Street, **Toronto**

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

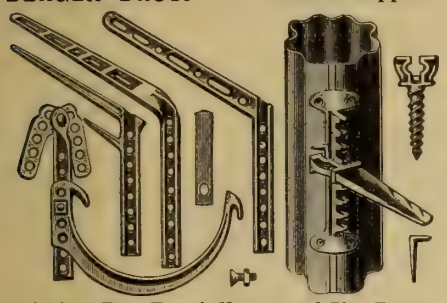
Made of Steel—lighter, stronger, cheaper, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire.

Manufactured by BOYD & CO., Huntingdon, Q.

BERGER BROS. Tinners' Hardware and Roofers' Supplies.



The best Eave Trough Hangers and Pipe Fasteners on earth. Berger's Long Eave Gutter, Pipe Hooks and Fasteners of every description. Also Ridging, Crestings, Finals, Registers and Ventilators. Don't buy until you have our price. Samples and catalogue free.

237 ARCH ST., PHILADELPHIA, PA.

Lucas Greens rest the eyes
Lucas Greens quiet the mind
Lucas Greens are permanent
Lucas Greens equal nature's greens

WRITE FOR SAMPLE CARDS

John Lucas & Co.
Manufacturers
Philadelphia
New York
Chicago

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

V. R

BUTLER'S FAMOUS SHEFFIELD CUTLERY

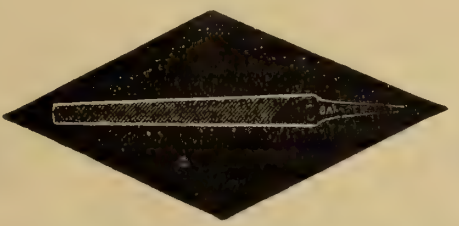
TRADE MARKS ART

NUMEROUS PRIZE MEDALS

ESTABLISHED OVER A CENTURY

Canadian representative, **A. H. SYMONDS**

BLACK DIAMOND FILE WORKS,



21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. **Gulletting Sawfiles.**
Climax Sawfiles. — AND — **Lightning Sawfiles.**

EVERY OTHER DESCRIPTION OF SAW FILES.

The Dead Advertise Not.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Wm. B. Mills, general store, Arden, has assigned to Jas. Daley.

A. Peloquin & Co., general store, Pointe Dusault, Que., have assigned.

Chas. F. Ernst, electric light, New Hamburg, has assigned to Lewis Hahn.

Samuel Graham, blacksmith and carriage-maker, Port Perry, is offering to compromise.

G. J. Gebhardt, manufacturers' agent, etc., is offering to compromise at 12½c. on the dollar.

Boursier & Co., general store, St. Martine, Que., have assigned to Lamarche & Olivier.

The creditors of J. Muckleston & Co., hardware, etc., held a meeting. A statement is being prepared.

A Toupin, general storekeeper, Champlain, Que., is offering to compromise at 35c. on the dollar.

Hypolite Dufour, general storekeeper, Murray Bay, Que. is offering to compromise at 55c. on the dollar.

F. W. Young & Co., general storekeepers, Seeley's Bay, Que., are offering to compromise at 40c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Lecompte Jerome & Fils, plumbers, Montreal, have dissolved.

J. O. Norbert, Louiseville, Que., is starting business in hardware.

Waring, White and Co., machinists, St. John, N.B., have dissolved.

Jos. Avila Paiement has been registerd proprietor of the firm J. A. Paiement & Co., stoves, etc., Montreal.

Jos. Ouimet and Jos. Brodeur have registered proprietors to carry on business as plumbers under the style of Ouimet & Brodeur.

Jas. Desforges and Aime Geoffrion, Montreal, have registered proprietors to carry on the hardware business under the style of Desforges & Geoffrion.

John W. and James H. Inch and Harry E. Palmer, Oak Point, N.B., have registered co-partnership to carry on business as general storekeepers, under the style of Inch, Palmer & Co.

SALES MADE AND PENDING.

The business of C. Becker, tinsmith, Morriston, is advertised for sale.

The stock of R. A. Precourt, hardware, Montreal, was sold at 50c. on the dollar.

The assets of Thos. Wilson & Co., wholesale and retail hardware, Montreal, are to be sold.

The estate of J. W. Sapwell, general store; hardware stock is advertised for sale by tender.

The stock of A. Vizina, general storekeeper, St. Genevieve de Batiscan, has been sold at 69½c. on the dollar.

The stock of Geo. Yates, general storekeeper, Oil Springs, is advertised to be sold by auction on the 16th inst.

The stock of A. Nelson & Co., general storekeepers, Walkerton, is advertised to be sold by auction, under chattel mortgage.

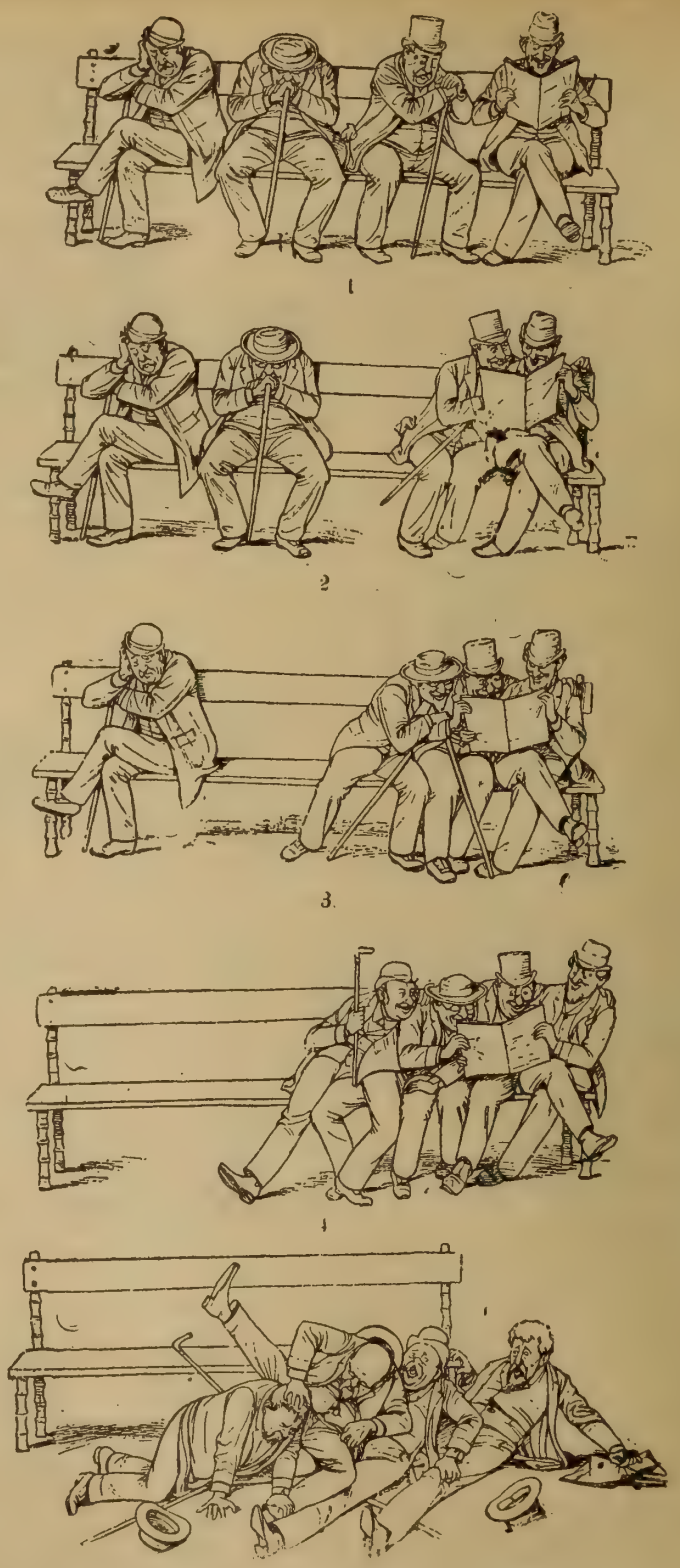
CHANGES.

S. J. Dutton, general storekeeper, Parkhill, has sold out to W. A. Milne.

FIRES.

Imperial Oil Co., Ltd., Petrolea, partially burnt out; insured.

John Inglis & Sons' machine shop, Toronto, partially burnt.



Effect produced from reading a single copy of THE HARDWARE MERCHANT.

At the recent large fire at Brechin, Ont., the following merchants were burnt out: J. Barker, boots and shoes; Jas. Clark, tinsmith and hardware; G. Gillespie, harness; J. W. James, wagon maker; Samuel Luck, carriage builder; John McQuaig, blacksmith; M. McGrath, agricultural implements; A. J. O'Boyle, general store.

DEATHS.

J. B. Raymond, of the firm Chas. Raymond & Co., general store and founders, Isle Verte, Que., is reported dead.

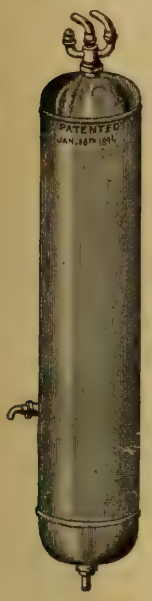


Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon



"Superior" Copper Range

BOILER

Made of the best Lake Superior Copper throughout, except the nipples which are brass. We braze the nipples instead of soldering them, because soldering does not give satisfaction. The inside of each boiler is thoroughly tinned. The heads are united to the body by means of a threefold lock, which makes a durable and absolutely secure joint

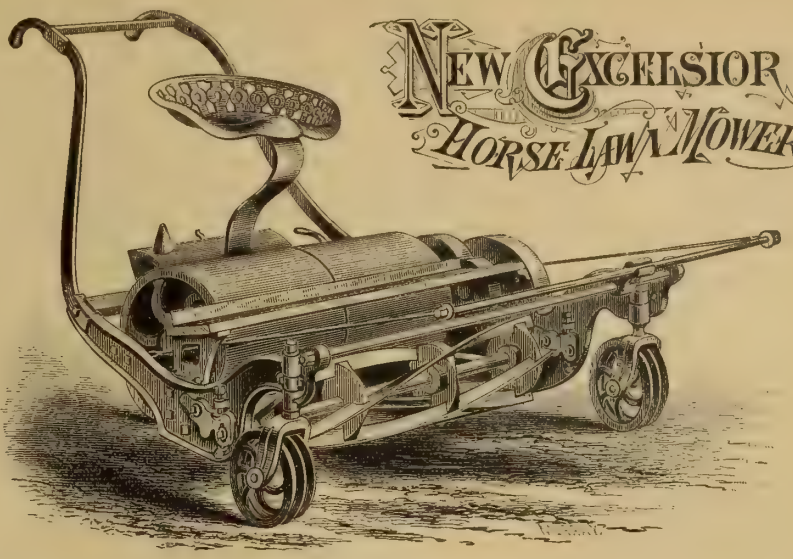
We have **SEVEN CLAIMS** on our new range boiler.

1. The process of uniting the round heads to the body.
2. Combination brass with vacuum valve.
3. Combination hot and cold water tubes.
4. Flanged nipples brazed to boiler.
5. Coupling on bottom of boiler.
6. Cylindrical portion of boiler having longitudinal brazed joint.
7. The process of producing a longitudinal joint.

All our boilers are tested to 200 lbs. hydraulic pressure and stamped. We can compete with anything in the market Write for prices.

Coulter & Campbell

155 and 157 George St., TORONTO



THE NEW EXCELSIOR

Is the Easiest Running, Closest Cutting, Best Quality, Most Satisfactory Horse Lawn Mower

A. R. WOODYATT & CO., GUELPH, CAN.

In

Portland Cements
Sewer Pipes
Chimney Linings and Tops
Calcined Plaster
Fire Bricks and Clay
Enamelled Porcelain Sinks

Mortar Stains, and General Builders' and Contractors' Supplies

W. McNALLY & CO.

Carry the Largest Stocks and Quote Lowest Prices. . . .

MONTREAL



RAZORS

Pocket Knives
Butcher Knives
Table Cutlery
Carvers, Etc.

Bearing the mark of the Fox Cutlery Manufacturing Co., are equal in quality and finish to anything manufactured. Import orders now being booked by

Painchaud, Squire & Co.

SOLE AGENTS.

A TRADE OR A PROFESSION.

THE question of a trade or a profession is one that every young man should take into careful and serious consideration before completing his education. It makes but little difference whether he graduates from the common school or otherwise, he should be able to judge for himself by that time what business would be the most congenial to his taste. Parents often make one of the greatest mistakes of their lives, especially those possessed of ample means for educating their sons, in urging them to choose a profession that is not at all congenial with their natural inclinations, and for which they are neither mentally or physically adapted.

Many a poor doctor or briefless lawyer is thus turned out by spoiling a good machinist or wood-worker. The fact is, but few men will be found who will not manifest a decided taste for some particular avocation long before their education is completed, and while it is the duty of every parent to carefully observe his natural inclinations and to offer such advice as he may choose to give with reference to his future avocation in life, he should never insist upon thwarting his natural inclinations or abilities to choose his own profession. Cases, however, may be met with (but they are exceptions and not the rule) where a boy may arrive at the age of sixteen or seventeen years, and whether from indolence or otherwise never manifest any particular interest in any trade or profession. But such cases are not common, and where such is the case it matters but little what trade or profession he finally adopts, if any; the chances are that his future success will be somewhat problematical. Again the boy at sixteen who has always manifested a decided taste for tools and prefers to read such books as treat of mechanics and engineering, instead of his father insisting upon his studying the law, or medicine, those mechanical tastes should be cultivated, so that when he has completed his education he will be competent to choose his own trade or profession, whatever that may be, and if left to his own free will he will be more liable to succeed in after life in that business than in any other, and it is better for the son of a wealthy father to become an eminent scientific mechanic or engineer than to study the law or medicine and become an unsuccessful lawyer or a third-class physician. It is a fact that as society is constituted young men of wealthy parents are led to consider that it is beneath their dignity to soil their delicate hands with the work of a mechanic, and although his natural taste may be in that direction, he will prefer to study the law as a more genteel profession and depend upon father's money to help him out if he does not meet with success in a profession that he should know he is not adapted for, and it not unfrequently happens that when he has completed his studies and is admitted to the bar, when his office is opened in due form with the sign of "Attorney and Counselor at Law," the expected clients do not materialize, and he is obliged to fall back upon father to help him to meet the current expenses of his family, provided he is unfortunate enough to have one. But after a time misfortune may overtake the father and he loses his property and is no longer able to furnish the needed assistance. His resources being thus cut off, with no one to depend upon but himself, then perhaps for the first time in his life he discovers his mistake in not choosing a business more congenial to his taste and one in which in all probability he would have succeeded. Another mistake is often made by the young man just out of school who is averse to soiling his delicate hands by honest labor in listening to the flattering inducements held out by the commercial colleges and the promises of lucrative positions as a bookkeeper as soon as his course is completed, when they well know that the business is so overcrowded that it is next to an impossibility to obtain a situation at any price, and even when they are fortunate enough to obtain one it is at a salary not sufficient to pay their board in any first-class boarding house.

This practice should be condemned by all honest men, and there is not a city or town but these institutions will be found which hold out such inducements to young men, that those who graduate from their college will have no trouble in this respect. Still in those same places hundreds of young men who have graduated at their college are walking the streets unable to find employment at any price. Now, while we have nothing to say against the commercial college as an institution of learning, and a course of instruction in such institutions cannot but be of benefit to any young man, we do decidedly object to the manner in which many young men are induced to spend their last dollar with the promise of a good situation as soon as their course is completed. On the other hand, the young man who, after finishing his education, is not afraid to soil his hands, has entered the machine shop or planing mill with the determination to learn the business; if he is industrious during his apprenticeship, the chances are ten to one that he will find steady employment at fair wages, at least, after his apprenticeship is completed.

As a rule all shop and mill proprietors, whether it be a machine shop, planing mill, or other manufactory, always prefer to keep those men who have learned their trade with them and been faithful and industrious workmen, in preference to all others, and should business become dull and necessary to reduce their force of men, these workmen are always the last to go. Again, when we compare the success in life among the different trades and professions, it will be found that fully as many mechanics and engineers have obtained wealth and position as will be found in those which are termed the learned professions.

While it may be true that all mechanics cannot expect to become wealthy proprietors, it is also true that all lawyers do not become members of Congress or Senators. Neither do all doctors become professors in the medical college.

Still there is no question but at the present time will be found more hard-working mechanics earning not only a comfortable living, but saving money and owning their homes, than an equal number of briefless lawyers or idle physicians, to say nothing of the multitude of idle bookkeepers and others without a trade who are constantly walking the streets of every town and city seeking employment at starvation prices. With the vast improvements in mechanical science, there is but little to fear, but the mechanic stands as good a chance as anyone in the future.—C. E. Tompkins, in Age of Steel.

NEW ADDITION TO CUTLERY.

CUTLERY for the table has received a new addition to its ranks. It consists of an extra strong square shoulder on the tang, which is square throughout, and has a new method of clenching the tang at the end of the handle. The tang is enlarged at a point near the bottom, and squared so as to fit exactly into the hole cut. This squaring of the bolster strengthens the knife in a remarkable degree. The tang is squared throughout, and passes completely through the handle, being secured in position at the bottom by means of a ring washer. In addition to the element of strength imparted to the whole of the article, the strengthening of the tang on the handle side causes the knife to be self-balancing, an important point as regards cleanliness, the blades being prevented from touching the table cloth. The advantages of this patent are that the blades cannot possibly be bent back or twisted round in the handles; the weight of the shoulder makes them self-balancing, thus obviating the use of lead or other weighting materials, which only weakens the handles.—House-furnishing Review.

IRON BOUNTIES.

A return was laid on the table of the House of Commons, Tuesday, showing the various amounts paid by way of bounty on pig iron produced in Canada since the date of the last return. The figures given cover the period from February 3, 1893, to March 8, 1894. In that time 60,035 tons of pig iron were produced in the Dominion, and on this the bounty of $2 per ton amounted to $120,070, divided as follows: New Glasgow Iron, Coal, and Railway Co., New Glasgow, N.S., $52,113; Pictou Charcoal Iron Co., Pictou, N. S, $1,420; Canada Iron Furnace Co., Ltd., Three Rivers, Quebec, $15,225; Londonderry Iron Co., Ltd., Londonderry, N.S $47,203; John McDougall & Co., Drummondville, Quebec, $4,109.

IDEAS FOR HARDWARE MERCHANTS

BY

D. T. Mallett



HALF PRICE

THE original selling price of "Ideas for Hardware Merchants" was $1.00; the price now is **50 cents,** and only handled by ourselves. We bought out the publishers at a bargain, hence the exceedingly low price.

> "There is a tide in the affairs of men
> Which taken at the flood leads on to fortune;
> Omitted, all the voyage of their life
> Is bound in shallows and in miseries."

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Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

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73 Adelaide Street West, TORONTO.



W. & S. BUTCHER, Sheffield, England, Makers for over *ONE HUNDRED YEARS* of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

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FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
M.L.S. equal to Bradley		
I.C., usual sizes	$5 50	$5 75
I.X., "	6 75	7 00
I.X.X., "	8 00	8 25
Raven & P.D. Grades—		
I.C., usual sizes	4 00	4 25
I.X., "	5 00	5 25
I.X.X., "	6 00	6 25
I.XXX., "	7 00	7 25
D.C., 12½ x 17	3 75	4 00
D.X.,	4 75	5 00
D.X.X. "	5 75	6 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	3 35	3 50
I.C., special sizes	3 60	3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets		7 25
I.X. Terne Tin	9 25	9 50
Old process I.C.		13 00
" " I.X.		16 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½	6¾
26 "	6¾	7
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 85	1 90
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 60
Hoop " "		2 60
Swedish " "	4 00	4 25
leigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

-inch	10½c
-inch	13½

Steel Boiler Plate.

inch	$2 45
"	2 35
" nd thicker	2 25

Sheet Iron,

1 to 20 gauge	2⅞, 3
22 to 24 "	2⅞, 2¼
26 "	2¼, 2⅜
28 "	2⅜, 3

Canada Plates.

All dull	2 65
polished	2 75
All Bright	2 90

Iron Pipe.

Wrought 62½ and 5 p.c. to 65 p.c.
Galvanized, 40 to 45 per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4⅜
" ⅜ " "	4⅛ 4⅜
" 7-16 " "	3¾ 4
" ½ " "	3⅝ 3⅞
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S	ton lots	0 11¾ 0 12
Lake Superior		0 12¾ 0 13

Bolt or Bar.

Cut lengths, round, ¼ to ¾ in.	$0 22 $0 25
" round & square	
1 to 2 in	0 20 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 15 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 16 0 17

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 18 0 19
" 35 to 45 " "	0 16 0 17
" 50 lb and above per lb	0 15 0 15½

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hard-rolled 2x4 ft.	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04⅜ 0 05
Domestic "	0 04⅜ 0 04¾

Zinc Sheet.

5 cwt casks	0 05½ 0 05⅝
Part casks	0 05¾ 0 05¾

Lead.

Imported Pig, per lb	0 2⅞ 0 03
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 14 0 15
Standard	0 13 0 14
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10½ 0 11
Other makes "	0 9½ 0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4½ 4 75
No. 1 Do. "	4 50
No. 2 Do. "	4 25
No. 3 Do. "	4 00

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) "	2 75
" " Royal "	1 10 1 15
Venetian Red, (best) "	1 30 1 90
English Oxides per cwt	3 00 3 25
American " "	1 25 1 90
Canadian " "	
Paris Green, per lb	0 13½ 0 15
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal		0 69
Extra "		0 90
Brown Japan "		0 65
Brown Japan, Turpentine p. gal.		0 85
No. 1 Carriage "		1 30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 55½	0 57½
Boiled "	0 58½	0 60½

Turpentine (in bbls)

Selected Packages, per gal	0 48	0 50

Castor Oil.

Best, per lb	0 07½	0 08

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common, broken	0 10	0 11
French medal	0 11	0 13
Cabinet	0 13	0 15
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 17
Coopers	0 17	0 19

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, common, 15 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's per doz	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25 8 00
" Sewing, "	

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

Per box	6 00	12 00

Axle Grease.

Per gross	6 50	14 00

Bath Tubs.

Zinc discount 25 to 25 and 10 p. c.
Copper, discount, 40 to 40 and 10 pc. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 per cent.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking	9 00	
" 2, " "	4 50	

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	5 00	4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 pc.,
Loose Pins, " 65 & 10 to 70 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
World "	21 75	
Daisy, "	24 00	
Star, "	18 00	
Crown Jewel, per doz	29 00	
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 pc. } to 50 and 5
Plate dis. 50 pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots	2 70	
Thorold "	1 10	
Queenston "	1 10	
Napanee "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*
American, dis 70 per cent.
Canadian, dis 35 per cent.

Tanged Firmer per doz	0 85	4 00

Churns

Daisy, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	1 35	
" No. 2	2 70	

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	2 00	
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1 70	
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto FileCo., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	4 00	

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40	

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1 20-25	2 40	1 75	....
26 to 40	1 40	2 70	2 00	....
41 to 50	....	3 10	....	4 50
57 to 60	....	3 40	....	5 00
61 to 70	....	3 70	....	5 50
71 to 80	....	4 10	....	6 25
81 to 85	....	4 50	....	7 00
86 to 90	....	....	....	8 00
91 to 95	....	....	....	9 00
96 to 100	....	....	....	10 00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary.

1st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass

Pilkington's ordinary.

1st break	4 0
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	0 30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 88	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 45 to 47½ p.c. dis

Hatchets.

Can., dis 40 to 42½ p c.		

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per

Heavy, per lb	03 3-5	0 04½
Screw hook and hinge—		
6 to 10 in., per set	0 00	0 04
12 up "	0 00	0 03

Per doz. sets

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis 50 to 60 p.c

Per doz. pairs

Spring	1 50	3 50
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mor ar, etc., discount 40 to 45 per cent.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.

Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 50 to 55 per cent.

Horse Nails

Canadian, dis. 65 to 70

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " " ... 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 27½ per cent. to 30 per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy.....	1 90
40dy.....	1 95
30 dy.....	2 00
20, 16 & 12 dy.....	2 05
10 dy.....	2 10
8 & 9 dy.....	2 15
6 & 7 dy.....	2 30

2. American Pattern Only

from 4 to 5 dy	2 40
3 dy. (lath).....	2 90

3. Canada Pattern Only

from 4 to 5 dy	2 40
3 dy. (lath).....	2 80
3 dy. A.P. Fine	3 50

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 75, 10 and 5 per cent; 3 per cent. cash delivered.
Brads & Moulding Nails, 75, 5 per c. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.

Poultry, 60 per cent dis.
Import 60, 10 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W. " 0 25
S. R. Seal..... ...per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 33⅓ to 35 p.c. dis

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent. cash.
Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 50 and 10

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	6¾	9 9¼
¼, 5-16, ⅜ in.....	7¼	9¾ 9¾
Cotton, per lb.....	18	20
New Zealand.....	8¼	9
Russia Deep Sea, per lb..	12¾	13½
Jute ..... " ...	06¾	07¼

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 35 to 37½ per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾

Saws.

Hand, Disston's, dis 10 p. c.
S. & D, dis. 35 per cent. to 40 per cent
Cross Cut, Disston's, per ft. 35 to 55.
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H 70 " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 70 p.c. off

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ½ or ⅓ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3¾ 4
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2 " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 55 per cent
" tinned, dis. 57½ per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 60 per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 p. c to 65 p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p.c
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p c

Ties.

Cow, per doz 1 75 2 50

Tinner's Shears and Snips

P.S.&W., net list.
Canadian 10 to 15 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ p.c. to 35 p.c
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz..... 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown..... ..... 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Annealed, annealed and oiled, galvanized 20 per cent. dis.
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal
Plus 10 cents f.o.b. Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 5⅔ to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } 3½ 3¾
" 4 " 4 & 6 " "
" Plain twist, all deld 3½ 3¾
" Steel thorn and ribbon..... 4½ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... .... 0 04½
Steel staples 0 03½ 0 03¾
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 85 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 5 to 70 and 10 p c
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 00
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR

SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE HOLLOW WARE

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Horseshoe Vises.

Price, No. 1, - $4.00
" No. 2, - 7.50

Will save their cost in a week's sharpening. . . . .

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It is made of pure and unadulterated substances which allow it to EXPAND and CONTRACT on outside surfaces without cracking. For inside work, it dries with a gloss, durable finish, equal to that obtained by the use of Varnish.

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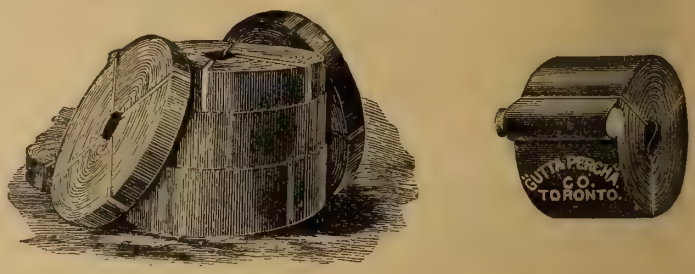
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PARTICULAR ATTENTION GIVEN TO ORDERS FOR LARGE SAW MILL BELTS, ENDLESS OR STRAIGHT . . . .

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LTD.

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We make a specialty of Scotch Fire Clay Flint Glazed Sewerage Pipes, Fire Bricks and Fire Clay Agricultural Drain Tiles, White Enamelled Bricks and Tiles for walls. Best brands London Portland Cement.

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Painters'
Household
Toilet
Stable, etc.

No article handled by the Hardware trade requires more judgment in buying than Brushes. The easiest way is to go to the reliable manufacturer and get value for your money and goods that will suit your customers. We will do our best to serve you well and honestly.

CHAS. BOECKH & SONS, MANUFACTURERS, **TORONTO**

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. VI. TORONTO, APRIL 21, 1894. No. 16.

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—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

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74 Cortland Street, NEW YORK.

NOT AN IDLE BOAST

Sold at a lower figure than some other Window Blind Greens of an inferior quality

When we claim that

Blundell, Spence & Co.'s

IVY GREEN

For WINDOW BLINDS, Etc.

Is 25% stronger than any other similar article, it is not an empty boast but is a fact arrived at by actual tests. Sample cards showing shades sent to any address on application.

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BLUNDELL, SPENCE & CO. LTD.

Largest Paint Manufacturers in the World. . . .

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Sole Agents for Canada

Walter H. Cottingham & Co.

Fine Paints and Varnishes.

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VALVES

And...

Pipe Fittings

Write for New Prices.

RICE LEWIS & SON Ltd.

Cor. King and Victoria Streets TORONTO

Steel Clad Baths





Are conceded by experts to be

UNEQUALLED

Manufactured by

THE TORONTO STEEL-CLAD BATH AND METAL CO.

123 Queen St. East, Toronto, Ont. LIMITED

MONTREAL. ST. JOHN, N.B. QUEBEC.
VANCOUVER, B.C.

OIL STOVES

Improved Patterns for 1894.

"VICTOR"
Iron Bottom



"DAISY"
Tin Bottom

One, Two and Three Burner, Ovens and Extension Tops, Finish First-class, No Smoke, No Smell.

Kemp Manufacturing Co.,

TORONTO.

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A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

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R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

NO duty should be levied on any article unless some reason can be advanced for so doing; and yet such is occasionally being done. A case in point is the duty on trade catalogues. This duty is 20 per cent., which is practically prohibitive in some instances. A couple of catalogues arrived at the Toronto custom house for a local wholesale hardware the other day, but the duty prescribed exceeded the actual value of the books, and they were accordingly refused. The entry of these catalogues would have deprived no Canadian industry of one cent's revenue, for the simple reason that it was not possible to issue them in this country; but the excessive duty caused a Canadian wholesale house to go without certain desired information. The tariff in this instance furnished another illustration of the fabled dog in the manger. The Minister of Finance has been communicated with in this and similar instances, but the unjust burden is till allowed to exist. Some of the manufacturing and wholesale houses in the United States are allowed to send in, duty free, large numbers of catalogues in the similitude of trade papers, but upon the Canadian jobber who brings in a single catalogue as a catalogue, a heavy task is at once imposed. Obviously this is not right.

* * *

The hardware trade is gradually assuming a better aspect. During the last few weeks business has picked up perceptibly both with wholesalers and retailers, and the outlook is favorable rather than otherwise. Stocks in the country are light, and have been so for some time, consequently the demand should be steady. A boom, however, is not anticipated; and it is well that the trade should continue to practice cautiousness. Buy parcels no larger than you feel qualified to pay for in time to secure your discounts; scrutinize your accounts carefully, and do business as near a cash basis as possible.

* * *

The wholesale paint and oil trade is in rather an unsatisfactory condition at the moment. Several causes have contributed to this. Linseed oil is affected by the declining value of silver in India, the country which produces the bulk of the world's seed supply; while white lead is demoralized on account of the collapse of the association and the consequent reckless cutting in prices resulting therefrom. The tariff, too, is not without its disturbing elements. Turpentine is strong in the South, but there is a probability of a further decline here on account of the competition. The assertion that the situation in the South is strong is corroborated by the following received by a Toronto house from Wilmington, N. C., under date of April 16: "The reason that we could not quote you is that we are not getting in enough crude now to give you all our own make of turpentine. So it is with our country distillers, and there would be no money for us to go and buy enough to make up a car, besides, we would assume a risk that we do not care to do. To be candid with you, we have been in business ever since 1868, but not being expert chemists cannot tell when there is one or two gallons of kerosene oil in a barrel, so we prefer to send you only what we make or know to be pure. About June we can give you a car load per week."

* * *

The United States Government has not yet been able to discover the extent of the alleged irregularities in the nickel-steel armor plates manufactured by Carnegie. As is usual under such circumstances rumors regarding the discovery of new evidence of further frauds are rife, but nothing fresh seems to have materialized; and the naval ordnance inspectors, who claim to have been specially vigilant ever since the plate doctoring frauds were discovered some six months ago, pooh-pooh the idea that further frauds could have occurred.

* * *

The importance of advertising as an adjunct to success in business is being recognized more and more every day. Large concerns employ men whose special duty is to look after the advertising, while several newspapers are published whose whole purpose is to educate business men in the art of advertising. And that is not all: In Philadelphia a school of advertising has actually been established. Pupils do not attend in person, 'tis true, but it is a school nevertheless, and its teaching is carried on by mail. In a word, it is a correspondence school of advertising, and it is said to be proving a success. Business men who are in affiliation with the school write their advertisements and send them to the principal of the school, who edits them, and suggests points whereby their effectiveness may be increased. The idea is unique, but it is a good one and should bear much fruit. Vast as is the difference between opinions now and those held even 10 years ago regarding the value of advertising, there is still room for missionary work by advertising journals and the recently developed advertising schools. And strange to say the laxity in this respect is often apparent in lines of trade which one would naturally fancy stand most in need of the stimulating effect of printers' ink.

* * *

There is no sense in exposing our farmers and miners to the competition of the cheaper lands and labor of Canada, unless other classes of our citizens obtain compensating advantages.—Chicago Grocer.

It is the other way 'round, brother. And the proof of it is in the large number of expatriated Canadians of all sorts and conditions who are repatriating, bringing with them, too, not a few natives of the United States, having learned by experience that Canada was, in the long run, after all, the better country to live in. The proof of the pudding is in the eating.

COLLAPSE OF TWO ASSOCIATIONS.

THE White Lead and Paint Grinders' Associations are numbered with the things of the past. Both associations had been in existence about fourteen months, and the formal obsequies took place in Montreal last week.

There were fourteen firms represented in the White Lead Association. This meant every grinder in the country. But notwithstanding this the organization was never a strong one because of an absence of that element which is so essential for the holding of such concerns together, namely, confidence among the members.

The annual meeting held in Toronto in January last was anything but harmonious. Day after day the members met but could come to no agreement; and it was thought then that dissolution would take place. Then an adjournment was made for a few days, and the members returned to their respective homes to commune with themselves. When they assembled a week later the bone of contention appeared to have been removed, and the association started off again with a new lease of life.

But in the week that intervened between the adjournment and re-assembling of the association were sown tares which have since sprung up and choked the association. During that week one of the eastern grinders flooded the country with its travelers and made contracts for supplying white lead at, it is understood, about 4¾c. per lb., ¼c. below the association price. Some of these contracts were spread over a period of twelve months. In fact it is not known when some of them will expire. All this was unknown to the members of the association when the reorganization took place. They discovered it immediately afterwards, however, when they tried to do business at 5c. per lb.

When the eastern house in question was taxed with making contracts at the price named, it acknowledged having done so, but explained that during the week in which these contracts were made it was not a member of the association.

Then the association decided to suspend the agreement and allow its members to sell at their own prices. And on Saturday last came the final winding up and the returning to each member his deposit.

When the association was organized it was estimated that the consumption of white lead in the country was 5,000 tons per annum, and the deposit binding the agreement was limited in proportion to the business done. For example, it was arranged that a firm with a 5 per cent. capacity should pay in $250, and so much for every 1 per cent. additional. On this basis some firms had to deposit $600.

The white lead market is now in a badly demoralized condition as far as prices are concerned.

The Paint Grinders' Association had a membership of eleven, and also contained all firms in the Dominion, but of course when the White Lead Association collapsed there was little or no use of it being continued, hence its dissolution.

THE CUTLERY DUTY.

IF there is one subject which will make sales' agents of imported cutlery talk in Montreal more than any other, it is the new tariff provisions calling for increased duties on table cutlery. HARDWARE'S Montreal correspondent had a talk with several of these gentlemen last Monday, and they had nothing but condemnation for the change and plenty of reasons to back up their opinions. They contend that the advance of 7½ per cent. in the duties on table cutlery from 25 to 32½ per cent. simply means that the consumer will have to pay more for his cutlery. They argue in support of this that the Canadian manufacturer cannot commence, if taxed to his utmost, to supply more than 10 per cent., at the outside, of the cutlery required, and that therefore importations are bound to come in and will come in, in spite of the duties. It will simply mean that the cost of the medium grades, which the lower middle classes use largely, will be increased heavily. For instance, the wholesaler has to pay 7½ per cent. more, and this, with his profit of say 10 per cent., will mean an increased cost to the retailer of just that amount. The latter generally lays himself out for a pretty wide margin of profit, so that, allowing for everything, it is contended that the purchaser of low to medium priced lines of cutlery will pay at least 12½ to 15 per cent. more for his goods under the new tariff than under the old. But the lines on which it is predicted that the change will be felt most of all are butchers' knives, bread knives, kitchen knives, cooks' knives, and carvers and forks. It is essential that all of these, from the special duties required of them, should be made of the very best material. Actual experience has proved, so say the importers' agents, that the economic conditions preclude the idea of their profitable manufacture in Canada, except of inferior quality, and for this reason no butcher for instance, when he can get it, wants anything but a Sheffield blade. The fact that these goods are not specially classified is, in the opinion of the agents, one of the greatest anomalies of the new regulations on cutlery. Another one is that up to the present time table steels have been taxed as tools, but now that the duty on tools is 27½ per cent., all butchers' and table steels are classified as cutlery and subject to a duty of 32½ per cent. Besides all this, by special provision, steel is free when imported by a manufacturer of cutlery, who also is allowed to bring in his knife handles, etc., at a reduced rate, provided they are to be used for manufacture, so that his protection is therefore largely increased. All in all, the Montreal importers consider that the old protection was quite sufficient, and if it was not, no increase will keep out English cutlery. They cite the case of the United States, with a much higher measure of protection than Canada, and Germany, where labor is so cheap, as instances. They have accordingly submitted by deputation to the Hon. Minister of Finance a memorial, which has been agreed to by everyone in the trade almost, of which the following is a copy:

To the Honorable GEORGE E. FOSTER,
Minister of Finance:

The importers of cutlery respectfully desire to draw your attention to the proposed increase in the rate of duty on table cutlery, from 25 to 32½ per cent., asking you to reconsider the matter, and allow the duty to remain at the 25 per cent. rate.

The increase in the rate of duty will have but little effect, if any, in stimulating the consumption of home made goods, as the demand for Sheffield made goods exists and must be supplied, and in any event only the common and cheap class can be furnished by the home manufacturer, and that only to a limited extent, while the increased cost will apply to all classes of table cutlery, of which the cheap class is but a small proportion in value. The increase in duty will therefore involve a heavy tax upon a class of goods which must be imported from Sheffield, as such are not made in Canada, and are not likely to be made in this country under any condition.

One effect of the advance in duty will be to increase the cost of all table cutlery to the consumer, and this will bear most heavily upon the farmer and laboring class, and the users generally of the cheaper grades of knives and forks, whose purchases are, of

necessity, of cheap qualities, which last but a short time in use compared with better qualities, and consequently the user of cheap goods will have to pay the advance in cost several times over as compared with the user of better qualities of goods.

It is an acknowledged fact that table cutlery could not be made in the United States until an abnormally high rate of duty was imposed, and even when this had been done only the cheaper qualities could be manufactured there, while the better class of goods had still to be imported from Sheffield in the face of a duty intended to be prohibitory.

It is also an acknowledged fact that Germany, with the cheapest labor of any civilized country, has never been able to supply its own home market with table cutlery and is dependent upon Sheffield for its supplies.

In view of the foregoing reasons we respectfully request that you will give the matter your serious consideration.

The memorial was signed by all except two firms who, however, it is said, expressed their approval.

CHANGES IN THE TARIFF.

HON. MR. FOSTER, Minister of Finance, has made some changes in the tariff. Those interesting to the hardware trade are :

Brass cups, being rough blanks, for the manufacture of paper shells or cartridges, when imported by manufacturers of brass and paper shells and cartridges, for use in their own factories.

Brass, iron or steel rolled round wire rods under half an inch in diameter, and rolled copper rods, one inch or under in diameter, when imported by wire manufacturers for use in making wire in their own factories.

Calcareous tufa, when imported for use in the manufacture of indurated fibreware or sulphite, and for no other purpose.

Crucible sheet steel, eleven to sixteen gauge, 2½ to 18 inches wide, when imported by manufacturers of mower and reaper knives, for the manufacture of such knives in their own factories.

Copper rollers, for use in calico printing, when imported by calico printers for use in their factories in the printing of calico, and for no other purpose (such rollers not being manufactured in Canada).

Elastic rubber thread, for the manufacture of elastic webbing, when imported by the manufacturers of elastic rubber webbing, to be used for that purpose only in their own factories.

Felloes of hickory wood, rough, sawn to shape only, or rough sawn and bent to shape, not planed, smoothed or otherwise manufactured, when imported by manufacturers of carriage and cart wheels, to be used in the manufacture of such articles in their own factories only.

Hemp paper, made on four-cylinder machines and calendered to between .006 and .008 inch thickness, for the manufacture of shot shells ; primers for the manufacture of shot shells and cartridges ; and feltboard, sized and hydraulic, pressed and covered with paper or uncovered, for the manufacture of gun wads, when such articles are imported by the manufacturers of shot shells, cartridges and gun wads, to be used for these purposes only in their own factories, until such times as the said articles are manufactured in Canada.

Platinum and black oxide of copper, for use in the manufacture of chlorate.

Potash, chlorate of, not further prepared than ground, and free from admixture with any other substance.

Rolled iron tubes, not welded, under 1½ inches in diameter ; angle iron, 9 and 10 gauge, not over 1½ inches wide; iron tubing, lacquered or brass covered, not over 1½ inches in diameter; all of which are to be cut to lengths for the manufacture of bedsteads, and to be used for no other purpose; when imported for the manufacture of iron bedsteads to be used for these purposes only in their own factories, until such time as any of the said articles are manufactured in Canada.

Sawdust of the following woods : Amarinth, cocoboral, boxwood, cherry, chestnut, walnut, gumwood, mahogany, pitch pine, rosewood, sandal wood, sycamore, Spanish cedar, oak, hickory, white wood, African teak, black heart ebony, lignum vitæ, red cedar, red wood, satin wood, white ash, persimmon and dog wood.

Square reeds and raw hide centres, textile leather or rubber head, thumbs and tips, and steel, iron or nickle caps for whip ends, when imported by whip manufacturers, for use in the manufacture of whips in their own factories.

Steel for the manufacture of hammers, augers and auger bits, when imported by the manufacturers of such articles for use in their own factories only.

Steel of numbers 24 and 17 gauge, in sheets 63 inches long, and from 18 inches to 32 inches wide, for the manufacture of tubular bow sockets, when imported by the manufacturers of such articles for use in their own factories only.

Steel strip and flat steel wire, when imported into Canada by manufacturers of buckthorns, plain strip fencing, and safety barb wire fencing, for use in their own factories in the manufacture thereof.

Steel wire, bessemer soft drawn spring, of numbers 10, 12, and 13 gauge, respectively, when imported by manufacturers of wire mattresses, to be used in their own factories in the manufacture of such articles.

It is said a bonus will be granted by the Ontario Government to the promoters of the prospective railway between Baysville and Bracebridge. It is understood the work of construction will be commenced at once. Quite a boom in business is anticipated in the towns and villages interested.

HARDWARE'S Prize Competition

FAILURES in the hardware trade are not numerous. Yet there are failures ; and just as long as there are, information as to how they may be avoided will be valuable. In order to secure the desired information HARDWARE has decided to offer prizes for essays on the subject :

Causes of Failure in the Hardware Trade, and How Avoided.

There will be three prizes : $20 for first ; $10 for second ; and $5 for third. To each of the five essayists ranking in order after the prize men will be given THE HARDWARE MERCHANT for one year. This will make EIGHT PRIZES in all.

The rules of the competition shall be as follows ;

1. All the competitors must be devoting their whole time to some branch of the hardware trade.
2. No essay must exceed 2,500 words nor be less than 1,500. Neatness will not be regarded, beyond the point that the essay must be readable, and the paper written on one side only. The sheets must be fastened together and numbered.
3. The essay must be original.
4. Each essay must be signed by a nom de plume, and both the proper name and the nom de plume of the writer written on a slip and placed in a sealed envelope, which envelope must be addressed, HARDWARE MERCHANT, 10 Front street east, Toronto, and across the corner have the words "nom de plume." This envelope must be enclosed in another, so that no post mark will appear upon the former.
5. All essays must be sent in to this office not later than MAY FIRST, and awards will be announced as soon after as possible, and the prize essays will then be published in order.
6. As the competition is to encourage thought among merchants and clerks, professional writers will be excluded.
7. The judging will be done by disinterested merchants. The names of these merchants will be announced at the same time as the award.
8. All prize essays shall be the exclusive property of THE HARDWARE MERCHANT.

THE HOUSE FURNISHING TRADE.

DELAYS in business are always troublesome and often attended with considerable loss. Much trade is often lost by not anticipating coming demands, and preparing for them.

The fine weather which we are now having will doubtless cause quite a boom in house furnishings. The housewife will soon commence to bestir herself and start house-cleaning; carpets must come up and tacks will be needed; also carpet stretchers and hammers for the work of relaying. The curtains must be washed, and she will doubtless find, when she comes to hang them again, that she needs a new step-ladder. Feather dusters, dust pans, household brushes, paints, wood stains, furniture polish, curtain rings, hat and coat hooks, etc., etc., are amongst the numerous things that will be in request.

The hardwareman with an eye to business will make a point of giving goods that are likely to be in demand during the house-cleaning season a prominent place in his window.

The way to woman's pocket is through her eye. Show her that you keep the goods that she will be likely to need, and she will not say during the flurry of house-cleaning: "I wonder if Brown keeps those things? You better go to Smith's, I saw some in his window when I was passing."

BRING FORWARD SPRING GOODS.

THERE is nobody who will wish to deny the advantages of a seasonable display. Give your winter goods a place in the back of the store or warehouse, and bring forward the goods that are likely to fill the present wants of your customers. Amongst the many spring goods that should find a place in the window, or in front of the store, will be found lawn mowers, garden hose, chicken netting, fence wire, garden tools, rope plough lines, churns, lamp and gas stoves, step ladders, creamer cans, galvanized pails, wood stable pails, grain scoops, washing machines, paints and oils, and all kinds of household supplies, etc. All these goods are at present in demand. Let the public know you have them in stock.

BUILDING TRADE IN TORONTO.

"I DO not think that Toronto will see any wonderful boom again, but it will be far more prosperous in five years' time than it is at present," said a Toronto builder to a representative of HARDWARE. "I think it will keep on improving yearly. There will be but little building this spring, for there is no percentage on the money you put in a house at present. Besides, the builder cannot get a loan on a building now. If they could raise money now like they could a few years ago, there would still be plenty of building. Though times are somewhat hard, we are, in my opinion, in better shape to-day than we were two years ago. Builders are not building at haphazard, as long as they get the money, and without looking ahead, the same as they were doing a short time ago. About this time last year we had at least 300 unfinished houses in the city. It would be hard to find 50 now. This goes to show that people are building on a safer basis."

THE SPORTING GOODS SEASON.

THERE appeared in these columns, some time ago, an article setting forth the profits that were to be gained by the hardware merchant in handling sporting goods. We again revert to the subject.

The love of outdoor sports has ever been a characteristic of the Canadian, and there is not one of us who does not engage in, or is interested in some of our out door games.

The season for outdoor games is opening up rapidly, and a large market for this class of goods has to be supplied, both in city and country.

Is the hardware merchant going to bring to himself and his pocket that share of this trade and its accompanying profits to which in all reason he is entitled?

The country merchant will undoubtedly be more successful in this line, as he will not have the competition of the store that confines itself entirely to sporting goods.

One of the first things to consider, if you want this business, is that you must have an early display of goods for the coming season. The trade in general have not touched this line, and many of those who have done so, have put so little energy into their efforts that they might as well have left it alone altogether. There have been exceptions, however, and these have found it profitable. It is to be hoped that many will follow their example, so that the answer to the question in the future as to whom these goods shall be supplied through will be emphatically the hardwareman. He will, however, have to let the public know that he is the man. Now is the time for him to do so, and in pursuance of this the retailer should stock judiciously, dress his window attractively and advertise liberally.

A NEW MINERAL.

HENRY MONTGOMERY, writing to the Engineering and Mining Journal March 31, reports the occurrence of an interesting new mineral in Utah Territory, near the Camp Floyd mining district. It occurs in a thin seam, and is often in nodules, which, when broken through, show a beautiful pale green color. The mineral in question is essentially a hydrous aluminum phosphate. When heated it speedily assumes a violet or pinkish color; whereas turquoise, a mineral closely allied to it, when similarly treated, assumes a brownish color. It is capable of receiving a high polish, and may possibly come to have a commercial value if it be found in flawless specimens of sufficient quantity.

BICYCLE BELLS AND LAMPS.

BOTH in Toronto and London attempts are being made to pass by-laws to compel local cyclists to carry bells and lamps.

Should such a law be passed, there will no doubt be great demand for these two articles.

There are estimated to be at the present time upward of 6,000 bicycles owned in Toronto alone. While many of these riders are supplied with bells, comparatively few of them own lamps, and should the proposed by-law be passed and enforced, there will be an unusually large demand for both lamps and bells.

It will not be advisable for the hardware merchant to stock up very largely or very variously at first. A great point in choosing these accessories is to select those with a good range of adjustment, so that they will fit, as nearly as possible, all different patterns and makes of machines, otherwise dead stock will be sure to accumulate.

Bells are not always as well made as they might be, the most frequent trouble being that the nut holding the dome works loose, owing to the screw on which it works being very roughly made in an unsuitable cast metal. Besides being adjustable with a wide range, the clips should not be liable to damage the handle bar, and the action should be as simple as possible. A good single stroke gong will usually sell well, both in small and larger sizes. The demand this season amongst club men will probably be for the smaller sizes. Cheap, continuous, or clock-work finger actuated alarms are seldom satisfactory, but there is generally a fair call for a good article of this kind.

Perhaps the greatest objection wheelmen have to the proposed by-law is that it will compel them to carry lamps. Lamps in the past have not been very satisfactory, very few having been anything like perfect. Still while perfect bicycle lamps are yet things of the future, they vary much in their merits, and there is no doubt but that the demand would be for the better article. "Lighter and more light," will be the cry. The decrease of weight is apt to be accompanied by decrease in strength, and certain inconveniences, besides decreased light. The increased light is usually obtained by the adoption of the holophote principle followed in lighthouses. The smaller size of lamp should sell best. They should have bell fronts, lens glasses, ready detachable reflectors and oil wells, firm but easy spring backs and adjustable sockets for adjusting to the lamp brackets.

Nearly all bicycle lamps now manufactured have some imperfections. Choose those that can be sold at a reasonable price, and have fewest bad points.

NAIL SITUATION IN TORONTO.

"WE have not made or shipped so many nails in any one week since the works have been established as we have during the past week," said a representative of the Graham Nail Works, in reply to a query of HARDWARE, "nor have we ever had so many inquiries for prices in the same time. This is to us conclusive proof that stocks throughout Ontario, Northwest Territories and British Columbia must be very light, and that our nails are wanted. We are meeting Montreal prices, so that where freights are equal or in our favor we must get the business. We can load cars, as you see, at our own switch for either the C.P.R. or G.T.R., and we do not think any nail factory is so well situated. This, alone, saves us or our customers cartage from either 1c. or 1¼c. per keg, and insures prompt shipment. We have heard of a few cases where Montreal nails have been sold in the West since the drop in price, but the dealer was led to believe we would not meet the figure. We wish you to inform the trade that such is not the case. We make a full line of cut nails, clinch nails, coopers' nails, and both bright and blued wire nails, and the quality of our nails is so well established that we do not have any trouble in selling them. We are surprised that some of the wholesale houses in the West are trying to induce people to buy Montreal nails in preference to ours; but the trade will study their interests by writing us for prices before placing their orders. One or two of our friends feel sore already, and they will think twice before again before placing orders with firms who do not handle our nails. We naturally think that the Ontario dealers should buy Ontario made nails, especially when we can give them the best nail made in Canada at the same price they can buy in Montreal."

"How does the sale of cut compare with wire nails?"

"Well, cut nails are cheaper than wire, and the consumer knows now that they hold better than wire, so that it is hardly necessary to say we ship very many more cut nails than wire nails. We are making a blued wire nail which holds a great deal better than bright, but all the same the cut nails are having the best of it."

"Do you think nails will be any cheaper?"

"We do not see how they can unless the Government removes the duty on the raw material, and this is fixed for some time to come, the tariff having just lately been revised."

"Do you think nails will go up in price to the extent that they might under the present tariff?"

"Ask me something easy. No doubt the makers would put up the price if some satisfactory arrangement could be made."

ANCIENTS HARDENED COPPER.

IN a paper read by J. H. Gladstone, D.Sc., F.R.S., before the Society of Biblical Archæology, London, recently, attention is drawn to the composition and character of the copper tools in use in Asia Minor before the age of bronze. The specimens examined by Dr. Gladstone consisted of copper tools from Lachish, and date from a period which, according to Mr. Bliss, was earlier than 1,500 B. C., and consequently in pre-Israelitish days. They contain no more than an accidental trace of tin, but they were hard and brittle, qualities due to the presence of a large percentage of suboxide of copper. The present mound, the site of the ancient city of Lachish, has been cut down by Mr. Bliss to the level of the valley, and found to consist of the ruins of several Amoritish towns, one above the other, overlaid by a stratum of ashes and sand, and then the ruins of the Israelitish towns. In these several strata we are able to trace, in the same city, the gradual transition from copper tools to bronze ones, and their gradual replacement as the manufacture of iron became better understood. It is curious to notice that flint implements are found from the lower Amoritish to the highest Israelitish period, some of the latest being of very beautiful manufacture.

RAMBLER'S RUMBLINGS.

I TOOK a trip in the country this week, and while passing a field a companion who was with me said, "Listen; do you hear the meadow lark?" I heard it, but strange to say no poetic emotions stirred my soul, but this thought came to me: This bird is a reliable sign that spring has come to stay. He is not like the robin, who hops up when he thinks fit, and has long ago lost his reputation by fooling us and wearing a red vest like an Irishman. I wondered if the hardware merchants around the country were making preparations to supply the wants of the amateur and professional gardener, who will soon be abroad. The sun is shining down on the dirt and rubbish that has been accumulating all winter in the back yard and the lawn in front of the house, and the householder hies himself off to the hardware store where he has seen garden tools exhibited for sale, to buy a rake and spade, and clean up the yard, fix up the flower beds, and get everything tidy and ready for planting. When he has finished doing this he will doubtless find that the fence needs a coat of paint, and the gate new hinges, etc. His wife will soon be in need of a sun bonnet and a weeder or small set of garden tools. You may not be able to supply her with the bonnet, but can with the garden tools, and numerous other little things that will be brought into requisition by the warm weather. Let the public know that you keep in stock all seasonable goods. Don't hide your light under a bushel, or your garden tools in the back of the store at this time of year. Use every legitimate means of advertising your wares. Through the show window, the local papers and by circular. He who advertiseth not is like a man who winks at a pretty girl, with blue goggles on. He knows what he is doing himself, but nobody else does.

RAMBLER.

TALKS WITH RETAILERS.

"TRADE has improved with the weather," said T. Meredith, King street east. "Paints and oils are moving off nicely, and other lines are coming into demand. Yes, we are putting the summer goods out in the front. We have had quite a few enquiries for lawn mowers, etc. We sold our first mower for the season on Tuesday week."

"Oil and gas stoves are moving off nicely, and we have been getting a call for quite a few garden tools," said W. F. Mullett, 738 Queen street west. "There has been a much better demand for spring lines lately, and we have had one or two very busy days. I think there will be a fairly good trade through the summer. There is at present a great deal of uncertainty as to the prices that will be adopted by wholesalers, owing to the tariff changes, and until they are finally adjusted I expect the retail trade will buy lightly. Paints and oils made quite a spurt last week."

"We moved from No. 169½ last week," said C. P. Godden, 165 King street east, "and find these premises far more commodious than our old quarters. We will continue carrying our old lines, but may take up some new when we are properly settled. We have nice show windows here, one of which we are at present devoting entirely to garden tools."

"We have been kept fairly busy the last few days," said Wm. J. Whitten, King street east. "This fine weather is bound to improve trade, but whether it will bring it back to the state that we all want to see it in, is another question. However, this improvement that we are feeling is what we have been long waiting for, and a good day's business is acceptable if only for the novelty of the thing. We have had two or three busy days lately, and it is to be hoped this kind of thing will continue."

"We are moving three doors south to 295," said E. Clapp, of Clapp & Moses, 301 Yonge street. "We will have extensive alterations made in the front and interior. It is our aim to have the finest stove shop and store on the street. We hope to be in our new quarters by May 1st. Business is showing much improvement. We are at

present doing a lot of stove and eave trough work. There is also quite a lot of paint and oil selling. Household sundries are commencing to be in demand."

"Yes, we have noticed a great improvement within the last two weeks," said T. Wilson, Queen street west, "and we can stand a lot more. Yes, we have moved the refrigerators to the front, in anticipation of the warm weather. This recent fine weather is creating a demand for new lines."

"We are extending, and replacing new machinery in our repair shop," said Wm. Mathieson, King street east. "We have been somewhat cramped for room in the past, but as soon as we get fixed up we intend to go in for the bicycle repairing in earnest. We have been kept quite busy making our trolley wheels, and are sending them down to Montreal for trial on the street railway there."

"Business is looking up a little, but there is nothing to brag about," said J. Ivory, Queen street west. "We are pretty busy in the shop, and some stoves are selling. Garden tools are begining to move and the fine weather has caused a slight demand for baby carriages. House furnishings are beginning to move, but there is yet room for a great deal of improvement. There are still a lot of people out of work."

"We are glad to see trade improving in some lines," said Wm. Pike, Queen street west. "I cannot say that there is yet much improvement in builders' hardware, but still there is a little. I do not expect much building this spring, but there is quite a lot of repairing and touching up going on. Paints, oils, kalsomine, etc., are moving off nicely. In fact there is a general improvement in everything."

"Business has improved a great deal lately," said B. Ibbotson, Queen street west. "The fine weather has brightened up all lines. There is more doing in the shop, and sales in the store are better. Yes, we have been doing a lot of bicycle repairing lately."

HOW DO I STAND?

THIS question, remarks Ironmonger, is one which many shopkeepers would find it impossible to answer on the spur of the moment. The volume of their business and their financial position is made up and compared with corresponding periods in previous years, perhaps, only twice or four times a year. In the middle of a quarter they would be quite unable to even roughly estimate how matters stood. A glance at the bank pass-book, and the knowledge of the amount of cheques to be drawn that day, is frequently most delusive, as there is no indication of how undertakings which have been already entered into will affect the position. Without knowing exactly how he stands, the shopkeeper is seriously handicapped in deciding many important questions. He would find it useful to have a statement drawn up once a week setting out the amount of his sales, and under separate headings the amount of business done in each department, such as furnishing, building, cutlery, general, etc.

TIN NEAR SUDBURY.

INFORMATION has been received by the Ontario Bureau of Mines, though the reliability of the report as far as the value of the discovery is concerned has not been fully established, that tin ore has been discovered in the vicinity of Sudbury. The ore is described as occurring in a ledge of white quartz, standing boldly out from the surface of the rock. Samples of the ore have been assayed and have been proved to be cassiterite, or tin oxide. The oxide occurs in crystals in the rock; these, however, do not show the crystalline formation, but are rather fragmentary, varying in their size from that of a grain to that of a small bean. The samples of the quartz brought into Toronto by the prospector who claims to have made the discovery were fairly well filled with these fragments of cassiterite.

Should this discovery prove to be one which will show the possibility of successfully working the claim for tin, its importance will be far-reaching, and it will probably much hasten the development of the district. Tin has so far remained a practically undiscovered mineral, not only in Canada, but on this continent. The efforts so far made to promote by means of protection the development of alleged tin discoveries in the United States have invariably resulted in monetary loss to those concerned, and it will be remembered that in the case of Mr. McKinley himself the chickens came home to roost when he lost almost his entire fortune in an industry of this nature which had been protected and fostered into unnatural growth and an early death by his own high protective policy. Tin ore, too, has been the basis of many of those "salting" operations which the mining investor has so much reason to dread, and instances are on record, both in Canada and elsewhere, in which the unwary speculator has been beguiled into extravagant visions of sudden wealth and still more extravagant expenditure of dollars and cents by "salted" tin specimens in the hands of some smooth-tongued prospector.

As soon as the season opens it will be known just what body of ore-bearing matter is contained in the discovery now reported, and whether the ore is present in paying quantities. Should such prove to be the case, further discoveries will be sure to follow, and it is possible that a new and profitable industry may soon spring up.

THE MAN WHO KNOWS.

IN every store there is generally some one man who is constantly referred to about stock, prices, ways of shipping, etc., says Iron Age. Sometimes he is a member of the firm, but oftener he is one of the employees. Every detail of the business seems to be at his finger ends. He is rarely the brilliant man of the house; on the contrary, he is the one who is at work at the desk or shelves when the others are joking about the stove in winter or at the door in summer.

He rarely takes any credit to himself because of the availability of his information and of his varied knowledge. He is apt to be unassuming and to look upon the ready-tongued salesman as one who is greatly his superior. But when changes are made in the house he is the last one the firm will allow to leave them, and he is given an interest in the business because there is no one to take his place if he should choose to go away.

Traveling men meet such a man as this in every city and almost in every store. Everything about his business is of interest to him. He is not obtrusive, but he manages to hear what is said about goods and prices, and as he has opportunity he has questions of his own to ask about articles or points not fully understood.

His talents are simply an all engrossing interest in his business, so that the least detail is of importance to him. This, combined with a memory that he has cultivated, enables him to easily keep posted in prices and changes, and in working about the shelves he almost unconsciously takes note of the stock, so that he is ready to tell its condition if called upon for information.

No clerk having regard for his future ought to do less than this, but the fact that so few meet the full requirements of their position is the reason that the one who answers all expectations is so sure of appreciation and advancement.

The Metal and Hardware Association of the Board of Trade, Montreal, met to discuss the tariff question. The trade was well represented. Thos. J. Drummond, vice-president, was in the chair. It was agreed that shelf goods were not properly defined or classified in the new tariff. Each collector of Customs put a different interpretation on the tariff and each one thought he was right. A committee was appointed to make out a list of those articles upon which there was an uncertainty of opinion. This committee will meet the hardware men of other cities, draw up a properly classified list of shelf goods and proceed to Ottawa, where they will interview the Government in order to have the alleged discrepancies rectified. J. B. Learmont is convener of the committee.

Sir Oliver Mowat's bill to enable boards of trade in cities to appoint general arbitrators for certain purposes has been passed.

FENCE WIRES

Oiled and Annealed, Galvanized, Barb and Plain Twist.

Staples at Lowest Prices

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE MERCHANTS

ORDERS SOLICITED.

37 Front Street West, **Toronto.**

THE UNIFORM BILL OF LADING.

THE Philadelphia Manufacturer calls attention to the victory just now won by the National Transportation Association (an association of shippers) in a contest with the railroad companies against a proposed invasion of shippers' rights. The railroads lately prepared a uniform bill of lading, which they tried to compel the public to accept. This bill of lading contained many clauses of an unfair character—as, for example, one that relieved the transportation companies absolutely from all liability for goods damaged or destroyed by the negligence of the companies' servants. It also had printed across the face of it in large letters the word "non-negotiable," and it made new classifications of freights directly to the advantage of the carriers and against the advantage of shippers. Well-informed persons have fully understood that a bill of lading of such a kind will not stand the test of submission to a court of justice. But the great mass of shippers are not well informed, and the usefulness of such a formidable document to the companies lay in the fact that it might be used to frighten and discourage ignorant, timid, and poor men from pressing just claims against the companies.

The attempt to force this bill of lading into use was resisted by the National Transportation Association, of which the Manufacturers' Club is a member. That body protested to the railroad companies ; but it did much more. It presented the matter to the Inter-State Commerce Commission backed by 40,000 signatures to an appeal for protection, and it even carried the case into Congress in a petition for legislation which shall make this kind of thing impossible for the future. A speedy consequence of all this active effort has been that the Chicago & Grand Trunk Railroad Company have announced at Chicago that they, for their part, withdraw from the attempt to impose on the public, and repudiate the proposed uniform bill of lading. The company have prepared a bill of lading of their own, containing a small amount of matter, phrased in plain language, and declaring themselves "subject to carrier's liability under the common law in force in the various states, territories, provinces, or foreign countries through which the goods may pass."

This is enough for any carrier who proposes to deal fairly with his clients. For in any case, no matter what the bill of lading may say, such matters are governed by law and are always disposed of in accordance with law when a shipper who has had damage has persistence enough to seek justice resolutely, without regard for restrictions and conditions put upon him by the carrier. The time has not yet come when American legislation will relieve public transportation companies from responsibility for valuable material intrusted to their care and for the movement of which fair prices have been paid.

The action of the Grand Trunk Railway Co. will probably cause the abandonment of the uniform bill of lading by all the companies. Competition for business is too eager to permit one line to have the advantage bid for by this concession to indignant public opinion.

Navigation will be opened this week from Collingwood to the Soo.

Pure Turpentine This spring's crop, clear and sparkling, in best machine made barrels.

Pure Linseed Oil.

LOWEST PRICES.

Calcutta Castor Oil.

SANDERSON PEARCY & CO.

130 to 138 Bay Street, TORONTO.

IRON IN BRITISH COLUMBIA.

THE subject of manufactures for Victoria is, we are pleased to know, still being agitated, and it is high time that something definite was done. The cities on the Sound are bestirring themselves, and in Seattle it is proposed to establish a big iron industry, although that city has not at its very doors, as we have here, raw material of the highest quality and in almost unlimited supply. The Seattle and Tacoma people have already had their eyes upon Tumbo Island, Texada Island, and other rich mineral sections of this province, and their attention is now said to be directed to Sooke, not more than twenty miles from the city of Victoria, where, within three or four minutes of a harbor in which vessels of 700 tons can easily ride at anchor, is a hill of iron 200 feet high and a quarter of a mile wide, averaging over 60 per cent. of metallic iron, practically free from all injurious components. So easily workable, too, is this mine, that it is said the ore can be obtained in practically unlimited quantities and put free on board ship at a total cost of about $1 per ton. This, it is said by experts would, if smelted with charcoal, be equal to the best brands of Swedish or Russian iron. As we all know, coal for fuel is close at hand in abundant quantity, while limestone for flux is obtainable at a cheap rate.

The iron industry, it is apparent, is one which, if we do not develop, will be taken from us by the enterprising people of the Sound. It was only on Saturday last that Mr. Robins, Superintendent of the New Vancouver Coal Co. said, on his return from San Francisco, that there were no present prospects of improvement in the coal trade, as San Francisco dealers will not purchase a ton more than is absolutely necessary. In the smelting of British Columbia iron a considerable quantity of coal could be advantageously employed, thus giving work to a large number of miners. Not only could the iron be used at home, but it might be shipped to the Orient and South where we have already established our special trade connections. But it is in home manufactures that our British Columbia iron might well be used. That ships can be repaired and constructed here has been amply demonstrated by the work done by the Albion Iron Works Co. on H.M.S. Amphion and Warspite. They have also shown what they can do in producing stoves and other descriptions of hardware. Other Victoria founders and iron-workers have undertaken operations of considerable magnitude and with regard to the Mainland the same can be said.

Let us do what we can with our own iron, particularly when our coal is inclined to be a drug on the market and when other people are talking of obtaining our abundant raw material and working it for all it is worth. The present would seem to be a convenient opportunity. There is any quantity of labor anxious for employment; and there is ample capital which is not put to any very profitable use, for lack of confidence. We are developing markets abroad, and why we should not make the venture, with, among other things, iron manufactured and unmanufactured, we can see no reason other than that we have not pluck enough. Let us make a beginning at once, if it is in ever so small a way.—B. C. Commercial Journal.

SELLING SHOT GUNS.

MANY hardware dealers and not a few jobbers will not handle shotguns because of the trouble which sometimes follows their sale, says Hardware Reporter. The better grades of guns, whether imported or made in this country, are guaranteed by the importer or maker. This guarantee is of course extended to the purchaser or user, and here is where the trouble begins. His cartridges may not have been properly loaded, or the cap may be defective, and if the gun fails to do good work from these or any other incidental causes the buyer blames the gun itself and then falls back on his guarantee.

Most of the larger jobbing houses who handle guns employ an expert workman to test every gun as soon as it is received. Others rely on the manufacturer's certificate of workmanship, while those handling imported guns and not having a gunsmith in their employ depend upon an examination made by the importing house and certified to by the jobber. This method serves to relieve the difficulty in part but is not always sufficient in providing against protests from a customer who possibly knows more about game than he does about the weapon he uses to kill it, or whose inattention to the details of loading are responsible for the faults he ascribes to the gun.

In order to meet and satisfy the wants and occasinal whims of his customers, a hardware dealer should and generally does have a considerable store of mechanical and even technical knowledge. In the case of guns, it would not be at all out of the way if he would carefully test each one as it is received, so that any possible fault may be found in time. Each gun has been tested and targetted before it leaves the maker, so another shot or two will not injure it in any way and may afford the means of giving the dealer an opportunity to vouch for its shooting qualities. Under all circumstances, the working parts should be examined as soon as the guns are received, since even the slightest defect will prevent a full satisfaction when the gun is in use. This applies with especial force to the cheaper grades, but an examination of the better goods should not be neglected.

Winnipeg is the third largest revenue producing postoffice in the Dominion, ranking next to Toronto and Montreal.

SELF-EDUCATION.

EVEN to the young man deprived of the advantages of evening class instruction there is still an opportunity to perfect himself by home study, remarks Metal Worker. True it is that such study is difficult, progress is far less rapid and there is much more excuse for failure than is the case when the student is subject to the encouraging influence of others studying with him under competent instruction. But on the other haud, once mastered, the subject is his by right of conquest who wins single handed. It is impressed on his mind as it could never be had the struggle been less severe. Success in home study is, to a large degree, measured by regularity and method in all that is done. One hardly appreciates the loss (if such it can be considered) of giving half an hour a day to study, and yet in a year—Sundays and holidays excepted—this foots up the equivalent of about 20 days of eight hours each, enough time, it is evident, if taken in the aggregate to very considerably increase one's store of knowledge. It is related that John Tyndal's success began with his determination to devote all of his spare time to study, and so earnest was he in this effort that he arose for this purpose at five on the morning of the first after he made this resolve and continued so to do for many years. One of the benefits of home study lies in the fact that it is generally impossible to proceed to more advanced study until that in hand has been mastered, so that there is a continued incentive to perfection in each day's work. Above all things the course of study should be clearly mapped out and persisted in. There should be no cursory reading, no skipping or slighting because the matter is not clear. There likewise should be no attempt to begin the course with studies too advanced. Arithmetic must be fully comprehended before algebra is attempted, geometry should be at least reasonably well understood before a course in drawing is entered upon, and to those who desire to study the languages English grammer is a first requisite. Books can be purchased at reasonable rates, and but few are required at a time by the home student, so that the real expense of his study need not be great.

THE CONSOLIDATED
PLATE GLASS
COMPANY OF CANADA (Limited)

HEAD OFFICE:
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MONTREAL, 338 St. Paul St. LONDON. OTTAWA.

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BRANDRAM'S B. B. GENUINE WHITE LEAD

Manufacturers of

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BRANDRAM'S B. B. NO. ONE WHITE LEAD

White Lead

Noted for its Extreme Whiteness of Color, Purity and great Covering Property, rendering it specially suitable for Painting in Enamel White and other Decorative Work. To be had of all the Principal Importers in the United States, and for the Canadian trade.

Manufactured in Halifax, Nova Scotia

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Nova Scotia Paint Works, Halifax, N.S.

Star Cycle Works

Wolverhampton, England.



CYCLE RACK PATENTS APPLIED FOR.

FOR the season of 1894 these celebrated Cycles will, for the first time, be obtainable in Canada. Hitherto the entire output of our extensive works has been taken by the English home trade. Large additions to the works and plant have greatly increased our facilities, and we are now ready to supply the Canadian demand. Due consideration has been given to the importance of minimum weight, but we are not prepared to risk our reputation for RELIABILITY by commiting ourselves to an extreme course.

We have adopted a larger diameter and lighter gauge of tubing in the construction of our Frames and Handle Bars, improved and detachable Brake-work, further improvements in Ball Head and Handle Bar adjustments, Dust-Proof Crank Bracket and Hubs, a narrow Tread in conjunction with improved Pedal Attachment and dished Chain Wheel, special patterns in Tubular Seat Pillar, Foot Rest, Step, Brake and Steering Lock; all chains will have Hardened Links and be of a higher class than heretofore; a neater and more effective Chain Adjustment; Chain Wheels specially milled to secure free running; Nuts reduced to a minimum of sizes, with Box-Spanner to fit same, parts interchangeable, high standard of finish throughout.

A. A. ALLAN & CO.

51 Bay Street. Canadian Agents, TORONTO.

LET US QUOTE YOU

CASTOR OIL

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THE CANADIAN RUBBER CO'Y

Of Montreal and Toronto.

CAPITAL, - - $2,000,000.

MANUFACTURERS OF

First Quality Rubber Boots and Shoes, Superior Quality Rubber Beltings, including The Forsyth (Boston Belting Co.) Seamless Rubber Belting. For which we are Sole Agents and Manufacturers in Canada.



We hold the Patent and Right to Manufacture in Canada.

THE PATENT PROCESS SEAMLESS TUBE HOSE

We Make all Our Hose by this Process.

ASK THE MERCHANT YOU DEAL WITH FOR IT AND TAKE NO OTHER.

Rubber Packings, Valves, Gaskets, etc.

Head Office and Factory, Montreal. **J. J. McGILL, Man.**

WESTERN BRANCH:

Cor. Front and Yonge Streets, TORONTO.

J. H. WALKER, Manager.

AN INTERESTING SUIT.

W. R. HOBBS, McCauseland & Son, and the Cobban Mfg. Co., Toronto, have issued a writ to restrain Edwin Hill from dealing in plate glass, in violation of an alleged agreement made by the Toronto Plate Glass Importing Co. with the promoters of the Consolidated Plate Glass Co., of Canada.

The evidence was taken Thursday before a special examiner, and evidence was produced by the defendant to prove that the agreement on his part was never consumated; that at the present time he had no direct interest in the firm of Pearson & Hill, being merely a salaried employee; that at the time of the assignment of the Toronto Plate Glass Importing Co., the final agreement with the plaintiffs had not, and never had been completed. The defendant claims that he has a perfect right to carry on the vocation, on which he has to depend for a living, and that it is illegal to restrain him from so doing.

The plaintiffs claim that though not actually a member of the firm, he is directly interested in it through his wife, Mrs. Hill, who is a member of the firm of Pearson & Hill, and that though E. Hill had not signed the final agreement made with plaintiffs, his partners, the other members of the Toronto Plate Glass Importing Co. had done so, and that to all sense and purpose he had signified his agreement to the same, and that he was at present engaged in the sale of plate glass in violation of the said agreement.

The hearing of evidence will be continued before the examiner to-day and the case will be argued before the court on the 24th inst.

This case will, no doubt, prove very interesting, and will do much to prove to what extent a member of a firm is personally and legally bound by a transferment of good will made by the firm of which he is a member.

Mr. Pearson, of Pearson and Hill, says: "E. Hill not being a member of the firm, it will make no difference to us what way the suit may go. We will continue to handle plate glass."

TO ERECT A NEW STORE.

JAS. Shildride, of Hagersville, has let the contract for the erection of a new hardware store to be built in the centre of that thriving town. The store will be of solid brick, two stories, 24x75 ft., with plate and leaded glass windows. The first story will be divided into storeroom proper, wareroom and office. The store will be 45x22½, the office 8x12. Half of the lower story will be used as a wareroom for heavy metals, the second story to be used for a storage room and offices. The building is to be roofed with galvanized iron and the store will be fitted up with the latest conveniences in the way of shelving, drawers, cases, etc., and when completed will be one of the best equipped hardware stores in the county.

THE WASTE BASKET.

WE are all more or less partial to the waste basket—too partial in many instances, remarks American Artizan. We see on our desk an accumulation of statements, invoices, memoranda, letters, receipts, etc., and as a handy riddance we utilize the waste basket. More than one of us has hastily torn up some document, never thinking that it could possibly be wanted again, and eventually been seriously inconvenienced by its absence. Take the matter of itemized statements. Are there not some dealers who deposit these in the waste basket without scarcely taking the trouble to glance through them when they are not ready to pay the account in question? By and by this same dealer will want a statement of his account and he will send to the jobber or manufacturer for it, making so much additional clerical work and causing so much extra delay. Have cases never been known in the stove and hardware trades where letters notifying dealers that a sight draft was coming, together with statements that accounts have been sent out, and when the subsequent sight draft appeared there was an indignant protest against the transgression of business ethics in drawing on a man without sending any statement? If there has at any time been an unpleasantness in the history of the trade would it not have been easily avoided by the dealer being a little more conservative in the use of his waste basket? Of course there never has been a case in the history of any business where a man has ripped open an envelope and on seeing that it contained a printed circular has "fired" it at once into the waste basket. And, consequently, an important business letter enclosed with a circular in an envelope has never been destroyed. Of course not.

Everybody who knows anything about business knows that both a man's competitors and customers know about what he pays for goods. Consequently, it don't matter any whether Tom, Dick or Harry should happen to pick up and pocket an invoice that you have carelessly allowed to flutter on the floor.

A bright commercial traveler tells a story in an exchange that comes in pat in this particular connection of the importance of the non-utilization of the waste-basket: "Letters quoting prices on goods are for the dealers' private information, and should be as sacredly preserved as a contract involving $1,000. Yet, not long ago I knew of a case where a dealer disputed the price charged him for a buggy. He could not find the letter which contained the quotation he claimed, but declared that he was right. As a matter of fact, he had used the reverse side of the letter on which to send his order for the job. The seller had quotation, order and all, and the dealer nothing. The price charged was the price quoted, and no better or more complete acceptance was needed than the dealer's order on the back of the letter. Doubtless he still thinks the house beat him."

We don't want anybody to think that a business house of any kind should be used as a kind of rag-bag. The waste basket is a Godsend, but there are numbers of business communications of all kinds that it is very judicious to preserve. There have been times when the sight of a six-months-old letter has been a most joyous one.

If any dispute over a matter comes up, there is nothing that settles the affair so quickly as documentary evidence. A man may know you are perfectly honest, but no floods of Websterian eloquence nor power of violent assertions will convince him half so certainly that you have paid a certain bill as will a minute's glance at his signature in a receipt for the same.

The waste basket is an important factor in the business world. Time is very important to a business man, and the sooner a circular of gout panacea (those of us who have not contracted gout are, I take, fairly well insured against it until business gets better) goes into that useful receptacle, so much more time is there left for more important communications. Moral: Use, but do not abuse the waste basket.

FAILURE IN PAINTS AND OILS.

THERE was much surprise expressed at the failure of J. M. French & Co., dealers and manufacturers of paints and oils, Adelaide street west, Toronto. The liabilities are about $15,000 and the assets nominally the same. The Canada Paint Co. is a creditor to the extent of about $4,000, and it is unlikely that the unsecured creditors will get much out of the estate. An assignment has been made to R. Tew, Toronto, and there will be a meeting of creditors on the 25th inst.

J. Cameron & Co. have struck a new advertising scheme. They have got a pair of wood fan makers working in their window which excites the curiosity of a big crowd of onlookers.—Petrolia Advertiser.

Walter H. Cottingham & Co., of Montreal, have issued a neat and attractive card of Blundell, Spence & Co.'s ivy green. The tints of green are light, dark and middle, and very pretty.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton. Ontario.

SP

TRADE CHAT

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

JNO. McLOED has bought out the stock and good will of the business lately carried on by Jas. McDonald, blacksmith, Chilliwack, B.C.

Thos. Ricketts, insolvent, who carried on a general store at Gilmour, has offered 40c. on the dollar of unsecured liabilities.

McClean's hardware store, Woodstock, was robbed of half a dozen revolvers the other morning, the thieves breaking through the glass.

In a Welsh tin factory has been produced the thinnest sheet of iron ever rolled. It would require 4,800 of them to make one inch in thickness.

A young man named Lee, an employee of the Canadian Oil Co., Sarnia, while attending the oil tanks, was overcome by fumes from the oil and died in a few hours.

The miners of British Columbia have formed themselves into an association, to be known as the Ontario Mining Institute. Jas. Conmee, M.P.P., was elected president and B. T. A. Bell, Ottawa, secretary.

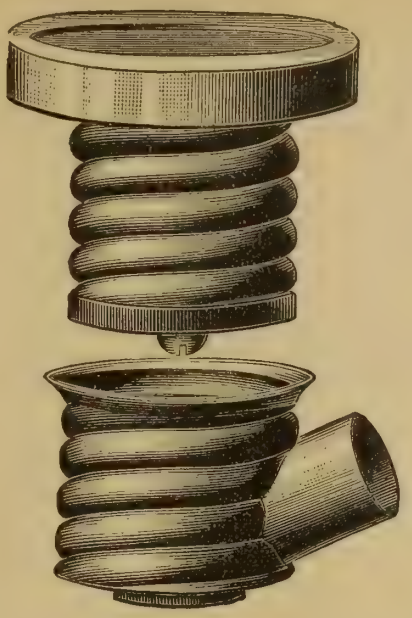
The directors of the Quebec Warehouse Co., elected at the annual meeting recently held, are J. Burstall, A. Rhodes, H. M. Price, T. H. Dunn and F. Bimingsley, with J. Burstall, president, and F. Bimingsley, managing director.

The Gurney-Tilden Co., of Hamilton, Ont., have purchased the Canadian rights of the new Irish arc lamp. They claim it weighs only 8 pounds and takes but 25 volts of electricity to operate it, while the present arc lamp weighs 50 pounds and requires a current of 1,000 volts.

The famous Ferris Wheel, known to all visitors to the World's Fair, is to be taken to New York and set up, if not in Broadway, then in some street contiguous to it. It is not likely that the wheel will be in regular operation until the latter part of August.

Business is improving in town. Our merchants are all doing their utmost to do all business on cash lines and are succeeding well. It is surprising where the money comes from, and it is very evident that this portion of Manitoba is as prosperous as any district in the province.—Mercury, Minnedosa, Man.

Natural gas has been struck at Thamesville, on the lot of a farmer named Graves. The pressure registered 90 pounds. Not far from this well three holes were put down last winter by a syndicate, and gas found in each, but the quality was insufficient to warrant the promoters in laying pipes and mains through the village for illuminating purposes.



NEW

Steel Creamer Tap

ALL PARTS RETINNED

Superior to Lead taps and much cheaper.

THOS. DAVIDSON & CO.

MONTREAL

THE EVIL OF TARDINESS.

PROCRASTINATION is the thief of time, and tardiness in business is often the source through which the merchant loses a good customer. Ironmongery speaking re costly tardiness says: "Nothing annoys a customer more than disappointment in the delivery of goods, for which he may be most anxiously waiting in order to proceed with the execution of his own orders. The retail trader has not as a rule much blame attaching to him in this matter so far as ordinary orders are concerned. Articles kept in stock are usually delivered within twenty-four hours of being ordered. The trouble comes when a local engineer, founder, or smith gives an order for a forging or other necessity, some special tool or appliance. The order is frequently given on an assurance delivery will be made on a particular day, perhaps a week or a fortnight hence. The purchaser goes away relying upon you to fulfill the undertaking. But very often the assurance regarding delivery has been given offhand, without any reference to the manufacturer, who may be so pressed with prior orders that delivery at the time you have stated is absolutely impossible. Serious loss often results to the customer who has given the order, and he can—and does—retaliate by making you wait for your money, and often transfers future orders to a competitor. In some cases the delays caused in this way, and also by the repeated failures of the manufacturers to fulfill their promises, are almost scandalous. With reasonable discretion on the part of the ironmonger and the loyal co-operation of the manufacturers, upon whom so much depends in this matter, the difficulty will be largely overcome to the benefit of all concerned."

KEEP THE OIL HOUSE TIDY.

A VERY important subject for consideration is, How to do it? Mr. R. McDonald, of Glasgow, gives his brethren in the trade the assistance of a suggestion he has sent along to us, remarks an English paper. A sort of wooden platform, or rest, is made by running a board right under the taps, say nine inches, or less, high. Holes are then made under each tap to admit the ordinary tin filter which is used for each kind of oil. The catch trays are conveniently placed under this, thus being out of the way, and consequently less liable to be capsized. The latter occurrence is, under ordinary conditions, not uncommon, and by the arrangement suggested this trouble would be appreciably diminished, at any rate, if not entirely done away with. Another advantage of this arrangement is that the measures can be placed on the board, and thus be kept free from the sawdust with which floors are generally littered. Somehow customers have not learned to appreciate a mixture of oil and sawdust, and if the measures are kept lying about, the mixture is made, the customer loses his temper, and the dealer often loses all future orders.

DISPLAYING LISTS.

A CAPITAL way of pushing specialties, says an English exchange, is to display the lists forwarded by manufacturers for gratuitous distribution to customers in such a way that full advantage is reaped. One method is to screw a number of Richard's patent cup hooks in line along the front of the counter, and to suspend from them the lists and circulars received by post. Most customers will be found ready enough in looking through the different circulars and in helping themselves, but where there is any diffidence, a polite invitation on the part of the assistant "to take one" will be found invariably sufficient.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, April 20, 1894.

HARDWARE.

THE hardware market is handicapped at present by one or two unsettling influences, but despite this drawback business in lines where these depressing causes are not operative, is fair. This is considered a good sign, for it is interpreted to mean that when these influences are removed business in the lines affected will also improve. In shelf hardware and cutlery the present movement is fairly satisfactory. Nails both cut and wire are unsettled in value, and the fact does not tend to increase demand. All other lines are without special feature.

WIRE—The wire market rules quiet on the whole with only a small business in annealed and galvanized wire. The reduction in barbed wire has not induced much improvement. Orders for shipment, via lake and canal, do not compare with those for last spring.

ROPE—Lower prices both on manilla and sisal has led to considerable activity in both lines. We now quote: Sisal, 6½c. for 7-16 and upwards, and smaller sizes, 7c.; manilla, 9c. for 7-16, and 9½ for smaller sizes; deep sea line unchanged at 14c.

CUTLERY—The feeling as regards table cutlery is unsettled, but despite this fact the jobbing houses are doing a good business. When it is a question of new purchases for themselves, however, operations are conservative. English agents are all selling table cutlery upon an advanced basis, subject to the possibility of revision in the tariff rates.

NAILS—The nail market continues unsettled, as noted last week. Inside offers are being made for round quantities, but jobbers operate very carefully in spite of this. The demand from retailers has been rather better this week, and a fair business has been done on this account from second hands on the basis of $1.90. Horsenails, which have been selling at cost or nearly so for some time, are now moving on a standard basis, an association having been formed on them. It remains to be seen whether it will have any longer life than other trade associations of the kind.

HORSESHOES—There is a fair seasonable movement in these at steady rates.

BOLTS, NUTS, ETC.—A good sorting trade is doing in all kinds of bolts, nuts, copper rivets, burrs, etc.

GREEN WIRE CLOTH—The demand for wire cloth is fully maintained, and the movement this week is at steady prices. It is said that makers in the United States have advanced prices.

CHAIN—Chain is rather quieter, orders for coil chain being diminished this week.

TACKS—Nothing new to report in this line, which remains as last noted.

WARE—All kinds of iron ware have met with an encouraging demand.

SPORTING GOODS — Demand has been rather better for sporting supplies this week, quite a few good orders for both guns and ammunition being reported.

TOOLS—Harvesting and garden tools furnish a fair business. Other kinds are quiet.

BUILDERS' SUPPLIES—There has been a fair demand for assortments of building supplies.

PLUMBING SUPPLIES — Some improvement is noted this week, but it is not of a very decided character.

NAVAL STORES—The change to fine, warm weather has had some effect on business in naval stores. As a rule values are steady, except turpentine, which is unsettled and easy at 48c. We quote as follows: Turpentine, 48c.; resins, $2.50 to $5.00, as to brand; coal tar, $3.25 to $3.75; cotton waste, 5 to 7c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12c.

METALS.

The heavy iron and metal market has furnished little change during the week. In the matter of values the only actual alteration of importance has been a decline of 50c. in the price of terne plates. As a rule in other lines the feeling is steady, except probably in copper, in which transactions in round lots are noted at a concession. On the whole importers are somewhat disappointed that orders are not coming in as well as they should at this season just previous to the opening of inland navigation In paints and oils competition is being carried about as far as it can, and as a result reliable quotations are difficult to give.

PIG IRON—Continues dull and prices are unchanged. We quote: Summerlee and equal brands of Scotch pig at $19 to $19.50; Carnbroe, $18, and Ferrona and Siemens, $16.50 to $17.

BAR IRON—The unsettled feeling noted last week still rules the bar iron market. Nominally the price is $1.75, but an order for a car lot would almost certainly lead to concession upon this price.

SHEET IRON—There is no change in sheet iron, which is in fair jobbing enquiry at 24 to 25c. for black sheets. Russian iron is steady at 10½ to 11c.

HOOPS AND BANDS—There is only a moderate movement in a small way to note in these at former prices, $2.30.

STEEL—This line is quiet and unchanged. We quote: Best cast steel 10½ to 12c.;

..Heavy Steel Plate Ranges..

Nos. 8 and 9 4 Holes Oven 16x20
Nos. 8 and 9 6 Holes Oven 18x20

These are made after the most improved patterns, and embody every good point up to date.

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SS. SMOKELESS POWDER Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

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Has superseded all other water-color wall coatings.
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Equally adapted for city and country dealers' trade.
Easily applied by anyone who can handle a brush.
Put up in five-pound packages, **and never sold in bulk.**
Pays the dealer **Fifty per cent. profit.**
Beware of **Imitations** bearing similar names.
Order early to insure a full line of advertising matter.

THE ALABASTINE CO., Limited.

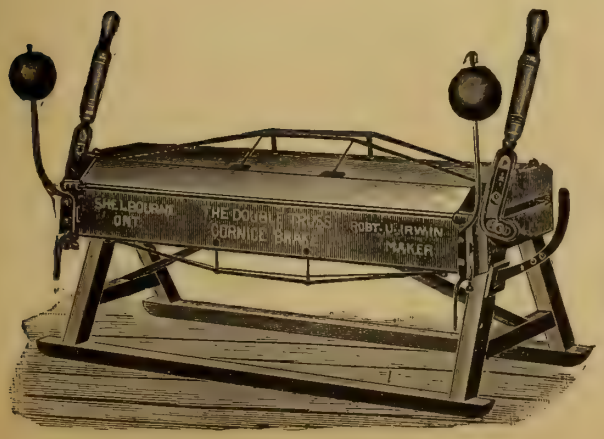
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ENGLISH HOUSE: **SAMUEL, SONS & BENJAMIN**
164 Fenchurch St., London, E. C.



Sole Agents for the Dominion for

Double Truss Cornice Brake

Write for Circulars and Quotations.

MONTREAL MARKETS—Continued

sleigh shoe, $2.40; spring, $2.50; tire, $2.50 to $2.75, and round machinery steel, $3.

GALVANIZED SHEETS— There is little change in this line. Importers have good supplies on the way, while retailers do not appear to be urgent about supplies. We quote: 4¼ to 5c. for ordinary brands; Morewood, 6 to 6¼c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., and the usual extra for larger sizes.

TIN PLATE—There are fair supplies now on the way and little new business is doing for importation. The jobbing movement is not brisk. We quote: Coke, $3 to $3.25, and charcoal, $3.50 to $4.

CANADA PLATE—Business in Canada is quiet. Cable advices continue in tone but there is no change in the spot basis which is still $2.40 to $2.45.

TERNE PLATES— Continue inactive, and with continued easier advice from primary sources; prices have been marked down, now being quoted $6.50 to $6.75.

COPPER—The easiness noted in copper last week is continued and values are unsettled. Nominally 10c. is asked for ingot copper, but we understand round lots have changed hands for ½c. less, a lot of five tons it is understood selling at 9½c. We quote: 9¾ to 10c. as a range.

TIN—Business is unimportant and prices are unchanged at 18 to 19c.

SPELTER—This lines continues quiet and firm at last week's prices—$4.50 to $4 75.

ANTIMONY — Featureless, with prices steady at 10½ to 12c.

LEAD—There is little business to note in pig lead, which rules steady at $2.75 to $3.

SHEET ZINC—Continues unchanged at $5 to $5.25.

CEMENT—There have been few features in the cement market. A fair movement in small lots is noted, but no large transactions have taken place. We quote: English brands $2.05 to $2.15, and Belgian $1.90 to $2. In firebricks a good trade is reported in small lots at $18.50 to $22.50 per 1,000 as to brand.

PAINTS AND OILS.

The lead market is unsettled—in fact, demoralized—and it is impossible to give any reliable quotation. Linseed oil is lower also, being quoted at a decline of 1c. We quote: Choice brands of white lead, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots, raw, 58c., boiled, 60c.; steam refined seal oil, 46 to 47c.

GLASS.

The glass market has been rather quiet, and prices rule easy, although there is no quotable decline. We quote: $1.25 for first break; $1.30 second break, per 50 feet; $3 25 for first break per 100 feet; putty in bulk, $1.85.

PETROLEUM.

The petroleum market is weak and unsettled owing to the tactics of certain jobbers, who have been offering at a further decline of 1c. We shade our prices accordingly as follows: We quote Canadian refined at 11c. in shed at Montreal for round lots, and 11¾c. for small quantities. American petroleum, 16c. in car lots, 16½c. in 10-barrel lots, 16¾c. in 5-barrel lots, and 17¼c. for single barrels, net cash; American benzine, 23 to 25c.; Canadian benzine, 10¾c. Petrolea; 12¾c. Montreal.

HIDES.

The only feature in the hide market is the fact that a second dealer has opened out in the market, and during the past week has been offering higher prices than the ruling basis for No. 1 for green hides. It is reported that dealer No. 2 has bid as high as 4½c. for No. 1, but this does not mean that the price has been paid, for we understand that when butchers deliver their hides dealer No. 2 has some fault to find, etc. On the whole the market is in a very unsatisfactory state. In fact, dealers at the prices they are offering and the figures that tanners are giving stand to loose ½ to 1c. per lb. We quote No. 1 at 3½ to 4c.; No. 2, 2½ to 3c., and No. 3, 1½ to 2c. Calfskins have been coming in more freely, and values are steady at 5 to 6c., but there is absolutely no demand for them. Sheepskins are quiet at 75 to 80c. each, and lambskins 10 to 15c. each.

TALLOW.

There is no change in tallow, which rules at 6¼ to 7c.

WOOL.

Business in wool continues quiet and unchanged. We quote: Cape, 14 to 15½c.; Canadian fleece, 17 to 20c.; B. A. scoured, 26 to 34c.; pulled wool, supers, 20 to 21c.; extras, 23 to 26c.; and Northwest wool, 11 to 12c.

MONTREAL TRADE NOTES.

It is claimed that sales of round quantities of bar iron have been effected at $1.65. This price of course is hardly possible in a regular jobbing way.

The competition in leads and colors is being carried to a pretty acute stage here, and it is practically impossible to quote a reliable quotation. How soon sellers will recognize the unwiseness of this practice is hard to say.

The majority of the trade here are not disposed to give very long life to the newly formed Horse Nail Association. If precedent goes for anything they certainly have the best of the argument.

Jobbers in petroleum are offering to fill orders for 10c. in single barrels. This price is simply a ridiculous one. It is almost 2c. lower than it is possible for them to buy at.

Wm. McNally & Co. report that business for importation in cement is rather backward at present. There are some fair quantities coming forward by the first steamers, but hardly equal to the first arrivals last spring.



A. C. Leslie & Co. note quietness in the matter of orders for import at present, both in tin plate and galvanized sheets. Buyers have filled wants for the immediate future and are now holding off.

There is considerable talk in the trade over the cutting on "Rodgers" cutlery by western firms. It is asserted by jobbers here that the people who are doing the cutting have not heard the last of the circumstance by any means, and that there may be other developments.

Mr. Newman, of Caverhill, Learmont & Co., the big wholesale hardware house, just got back Tuesday morning from an extended trip through the different American centres. Mr. Newman says that business across the line is still on the quiet side, but that it is commencing to pick up.

A splendid set of cutlery samples is one shown by Messrs. Haldimand & Son, who are agents for the well-known firm of John Askam & Son. The display of carving sets in this line of samples and the handsome cases certainly afford a bewildering variety to the buyer. Mr. Haldimand, one of the members of the firm, leaves on a Western trip shortly.

TORONTO MARKETS.

TORONTO, April 20, 1894.

HARDWARE.

NO strikingly new features have developed during the week. The improvement noted last week has been maintained, although the uncertainty as to what further changes may be made in the tariff naturally has a deterring influence on business. The movement is general in shelf and heavy hardware. Carpet tacks are going out a little better, but business is not satisfactory. Trade is at last beginning to show some improvement in lawn mowers. Quite a number of garden syringes and a quantity of garden hose are going out. Payments are only fair.

WIRE—Business continues brisk in ordinary fence wire, such as annealed and galvanized. Barbed wire is also in good demand, but orders are not large.

ROPE—Is in good demand with prices same as last week. The United States market is overstocked, and makers there are trying to dispose of this surplus in Canada at prices said to be less than the cost of the raw material. This was the cause of the

MARKETS—Continued

decline in price on the Canadian market noted last week. Prices are now: Sisal, 7-16 in. and larger, 6¾c.; ¼, 5-16, ⅜ in., 7¼c.; Manilla, 7-16 in. and larger, 9 to 9¼c.; ¼, 5-16, ⅜ in., 9½ to 9¾c.

CUTLERY—People are more disposed to buy, particularly if they can do so at the old prices. There is the usual sorting up spring trade doing.

CUT NAILS—There has been no change. A number of car lots have gone out at $1.85, the reduced base price.

WIRE NAILS—There is a fair quantity going out, the prepaying of freight on 10 keg lots having induced dealers to order that quantity. Base price $1.90, with 5c. less for carload lots.

HORSESHOE NAILS—These are going out freely at the recently advanced prices, "C." being quoted at 60 per cent., and "B.B." and "M." at 60 and 2½ per cent.

GREEN WIRE CLOTH—The output is light and prices unchanged at $1.85 to $1.90 per 100 square feet.

SCREEN DOORS AND WINDOWS—Enquiries are still coming in, and as stocks are light jobbers have been compelled to place fresh orders with manufacturers.

TACKS—There has been a little improvement in this line, but manufacturers are very much dissatisfied with quantities being sold.

CHAIN—Coil chain is going out fairly well. An improved demand is shown for trace chain, but stocks are low.

HORSESHOES—Are in steady demand at quotations, but quantities going out are not large. We quote: $3.80 Toronto, and $3.85 London.

WARE—Peerless and Eclipse ware are in good demand, and some good orders have been received for white ware.

LAWN MOWERS—Trade is beginning to assume more activity; stocks are more assorted, and quite a number of shipments have been made during the week, but the bulk of the business still remains to be done.

SPORTING GOODS—Nothing materially new has been developed. Cartridges are still in steady demand, but quantities are of course small.

PLUMBERS' SUPPLIES—Trade for the city for the past few days has not shown any improvement; country trade seems to be keeping up fairly well.

IRON PIPE—The new prices are announced. They are: From ¼ to 1 in., 67½ to 70 per cent.; 1¼ to 2 in., 70 to 70 and 10 per cent.; galvanized iron pipe, 47½ to 50 per cent. The demand is exceptionally good, while stocks are somewhat on the small side, but import orders are expected to arrive in the course of the next few weeks.

BUILDERS' SUPPLIES—Trade on country account shows considerable improvement, but city trade remains much as before.

MILK CAN TRIMMINGS—The season is nearly over, and the orders being received are principally for special trade.

CLOTHES WRINGERS — Manufacturers seem unable to supply the demand at the moment, and stocks in jobbers' hands are small. Prices are unchanged at $29 per dozen.

TOOLS—Garden and harvest tools continue in good demand, and jobbers are still finding it difficult to get supplies from manufacturers to make up shipments on all orders.

HINGES—Barn door, heavy "T," and strap continue to move freely and in large quantities. Prices are as before.

BIRD CAGES—Trade is quiet, and quantities moving are not to be compared with those for the corresponding period of last year.

METALS.

Trade is fair in most lines. Galvanized iron shows some improvement, while the contrary may be said of ingot copper. Tin plate is in little better demand. Terne plates are not as much wanted, and antimony is taking a turn for the worse again.

PIG IRON—There has been some enquiry for both Nova Scotian and American iron, but they have not apparently lead to any business. There was also a little enquiry for Scotch pig, but the price quoted seemed to frighten buyers. We quote: Summerlee, $21 to $21.50; Carnbroe, $20 to $20.50; Siemen's, $18.75 to $19.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: Prices have become a little more steady and the better demand continues to be sustained. The situation may, however, be said to remain practically unchanged, as consumers of pig iron are only operating a small percentage of their capacity, and better demand still means a light demand. Business as a rule is confined to meeting these requirements, with occasional exceptions which look to the future and consider iron at present prices a good purchase. We quote below on the cash basis f.o.b., Toronto, in bond: No. 1 X foundry strong coke iron, Lake Superior ore, $13.50; No. 2 X foundry strong coke iron, Lake Superior ore, $12.80; Jackson County silvery, No. 1, $16.80 to $18.30; Lake Superior charcoal, $15.80; Southern soft, No. 1, $12.60; Southern soft, No. 2, $12.10.

BAR IRON—There is not a great deal doing yet, although some good orders have been received during the week. Prices are unchanged at $1.75 Montreal, and $1.80 to $1.85 Toronto.

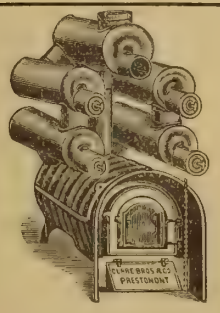
SHEET IRON—Is going out fairly well at unchanged prices. We quote: 8 to 16 gauge, $2.75; 18 ditto, $2.25; 20 ditto, $2.35; 22-24 ditto, $2.50; 26 ditto, $2.60; 28 ditto, $2.75.

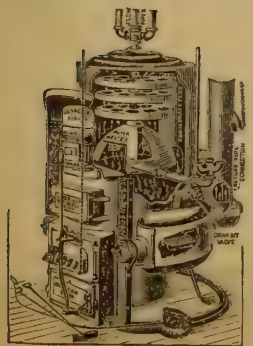
SHEET STEEL—Business shows some improvement, but it is still on the quiet side. We quote: 8 to 16 gauge, $3 per 100 pounds; 8 to 20, $2.75; 22 to 24, $2.90; 26, $3.25.

BOILER TUBES—Trade continues quiet but without any feature to note. We quote: 1½ inch, 8c.; 2 inch, 9c.; 2¼ inch, 10c.; 2½ inch, 10¾c.; 3 inch, 12½c.; 3½ inch, 16c.; 4 inch, 21c.

GALVANIZED IRON—Some good sales have been reported both for import and from stock. Trade, generally speaking, has been satisfactory. There has been a reduction of about ¾c. per pound all round, 28 gauge now being offered at 4½ to 4¾c. in case lots.

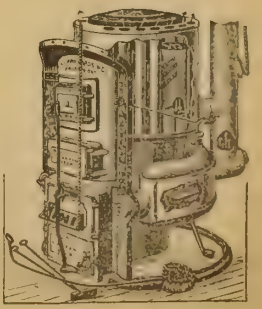
INGOT TIN—No large sales have been reported, although there is a good demand for small lots at 19 to 20c.

Best Value  on Earth.



These are the Furnaces that secure the trade for dealers who handle them.
They have no rivals but many imitators.

Clare Bros. & Co. ....Preston, Ont.



MARKETS—Continued

INGOT COPPER—Sales have fallen off considerably, a few small shipments only having been made during the week. Price is lower at 11c.

SHEET COPPER—A number of case orders have been received for shipment from stock. A few good import orders have also been booked. Outside these, quantities going out are small. We still quote 15 to 17c. per pound.

ZINC SPELTER—No improvement is shown in this line, stocks still being heavy and prices unchanged. We quote: Domestic, 4¼ to 4¾c.; foreign, 4½ to 4⅝c.

TIN PLATES—Trade is somewhat better again this week, larger shipments being reported. Prices are lower at $3.50 to $3.75 for I.C.

ZINC SHEETS—Very little doing, and prices rule lower at 5 to 5¼c.

CORRUGATED IRON—Much as before. We quote: "Owl" brand from genuine steel plates, zinc coated, $4.25 per square; painted steel, same brand, $3 75, according to gauge.

TERNE PLATES—Business in this line has fallen off materially during the past week, but there are some good import orders in hands of manufacturers, and jobbers anticipate an improvement shortly. Prices are easy.

HOOPS AND BANDS—Demand is only moderate. Prices rule at $2.40 to $2.50. There have been sales of American hoops to coopers at about $2.20 laid down here.

CANADA PLATES—Orders are now being booked freely for import, but for shipment from stocks business is virtually nil. All dull, $2.60 to $2.65; half-polished, $2.65 to $2.75; and all bright, $2.90.

SOLDER—Trade in this article is increasing, but we quote prices fractionally lower at 14½ to 15c.

PIG LEAD—A few small shipments have been made, but no large lots are moving. We still quote 2¾ to 3c.

ANTIMONY—The improvement noted a few weeks ago has vanished and business is now as quiet as ever, while prices are weak at 10½ to 11c.

GLASS.

Business shows some disposition to improve, but jobbers find it more difficult than ever to supply the demand, even when the quantities called for are small, on account of the depleted condition of stocks. So far very few fresh supplies have been received, although invoices and bills of lading are in the hands of jobbers. Prices are unchanged at $1.20 to $1.25 for first break. Plate glass is in little better demand.

PAINTS AND OILS.

No material changes have taken place during the week beyond the fact, as noted elsewhere, that the White Lead and Paint Grinders' Association have been formally dissolved, and the deposits returned to the members. Turpentine is going out a little more freely at the recent decline of 46c. Toronto, Hamilton, London and Guelph, with 2c. additional when delivered at outside points. For future delivery 44c. is quoted. One of the local firms has dropped out of the association, and although prices are steady in the South, it is not at all improbable that prices will be dropped a point or so before the week is out. A good deal of linseed oil has been sold during the week, but the volume of business is not yet satisfactory, while outside competition may cause another reduction in prices. Present quotations are: Raw, 54½ to 56½c.; boiled, 57½ to 59½c.; outside quotations in both instances are for shipment to outside points, freight prepaid. There is a fair demand for white lead, but prices are being cut a good deal. We quote base price at 4½ to 4¾c.; most of the large orders have been filled and the trade is now awaiting for renewals; pure is still quoted at $1.05. In castor oil some shipments are being made for future delivery, but prices are lower at 6½ to 6¾c. in case lots, and 7c. in single tins. Putty is in fair demand at $1.90 in bulk, and $2 in bladders, barrel lots.

OLD MATERIAL.

There is a slight improvement in business and dealers are commencing to unload the large stocks which they have for some time past been carrying. Prices are unchanged. We quote prices paid by dealers as follows: Agricultural scrap, 55c. per cwt.; machinery cast, 60c. per cwt.; stove cast scrap, 35 to 40c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 6¾ to 7c.; heavy scrap copper 7½ to 7¾c.; old copper bottoms 6½ to 6¾c.; light scrap brass 4c.; heavy yellow scrap brass 6c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 1¾ to 2c.; scrap zinc, 1½ to 2c.; scrap rubber, 2 to 2½c.; country mixed rags, 60 to 75c. per 100 lbs.; clean dry bones, 45 to 55c. per 100 lbs.; borings and turnings, 10 to 15c.

SEEDS.

Market steady. A good jobbing trade is reported, but orders are small, buyers still being cautious. Alsike is a little firmer in the higher grades. In timothy trade is confined almost altogether to medium grades, stocks of the higher and the low grades being exhausted. For the medium grade the trade is depending largely upon the Western States for supplies. Jobbing prices rule as follows: Red clover, $6.25 to $6.50; alsike, $5.50 to $8.50; with inferior qualities and really fancy stuff quotable at lower and higher prices respectively. Timothy, $2.25 to $2.75.

HIDES, SKINS, WOOL AND TALLOW.

WOOL—Combing is being taken at 17 to 18c. and clothing at 19 to 20c. Dealers are buying supers at 18 to 19c. and are selling at 19 to 20c. Extras are bought at 22 to 23c. and are sold at 23 to 24c.

HIDES—Prices for green hides are unchanged at 3c. for No. 1 and 3¼c. for heavy steer hides of 60 lbs. and over. No. 1 cured 3½c.

SKINS—Sheepskins quiet and unchanged at 80c. for choicest. No. 1 calf are quoted at 7c., and No. 1 cured at 8c.

TALLOW—Dealers are paying 5c. for rendered tallow in brls. and 5¼c. for rendered in cakes. The jobbing price is 5¾c.

PETROLEUM.

Trade is reported fairly good. There is still a good demand for lubricating oils. Prices are unchanged. We quote: 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; Canadian water white, 16 to 17c.; American water white, 18 to 19c.; photogene 20c.

The Petrolea Advertiser in its weekly report, says: "Crude oil, 99½c. per brl.; refined, 6¼ to 6½c. in bulk, or 9 to 9¼c. in brls. in car lots f.o.b. here. Crude is a little weaker and has receded ½c. Refined remains unchanged at the above quotations. We are looking, however, to a material rise in the crude values in the near future."

MARKET NOTES.

Stewart & Wood are introducing Masury & Son's varnishes.

Sanderson Pearcy & Co. are making a special cut on Rowney's tube colors.

Rice Lewis & Son have an attractive display of poultry netting in one of their windows.

Sanderson Pearcy & Co. are offering special inducements to the trade this week. See their advertisement.

Recent changes not noted elsewhere are: Brass tubing, 21c.; brass rods, 18c.; angle iron, 2½c.; ditto, 3 inch and heavier, 2c.; T iron, 1¼ and 1½ inch, $3.80.

H. S. Howland, Sons & Co. are in receipt of repeat orders for their 75c. "Crown" sheep shears. "It is the best 75c. sheep shear in the market," said a member of the firm, "and yields the retailer a good profit."

The Fairbanks Co., Boston, are compiling a new catalogue of all the articles manufactured by them. It will consist of 300 pages, 8 x 11½ inches, and will be placed in the hands of every customer of the firm on both sides of the Atlantic.

Those who are contemplating the purchase of the double truss cornice brake, which has at different times been mentioned in these columns, should not delay their orders, as the machine is only made on orders. M. & L. Samuel, Benjamin & Co, Toronto, are sole agents for Canada.

The Tinsmith Pattern Manual, by Joe K. Little, C.E., and recently published by the American Artizan Press, 69 Dearborn street, Chicago, is an eminently practical work prepared by a practical workman. It is for the use of tinners, coppersmiths, and sheet metal workers generally. It will be found valuable



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

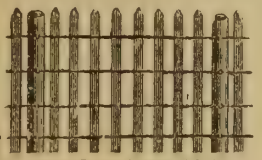
All sizes of Hot Pressed Nuts, Square and Hexagon

TORONTO PICKET WIRE FENCE CO.

221 River St., Toronto

Picket and Woven

Wire Fencing



Send for New List

Belt Dressing

GOODHUE'S WATERPROOF IS THE BEST.

TRY IT. 5 and 10 lb. tins. **TRY IT.**

H. D. Simmons & Co.

Western Representatives,

85 York Street, TORONTO.

A full stock of J. L. Goodhue & Co.'s belting, etc., kept here for ready delivery orders.

MUNN'S LIQUID GLUE

IS THE BEST.

THE ART METROPOLE, Agents.

131 Yonge Street, TORONTO.

OUR SALES OF

"BURHAM" Portland Cement

For the past 8 months have been

25,499 CASKS.

"BURHAM" Brand outranks all others
Try it and be convinced. . . . .

Sole Consignees for Canada,

McRAE & CO., OTTAWA

Clothes Wringers

"Leader" Barrel Churns

"Dowswell" Washers

"Queen and Domestic" Mangles

DOWSWELL BROS.

SUCCESSORS TO

Peerless Manufacturing Co.

HAMILTON, - CANADA

Write for Prices and Discounts.

WIRE

Close prices for import on all kinds of fencing and other wire, also on IRON and STEEL of all grades.

A. C. LESLIE & CO., Montreal and Toronto.

Pure Southern TURPENTINE Our Specialty

Remember, we are headquarters for the pure article, and intending purchasers will do well to get our price before placing their orders.
Every barrel of Turpentine we ship is accompanied by our printed guarantee that it is ABSOLUTELY PURE.

We Are Not Members of any Combine.

FRANCIS, FROST & CO., 33 Front St.W., TORONTO

ROBERTSON'S

D. L. & S. TRADE MARK C. L. & S.

READY MIXED

Warranted *Absolutely Pure*

PAINTS

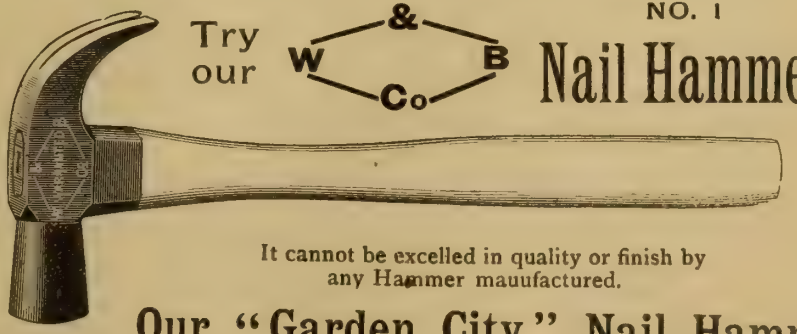
BEST ON THE MARKET.

Manufactured by — Write for sample cards and prices.

The James Robertson Co. Ltd., Toronto

THE WHITMAN & BARNES MFG. CO.

Canadian Branch: St. Catharines, Ont.



Try our W & B Co NO. 1 **Nail Hammer**

It cannot be excelled in quality or finish by any Hammer mauufactured.

Our "Garden City" Nail Hammer

GET OUR PRICES AND TRY OUR GOODS

Is the best and cheapest "Solid Cast Steel" Hammer on the market. . . .

We aim to keep in stock a full line of Hammers, Sledges, etc., and will make prompt shipments. . . . . .

to mechanics in these lines and should be much appreciated by them. It is profusely illustrated with patterns, is neatly bound, and contains 248 pages of useful reading matter.

The Mechanic Supply Co., 96 Peter street, Quebec, have issued their sixth annual spring circular, thanking their patrons for past favors and soliciting their trade for the future. The circular is neatly and tastefully got up. The firm are agents for many of the leading firms throughout the Dominion.

Our representative, Mr. John Cameron, is meeting with splendid success on his Western trip, and with much encouragement from old subscribers. For instance, R. E. Walker, of Caledonia, informed him that THE HARDWARE MERCHANT was, in his estimation, the best paper of its kind published in Canada. This is corroborated by subscribers from all parts of the Dominion.

The Collins Manufacturing Co., Toronto, report a large run on their Excelsior tea and coffee pots, and copper dome bottom kettles. "We are now manufacturing a round hog scraper, which is an improvement on the one generally in use," said a representative of the firm. "We are not yet up on our orders for Hathaway fence wire, and still continue to work overtime.

Coulter & Campbell, coppersmiths, Toronto, report being very busy on marine work, having a good demand for their Superior Range boiler, which they recently placed on the market. "We have received the contract for the placing of brass railings, etc, in the Massey Music hall, similar to those that we recently placed in the Confederation Life building," said a representative of the firm.

UNITED STATES MARKETS.

NEW YORK, April 20, 1894.

PIG TIN—A reaction of 5s. to 7s. 6d. in London prices, as per official cables, served to slightly weaken the local market, since home trade demand was not brisk enough to carry weight as a counteracting influence. It was no difficult matter to secure five-ton lots of Straits at 19.60c. net cash, prompt delivery, and 19.65c. would probably have been accepted, in some instances, for stock to be taken ex dock from importations by steamers that will unload this week. It is figured out that fresh supplies have not been in excess of the deliveries, and that the local statistical position is as strong as it has been at any previous time this month. That the European holdings are of greater influence is generally recognized, however, and that enough tin and to spare is on hand at foreign ports has sufficient weight to keep speculative sentiment extremely tame in this market. Hence prices here are still governed almost wholly by London quotations, while business is chiefly of extremely conservative type.

COPPER—The popular quotation on Lake Superior ingot to the home trade is 9½c., and a fair sort of business is passing at that rate. The meagre information imparted goes to show that the volume of sales is moderate, however, and that few consumers are buying except in a very conservative way, as well defined wants may dictate. Regarding the alleged offering recently at about 8.85c. in England, no particulars were divulged, but strong circumstantial evidence exists in the fact that competition of American copper recently has been sufficient to weaken prices for tough ingots and best selected English copper in the European market. Supplies of the cheap varieties of copper are restricted somewhat by the difficulty in moving Montana product, owing to the Great Northern Railroad strike, but enough furnace material comes along from Arizona to prevent annoying shortage. Hence prices remain at about 9¼ to 9⅜c. for electrolytic and 9 to 9¼c. for casting stock, according to brand and quantity.

PIG LEAD—Dealings in this market were on a very moderate scale, and the negotiations revealed quite a wide margin between buyers' and sellers' ideas of value. The extremes were 3.45c. bid, 3.50c. asked. However, the undercurrent was quite firm, since comparatively moderate quantities of lead were offered for immediate shipment, while 3.50c. upward was asked for May and later shipments, and bids of 3.45c. refused. St. Louis wire to the Metal Exchange quoted 3.25c. The London cable was £9 3s. 9d. for soft Spanish.

SPELTER—There were no new developments in the market for this metal. Bids of 3.55c. were repeated and turned down. At the same time offers of some brands at 3.55c. and others that are in better repute with many consumers, for which sellers asked 3.60c., found very limited sale. In short, the market is somewhat ragged at the moment, but, if anything, showing slightly better tone than it did a week or ten days ago, when selling pressure was quite severe. St. Louis wire to the Metal Exchange quoted 3.35c. London cable quoted a decline to £15 10s. for good merchant brands.

ANTIMONY—Outside of ordinary distribution of jobbing parcels there is little doing, but the business passing proves sufficient to hold prices quite steady at 8¼ to 8⅜c. for Hallett's and 10 to 10⅛c. for Cookson's, ex store.

TIN PLATE—While hardly up to those of Monday the orders for spot goods for prompt delivery were very fair, and in not a few instances led to business. Individual purchases were of moderate size, however, and the volume of business did not assume proportions sufficient to influence values. In futures the dealings are still on a moderate scale, with trading basis about the same as it has been for several weeks.

IRON AND STEEL—Regarding sales of American pig iron the reports were very similar to those of yesterday, and indicated that a fair business was effected at somewhat irregular prices. As to general tone of the market there is no decided change, and the appearances are that none for the better will be experienced until consumption comes nearer to the current output. Old material is selling in a moderate way only and chiefly at old prices.

Nothing new was reported in any branch of the market for finished steel or iron. A very fair volume of business is passing in some departments, but sharp competition with consequent low prices is the rule, and the general situation appears to be about the same as it was at the beginning of the month.

PERSONAL MENTION.

THOMAS Kirkwood, of Kirkwood, Lemon & Co., Sudbury, registered at the Walker house, Toronto, Saturday last. He says that business in the north is expected to improve materially as a result of the decision of the government to suspend for five years the mining royalty.

J. C. Bell has opened out in Fordwich with a full line of hardware and house furnishings.

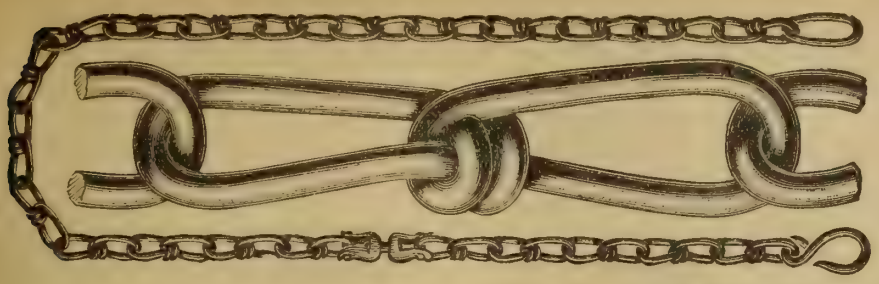
Wm. Beckett, a member of the old-established firm of Thos. Jowitt & Sons, Sheffield, is in Toronto this week.

R. J. Thompson, lately with W. J. Whitten & Co., Toronto, has started in business for himself in Uxbridge as dealer in house furnishings and tinware.

J. A. W. Allan, of Newmarket, is in Toronto this week. He is here for the special purpose of visiting his brother, who has purchased the business of the late J. Thomson.

H. C. Douglass, representing A. Ramsay & Son, has been appointed to cover the ground in Eastern Ontario, excepting Ottawa, Kingston and Brockville, which places will be in charge of C. R. McDowell as formerly. S. S. McGill will now represent the firm in the Maritime Provinces, E. W. Charlton having been appointed for the trade in the city of Montreal.

W. S. Martin, buyer for McLellan and McPheely, Vancouver, B.C., is in Toronto and is being warmly welcomed by his old friends in the hardware trade, he having received his early training in the hardware business in this city. He says trade in British Columbia is picking up and that a good season is anticipated. Some fine buildings, he says, are going up in Vancouver this year, and all the towns that started up early are doing more or less building, material for which is being drawn from Vancouver, Victoria and New Westminster. He says it is too early to say what the fishing season will be like, but canners anticipate that it will be fairly good. The immediate cause of Mr. Martin's visit to Toronto is the illness of his mother, who is now improving.



Tempered Steel Wire Trace Chains

A pair of these trace chains have a breaking strain of

.... 4,500 LBS.

PRICES REDUCED FOR SEASON 1894.

WRITE FOR CATALOGUE.

The B. Greening Wire Co., Ltd., - Hamilton, Canada.

RAMSAY'S PURE WHITE LEAD

ADAM HOPE & CO., HAMILTON

Offer for Sale

"Pioneer" and "Sloss"

PIG IRON

These are fine foundry irons, being strong and large scrap carriers.

Also all the well-known —

Scotch Brands,
Broken Car Wheels,
and Railway Cast Scrap.

NEW CLEAN GOOD



MEAT-CUTTER

WHITE ENAMELLED INSIDE AND BROWN JAPANNED OUTSIDE.

H. BOKER, Manufacturer.

For Sale by Leading Houses

SUMMER OXFORD STOVES

ECONOMICAL. EFFICIENT. BEAUTIFUL.



GAS RANGE.

Oxford Gas Ranges

5 SIZES.

Bakes, Boils and Roasts quickly and uniformly.

Are Immense Water Heaters

No Waste. No Odor.

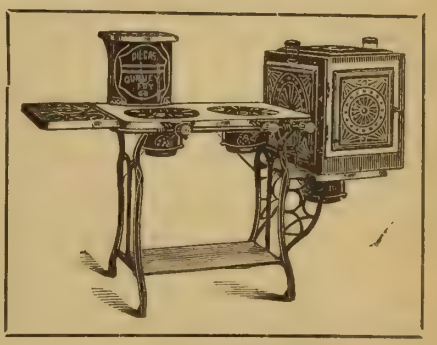
Oxford Oil Gas Ranges

5 SIZES.

Makes its own Gas as it Burns it.

Makes Gas from Ordinary Coal Oil.

Bakes, Roasts and Boils perfectly. Cost of Fuel ½c. per hour.
No Odor. No Wick.



OIL GAS RANGE.

PEOPLE WILL ASK FOR THEM. YOU MUST HAVE THEM.

Send for Price List of our Latest Production THE OXFORD GRADUATE Wood and Coal Cook Stove.

THE GURNEY FOUNDRY CO., LTD., Toronto. THE GURNEY-MASSEY CO., LTD., Montreal.

Hints for Retail Advertising.

SPACE FOR PUBLICITY.

THE UNPROFITABLENESS OF FALSE ECONOMY—THE TRUE MERCANTILE VALUE OF GOOD ADVERTISING.

THE man who thinks advertising isn't merchandise, and advertises, is a member of the school of mercantile idiocy.

The man who knows that advertising is merchandise, and advertises, is a scholar in the college of business harmony.

Successful business has five underlying principles. First, something to sell. Second, a place to sell it in. Third, sufficient capital and business management. Fourth, employees. Fifth, advertising, or publicity.

Advertising is, by right and general acceptance, one of the definite essentials to successful selling. It must be considered as one, or not considered at all.

No man attempts to do a thousand dollar business in five hundred dollars' worth of floor space.

No man of dollars and sense would put Wilton carpets on dirty floors, with dirtier walls, and filter his display light through dusty cobwebs.

The successful business man gives to every part of his business what every part of it needs, neither more, nor less.

The well balanced merchant has as large a stock as he can profitably carry, with as broad a salesroom, as extended counters, as extensive shelves, as commodious windows, and as high priced clerks as his business warrants.

The man of profit harmonizes every part of his business into the harmony of business, so that his business may bring more business.

The good man of trade appropriates a certain sum of money every year for advertising, the same as he sets aside a sum for clerk hire, and when he cuts expenses he cuts them all over, not in any one particular spot.

A twenty-five thousand dollar business, or a business of any other dimensions, if it be a retail business, cannot be handled without liberal advertising, any more than can an extensive retail business be properly carried on in a dingy store on a dingy street.

The most colossal intellect, created and trained for the production of the most original of effective advertisements, is well nigh powerless unless there be newspaper space enough for the proper display of that business-bringing energy.

The advertising space for a retail store must be, to a certain extent, reckoned proportionately with the floor space in the salesroom.

The larger the store, the more advertising.

The more clerks, the more advertising.

The more business, the more advertising.

Fully one half of the advertisements in every city and country newspaper are about one half as large as they ought to be.

If an advertisement of six inches will pay fairly well, an advertisement of twelve inches will pay proportionately better.

People will not hunt for an obscure advertisement.

Folks only read those advertisements that are pronounced, and prominently brought to their eyes.

About three quarters of the advertising put out is inappropriately arranged. It is simply allowed to handicap itself, to be of little value to anybody, for the reason that it is not properly written, and without sufficient room for its display.

The advertiser who cannot afford to advertise well had better not advertise at all.

Money can be lost on advertising, but money has seldom been lost on good advertising.

Too little medicine is sometimes as fatal as too much.

While extravagance in advertising, as well as in everything else, is to be condemned, few men to-day err on the side of too much publicity.

I dare offer the assertion that the majority of advertisers in your city, or in any other city, (and understand I have no interest in any publication), are not using as much space as they profitably can use.

Will you advertise extensively and properly or will you not?

Read the answer in the success of business men in your town, and in every town.

The successful advertisers everywhere are the ones who use the most advertising space.

When the men who make the retail money in every city and every town in the United States and Canada, and the world over, are, with few exceptions, the men who are the extensive local advertisers, the man is to be pitied who dares talk against liberal advertising space, or who attempts to prove that he is, or can be, an exception to the universal rule.

It is impossible to present sample advertisements properly illustrating this article. So I have only tried to give a few ideas in miniature, which need two or three column space to be properly presented. The reader will therefore bear in mind that the following samples should be magnified from ten to fifty times.—By Nath'l C. Fowler, Jr.

The following ads. are submitted as samples :—

WE'RE
NOT INFALLIBLE.

We only do the best we can. Sometimes mistakes occur. Then we right them, if you tell us. Depend upon it. If quality is poor or service bad we don't know it, and we'd thank you for telling us.

Four Points
in Hardware.

NICKEL-PLATED WARE—Doesn't rust. Cheaper than granite iron and doesn't chip off. Try a kettle, teapot or dipper.

SPORTING GOODS—Large line of guns and ammunition —time for ducks.

JEWEL COOK STOVES—You all know the "Jewel"—a number just received.

CARLOAD OF BAKER BARBED WIRE—Soon be time for spring fencing—lay in a supply in time.

We have a store full of hardware—these are our four leaders just now.

KIRBY & KEATING.

LOOK HERE

for the $3 Feeleasy Shoe. It s not to be found at the other stores.

OF COURSE

they've got $3 shoes, but they haven't the kind that has the $5 shoe's points, for that's the Feeleasy, and we're sole agents here. Can fit you as well to-day as anytime.

WHAT is it, when the day begun,
The letters opened one by one,
Makes the great merchant gently smile,
And fondly stroke his knee meanwhile?
Orders.

What is it, when he travels through
The land with samples fine and new,
That makes the drummer's eye so bright
And fills his soul with such delight?
Orders.

What is it makes the buyers throng
Within the store, and linger long;
And then, departing, leave behind
A grateful blessing on their kind?
Orders.

What is it gives us house and lot,
And precious stones—maybe a yacht—
To Europe takes us once a year,
And makes existence, oh, so dear?
Orders.

What is it that below, above,
Enables us to fall in love,
And marry and support a wife,
And keep her well supplied in life?
Orders.

And what, as in the marts of trade
Our finest goods are oft displayed,
As we toil on, through grief and mirth,
Makes us so glad that we're on earth?
Orders.

That Winnipeg is an important commercial centre is shown by Bradstreet's report of last week's bank clearings. The Winnipeg clearings considerably exceeded those of Grand Rapids, Seattle, Sioux City, Los Angeles, Tacoma, Jacksonville, Wichita, Topeka, Lexington, Fall River, Helena and other much advertised and much boomed American cities.—Free Press.

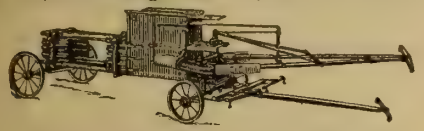
Wall Dusters

Our Wall Duster is a common-sense article which only has to be shown to be sold. Send for Price List.

FRANK HOLT, 81 Colborne Street, **Toronto**

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

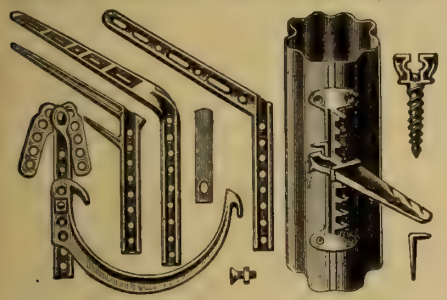
Made of Steel—lighter, stronger cheaper, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the best Steel Wire.

Manufactured by BOYD & CO., Huntingdon, Q.

BERGER BROS. Tinners' Hardware and Roofers' Supplies.



The best Eave Trough Hangers and Pipe Fasteners on earth. Berger's Long Eave Gutter, Pipe Hooks and Fasteners of every description. Also Ridging, Crestings, Finals, Registers and Ventilators. Don't buy until you have our price. Samples and catalogue free.

237 ARCH ST., PHILADELPHIA, PA.

Lucas Greens rest the eyes
Lucas Greens quiet the mind
Lucas Greens are permanent
Lucas Greens equal nature's greens

WRITE FOR SAMPLE CARDS

John Lucas & Co.
Manufacturers
Philadelphia
New York
Chicago

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

V. R

BUTLER'S FAMOUS SHEFFIELD CUTLERY

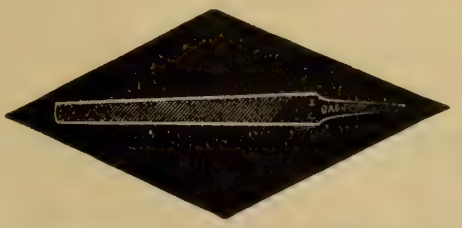
TRADE MARKS ART

NUMEROUS PRIZE MEDALS

ESTABLISHED OVER A CENTURY

Canadian representative, **A. H. SYMONDS**

BLACK DIAMOND FILE WORKS,



21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. **Gulletting Sawfiles.**
Climax Sawfiles. — AND — **Lightning Sawfiles.**

EVERY OTHER DESCRIPTION OF SAW FILES.

The Dead Advertise Not.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

E. HOLLEFREUND, general store and furniture, Minden, has assigned to J. W. Lawrence, Toronto. A meeting of creditors will be held on the 24th inst.

Roy & Co., general store, Kinmount, has assigned to R. Tew.

Roy & Co., general store, Kinmount, are financially embarrassed.

J. Whalley, general storekeeper, Fort William, has assigned to C. W. Jarvis.

J. Muckleston & Co., wholesale and retail hardware, Kingston, have assigned.

J. W. Phillips, general storekeeper, Hepsworth, has assigned to C. S. Scott.

W. C. Lundy & Co., general store, Waterford, have assigned to C. B. Armstrong, London.

W. H. Baker, of London, electrician, has placed his estate in the hands of Charles J. Bradley.

Haddan & Staples, general store, Franklin, have assigned to Henry Barber & Co., Toronto.

A. Peloquin & Co., general store, Pont du Sault, are offering to compromise at 25c. on the dollar.

Auguste Toupin, general storekeeper, Champlain, Que., has compromised at 50c. on the dollar.

Adolphe Michaud, general store, St Gabriel de Brandon, Que., has compromised at 50c. on the dollar.

A meeting of the creditors of J. B. Corriveau, contractor, Montreal, will be held on the 23rd inst.

C. E. Weyland, general storekeeper, Marbletown, Que., is offering to compromise at 25c. on the dollar.

The Magee Mfg. Co., London, manufacturers of nails, kegs and horse pokes, have assigned to James Burns.

A meeting of the creditors of Heney & Bourke, hardware merchants, Montreal, will be held on the 26th inst.

The Ontario Coal Co. is to be wound up. The liabilities are placed at $900,000 and assets about $300,000. E. R. C. Clarkson has been appointed liquidator.

SALES MADE AND PENDING.

The stock of Chas. Smith & Co., Toronto, has been sold.

The stock of Geo. Yates, general store, Oil Springs, has been sold.

P. Farrell, boots and shoes, Ottawa; stock has been sold at 53c. on the dollar.

The stock of the Wightman Sporting Co., Montreal, is advertised for sale by bailiff.

The stock, etc., of Roy & Roy, general store, Maniwaki, Que., is advertised for sale by tender.

The stock of Wilson, Thomas & Co., hardware, Montreal, has been sold at 50c. on the dollar.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

The stock of Octave Petit, general store, St. Anne du Saulte, is advertised to be sold by auction on 24th inst.

J. H. Shunk, general storekeeper, Teviotdale, has sold out to — Hambly, who takes possession on the 1st prox.

The stock of I. Fortin, manufacturer of boots and shoes, Montreal, has been sold to Vincent P. Bouchard at 62½c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

The Marmora Mining and Milling Co., Toronto, are applying for a charter.

Andrew Mackay and Walter Ryan, Montreal, have registered proprietors as plumbers.

O. Chalifoux & Fils, agricultural implements, St. Hyacinthe, have dissolved, and a new partnership has been registered.

Geo. B. R. Dufresne has registered proprietor of the firm G. B. R. Dufresne & Fils, grain and agricultural implements, Montreal.

Marcil Ulric Roy and Noel Sylva Roy, Montreal, have registered partners as carriage builders, under the style of Ulric Roy & Freres.

Stephen Luneau and Johnny Luneau, North Ham, have registered proprietors as hardware and carriage merchants under the style of A. S. & J. Luneau.

CHANGES.

John White, blacksmith, Wagram, is removing to Rothsay.

N. Cousineau, general store, Lachine, Que., is commencing business.

Chas. Fortier, hardware, etc., St. Henrie de Montreal, is starting business.

E. H. Tallman, general storekeeper, Easton Corners, is starting business.

E. J. Carter & Co., general storekeepers, Bondhead, have been succeeded by E. Carter; style unchanged.

FIRES.

A fire broke out April 16th in the japanning room of the Canadian factory of the Singer Sewing Machine Co., 2710 Notre Dame street, Montreal. The firemen were quickly on the spot, but about $20,000 damage was done. The loss is fully covered by insurance.

Fire broke out April 9, about four o'clock, at the Imperial Oil Company waxworks department. Loss at present unknown, but it is considerable. Insured in the following companies: Mercantile, Lancashire, North British, Queen's Royal, British American and Western.

Show Cases, Amberg Letter Files, Cashier Cash Registers, Mantels, Pulpits, Church Chairs, Lodge Furniture and Library Furniture.

Large stock must be closed out at Manufacturers' Cost.

Giving up Manufacturing these lines.

GEO. F. BOSTWICK

24 West Front St., TORONTO, ONT.

George Barnett's general store and Alex. Barnett's drug store, at Hillsboro', both in the same building, were totally destroyed last Monday evening by fire.

DEATHS.

C. J. Williams, oil merchant, Hamilton, is reported dead.

Charles J. Williams, oil merchant, died at his home in Hamilton, aged 51. Deceased was a son of the late J. M. Williams, M.P.P.

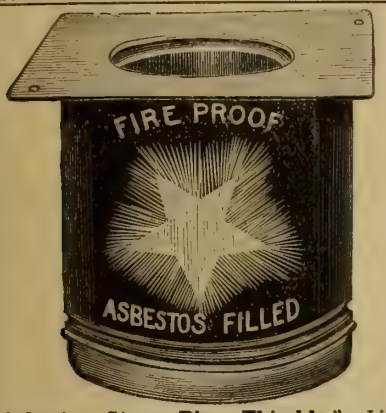
THE GOLDEN MOMENTS.

WHEN John Tyndall, the great scientist who died a few weeks ago, was a boy clerk in a London store, his employer, who chanced to be one of the right sort, said to him: "John, how do you spend your spare time?" Such a question had never been put to the boy before, and with a quickness rarely equalled he grasped its import and at the same time its possibilities. In answer to his employer's questions he said he had never been to school to any extent and he had never read. He was relieved from work in the middle of the afternoon, and he had been in the habit of roaming the streets after work. He was told by his employer that this time well spent would make him great—and it did. John Tyndall died at the head of scientific research, the friend of the world's great discoverers, and a student whose fame will live forever. He began his work as a poor boy clerk in a store, but he improved his time. Therein lies the secret of success in this life.

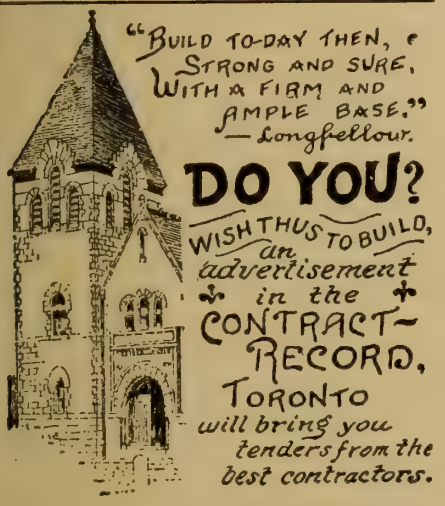
"Say," said the business man to the detective, "some fellow has been running around through the country representing himself as a collector of ours. He has been taking in more money than any two of the men we have, and I want him collared as quick as you can." "All right, I'll have him in gaol in less than a week." "Great Scott, man! I don't want to put him in gaol. I want to hire him."—Indianapolis Journal.

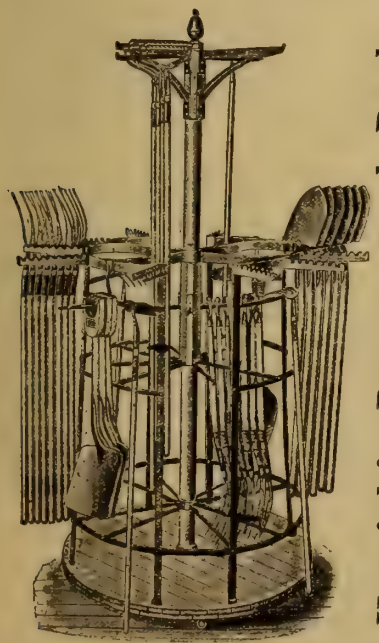
SITUATION WANTED.

BY A YOUNG MAN AS BOOKKEEPER OR salesman in hardware store; several years experience; best references for ability, integrity, etc., from last employer. Address E. A., HARDWARE Office, Toronto, Ont.



"Asbestos Stove Pipe Thimble." Light, strong, will not crack with heat, easily placed, fire proof, universally used where known. Manufactured by THE COLLINS MFG. CO., 84 Adelaide East.





Herrick's Patent Tool Rack.
PATENTED MAY 2nd, 1889.

This rack solves the problem. Just what every hardware man requires. Easily holds 224 Tools and 88 Handles, or all the Tools any dealer in Canada could want to retail from. Write for full descriptive circular and prices.

KYLE & BARNETT,
Mitchell, Ont.

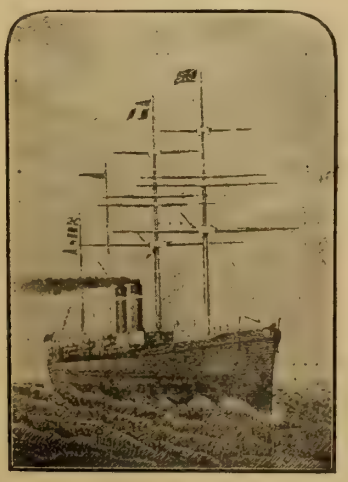
BRUSHES

Painters'
Household
Toilet
Stable, etc.

No article handled by the Hardware trade requires more judgment in buying than Brushes. The easiest way is to go to the reliable manufacturer and get value for your money and goods that will suit your customers. We will do our best to serve you well and honestly.

CHAS. BOECKH & SONS, MANUFACTURERS, TORONTO

Taylor's Safes



ALLAN LINE

ROYAL MAIL STEAMSHIPS

Liverpool, Londonderry, and Montreal Mail Service

STEAMSHIPS.	From Montreal.	From Quebec.
SARDINIAN	5 May	6 May
*LAURENTIAN	12 "	
PARISIAN	19 "	20 May
MONGOLIAN	26 "	27 "
*NUMIDIAN	2 June	
SARDINIAN	9 "	10 June
*LAURENTIAN	16 "	
PARISIAN	23 "	24 June
MONGOLIAN	30 "	1 July

And weekly thereafter.

The Steamers of this service carry all classes of passengers. The Saloons and Staterooms are in the central part where least motion is felt. Electricity is used for lighting the ships throughout, the lights being at the command of the passengers at any hour of the night. Music rooms and Smoking room on the promenade deck. The Saloons and Staterooms are heated by steam. Steamers are despatched from Montreal at daylight on the day of sailing, and sail from Quebec at 9 a.m. on Sundays. Steamers with a * will not stop at Quebec, Rimouski, or Londonderry. **RATES OF PASSAGE:**—Cabin, $50 and upwards, according to location of Stateroom and number of persons occupying same; all having equal privileges elsewhere. Second Cabin, $30 and $35 single, $65 return. Steerage to or from Liverpool, London, Glasgow, Belfast, or Londonderry, $24. Steerage passengers are provided with bedding and every requisite for the voyage without extra charge.

H. & A. ALLAN, Gen. Agents, Montreal, or H. C. BOURLIER, 1 King St., Toronto

SETTLEMENT OF ACCOUNT.

THE problem regarding the settlement ofaccount published in our issue of March 29, says Iron Age, has evidently excited some interest among our readers and has drawn out a number of solutions, some of which are given below. For the purpose of ready reference to the problem we reprint it as follows :

A purchases from B merchandise to the extent of $400, terms of settlement being freight allowed to point of delivery, four months' time, or 6 per cent. discount for cash in ten days. A takes advantage of the cash discount and sends settlement as follows :

Face of invoice		$400
Less 6 per cent. for cash	$24	
Freight	10—34	
Amount of draft		$366

A pays the above account, believing the stock to be satisfactory, but after two months finds a defect in the execution of the order, which prevents his using the stock in his business, and returns the entire stock, receiving in exchange similar but satisfactory goods, amounting to $500, same terms of settlement as the first lot. He again takes the cash discount. Now, the question is, what kind of settlement is necessary to balance the account justly, and how does he arrive at the amount of the draft to balance the account?

Value of goods received in excess		$100
Less 6 per cent. for cash		6
		$ 94
Less freight to factory on returned goods		10
		$ 84
Less freight from factory on new goods		10
Check to balance		$ 74

The freight on the $500 worth of goods should be about $2.50 more than on the $400 worth, in which event the amount of the check would be $71.50.

Or another way :

Proper goods		$500
Six per cent. for cash		30
		$470
Less freight three ways		30
		$440
Less cash already paid		366
Check to balance		$74

These figures are based on the merchant's prepaying the freight on returned goods. In case he did not, then his cheque should be $10 more than above amounts. C. B. C.

A has paid B $366 for merchandise and $10 freight on same ; therefore if he returns the goods he is entitled to return of $376 and legal interest of his State on the $376 paid out from time of payment to time of settlement of matter in question.

B ships A goods to amount of		$500
A deducts the 6 per cent. from same, the same as if a new transaction	30	
		—$470
He deducts amount due from B	376	
And remits B the sum of		$94

less interest noted above and also any freight charges he may pay on the $500 shipment.

This assumes that manufacturer was at fault in first shipment of goods.

EX-HARDWARE.

To the Editor : The most simple method for Michigan manufacturer to follow would be to drop all consideration of the first bill and base calculations on invoice of second shipment, taking credit for amount of cash remitted against first account.

Bill		$500.00
Six per cent.	$ 30.00	
Freight, say	12.50	
Cash to account	366.00	
Balance due	91.50—	500.00

Provided no claim is made for expense connected with return of first lot of goods.

The account in shipper's ledger would probably be as follows :

Mdse.	$400.00	Cash	$366.00
do	500.00	J, freight discount.	34.00
		J, returns	400.00
		Cash.	91.50
		J, freight discount.	8.50
	$900 00		$900.00

BOOKKEEPER.

Face of invoice		$500.00
Less six per cent. for cash	$ 30.00	
Less freight paid on first shipment	10.00	
Less freight, $2.50 per $100, second shipment	12.50	
Less amount remitted 50 days prior	366.00	
Less interest on remittance and $10 freight paid on first shipment, total $376 for 50 days, at market value of money, say 6 per cent. per annum, being, say	3.17	
Balance due	78.33	
		500.00

S. E. A.

Face of second invoice		$500.00
Six per cent.	$30.00	
Freight on both lots	20.00	
		50.00
		$450.00
Amount of previous draft		366.00
Amount due		$84.00

Should A so desire he could claim cartage on first lot and interest for one month, although B could justly claim that defect should have been discovered sooner.—L. M. P.

MESABA ORE IN THE FURNACE.

R. C. STEESE, superintendent of the blast furnaces of the Brier Hill Iron & Coal Co., at Youngstown, Ohio, has recently investigated, according to Iron Age, the practice at the Edith Furnace of the Hainsworth Steel Co., in Allegheny, Pa., at which some good records in the production of Bessemer iron have recently been made. Mr. Steese reports as follows :

Mixture—75 per cent. South Side Mesaba, 12½ per cent. Pewabic, 12½ per cent. Sunday Lake, Oliver coke, Valley limestone.

Burden—4,200 pounds coke, 8,500 pounds ore.

Size of furnace—16 x 75 feet, 13 feet 6 inch stockline, 9 foot bell. Bosh 22 feet high. Using 7 6 inch tuyeres.

Engines—One McIntosh, 36 x 84 inches by 4 feet. One Allis, 42 x 84 inches by 5 feet. Running 37 each 25,500 cubic feet air per minute.

Output for week ending February 10th, 1,540 gross tons.

Work for week ending February 17 : Output, 1,701 gross tons ; 1,935 pounds coke ; 589 pounds lime; 60 per cent. yield.

Analysis of pig iron : 0.094 phosphorus, 1.50 silicon. Only one cast for week ending February 17, over 0.018 sulphur, and are not making over two casts per week of high sulphur iron.

Analysis of South Side Mesaba : 63.10 iron ; 3.90 silica ; 1.40 alumina; 0.057 phosphorus ; 8.00 moisture.

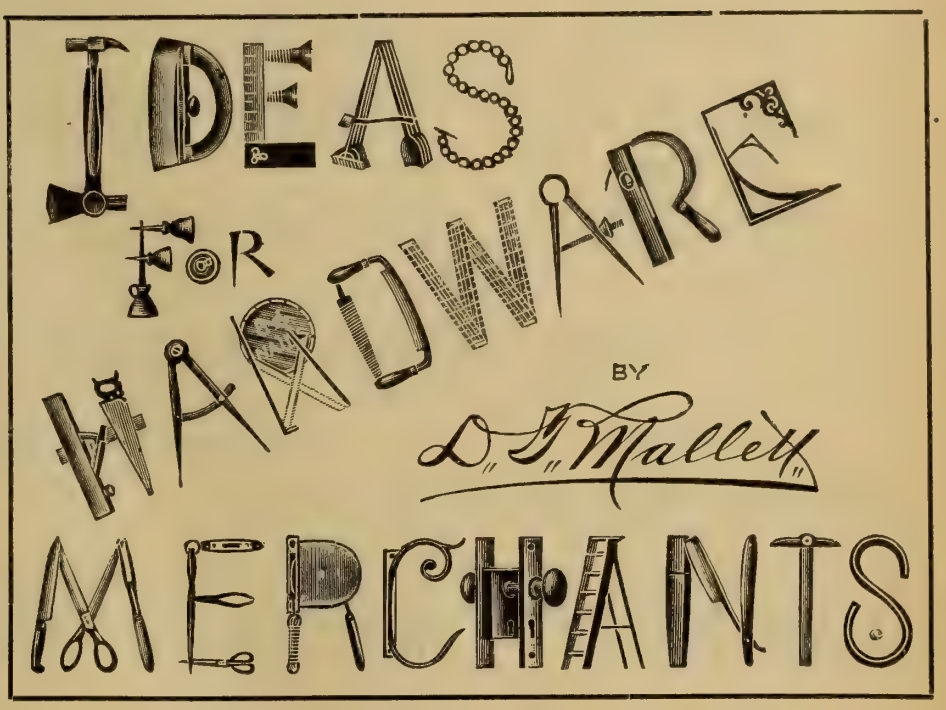
Remarks : Mr. Reis does not credit good working of furnace to the high straight bosh and would put in a flat bosh if relining, but claims his success is due to large volume of blast and rapid driving of furnace ; that by so doing he keeps the furnace open and pressure much lighter in proportion than when blowing less. He made the statement that his pressure was higher when running engines 26 each than now at 37 each. Pressure runs now between 10¾ and 13 pounds. The furnace is kept full all the time, and ore is not wet before charging, unless they happen to have an exceptionally dry lot, which is not common this time of the year.

The loss by weight is at present less than 4 per cent. of ore charged and all fine dust and dust from under boilers is returned to furnace. This 4 per cent. includes dust from under boilers. The South Side ore is similar in appearance to all other Mesaba ores, but it is a trifle coarser than the Biwabik.

The furnace has been in blast two years and six months and is in pretty bad shape around the bottom. Are making six casts per day, and I witnessed one cast which was close on to 40 tons and very good iron. They experienced some difficulty the first week they started to blow extra wind, from slipping and making cold iron. The silica in cinder is kept down to 28 per cent. and lime runs about 49 and 50 per cent.

You Lose More Than We Do

If you do not buy a copy of "Ideas for Hardware Merchants" at 50 cents . . . . . .



JUST HALF PRICE

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J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.



For Iron Fencing, Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.

CORPORATE MARK



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 50 $5 75
I.X., "	6 75 7 00
I.X.X., "	8 00 8 25
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	4 75 5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 35 3 50
I.C., special sizes	3 60 3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 75 7 00
I.X. Terne Tin	8 75 9 00
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 85	1 90
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 60
Hoop " "	....	2 60
Swedish " "	4 00	4 25
leigh Shoe Steel	....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets...	4 50	5 00

Boiler Tubes.

½-inch	10½c
-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
⅜ "	2 35
½ " nd thicker	2 25

Sheet Iron.

1 to 20 gauge	2⅞, 3
22 to 24 "	2⅞, 2¾
26 "	2¾, 2¾
28 "	2⅞, 3

Canada Plates.

All dull	2 50 2 55
½ polished	2 55 2 60
All Bright	.... 2 75

Iron Pipe.

Wrought 65 to 70 p.c.
Galvanized, 45 to 45 and 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4⅝
" 5-16 " "	4¼ 4¼
" ⅜ " "	4⅛ 4⅛
" 7-16 " "	3⅞ 4
" ½ " "	3⅝ 3⅞
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15 ....
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 11¾ 0 12
Lake Superior	0 12¾ 0 13

Bolt or Bar.

Cut lengths, round, ¼ to ½ in.	$0 22 $0 25
" round & square	
1 to 2 in	0 20 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 15 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 16 0 17

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 18 0 19
" 35 to 45 " "	0 16 0 17
" 50 lb and above per lb	0 15 0 15½

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hard-rolled 2x4 ft.	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04½ 0 04½

Zinc Sheet.

5 cwt casks	0 05 0 05½
Part casks	0 05½ 0 05½

Lead.

Imported Pig, per lb	0 2⅞ 0 03
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 14 0 15
Standard	0 13 0 14
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10½ 0 11
Other makes "	0 9½ 0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4½ 4 75
No. 1 Do	" 4 50
No. 2 Do	" 4 25
No. 3 Do	" 4 00

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } " "	1 25 1 90
Canadian " }	
Paris Green, per lb	0 13½ 0 15
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 69	
Extra "	0 90	
Brown Japan "	0 65	
Brown Japan, Turpentine p. gal.	0 85	
No. 1 Carriage "	1 30	
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 25

Linseed Oil (in bbls)

Raw, per gal	0 54½	0 56½
Boiled "	0 57½	0 59½

Turpentine (in bbls)

Selected Packages, per gal	0 46	0 48

Castor Oil.

Best, per lb	0 07⅞	0 08

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common, broken	0 10	0 11
French medal	0 11	0 13
Cabinet	0 13	0 15
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 17
Coopers	0 17	0 19

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 & 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 5.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 15 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each	....	4 50

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's per doz	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25 8 00
" Sewing, "	

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

Per box	6 00	12 00

Axle Grease.

Per gross	6 50	14 00

Bath Tubs.

Zinc discount 25 to 25 and 10 p. c.
Copper, discount, 40 to 40 and 10 pc. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00
Blacksmiths' discount 35,40 per cent		

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 per cent.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, each	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 pc.,
Loose Pins, " 65 & 10 to 70 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	....

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 pc. } to 50 and 5
Plate dis. 50 pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross	8	50	11 25

Cement.

Portland, car load lots		2 70
Thorold "		1 10
Queenston "		1 10
Napanee "		1 10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz 0 85 4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.		
Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	....	1 35
" No. 2	....	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	....	2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50
P. S. & W., dis. 40 per cent.		

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1 70	
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto FileCo., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	4 00	
Enterprise, discount 10 p.c.		
Shepard's Queen City, dis. 15 p.c.		

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1 20–25	2 40	1 75	....
26 to 40	1 40	2 70	2 00	....
41 to 50	....	3 10	....	4 50
57 to 60	....	3 40	....	5 00
61 to 70	....	3 70	....	5 50
71 to 80	....	4 10	....	6 25
81 to 85	....	4 50	....	7 00
86 to 90	....	....	....	8 00
91 to 95	....	....	....	9 00
96 to 100	....	....	....	10 00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary.	
st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	0 50

Picture Glass

Pilkington's ordinary.	
1st break	4 0
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	0 30	....
Enamelled "	0 55	....

Grindstone Fixtures.

P. S. & W., per doz	3 88	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 45 to 47½ p.c. dis

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb 03 3-5 0 04¾
Screw hook and hinge—
6 to 10 in., per set 0 00 0 04
12 up " 0 00 0 03

	Per doz. sets	
Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		

	Per doz. pairs	
Spring	1 50	3 50
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 40 to 45 per cent.

Planter	doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.

Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 50 to 55 per cent.

Horse Nails

Canadian, dis. 65 to 70

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " " ... 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy	1 90
40dy	1 95
30 dy	2 00
20, 16 & 12 dy	2 05
10 dy	2 10
8 & 9 dy	2 15
6 & 7 dy	2 30

2. American Pattern Only

from 4 to 5 dy	2 40
3 dy. (lath)	2 90

3. Canada Pattern Only

from 4 to 5 dy	2 40
3 dy. (lath)	2 80
3 dy. A.P. Fine	3 50

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 5 per c. from new list.

Nail Pullers.

German & American 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond 12 00 15 00

Netting.

Poultry, 60 per cent dis.
Import 60, 10 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R. Seal ..... per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

Picks

Per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys

Hothouse, per doz 55 1 00
Axle. 22 33
Screw 27 1 00
Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs ..... ⅞ 2
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot 3 3½
Sliding Door, " 3¼ 3¾
Lanes, 40 p.c. dis

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent. cash.
Copper Rivets, dis. 55 per cent.
Iron " " 55 per cent.
Burrs, Iron, 50 and 10

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	6¾	9¼
¼, 5-16, ⅜ in.....	7¼	9¾ 9⅝
Cotton, per lb.....		18 20
New Zealand.....		8½ 9
Russia Deep Sea, per lb..		12⅝ 13½
Jute ..... " ...		06¾ 07¼

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 40 to 40 and 5 per cent.
Emery, per quire 55 90

Sash Cord

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb 1½

Saws.

Hand, Disston's, dis 10 p. c.
S. & D, dis. 35 per cent. to 40 per cent
Cross Cut, Disston's, per ft. 35 to 55.
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each 75 2 75
" frame only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H 70 " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz 3 25 4 00
Bench iron per doz 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 70 p.c. off

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ¼ or ½ gross boxes, per grs. 11 30

Soldering Irons.

Per lb 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons	per gross	7 50 12 00
Dessert "	"	21 00 .....
Table "	"	30 00 30 00
Dessert Forks....	"	24 00 .....
Medium "	"	27 00 .....
Table " ...	"	36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2 " " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 55 per cent
" tinned, dis. 57½ per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 60 per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 p. c to 65 p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p.c
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37 per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 35 to 40 p c

Ties.

Cow, per doz 1 75 2 50

Tinner's Tools.

P. S. & W., net list,
Canadian 15 to 35 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ p.c. to 35 p.c
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb	0 12½ 0 20
Wrapp'g, mottl'd, pr. pack.	0 50 0 60
" cotton, per lb ..	0 18 0 20
Mattress, per lb	0 33 0 45
Staging "	0 27 0 35
Broom "	0 30 0 55
Binding, flax, per lb	....
" jute "	....
" Blue ribbon	..... 0 12½
" Red cap.....	..... 0 11½
" Crown.....	..... 0 10½
" Silver Composite	0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz	4 00 6 00
Bench, parallel, each	2 00 4 50½
Coach, each	6 00 7 00
Peter Wright's, per lb	0 12 0 13
Pipe, each	5 50 9 00
Saw, per doz	6 50 13 00

Washer Cutters.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal
Broom Wire 5⅝ to 6¼c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart " 4 " 4 & 6 " "	3½ 3¾
" Plain twist, all deld	3½ 3¾
" Steel thorn and ribbon	4¾ 5
"Lock Barb," 4 point	.... 0 04½
Ditto Glidden 2 point	.... 0 04½
Galvanized Barb, "Lyman," 2 to 4 points.....	..... 0 04½
Steel staples	..... 0 03½

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 85 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 5 to 70 and 10 p c
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR SIMPSON HALL MILLER & CO. QUADRUPLE PLATE HOLLOW WARE

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS. KNIVES, FORKS, SPOONS

Manufacturers of the

Finest Quality Electro-Plated Ware.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.

THE

Best Upsetter

A Poor Upsetter means to the blacksmith who buys it money thrown away. In the long run it don't pay a merchant to handle goods that are not satisfactory to his customers. Jardine's Patent Tire Upsetter is reliable and durable, and moderate in price.

TRADE MARK J REGISTERED

A. B. JARDINE & CO.

Manufacturers Blacksmiths' Tools

HESPELER, ONT.

Hardware Merchants

Clauss Shears and Scissors

Fine Goods, Big Profits

Clauss Shear Co., Toronto.

HARDWARE PAPER

MANILLA
BROWN WRAPPING
HARDWARE MANILLA
LEATHER MANILLA
ETC., ETC.

Any size; any weight; on the most favorable terms. Write for samples and quotations

Toronto Branch - - - 29 Front St. West
Montreal Branch - - - 318 St. James St.

The E. B. Eddy Co. Hull, Canada

In

Portland Cements
Sewer Pipes
Chimney Linings and Tops

Calcined Plaster
Fire Bricks and Clay
Enamelled Porcelain Sinks

Mortar Stains, and General Builders' and Contractors' Supplies

W. McNALLY & CO.

Carry the Largest Stocks and
Quote Lowest Prices. . . .

MONTREAL

. . ELEY'S . .
CANADIAN CARTRIDGE



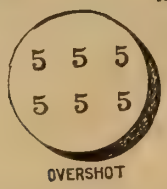
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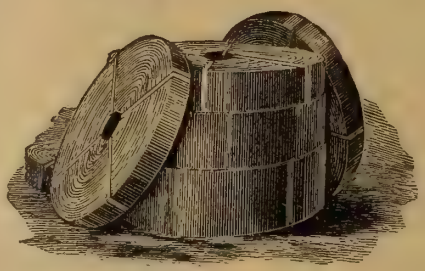
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To be had of All Dealers. Wholesale Only.

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RUBBER BELTING





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PARTICULAR ATTENTION GIVEN TO
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ENDLESS OR STRAIGHT . . . .

THE GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO, LTD.
61-63 FRONT STREET W., **Toronto.**

THE BEST
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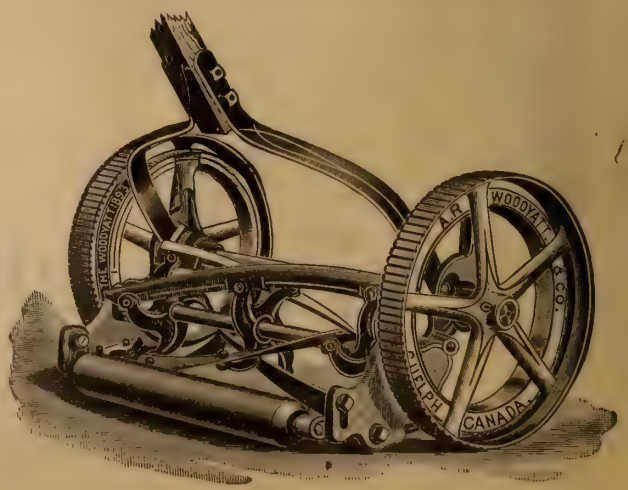
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CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VI. TORONTO, APRIL 28, 1894. No. 17.

MAGNOLIA METAL

—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

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Owners and Sole Manufacturers,
74 Cortland Street, NEW YORK.

NOT AN IDLE BOAST

Sold at a lower figure than some other Window Blind Greens of an inferior quality

When we claim that

Blundell, Spence & Co.'s

IVY GREEN

For WINDOW BLINDS, Etc.

Is 25% stronger than any other similar article, it is not an empty boast but is a fact arrived at by actual tests. Sample cards showing shades sent to any address on application.

Sole Manufacturers

BLUNDELL, SPENCE & CO. LTD.

Largest Paint Manufacturers in the World. . . .

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Walter H. Cottingham & Co.

Fine Paints and Varnishes.

MONTREAL

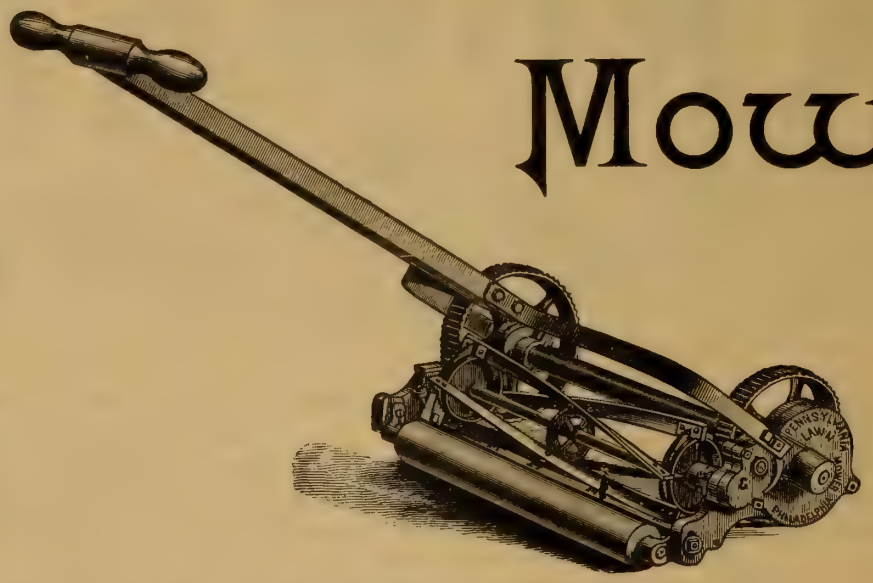
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Lawn Mowers

HOSE

NOZZLES

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Write us for Prices.

RICE LEWIS & SON

LIMITED

Hardware Merchants - TORONTO.

Vacuum Valves Leak

"Resisto" Boilers do not

REQUIRE THEM.



WE GUARANTEE

200 lbs. Hydraulic pressure, and against collapse.

CHEAPEST COPPER BOILER ON THE MARKET

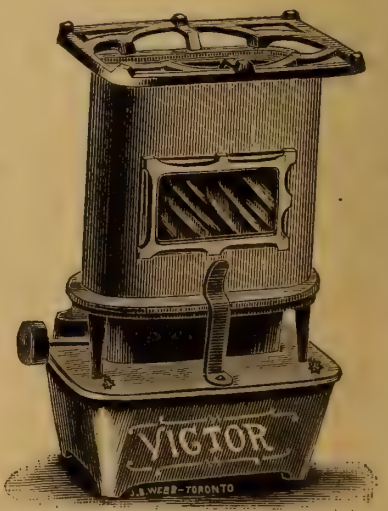
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OIL STOVES

Improved Patterns for 1894.

"VICTOR" Iron Bottom



"DAISY" Tin Bottom

One, Two and Three Burner, Ovens and Extension Tops, Finish First-class, No Smoke, No Smell.

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TORONTO.

. . HARDWARE . .

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

Vol. VI. TORONTO AND MONTREAL, APRIL 28, 1894 No. 17

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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THE proposal of the Ontario Government to expend annually for a period of five years the sum of $25,000 in bonuses "upon all iron ores which shall be raised, or mined and smelted in the province" during the next five years from July 1st, 1894, has created increased interest in an important industry. The richness and vastness of Ontario's iron deposits has long been recognized. The greatest producing ranges in the United States run into this province, while the Commission appointed a few years ago to investigate our iron resources were so satisfied with what they saw that they urged that every reasonable means should be taken to develop the iron industries in Ontario. It was furthermore pointed out that no district in North America was more adapted for charcoal iron smelting than Eastern Ontario, while the N.Y. Mining Journal some years ago, in the course of an article dealing with the Sudbury district, remarked "that the Canadian mines alone could supply the demand of the whole world, even if the other sources did not produce anything."

* * *

That Ontario has the ore both in quantity and quality was demonstrated long ago, but the great difficulty has been in regard to its development. As is well known the Dominion Government gives a bonus of $2 per ton for all pig iron made in the country, besides imposing an import duty of $4 per ton upon all of foreign make that enters the country. But even these considerations have been deemed insufficient for the development of the iron industry in the province of Ontario; and deputation after deputation of those interested in the mining and smelting of Ontario iron have waited upon the Provincial Government urging assistance in the way of bonuses, etc. Now it appears that their representations are to bear fruit. The plea of these people has been that the amount of capital entailed, together with the uncertainty of the profitableness of the investment, demanded that the Government should help give them a start. At present no pig iron is manufactured in Ontario. There are however five companies, running seven furnaces, making pig iron in the country, but they are all in the east, one being in Quebec and four in Nova Scotia. The capacity of these furnaces is 93,000 tons net yearly, the coke being 75,000 tons and charcoal 18,000 tons. Last year bounty was paid upon 48,000 tons, while this year the production up to March was 42,000 tons. It is therefore most likely that more pig iron will be made this year than ever before. The requirements of the country are estimated at 600,000 tons, so there is yet ample room in the home market for an increase in the output of Canadian pig iron, to share in which Ontario is so solicitous.

* * *

Certain rules has Nature laid down for the government of all things material. Trade and commerce are not exempt from their operation. This fact is sometimes overlooked. If it is not overlooked, efforts are at least made to suspend or nullify the operation of natural laws in their application to trade and commerce. There are many evidences of this. The attitude assumed by the Patrons of Industry towards the legitimate mercantile interests of the country is one of them. The Patrons were persuaded that they could supervise the retail stores of the country, together with a manufacturing industry here and there, in addition to working their farms and raising families. In pursuance of this policy they started stores in this and that place, and where they did not start stores they got, or tried to get, merchants under their thumbs, pressing them into doing business on the plans or on the percentage of profits stipulated by them.

* * *

Just as sure as water will find its own level will business turn into its legitimate avenues. Arguing from this premise THE GROCER has again and again asserted that, although much evil might be wrought in the meantime, the policy of the Patrons toward the regular merchants of the country must eventually collapse. And these prognostications are being verified. In as far as where and how he shall buy, the Patron is becoming less and less influenced by his lodge. In other words, he is gradually returning to the regular merchant for his supplies. This fact is patent even in the centres of Patron influence.

* * *

Since the Patrons began to meddle with the business of storekeepers much harm has undoubtedly been done. In many instances merchants who did not as well as merchants who did comply with the conditions that the Patrons of Industry had set up were driven into bankruptcy and out of business. And many more thought that a like fate awaited them. In fact the advent of Patrons and Patron stores created almost as much alarm in the breasts of some as would have the appearance of an invading army. Some went so far as to urge that the Government should interfere to prevent the spoliation of their business. But what the Government could not do is being accomplished by the co-operation of a series of natural events. It is only to be regretted that so many merchants have been sacrificed to a whim of an aggregation of ill-advised men. But "there's a better day coming on," let us hope, when storekeepers will not be deterred by Patrons or any other outside influence from making a reasonable profit out of what they buy and sell.

THREE MORE DISSOLUTIONS.

FATAL is the disease that appears to be affecting organizations among manufacturers allied to the hardware trade.

Within the last few weeks we have had occasion to chronicle the dissolution of the Cut Nail Association, the Bar Iron Association, the Clothes Wringer Association, the White Lead Association, the Paint Grinders' Association, and now three more associations have bitten the dust.

They are the Ontario Linseed Oil Association, the Ontario Turpentine Association and the Mirror Plate Association.

The two first named associations, which are practically one organization, the same firms making up the membership in each, were started some two years ago. Their primary object was to regulate prices. The margin of profit which it was aimed to secure was from 10 to 12 per cent., which, it is claimed by the members was not exceeded except where a member here and there had done a little speculating.

Most members look upon the associations as having been beneficial both to themselves and to their customers, on account of the steadiness which they imparted to trade.

The decision to dissolve the linseed oil and turpentine associations was arrived at on Friday last.

The causes which led to the dissolution are manifold: The collapse of the eastern association undoubtedly had its influence; but the chief reason may be ascribed to foes without and discord within the associations.

As a result of the dissolution, turpentine is down about 5c. per gallon in price, and linseed oil 1c. per gallon.

The members of the late organizations are trying to maintain the old terms of 30 days net, but the fact that some at least of the Montreal houses are sending out circulars quoting linseed oil and turpentine on 4 months' basis does not assist them in the premises.

The paint and oil trade is now practically without an association. True, there is still in existence the White Lead Association of Canada, the Ontario Lead and Barb Wire Co., the Toronto Lead and Color Co., Sanderson Pearcy & Company, composing its western section; and the Montreal Rolling Mills Company, McArthur, Corneille & Co. and Canada Paint Co., A Ramsay & Son, Bayliss Manufacturing Company composing its eastern section. But this association merely exists for the purpose of ensuring the quality of white lead, it having some years ago eliminated the clause in regard to the regulation of prices, which was subsequently taken up by the now defunct White Lead Association. As far at least as prices are concerned, the wholesale paint and oil men are now without any organization regulating them.

The Mirror Plate Association, the third organization to dissolve, has only been in existence about five months, and was composed of these three firms: The Hobbs Hardware Co., the Cobban Manufacturing Co., and Toronto Plate Glass Importing Co.

Shortly before the association was formed one of the parties to it made contracts throughout the country at prices about 25 per cent. below those subsequently fixed by the association. These contracts, too, seemed to have no time limit set upon them. This accordingly shut out the other members from competing for the custom of those dealers with whom contracts had been made. With this discovery one of the firms interested asked to be allowed to quote those dealers with whom contracts had been made the same prices at which these contracts had been made. This request being refused, the firm in question resigned its membership; and at a meeting held last week the association was dissolved.

And thus ended the death of another association.

A DEMORALIZED TRADE.

DEALERS in paints, oils, and lines of all kinds allied to these are, if our Montreal correspondent is assured aright, having a lively time of it in that city just at present.

Ever since the White Lead Association gave up the ghost two or three weeks ago, matters have been in a very unsettled state.

The first inkling of trouble was when, as noted already by this paper, a leading Montreal manufacturer sent out circulars broadcast through the country offering white lead at a cut of 50c.

Of course it was asserted as against this offer that there were goods and goods, and that the cut rates did not represent the best brands of pure white lead.

No doubt this was correct, but the fact of the offer being made was sufficient to influence buyers; and whatever may be asserted to the contrary the fact remains that the top price now named by everyone in the trade is not what it was three weeks ago.

But in addition to this comes the collapse of the Paint Grinders' Association to further unsettle matters, and now, to put it plainly, business in the paint and oils trade is in a demoralized state.

There is no reliable range of values to go by, the competition being participated in by almost everyone in the trade, and it has come to that pitch that buyers themselves hardly know what to do.

It is not only in leads and colors that irregularity exists, but the contagion has spread to other lines.

Both linseed oil and turpentine have been shaded materially recently; and in seal oil also the situation is equally unsettled. Offers of new stock are not free, but we understand that it has been offered for delivery in the near future at 9 to 10c. less laid down than the price that has ruled business on stock ex store. Naturally this has had its influence with such buyers as are aware of the fact.

It is worthy of note also that the requirements for seal oil appear to be less every successive season in many ways, other and cheaper substitutes taking its place. All in all the general situation of affairs in this branch of trade is interesting in more ways than one.

EVIL OF LONG CREDITS.

THE keen competition, and large amount of cutting prices that was indulged in by the trade during the past year, will no doubt tend to bring about much needed reforms in business.

The credit system has been carried on in the larger cities to a pernicious extent by small stores in their attempt to compete with the large department stores who carry on a purely cash trade and are enabled to sell at a smaller margin.

It is a continual complaint from the legitimate trade that customers will invariably go to the large down town stores when they are well supplied with cash, and deal with the neighboring hardware store when they want credit. Dealers have been known to give in many cases credit for twelve months and over on larger orders, while the losses sustained on small bills for repairs, etc., the payment of which, have been indefinitely postponed from day to day, are a continual drawback to business.

The merchant loses the interest on his money in the first instance, and through fear of offending a customer he fails to collect the small ones, and allows them to lie until forgotten or become outlawed.

Obviously it would be better to be without that kind of trade; and if customers wanted long credit they might deal elsewhere, for it

is certain that if all the trade were done on this basis, the accumulation of bad debts, say, in five or ten years, would be enough to bring absolute ruin to any but traders of very large capital.

Smaller profits and quick returns are better than selling at big prices and on long terms of credit.

That the universal adoption of trade on a strictly cash basis would be of great benefit to the dealer is not to be denied, but it has been found exceedingly hard to adopt. However, the next best step that can be taken is the discontinuance of giving long credit.

Here is a sample of a circular issued to his customers by a wise and reforming hardwareman, early this year, and which may prove interesting to some of HARDWARE'S readers :

TO MY FRIENDS AND PATRONS : With the close of the present year the lesson taught by costly experience would warrant a glance into the future. The country has witnessed the most disastrous business depression that has ever befallen a nation. Failures followed by failures and ruin have paralyzed the channels of trade, caused by a culmination of circumstances too varied to discuss except as pertains to this immediate section. The paramount cause is the old system of long credit, with which any business will sooner or later be brought to disaster. All must succumb to the inevitable fate. The remedy, then, must be applied before the disease has eaten too far into the vital parts. In the coming year I shall be prepared to serve my customers, but upon a different and more solid basis. I have laid in a very large supply of seasonable goods, bought at low prices, which I will be pleased to sell at a corresponding price, but at terms strictly at 60 days, or 2 per cent. discount for cash at 10 days. No deviation whatever will be made from this, and I will make it to your interest to purchase from me at these terms and prices. A business cannot succeed selling in January payable the following year. Trusting you will appreciate this effort of mine to reform our present incorrect system of transacting business, which reform must in the end result beneficially ; thanking you for your past favors and soliciting a continuance thereof upon the new system only, I am, etc.

REGARDING WINDOW DISPLAYS.

AT this season of the year spring cleaning and gardening are well to the fore, and it will be found profitable to devote your window space almost exclusively to the display of these two lines.

With respect to household goods needed through the house cleaning season, it is regretable that in the past the hardware merchant has not given them the attention they deserve, though scarcely a hardware store can be found where these goods are not kept. They are, however, generally given a back seat, and seldom, if ever, shown to advantage in the window. Is it any wonder, then, that the grocer and fancy goods store has taken a slice out of this department ? With the object of getting back some of this trade which in the past has been lost to the hardware merchant through inattention, we would suggest that a special show of goods suitable for house cleaning, etc., should be made.

The Hardwareman gives the following description of an April window : "In the centre of the window a fantastic pyramid is formed from mixed paints, stove polish, furniture polish, and other similar goods likely to be in demand. This centre-piece should not be high enough to exclude from view other articles which may find place further back in the window. Rising from the back of this centre-piece is a roll of house flannel, neatly draped, flanked on one side with chamois skins, and on the other with sponge cloths. Behind these goods are two rows of handled brooms, arranged fan shape; these are fixed by screw hooks to strong boards, which are kept in position by shelf brackets screwed to the floor. These boards are kept sufficiently shallow to be hid by the house flannel, etc. In front of the brooms and at each side of the centre-piece is a fan-shaped show of bannister brushes of different patterns, and in front of these, tinned paints and enamels, bottles of varnish stain, Berlin and Brunswick black, etc. In the corners of the window are shown mats and matting, the former being tied up into circular form. From the front rod on the ceiling hangs an assortment of wood and metal buckets, behind them mops, and at the back wool border mats. The side of this window at the doorway shows sweeps', saucepan, scrub, stove, shoe, hair, cloth, and dusting brushes."

In a window devoted to display of garden tools, spades, shovels, lawn mowers, turf edgers, garden sets, trowels, sprinklers, galvanized wire netting, rakes, garden hose, hose reels, etc., should be displayed. Speaking re garden tools the Hardwareman says : "We venture to remind ironmongers that few amateur gardeners know what tools they really require, and often enter an ironmonger's shop with a rather hazy mind as to what they are going to buy. If such customers could be taken to a full display of garden tools in which the entire stock was sampled, they could quickly make their selection, and save both their own and the salesman's time, besides having the agreeable consciousness that they had not betrayed their ignorance. But when they look in vain for a show of such goods, and have to stumble through an expression of their wants, conscious of imperfect knowledge, it is ten to one they do not buy as amply as they otherwise would, and the next time they have to make a purchase they will probably go a good deal further to be saved the trouble and uncertainty of the first experience. It would be a very good plan in getting up a display rack of garden tools to attach not only a price ticket, but a name ticket to the various articles. It would lighten the customer's tribulations wonderfully."

Remember that Hardware's Prize Competition

CLOSES TUESDAY NEXT.

The Prizes are worth competing for. The essay adjudged to be the best will get $20, second $10, third $5, and to each of the five essayists ranking in order after the prize men will be given THE HARDWARE MERCHANT for one year. This will make EIGHT PRIZES in all.

Give vent to thy thoughts and speed to thy pen. You do not know what you can do until you try. The winner of the first prize in THE DRY GOODS REVIEW competition never wrote an essay before, but he had ideas and he put them to paper. Go thou and do likewise. Competition is open to all actively engaged in the hardware or allied trades.

The rules of the competition shall be as follows :

1. All the competitors must be devoting their whole time to some branch of the hardware trade.
2. No essay must exceed 2,500 words nor be less than 1,500. Neatness will not be regarded, beyond the point that the essay must be readable, and the paper written on one side only. The sheets must be fastened together and numbered.
3. The essay must be original.
4. Each essay must be signed by a nom de plume, and both the proper name and the nom de plume of the writer written on a slip and placed in a sealed envelope, which envelope must be addressed, HARDWARE MERCHANT, 10 Front street east, Toronto, and across the corner have the words "nom de plume." This envelope must be enclosed in another, so that no post mark will appear upon the former.
5. All essays must be sent in to this office not later than MAY FIRST, and awards will be announced as soon after as possible, and the prize essays will then be published in order.
6. As the competition is to encourage thought among merchants and clerks, professional writers will be excluded.
7. The judging will be done by disinterested merchants. The names of these merchants will be announced at the same time as the award.
8. All prize essays shall be the exclusive property of THE HARDWARE MERCHANT.

DUST IN THE HARDWARE STORE.

SPRING has appeared, and the dust is commencing to rise. The watering cart is as usual conspicuous by its absence, and the weary merchant wonders if it is possible to keep his windows and stock clean.

What shall I do to keep my store clean? is a question that has often puzzled the hardware dealer, and caused him much uneasiness.

That it is hard in dry and dusty weather to keep the store, especially the front, clean, is not denied, but labor expended in the attempt to do so is never wasted. If a man you are acquainted with has a habit of not keeping his face clean, shun him, whatever be his other virtues. It is the same with the store front: If the windows are dirty and the woodwork dusty, the public will shun it. Its face is dirty; and though the windows may be filled with attractive goods, may be large, and the store front convenient, if the windows are dusty and streaky, the passer-by will have too much respect for the preservation of his eyesight to be at the pain and trouble of trying to inspect the articles displayed through the oppressive gloom. Health seems to have departed from such stores as these, and when the customer does enter, it is probably because the shop is more convenient to him, or saves him the trouble of a longer walk. Many of the dirty windows that are seen have been washed, perhaps, that very morning, but have never been dried. The consequence is that the first cloud of dust that arises settles upon it, leaving unsightly streaks.

A window should always be dried, and if a hose is used, it is a good idea to give the street in front of the store a good sprinkling to lay the dust, before starting to wash the window.

Clean windows and a clean store front are great attractions, but neatness and cleanliness in the interior must not be forgotten. The interior should be in keeping with the exterior, for the customer who is most attracted by the cleanliness of the outside, will be most disappointed at slovenliness in the interior.

There is necessarily a certain amount of dirty and unsightly things in a hardware store, and there should be places where these things can be stored. Neatness and cleanness does not mean so much the absence of dirt and dust as the distribution of these unavoidable evils.

During the dry summer months the greatest enemy of the cleanly storekeeper and his assistant will be dust, and every means should be used for the purpose of laying it. Goods covered with dust are not attractive, and it is a well known fact that whoever buys goods wants them to be new and to look new.

The sprinkling can should be used before sweeping and at intervals through the day, which will not only lay the dust, but will cool and freshen the atmosphere. The sprinkling can, however, in the hands of a careless assistant or shop boy, will often cause the rusting and corrosion of bright goods which come within his reach, and will detract from the selling quality of the goods. Even such people as will leave a new axe in the open yard during a rainy night will not be satisfied to buy an axe with a rust spot on it.

Much importance attaches to the use and abuse of a sprinkling pot. It is a very easy matter to spray a few drops of water into a nail bin now and then, or on the base of counters and the legs of stoves; but each drop will count, and will detract from the general appearance of the store. Even in so insignificant a matter as sprinkling, it is necessary to use care and judgment. Of sweeping and dusting the same may be said. To make the cleanness of the store as nearly perfect as possible, it is necessary that on each day, after the general cleaning and during leisure moments, a small portion of the stock be cleaned thoroughly. To do this, goods must be moved from their places and replaced after thorough cleaning.

There is a tendency amongst assistants, in their zeal to keep the counter and lower shelves clean and tidy, to neglect the upper shelves and goods that are hung high up. The consequence is a shower of dust on the goods below or upon the customer, when there is a call for any of the goods so kept.

When show windows are lined with cloth the goods should be occasionally removed and the cloth well brushed before they are returned. When an article is taken from a window for sale, the space left thereby should be filled with some other article, for nothing is so unattractive as a window with empty spaces in it. It is better to have no show window than one that is incomplete and not absolutely neat and clean at all times.

SCIENCE IN STEEL MANUFACTURE

AMONG the interesting contributions to the metallurgy of steel the following extract from a letter of a producer of patented steel takes high rank, says Iron Age. It is a good example of fin de siecle science:

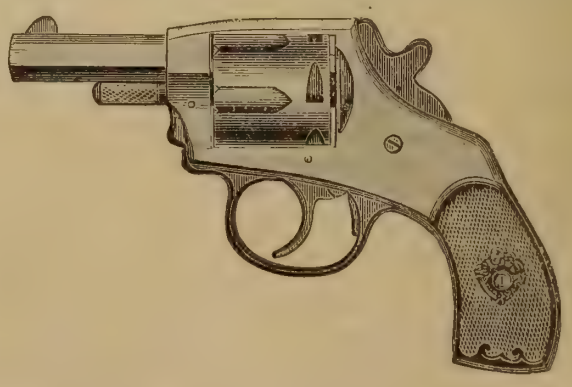
Wherein Blank steel differs from Bessemer and open hearth steels is in its metallurgical cohesion and physical properties: 1. Blank steel is a "true steel" that will harden and temper with a strong, tough, smooth cutting edge, as it is entirely separated from all the mineralized refractory oxides, deleterious substances, and gases contained in stock, in the process of manufacture, by the use of an insomorphous catalytical flux that eliminates all the scora-cinder and sets free the deleterious gases from the metal in the (steel) ladle before casting into ingots, thereby assuring uniform aggregation throughout the whole ingot.

Blank steel contains aluminum and chrome, and many other rare metals for special varieties of steel, which render it physically much stronger, more ductile, flexible, tenacious, anti-corrosive and reliable than Bessemer or open hearth carburets of iron—that is, it is up to a fine cast steel property basis.

Whereas, it is well known that all Bessemer metal, high or low carbons, contains two or more grades of metal in every ingot, ranging from granulate, porous, seamy to segregate, occupying distinct zones in the ingot by reason of the extraneous mineralized scora cinder contained therein.

There is contained in much of Bessemer steel from ½ to 1½ per cent. of cinder that, in steel rails, makes itself manifest on the worn surface by way of brown specks from the size of a mustard seed to a grain of wheat, by reason of the sulphurous fumes from the smoke stack of the engine coming in contact with this extraneous oxide matter contained in the metal. Hence the four rails from the same ingot may show, after a short period of use, from smooth bright to dull grey, with iron black pitted surface; and the rail from the top end of the ingot is usually the first to break down, by reason of heterogenity, porosity, side flaws or segregated ends.

There is more, but so much will do.



THE BOSTON BULLDOG.

THE accompanying cut shows the "Boston Bulldog" revolver, of which M. & L. Samuel, Benjamin & Co. are selling a good many. It is 22 calibre, is self-cocking, sells at a price which induces a demand, and occupies but little room in the pocket.

TALKS WITH RETAILERS.

"IT is rather early yet for many of the spring lines, but they are all beginning to show some life," said Mr. Thomson, of Gibson & Thomson, Yonge Street. "I do not think that people are buying so readily this spring as they have done other years. They are buying as much, but are putting off until they actually need the goods. The consequence is, more inquiries than sales at this early season."

"Yes, that is so, and I know an instance of this kind that happened yesterday," said a traveller who was in the store at the time. "A woman went into a store yesterday on Yonge Street. She had come down with the ready money to buy an oil-gas stove, but finding it a little chilly on the way down, on reaching the store she told the merchant that though it was her intention of buying the stove she thought she would put it off till next week and make use of the money for something else this week."

"Trade has improved a great deal, and we are kept busy at jobbing work," said Geo. Pearsall, Yonge street. "We have got all we can do repairing lawn mowers and doing repairing in other lines besides. You see that lot of mowers? Well, that is nothing to what we sometimes have in at one time to repair. We do more of this class of work than anybody in this neighborhood."

"Trade is fairly good, and the demand for spring goods is much improved," said J. S. Robertson, Yonge street. "Lamp stoves are commencing to move, and a good trade is doing in paints and oils. A good deal of jobbing is doing, and people are taking down their stoves preparatory to house-cleaning. There is, however, plenty of house cleaning going on now, which we can tell by the brisk demand for tacks and other small household articles. Spring cleaning commences earlier these days, many of the houses being heated with furnaces. There is no need for these people to wait for the warm weather, as they have no stove in their road. I am building three houses, Nos. 33, 35 and 37 Cumberland street, and I am kept busy looking after them, but I will soon have them completed. Another line that is starting to go is green wire window netting. We have not received any flies yet, but they are daily expected."

"We are very busy with country orders, but trade is not so good in the city," said Mr. Fletcher, of the Fletcher Mfg. Co., Yonge street. "The spring trade has not altogether opened up, though so far we have done a very good business. Tariff changes will not affect us materially, but while I am not exactly a free trader, I think that the present duties are yet too high, and am of the opinion that Canadians are capable of competing with Americans on an equal basis. There are as smart men in Canada as any Yankee ever was. We are doing a good business in soda fountains, and other spring lines are picking up."

"There is some demand for gas stoves, but it is not warm enough yet for trade in this line to be at all brisk," said Geo. Boxall, Yonge street. "What we want is two or three days' good rain to get the cold out of the atmosphere. There are a lot of people that will do no cleaning, etc., until they can with safety dispense with fires, and the majority of them never find out how much they need until they come to turn over the old ones. Now, in spite of the alleged hard times we have not had much to complain about, when making our collections this spring, and collections are better now than they were a few weeks back. There are a lot of people in Toronto who are property poor; they have plenty of property, but no ready cash. I do not think, however, that trade is altogether as good as it ought to be." Just then the telephone rang and Mr. Boxall answered it. The man at the other end of the line wanted to know if that was Sharp. The answer that he got was this, "Yes, I'm Sharp, but my name is Boxall." Our reporter beat a hasty retreat.

"Poultry netting is commencing to move," said W. L. Murray, Yonge street. "The paint, oil and turpentine trade has also been very good lately, and business in other lines fairly good. We have not noticed any particular improvement this week, but the last two or three weeks have shown a great improvement over what we were having previous to that time."

"Paints and oils are going out nicely," remarked E. Clapp, of Clapp & Moses, Yonge street, "but other lines are quiet in the store. We are busy in the shop, for there is plenty of eavetroughing and general jobbing being done. We hope to move into our new quarters at 292 Yonge street, by the first of the month, and expect to have one of the nicest show rooms for stoves on the street. There are extensive alterations being made in the front, which will give us one large window suitable for displaying stoves, which is our specialty."

PARCEL POST TO AUSTRALIA.

IT is expected that the direct parcel post service between Canada and the Australian colonies will be inaugurated upon Dominion Day. The rates to New South Wales will be 30 cents a pound, and to the other colonies slightly higher. The New South Wales Government will undertake the distribution in Australia of parcels sent from Canada, and for this reason a slight increase on the New South Wales rates will be charged. It is hoped that by July 1 also arrangements will have been made with the Hawaiian Islands and Fiji for the establishment of a similar service. The benefit which will accrue from this parcel post may be judged from the fact that recently a Canadian firm sent a parcel to Australia weighing a little over three pounds, the charges upon which amounted to $5.50.

UNWISE ECONOMIES.

TIMES have been hard, no doubt, with those engaged in the iron and hardware trade for far too long. There are, however, indications that they are improving. This has been particularly marked during the past two weeks. It is generally believed that this is the beginning of a partial, if not a complete, revival, which, though coming slowly, need be none the less sure.

Speaking on the subject of wise and unwise economies as practiced by merchants during the past dull season, the Ironmonger says: Traders have been economising during this depressed period. Have they done so wisely? Has the "economy" paid? There are wise and unwise economies. If you have a lazy servant whom you have kept through good feeling when times were good, he is the first who should feel that the time for economising has come, and that deadheads must move on. A shift of this sort is the only thing that will make some persons move with anything like energy. Men who were "born tired" are out of place in the iron trade, and to part company with an assistant of this character will do your business good. He has probably annoyed scores of customers as well as bothered you. But do not injure your business by unwise economies, the futility of which a little reflection will convince you. Remember, above all, that to keep your trade people must know where to find you and what you sell. Keep up sending round your circulars—making them as bright and original as you can—and keep up your advertising. To drop either would be suicidal. To be parsimonious in the matter of lights will make a dozen customers pass by when they would have been attracted by and entered a brilliantly illuminated shop. First make an attractive and suitable display in the shop window, then turn on plenty of light. That is your sound policy. Ironmongers show so many good lines by keeping the window and the inside of the shop not only well fitted, but well lighted, and if you want to "beat your neighbors," you will have to see that it is the ironmonger's star that lights up the street, and not that of the always luminous 'stores' keeper, who handles his ironmongery goods in a special department upstairs, after alluring your customers into his shop with more tempting lines of goods than you can display.

SETTLEMENT OF ACCOUNT.

WE present additional solutions to the problem which appeared in the Iron Age, March 29, and a number of answers to which were given in the issue of April 5 of that journal. It is interesting to notice the different views of the question which are taken by the correspondents. For the convenience of our readers we reproduce the problem.

THE PROBLEM.

A purchases from B merchandise to the extent of $400, terms of settlement being freight allowed to point of delivery, four months' time, or 6 per cent. discount for cash in ten days. A takes advantage of the cash discount and sends settlement as follows :

Face of invoice	$400
Less 6 per cent. for cash $24	
Freight 10—	34
Amount of drafts	$366

A pays the above account, believing the stock to be satisfactory, but after two months finds a defect in the execution of the order, which prevents his using the stock in his business, and returns the entire stock, receiving in exchange similar but satisfactory goods, amounting to $500, same terms of settlement as the first lot. He again takes the cash discount. Now, the question is, what kind of settlement is necessary to balance the account justly, and how does he arrive at the amount of the draft to balance the account?

SOLUTION F.

The first bill of goods was returned, and the actual amount paid by the buyer was $376 ; $366 remitted to the seller, and $10 paid for freight. This amount stands to buyer's credit on seller's ledger, and is applied on the new bill of $500, and as the seller has virtually had the use of that money until the settlement of the second bill, it should be considered the same as a cash payment by the buyer in taking advantage of the 6 per cent. cash discount on that bill.

1893.			
Jan. 17.	To cash remitted for invoice 1/15/93, afterward returned		$366.00
"	To cash paid for freight invoice 1/15/93		10.00
Mar. 17.	To cash in settlement		84 00
	Contra.		
Mar. 15.	By Md'se	$500.00	
	Less 6 per cent. cash discount $30		
"	Freight 10		
	—	40 00	
		$460.00	$460.00

NOVICE.

SOLUTION G.

March 1.	By merchandise		$400.00
" 10.	To freight	$10.00	
	To discount, 6 per cent., 4 months.	24.00	
	To draft	366.00	
		$400.00	$400.00
May 1.	To merchandise received	400.00	
	By merchandise		$500.00
" 10.	To disc'nt $100, 6 p. c't., 2 mos.	3.00	
	To freight on $500, or last shipment	12.50	
	Draft	84.50	
		$500.00	$500.00

The above is only supposing the shipment of $500 amount is dated the same date as first shipment of $400, or the discount only allowed from date of first shipment ; also that the error is entirely with the shipper, causing him to pay freight on both the first and second shipments.

May 1.	To merchandise	$400.00	
	By merchandise		$500.00
" 10	To discount, $500, 4 mos.	$30.00	
	By discount, $400, 2 mos.	12 00	—18.00
	To freight $500 shipment		12.50
	To draft		69.50
		$500.00	$500.00

The shipper to allow freight on both shipments and 6 per cent. discount from date of first shipment.

C. M. C.

SOLUTION H.

A would send B settlement as follows :

You omit giving freight on second shipment, but I presume if freight on $400 worth of goods was $10, the freight on $500 worth would be $12 50, and it is clearly right that B should be charged with freight on both shipments ; also right that B should pay A interest on check sent first and freight paid first, or 6 per cent. per annum on $376 for 60 days.

Statement A should send B :

By merchandise, first bill		$400.00
By merchandise, second bill		500.00
To freight, first bill	$ 10.00	
To cash, first bill	366.00	
To freight, second bill	12.50	
To 6 per cent. cash discount, second bill	30.00	
To 6 per cent. per annum interest on $376 for 60 days' time A was out of the use of his money	3.76	
To merchandise returned	400.00	
	$822.26	
To check, balance due	77.74	
	$900.00	$900.00

T. K. P.

SOLUTION I.

The shortest way is as follows :

Last mdse. amount to		$500.00
First mdse. returned		400.00
		$100.00
Less 6 per cent.	$ 6.00	
Freight	12.00	
		18.00
Due		$81.00

Or this might seem plainer to some :

Second mdse		$500.00
	Cr.	
6 per cent.	$30.00	
Freight	12.00	
Freight first lot	10 00	
Cheque for goods returned	366.00	
		418.00
		$82.00

Same as first example. W. A. M.

SOLUTION J.

The account should be settled as follows :

Dr.		
To freight paid		$10.00
To 6 per cent. discount		24.00
To cash to balance		366.00
		$400.00
Cr.		
By merchandise, first lot		$400 00
Dr.		
To net amount cash paid on merchandise sold	$ 10.00 360.00	
		$376.00
To 6 per. cent. discount for cash		30.00
To cash to balance		94.00
		$500.00
Cr.		
By merchandise, second lot		$500.00

Or if A was inclined to claim two months' interest on his payment of $376 on the first lot, the account would appear as follows :

Dr.	
To cash paid on first lot	$376.00
To interest two months, 6 per cent., for A	3.76
To 6 per cent. cash discount on $500	30.00
To cash to balance	90.24
	$500.00
Cr.	
By merchandise, second lot	$500.00

SOLUTION K.

The correct way to settle the account is for B to pay A interest on $377, the amount of money A remitted and paid out for freight. And A is entitled to 6 per cent. on $100, the amount between first and second bill. This, of course, does not take in the consideration of damage A sustained by not having the goods promptly, if he did lose on that account. J. H. S.

SOLUTION L.

My answer is :

A should remit to B $100, less $6 and the freight on the last lot of goods sent, and

RIXFORD'S JONES'

Harvest Tools Spades and Shovels

LOWEST PRICES

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE MERCHANTS

ORDERS SOLICITED.

37 Front Street West, Toronto.

possibly drayage on the former lot, to return same. H. H. H.

SOLUTION M.

All we have to consider is what is the cash (10 days) price of the goods at the point of destination. The freight and discount simply have the effect to reduce the invoice to this cash price. The answer then is: The cash value of the first lot of goods at destination is $366. The cash value of the second lot is $457.50. The first having been paid, the sum of $91.50 will balance he second invoice.

Any question about return freight or interest on the $366 is to be determined on the ground as to which party may have been to blame. I. S. C.

SOLUTION N.

As stated and A's account settled.

Face of invoice		$400.00
Less 6 per cent.	$24.00	
Less interest	10.00	
Draft	366.00	
		$400.00

If goods returned, B owes A $366, and makes A another shipment amounting to $500, subject to same terms, making:

A debtor to B	$366.00	
B's merchandise account Cr.		$500.00
Less 6 per cent. on $500 ..	30.00	
Less freight	12.50	
Draft	91.50	
		$500.00
Or take difference in original invoices of.....		$100.00
Subject to terms, 6 per cent.	$6.00	
Freight	2.50	
		8.50
Draft to settle.....		$91.50

The error is admittedly with the shipper, therefore above would be a just and correct settlement. H. C. W.

After a three days' argument, Judge Burbidge of the Exchequer Court has reserved judgment upon the question as to whether the Government should refund to the Street Railway Co. the $55,000 paid for duties on steel rails. The main question to be decided is, is a street railway a tramway? The rails for the latter are mentioned in the tariff as dutiable. A decision favorable to the company's contention that the rails are not dutiable will mean a return of nearly $200,000 by the Government to the Toronto, Montreal and Hamilton Street Railway Co's.

A committee of the Montreal Turnpike Trust has been studying the tire question, from a business point of view, as it affects the cost of maintaining the roads, and besides making a reduction in the tolls on broad tired vehicles recommends the offer of a bonus to regular travelers on its highways who will put six-inch tires on their vehicles. As road-making and road preservation are coming in for an unusual amount of public attention at the moment, this result of the Montreal men's experience may be of interest elsewhere. Narrow is the tire that leadeth to destruction.

"Are bicycles immoral?" anxiously asks Kate Field. Well, they contribute to the increase of profanity among pedestrians.—Chicago Post.

SITUATION WANTED.

BY A YOUNG MAN AS BOOKKEEPER OR salesman in hardware store; several years experience; best references for ability, integrity, etc., from last employer. Address E. A., HARDWARE Office, Toronto, Ont.

OIL STAINS...

Cherry, Mahogany,
Rosewood, Oak, Walnut.

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130 to 138 Bay Street, TORONTO.

THERE'S MONEY IN IT.

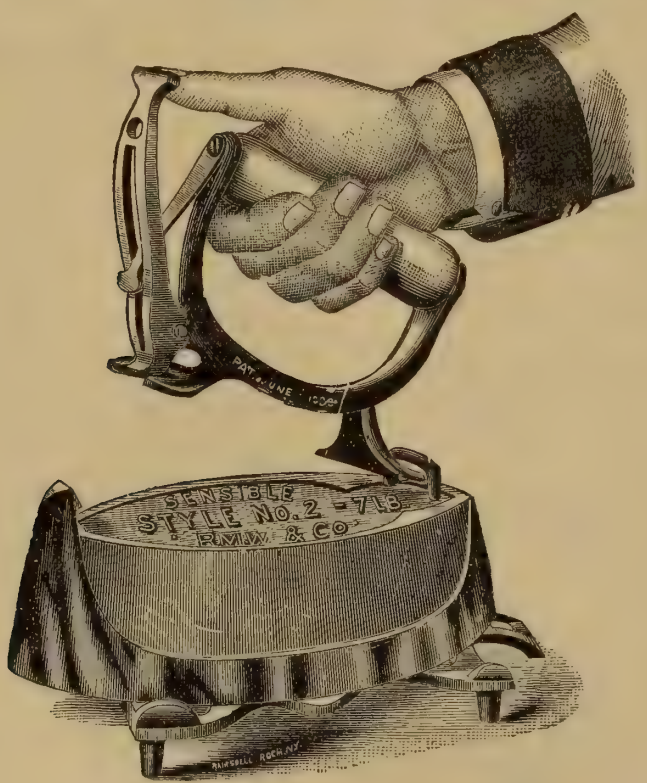
THE accompanying cut is an illustration of the Sensible Sad Iron, which is being sold by H. S. Howland, Sons & Co., who are sole agents for Toronto. Among one of the advantages claimed for it is that the retailer can make a profit out of its sale. The handle is adjusted or removed at will.

A NEW ALUMINUM SOLDER.

ONE of the most perplexing questions encountered in the development of the uses of aluminum has been that of soldering the metal. In many instances the effort has been made to get around the difficulty by riveting, a method frequently awkward and often leading to structural weakness. An opportunity was offered recently to a representative of the Iron Age to witness a series of tests of solder which is being introduced by a New York firm. Among the tests made were butt welds of sheets and plates, which under tension showed the soldered joint to be so well made that rupture took place in every instance outside of the joint. Strips connected by butt soldering were twisted in the vise without opening the seam, and soldered tubing has been successfully drawn recently. The surfaces to be soldered are cleaned by dipping in a hot solution of soda or potash, then dipped into nitric acid, rinsed in hot water and dried. Sometimes the surfaces are cleaned by filing the edges to be joined. The parts to be soldered are heated as hot as can safely be done without melting and a small portion of the solder is spread over the edges by means of a soldering brush, which should be kept heated during the process. The edges are then joined and more solder is applied and spread evenly over with the brush. During the entire operation the metal is kept as hot as possible, and it is completed when the solder becomes distinctly white or the aluminum assumes a reddish hue. Authorities on the working of aluminum have acknowledged that soldering by the Alsite process accomplishes results not hitherto attained.

PUSHING SPRING GOODS.

IN putting carried over stock in saleable condition bring out all seasonable goods, look them over carefully, clean off all last year's dust, and try to make them look like new goods, says a writer in Iron Age. If you succeed, put them with the new goods.



If they are shop-worn, put a price on some in plain figures that will sound low. You are sure to have some customers that will want just that article. Don't mark the price so high that the goods will not sell. It doesn't pay to hold over shop-worn goods. Better have the cash to buy new goods with. I have noticed that credit customers will pay cash for shop-worn goods that are marked low.

A memorandum of all seasonable goods that you think you will want for the spring and summer trade should be made out, then you are ready for the traveling men. When they come get lowest prices, and on goods that you know there is only one price, such as some makes of oil stoves, etc.; buy early, so as to get all of the extra discounts. By the last of March you will know the lowest prices at which spring and summer goods can be bought, and then is the time to buy, as prices are likely to advance. If you wait until you are about to sell the goods the prospects are that you cannot get the quantity you want at once, and delays are dangerous to your trade, as you are obliged to have the goods when your customers call for them.

In preparing room for seasonable goods clean out the front of your store and put away all winter goods. Get out spring goods by April 1st, have a spring opening, and have on exhibition all of the season goods. People buy earlier than they used to, and you will find customers calling for oil stoves, window and door screens in April; be prepared for them. Have these goods where they can be seen, so that an everyday customer, when ready to buy, won't forget where he saw a full line of these goods.

Arrange all small, seasonable goods on a counter, putting them in wire dish drainers, and mark prices in plain figures; change them around often, bringing the new goods to the front. Be sure and change goods in your windows weekly. Have a certain day to do it and see that it is done before you go home at night; do not neglect the windows. Lots of people go by your windows every day who never read an advertisement, but if the window display is changed often they are sure to get in the habit of stopping and looking in. Your windows are your best advertisement, as when people are attracted by your window they are coming into your store.

Change your advertisement with each issue of the newspaper and advertise what what people are needing. Increase your trade by having spring and summer openings. Now, laugh! but it pays to have these openings. It gets people into your store and they go home and talk over what they saw; it gives them something to talk about. Have your gasoline stove man come and show up his stove, also keep a stove running.

To make a store more attractive in summer arrange the front part of it in an inviting manner; put as many of your seasonable goods in the front part of your store as possible, at least have samples in the front, Don't put them all in a heap; have the screen doors where they may be seen, not on the refrigerators; keep small goods off of the larger ones, moving them around often; attend to business and treat your customers politely, and understand the goods you are selling; make a memorandum of your last year's mistakes and don't make them over again, and your business will certainly increase.

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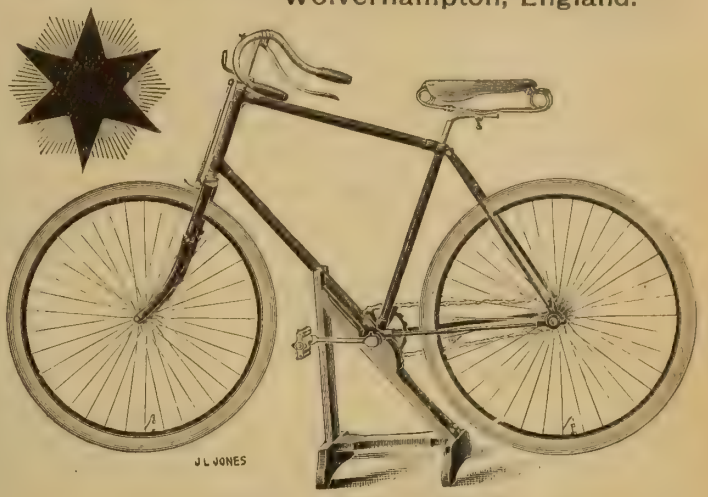
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CYCLE RACK PATENTS APPLIED FOR.

FOR the season of 1894 these celebrated Cycles will, for the first time, be obtainable in Canada. Hitherto the entire output of our extensive works has been taken by the English home trade. Large additions to the works and plant have greatly increased our facilities, and we are now ready to supply the Canadian demand. Due consideration has been given to the importance of minimum weight, but we are not prepared to risk our reputation for RELIABILITY by committing ourselves to an extreme course.

We have adopted a larger diameter and lighter gauge of tubing in the construction of our Frames and Handle Bars, improved and detachable Brake-work, further improvements in Ball Head and Handle Bar adjustments, Dust-Proof Crank Bracket and Hubs, a narrow Tread in conjunction with improved Pedal Attachment and dished Chain Wheel, special patterns in Tubular Seat Pillar, Foot Rest, Step, Brake and Steering Lock; all chains will have Hardened Links and be of a higher class than heretofore; a neater and more effective Chain Adjustment; Chain Wheels specially milled to secure free running; Nuts reduced to a minimum of sizes, with Box-Spanner to fit same, parts interchangeable, high standard of finish throughout.

A. A. ALLAN & CO.

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FOR Parks, Tennis Courts, College Lawns or large Private Grounds this mower is acknowledged the best. Sold complete with shafts and seat. 25, 30, 35, 40 inch cut.

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BRUSHES

Painters'
Household
Toilet
Stable, etc.

No article handled by the Hardware trade requires more judgment in buying than Brushes. The easiest way is to go to the reliable manufacturer and get value for your money and goods that will suit your customers. We will do our best to serve you well and honestly.

CHAS. BOECKH & SONS, MANUFACTURERS, **TORONTO**



"Asbestos Stove Pipe Thimble." Light, strong, will not crack with heat, easily placed, fire proof, universally used where known. Manufactured by THE COLLINS MFG. CO., 54 Adelaide East.

TRADE CHAT

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

WHAT is known as "aluminum bronze" has 10 per cent. aluminum and 90 per cent. copper, and possesses a tensile strength of 90,000 lbs., an elongation of 15 per cent., and will cast, forge, roll, draw into wire, or work in a lathe about as well as steel.

The master plumbers of Victoria, B. C. have organized.

Mr. Nicklin, of the firm of Cross & Nicklin, tanners, of Stewartown, has succeeded in organizing a joint stock company for the purpose of establishing a tannery here, and buildings are now being fitted to receive the new industry.

Burglars broke into Mr. Robson's hardware store, Ayr, Monday night, and stole $200 worth of knives, razors and revolvers.

A bill to incorporate the Steam Boiler & Plate Glass Insurance Co. of Canada, has been reported in the House of Commons.

Work has been commenced on a large addition to the stove fitting department of the James Smart Manufacturing Co.'s works.

The Northwestern Cordage Company, of St. Paul, Minn., is making arrangements to start a binder twine and rope factory at Winnipeg.

"We cannot tell a lie—we did it with our little hatchet," is the suggestive placard in a local hardware store announcing a cut on certain specialties.

The iron ore mines owned by the Kingston & Pembroke Mining Co. will be operated this summer if the Wilson tariff bill passes in its present shape.

After 33 years' service as superintendent of the Waterous Engine Works in Brantford, George Smith retires through ill-health. He will still retain a connection with the firm.

It is said that Mr. Forsyth, of the Massey-Harris Co.'s office, Winnipeg, has been offered and has accepted an important position in the company's office in London, Eng.

The Canadian General Electric Co. are the successful tenderers for the electric light and power generating plant to be installed by the Dominion Government at the Sault Ste. Marie canal locks.

The Mercer Manufacturing Co., of Allis-ton, want $100,000 damages from the Massey-Harris firm for alleged conspiracy to injure the Mercer Co.'s business by forcing them out of existence.

The hardware merchants of Carleton Place have joined the early closers. Messrs. Taylor, Cole and Steele will close their respective stores at 6 p.m. on Mondays, Wednesdays and Fridays.

Liquid fuel, in the form of petroleum refuse, has been tried with such success by the German naval authorities on a small scale that Signor Cuniberti, of the Italian navy, who has given much attention to the subject, has been invited to visit Germany to conduct further operations.

Thomas H. Purdom, John Purdom, and John Fairgrieves, of London, representing the Steam Boiler and Plate Glass Insurance Company of Canada, are in Ottawa. They are seeking an amendment to their charter.

MINING IN BRITISH COLUMBIA.

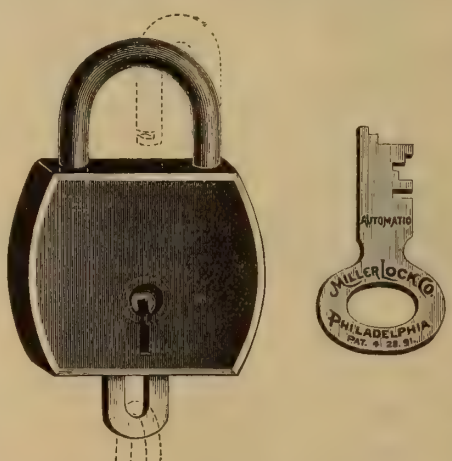
JOSEPH J. PIERSON, who has been in Montreal for some weeks on behalf of the British Columbia Government, on business connected with the C.P.R., during a conversation with a Gazette reporter in regard to gold mining in British Columbia said:

I may just say that having recently visited all the principal parts of the province on official business, I have been struck with the active appearance of things, and my impression is that the next twelve months will witness immense activity in gold mining, especially with regard to placer workings by means of hydraulic and dredging appliances. I had a letter a day or two ago in which it was stated that nearly the whole of the bed of the Fraser River has been located on, leased from Lytton to Quesnelle mouth, and a great part of the Quesnelle River is also leased. I think about 300 miles of river bed must now be taken up and several dredges are being put to work. I fear they will have many difficulties to cope with, especially in the Fraser. The stream is deep and strong, and gold being so exceedingly slippery, as many of us know, even in its coined state, and my fear is that as the dredges begin to disturb the gravel the gold being so much heavier than anything else will slip to the bottom, and some of it will thus escape the "bucket" or "sucker." The hydraulic system must commend itself to all; in fact, small workings have already demonstrated the greater certainty of this. One place I visited at Quesnelle Forks, Dancing Bill Creek, which has been worked by Chinamen for several years, who are known to have taken out $120,000 or $130,000, and the plant used was a very small Monitor with a water supply for working only two and a half hours a day, this with other ground on the south



A SECURE BICYCLE LOCK.

H. S. HOWLAND, SONS & Co. are placing on the market the Safety Securer of which we give a good illustration. It is a plated steel bar size of cut, and is passed through the upper and



lower chain of the bicycle and then secured by the small padlock No. 398, of which we also give a good illustration. It is the most compact and handy thing in the way of a bicycle lock we have seen.

A. J. Nie and J. H. Whitefield have purchased the premises formerly occupied by the Osborne-Worswick Co. off Barton street, Hamilton. The price paid was $12,000. Nie & Whitefield will use the building as a machine shop.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton. Ontario.

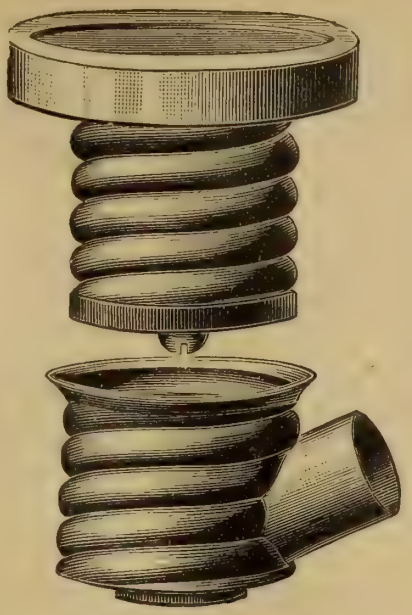
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fork of Quesnelle river has been taken over by the Cariboo Hydraulic Mining Co., and is to be vigorously developed, and many miles of ditches have been made to bring water to the Quesnelle Forks Canal and Hydraulic Mining Co., and has been found to bring a large volume of water from Cariboo lake, where there is practically an endless supply, commanding probably greater hydrostatic pressure than it would be possible otherwise or elsewhere to get to work the very valuable auriferous grounds of that part of the famed Cariboo district. They also hold about 800 acres of specially selected ground suitable for hydraulic working by the largest hydraulic plant. The Victoria Hydraulic Mining Company hold about 900 acres, and are laying themselves out for doing good work during the coming season. Several smaller interests are being developed, and prospects are everywhere good, in many instances ranging from 50 cents to $5 and $6 the cubic yard, and when it is known that 6 cents to 8 cents a cubic yard will pay for working, once the water is on, what the golden harvest is likely to be is difficult to estimate. Although this notable district has already produced nearly $60,000,000 from purely surface workings, it is the firm belief of men skilled in such matters that, with good plant and an ample supply of water, the past may be regarded as a mere unit as compared with what is still to be unearthed. I am glad to see the Government of British Columbia is alive and abreast of the times in voting money for roads, bridges, etc., to aid and encourage, in the absence of railway facilities to these districts.

A practical test of the bed of the south fork of Quesnelle river, was made a few months ago by a gentleman, who sent up an experienced miner along with an expert diver, equipped with an ordinary diving gear, and, although their operations were interfered with by a freshet, yet they demonstrated the fact of that river bed being rich in the precious metal. I have seen a sample of the gold, and am told that their efforts yielded an average in sundry parts of the river of from 25c. to $1 the bucketful of gravel brought up from the bottom, and they did not reach bedrock, where the richest finds should be.

I omitted to mention that the Slough Creek Company, who have been doing a great deal of work during the last year, and although I have heard that they anticipated great things, yet I don't know the results. An English syndicate in the neighborhood of Williams' Creek are pushing actively, and again on Bridge River splendid prospects are given, and in the vicinity of Lileet large areas have been located and some work is going on. Whilst there I tried my unskilled hand by digging a shovel in at random, and on that shovelful of gravel I got several colors of gold; and then there is the Horsefly district, a little south of Quesnelle lake, which is being monopolized by the Horsefly Hydraulic Mining Co., who are spending large sums of money in collecting water to carry out their scheme, which is a large one, and prospects are unquestionably good.

Mr. Pierson had in his possession a few fine-looking nuggets found in the bed of the Frazer and Quesnelle rivers.



NEW

Steel Creamer Tap

ALL PARTS RETINNED

Superior to Lead taps and much cheaper.

THOS. DAVIDSON & CO.

MONTREAL

A SIMPLE CUTLERY STAND.

WE have pleasure in introducing a new method for displaying samples of all kinds of table cutlery, forks, spoons, etc., says an unidentified exchange. The advantages claimed for this contrivance are that it is certain to attract the attention of customers. The articles are prominently displayed and are easy of inspection, and the whole stand possesses an air of neatness and elegance. A board one foot six inches in breadth and five feet in length is procured, and at equal distances down the same coat hooks are fastened, on which inclined boards may rest. The latter are one foot three inches long, by nine inches broad, and neatly covered with green baize. Upon these the samples are attached by any method at the time convenient, neatly ticketed, and the whole forms a suitable addition to a well-fitted-up ironmonger's shop.

PERSONAL MENTION.

H. WALKER DORKEN, proprietor of the firm of E. Heuser & Co., is making preparations to amalgamate his business with that of his brother, J. Dorken, Montreal, who represents several of the largest German manufacturers; a younger brother, now on the way from Germany, will also enter the new firm. All three brothers have been brought up for the hardware and cutlery business, and they have all had some practical experience in manufacturing. The style of the new firm will be Dorken Bros. & Co., and will commence July 1st, 1894. Their business will be done in the same way and with the same customers as the above-mentioned firms have done heretofore.

K. Haldimand, of W. L. Haldimand & Son, Montreal, was in Toronto this week.

Cyrus A. Birge, Hamilton, general manager of the Canada Screw Co., made a flying trip to the Toronto branch of the firm this week.

A. W. Humphries, of Parkhill, now occupies two stores. His premises have recently been refitted, while his windows are paragons of neatness and artistic arrangement.

Albert Stone, H. S. Howland, Sons & Co.'s representative in the Maritime Provinces, is in Toronto paying a visit to his principals. He returns to his district in a few days.

N. Courtemanche, Penetang, was in Toronto this week. He recently moved into a new store, said to be the finest in the town. It is three storeys and brick. Mr. Courtemanche reports business good.

H. Dickeson, hardware merchant, Delhi, has just completed the erection of a fine new brick building, 40 x 70 feet. The top flat will be fitted up for a town hall, which will accommodate over 700. Pretty good for Delhi, and better still for Mr. Dickeson.

These country merchants have been in Toronto during the week: Thomas Hemphill. Wroxeter; R.E. Bingham, of R. E. Bingham, & Co, Stayner; T. Glendinning, Sunderland; Mr. Sylvester, of Doherty & Sylvester, Stouffville; W. McPherson, Cannington; J. W. Redfern, Owen Sound; G. A. Binns, Newmarket.

H. S. May, hardware merchant, Huntsville, on whose premises the recent disastrous fire in Huntsville started, and who was a heavy loser, was in Toronto this week for the purpose of adjusting things with companies in which his stock, etc., was insured. All his books and business papers were burnt, which will tend to complicate matters.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, April 27, 1894.

HARDWARE.

FEW new or striking features are to note in hardware circles this week. Business in many lines is fairly satisfactory in a jobbing sense, but when it comes to the placing of orders for any large quantities of goods the unsettled state of affairs with regard to the tariff becomes a serious drawback and check upon the business. In fact if there is anyone prepared to emulate the Archbishop of Rheims with some of our long winded legislators at Ottawa for subjects, it is the average Canadian business man who wants to do business and can't under the existing uncertainty. The nail makers of this city are to hold a meeting this week but nothing definite can be said regarding it at the time of writing. A very likely outcome may be a lively time for a Western maker and lower prices for nail buyers.

WIRE—There is a fair business doing in fencing wire, annealed and galvanized, but it cannot be called active. Barbed wire rules quiet, when it is a question of business in a large way also.

ROPE—There has been no further change in prices and demand has been rather better at the lower rates. We quote: Sisal, 6½c. for 7-16 and upwards, and smaller sizes, 7c.; manilla, 9c. for 7-16, and 9½c. for smaller sizes; deep sea line unchanged at 14c.

CUTLERY—There has been a good fair movement in cutlery during the week, and reports from the country generally speak of moderate stocks.

CUT NAILS—The nail market is unsettled here owing to the action of western sellers. A meeting of the makers whose factories are in this city is to be held this week, but at the time of writing the probable outcome is not definitely known. It is expected, however, that the decision will be to compete with the Western seller already referred to, and this of course means keen competition. A price, therefore, is hard to give, but it is certain that less than $1.85 to $1.90 would be accepted in the case of an order for a round lot of cut nails.

WIRE NAILS—There has been a fair trade moving in wire nails at the recent reduction.

HORSE NAILS—No special activity is reported in these, and prices are as last quoted.

HORSESHOES—There is a good steady demand for these of a seasonable kind at former prices.

BOLTS, NUTS, ETC.—The movement is rather diminished, but sorting orders still keep coming in.

GREEN WIRE CLOTH AND SCREENS—Both these lines have furnished a fair business of a small kind. Prices are unchanged.

CHAIN—Coil chain is the chief business at the moment, but a few small orders for trace chain are also noted.

TACKS—Business rules quiet, both with jobbers and manufacturers in this line of goods.

WARE—A fair business is to note in all kinds of ware.

SPORTING GOODS—Business is not quite so brisk, but fair orders are still to note both for guns and ammunition.

TOOLS—Fair lots of harvesting tools are leaving jobbers hands, but otherwise there is little trade doing in tools.

BUILDERS' SUPPLIES—There is a rather better movement in this line since the opening of navigation.

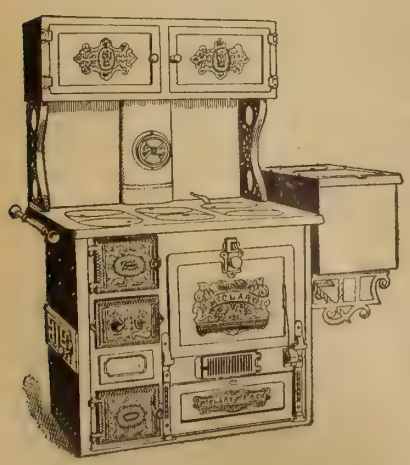
PLUMBING SUPPLIES—No special feature to mention, and a very ordinary sort of trade is doing.

NAVAL STORES—The fine weather which has prevailed during the past week has enabled outside work to go on. Demand for naval stores therefore is rather better, but merchants complain that they have to sell about 30 per cent. more goods to average business with other years owing to the low prices ruling and the keen competition. Turpentine is 2c. lower. We quote as follows: Turpentine, 45 to 46c.; resins, $2.50 to $5.00, as to brand; coal tar, $3.25 to $3.75; cotton waste, 5 to 7c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12c.

METALS.

Trade in metals and heavy hardware generally is quiet, and until the tariff has been definitely settled merchants do not anticipate much increase in business in this branch of trade. Prices continue steady on the whole, which is not surprising considering the fact that in nearly all lines they are the lowest on record. Stocks throughout the country are generally reported to be small, and for this reason it is felt that any sudden demand might be likely to enhance values. The English markets are fairly steady, and the makers of most lines, according to cable advices, have sufficient orders on hand to keep them pretty well employed for some months. In the United States it is different. Prices there are still demoralized, and buyers of large quantities in some lines make their own terms, the cost of the article having in many instances little connection with the selling price. This era of unusually low prices in the States has, of course, as we have pointed out specially before, a certain bearing on business on this side of the line.

PIG IRON—Business is quiet and prices are unchanged. Importations of foreign iron



Heavy Steel Plate Ranges

Nos. 8 and 9, 4 Holes, Oven 16 x 20
Nos. 8 and 9, 6 Holes, Oven 18 x 20

These are made after the most improved patterns, and embody every good point up to date.

The McClary Manufacturing Co.

London Toronto Montreal Winnipeg Vancouver

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

Gas, Electric, Combination

Fixtures AND **Brackets**

English, Canadian, and American **DESIGNS**



A select stock of **Gas and Electric GLOBES** always on hand

JAS. BARWELL, 88 Bay Street, **Toronto**

Drawings and prices on application.
The trade supplied.



SS. SMOKELESS POWDER

Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.

429 Board of Trade Building
MONTREAL, Agents.

SEND FOR PRICE LIST.

SAMPLE ORDERS FOR

Church's Potato Bug Finish

Will now be filled by us for all places where we have not granted exclusive agencies. Exclusive agency granted on orders of four to seven barrels. We cannot guarantee shipment before May 15th, as we have all the orders we can fill before that date.

The Alabastine Co., Ltd., Paris, Ontario.

PARIS, April 17, 1894.

J. M. WHEELER, ESQ., Secretary-Treasurer Alabastine Co., Ltd.

SIR,—Regarding Church's Potato Bug Finish which I purchased from you last season, I can fully endorse all you say regarding it. My potato crop was threatened with destruction by the potato bug. I gave the plants one dose. It made the plants stronger, potatoes better, and the one application which remained on the plants for weeks was all that was necessary. I have recommended your Bug Finish to many of my brother farmers and although I have used Paris Green and London Purple, Church s Bug Finish excels all. Yours truly, JOHN MILLER.

Also similar testimonials from Albert J. Howell, John H. Bond, D. Ballingal, Albert Peel, Myron Ames, J. E. Ausebrook, Titus Peart, and Edward Burrill.

PARIS, ONT., April 19, 1894.

TO THE PUBLIC—

I am acquainted with the parties giving the foregoing testimonials relative to Church's Potato Bug Finish, and have seen the original testimonials, and I believe them to be worthy of confidence as they are made by practical farmers residing in this locality.

J. H. FISHER, Mayor of Paris.

Alabastine Company, Paris,

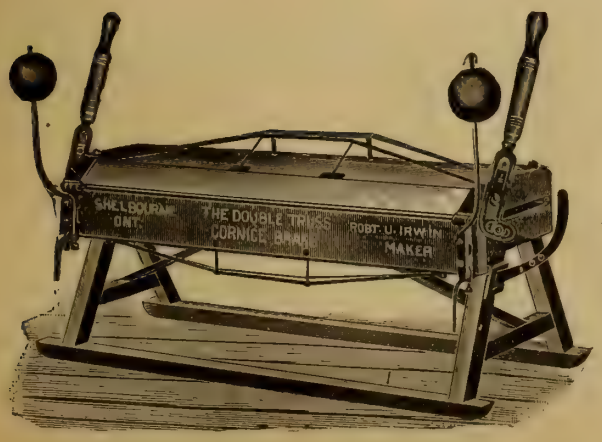
Sole Manufacturers.

HILL & FORBES, 327 ST. JAMES ST., MONTREAL: Agents for the Province of Quebec.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, **TORONTO**

ENGLISH HOUSE: **SAMUEL, SONS & BENJAMIN**
164 Fenchurch St., London, E. C.



Sole Agents for the Dominion for

Double Truss Cornice Brake

Write for Circulars and Quotations.

MARKETS—Continued

will likely decrease at this port this season, as the home product is now offered at less than iron can be imported for. We quote: Summerlee and equal brands of Scotch pig $19 to $19.50; Carnbroe, $18, and Ferrona and Siemen's, $16 50 to $17.

BAR IRON—The bar iron market does not show much improvement. In an ordinary way it sells at $1.75 or $1.85, according to quantity, but as we have noted before, the inside figure would be shaded if a certain quantity was a consideration.

SHEET IRON—There is no change in sheet iron. It commands $2 35 and $2.40 for singles, with a fair trade doing.

HOOPS AND BANDS—A quiet trade is doing at about $2.30.

STEEL—Best cast steel has changed hands at rather easier prices, viz., 9½ to 12c., and we quote: Best cast steel, 9½ to 12c.; spring, $2.50; tire, $2.50 to $2.75; sleigh shoe, $2.40; round machinery steel, $3.

GALVANIZED SHEETS—There is no change in these, and business is quiet. Ordinary have been moved at 4¼ to 5c., and we quote: 4¼ to 5c. for ordinary brands; Morewood, 6 to 6¼c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., and the usual extra for larger sizes.

TIN PLATE—Demand for tin plate has shown some improvement during the week. Round lots of cokes for importation have been taken at rather low prices, viz, $2 70 to $2.72½. We quote: Cokes, $3 to $3.25, according to quality and quantity, and charcoal, $3.50 to $4.

CANADA PLATES—There is a fair demand for this line as usual at this season of the year. Prices are firm at $2.35 to $2.40, as to quality.

TERNE PLATES—There is a fair enquiry for terne plates at the recent decline—$6.50 to $6.75.

COPPER—There has been no further change in copper this week, and it has been moved at 9¾ to 10c., according to quality.

TIN—This line is quiet and unchanged at 18 to 19c.

SPELTER—Rules dull but steady at $4.50 to $4 75.

ANTIMONY—No feature, and the price unchanged at 10½ to 12c.

LEAD—Very little business is to note in lead, which is unchanged at $2.75 to $3

SHEET ZINC—Remains as before at $5 to $5 25.

CEMENT—The stock of cement now on hand is estimated at 5,000 barrels, which is considered large for this season of the year. Sales made during the week were one lot 5,000 brls. and one lot of 3,000 brls. on Western account. There has been a good many enquiries for round lots on Western account, and a large business is anticipated by the time first arrivals come to hand. Sales for future delivery are being made at 10 to 15c. per brl. below quotations. On the whole business is active. We quote: English brands $2.05 to $2.15, and Belgian $1.90 to $2. In firebricks a good trade is reported in small lots at $18.50 to $22.50 per 1,000 as to brand.

PAINTS AND OILS.

This market, owing to the competition between dealers in leads and colors and oils and turpentine is very unsettled, and prices are hard to quote. A fair volume of trade passing, but for the reason already mentioned, buyers are not at all urgent. Linseed has been cut fully 3 cents on the week. We quote: Choice brands of white lead, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots, raw, 55c., boiled, 58c.; steam refined seal oil, 45 to 46c.

GLASS.

The glass market is quiet. We quote $1.25 for first break; $1.30 second break, per 50 feet; $3 25 for first break per 100 feet; putty in bulk, $1.85.

PETROLEUM.

Navigation has opened, and the demand for both American and Canadian oil has improved from country points, and some fair-sized lots have been shipped. The cutting in prices among local jobbers generally is over. The tone is steady, and prices unchanged. We quote Canadian refined at 11c. in shed at Montreal for round lots, and 11¾c. for small quantities. American petroleum, 16c. in car lots, 16½c. in 10-barrel lots, 16¾c. in 5-barrel lots, and 17¼c. for single barrels, net cash; American benzine, 23 to 25c.; Canadian benzine, 10¾c. Petrolea; 12¾c. Montreal.

HIDES.

Calf skins are lower at 5c., and the first sale for many weeks was made yesterday, being one lot of 4,500 skins, said to be at a price which shows a loss to the seller. The season for sheepskins is about out, and in order to secure as many as possible, some dealers have paid as high as 85 and 90c., while the market rate was 75 and 80c. each. lamb skins coming in more freely at 10 and 15c. each. The opposition in beef hides has been much quieter during the week, and dealers state they have had little difficulty in buying at 3½c., 2½c., and 1½c., for 1, 2 and 3

TALLOW.

The tallow market is steady at 6¼ to 7c. with a fair business doing.

WOOL.

Wool business continues quiet. We quote: Cape, 14 to 15½c.; Canadian fleece, 17 to 20c.; B.A. scoured, 26 to 34c.; pulled wool, supers, 20 to 21c.; extras, 23 to 26c.; and Northwest wool, 11 to 12c.

HAYES' PATENT
MANUFACTURED BY
METALLIC ROOFING Co.
TORONTO
ILLUSTRATED CATALOGUE FREE
STEEL LATHING

MONTREAL TRADE NOTES.

The local nail makers held a meeting this week. Interesting developments are expected to be the outcome.

The cutting in petroleum is said to be over, the action of one or two of the big handlers having checked it.

Drummond, McCall & Co. report placing several good orders for the well known C. I. F. charcoal iron of the Canadian Iron Furnace Co.

Importations this year of foreign iron are expected to show a material decrease. There is certainly much less ordered so far than in previous seasons.

The merry war in the paints and oils trade goes on apace. Since last week the latest developments have been declines in the price of linseed oil and turpentine.

Householders are beginning to put out their Venetian blinds. W. H. Cottingham & Co.'s "ad." will recall to mind a very necessary adjunct to all blinds that should be just so.

Both Wm. McNally & Co. and Francis Hyde & Co., note enquiries for cement from the west and locally, to be better. Quite a few lots have been placed by both firms in the former section.

English sales agents report, as intimated in this journal some time ago, that American sellers are taking quite a number of orders for steel plates, wire, and nails at figures that are less than cost.

The demand for the steel clad bath is ever on the increase according to H. McLaren & Co. Anyone who has ever experienced the improvement and many other advantages conferred by one of these baths is bound to have one.

TORONTO MARKETS.

TORONTO, April 27, 1894.

HARDWARE.

TRADE does not exhibit the same activity this week as far as new business is concerned, but there is a good deal of bustle around the shipping rooms sending out goods. The fact that the farmers are busy seeding accounts for a quiet country trade. Large quantities of nails are going out, and green wire cloth is in active request, and there is the usual seasonable demand for poultry netting. Cutlery is still moving out fairly, and the same may be said of coil chain, ware and tools. Country payments show slight improvement, but those in the city are still slow.

MARKETS—Continued

WIRE—Much as before, annealed, galvanized, and barbed being all in fair demand at unchanged prices.

ROPE—Demand continues fairly good at unchanged prices. We quote: Sisal, 7-16 in. and larger, 6¾c.; ¼, 5-16, ⅜ in., 7¼c.; Manilla, 7-16 in. and larger, 9 to 9¼c.; ¼, 5-16, ⅜ in, 9½ to 9¾c.

CUTLERY—Trade keeps up fairly well in a sorting-up way. There is still some ambiguity in regard to the meaning of some of the tariff changes, and some of the local houses are now in communication with the authorities at Ottawa. These remarks apply particularly to bread knives, kitchen knives, cooks' knives, carvers and forks, ham slicers, and table steels, upon which a ruling is asked as to classification.

CUT NAILS—Business in this line shows if anything more activity. Base price is unchanged at $1.85.

WIRE NAILS—Movement is brisk in this line also, at the unchanged base price of $1.90, with 5c. less for car lots.

HORSESHOE NAILS—Business is fairly good and prices unchanged, "C." being quoted at 60 per cent. and "B.B." and "M." at 60 and 2½ per cent.

GREEN WIRE CLOTH—An increased demand has developed during the week and an active business is now being done. Prices unchanged at $1.85 to $1.90 per 100 sq. feet.

SCREEN DOORS AND WINDOWS—Quite a few are going out but the movement is not so brisk as the trade would like to experience.

TACKS—Trade is fair in small orders.

CHAIN—Coil, tug and trace chain are moving fairly well at unchanged prices.

HORSESHOES—Demand continues steady for small lots. We quote: $3.80 Toronto. and $3.85 London.

WARE—Demand keeps up fairly well for Peerless, White, and Eclipse ware.

LAWN MOWERS—Business continues to improve, but the output is still light.

SPORTING GOODS—There is nothing particularly new to mention in this line, business being only fair.

PLUMBERS' SUPPLIES—Country trade is fair and city trade still quiet.

IRON PIPE—Demand continues good and stocks light. We quote: From ¼ to 1 in., 67½ to 70 per cent.; 1¼ to 2 in., 70 to 70 and 10 per cent.; galvanized iron pipe, 47½ to 50 per cent.

BUILDERS' SUPPLIES—Much as before, country trade fair and city trade quiet.

MILK CAN TRIMMINGS—Season's trade is gradually nearing the end, business now being largely confined to a special order here and there.

CLOTHES WRINGERS—Business keeps good with supplies comparatively slow in coming forward. Prices are unchanged at $29 per dozen.

TOOLS—Demand continues seasonably good.

HINGES—There is still a demand for heavy "T" and barn door hinges.

BIRD CAGES—Business is still quiet and lacking in feature.

METALS.

Little or no marked features have developed during the week. Bar iron is, if anything, in better request, but the same thing can hardly be said for pig iron.

PIG IRON—There have been some enquiries, but they do not appear to have led to much business. We quote: Summerlee, $21 to $21.50; Carnbroe, $20 to $20.50; Siemen's, $18.75 to $19.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: It cannot be said that trade has improved in every city and town in this territory, but there is unquestionably more activity in the aggregate. Some sections are flatter than at any time since the present depression commenced, while others are enjoying a refreshing increase in business. Notwithstanding this a feeling of great discouragement meets one on every hand. We quote for cash f.o.b. cars, Toronto, in bond: No. 1 X foundry strong coke iron, Lake Superior ore, $12.75; No. 2 X foundry strong coke iron, Lake Superior ore, $12.25; Jackson County silvery, No. 1, $16.80 to $18.30; Lake Superior charcoal, $15.80; Southern soft, No. 1, $11.50; Southern soft, No. 2, $11.25.

BAR IRON—A little better business is reported, but the volume is still light. Ruling prices are $1.75 for round lots and $1.80 to $1.85 for ordinary lots.

SHEET IRON—There is a call for 20 and 30 sheet lots for satisfying present wants. We quote: 8 to 16 gauge, $2.75; 18 ditto, $2.25; 20 ditto, $2.35; ditto, 22-24 $2.50; 26 ditto, $2 60; 28 ditto, $2.75.

SHEET STEEL—There is scarcely anything doing in this line, and prices remain same as quoted last week. We quote: 8 to 16 gauge, $3 per 100 pounds; 8 to 20, $2.75; 22 to 24, $2.90; 26, $3.25.

BOILER TUBES—Business in this line also lacks life and special feature except it be dulness. We quote: 1½ inch, 8c.; 2 inch, 9c.; 2¼ inch, 10c.; 2½ inch, 10¾c.; 3 inch, 12½c.; 3½ inch, 16c.; 4 inch, 21c.

GALVANIZED IRON—There have been a few calls for case lots, but there is nothing doing in the way of import. We quote 28 gauge at 4½ to 4¾c. in case lots.

INGOT TIN—Demand is largely for 100-lb. lots and prices remain low; 19 to 20c. is the idea for small lots.

INGOT COPPER—There is a call for a few small lots. Prices are easy. We quote 9¾ to 10½c. according to quantity.

CORRUGATED IRON—Business is brisk, and some large shipments are reported to British Columbia. We quote: "Owl" brand from genuine steel plates, zinc coated, $4.25 to $6.00 per square; painted steel, same brand, $3.00 to $4 75, according to gauge.

SHEET COPPER—Quantities moving are still small and prices are as before at 15 to 17c. per lb.

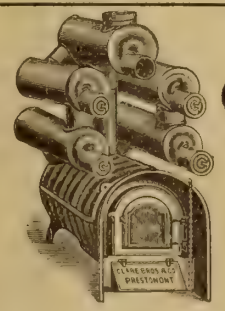
ZINC SPELTER—Stocks are still heavy and prices as before. We quote: Domestic, 4¼ to 4¾c.; foreign, 4½ to 4⅝c.

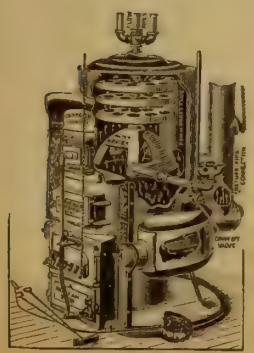
TIN PLATES—Much as before, with prices same as last week, namely: $3.50 to $3 75 for I C.

TERNE PLATES—Quiet and unchanged at $6.75 to $7 50 per box 20 x 28.

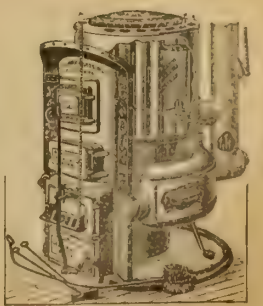
ZINC SHEETS—Quiet at 5 to 5¼c.

HOOPS AND BANDS—A few carload lots

Best Value  on Earth.



These are the Furnaces that secure the trade for dealers who handle them.
They have no rivals but many imitators.



Clare Bros. & Co. ....Preston, Ont.

MARKETS.—Continued

of American steel hoops and bands have been selling at $2.20 laid down; iron ditto, 10c. dearer. We still quote $2.40 to $2.50 for English hoops and bands.

CANADA PLATES—Import orders are still being booked, but shipment from stock is light. All dull, $2.60 to $2.65; half polished, $2.65 to $2.75; and all bright, $2.90.

SOLDER—There is not much doing yet and prices are unchanged at last week's reduction, namely, 14½ to 15c.

PIG LEAD—There is some call for small lots at 2¾ to 3c.

ANTIMONY—Some good orders are reported for import at 9¾ to 10c.

GLASS.

The conditions are much as before. Demand is good but there are no stocks whereby to satisfy it. Prices are unchanged at $1.20 to $1.25.

PAINTS AND OILS.

As noted elsewhere, the turpentine and linseed oil associations have dissolved, and prices are much lower in consequence. Linseed oil is quoted at 53½ for raw and at 56½c. for boiled delivered Toronto. Demand is good at these prices. Turpentine is quoted at 41 to 42c. delivered Toronto, said to be the lowest price ever touched. This is a drop of about. 5c. Trade is lively in turpentine since the drop in price. Demand has slackened off considerably and trade is now awaiting re-orders. In some quarters, however, there is still a good trade doing. Demand for white lead has also fallen off. Anyhow, no one is anxious to push trade in view of the low prices ruling; 4½ to 4¾c. is the ordinary quotation. In paris green business will likely continue quiet until the consumptive demand springs up. Prices are: 50 or 100 lb. drums, 12½c.; 1 lb. packages, 14½c. Castor oil is in good demand at the lower prices, but the market is weak. We quote: Case lots, 6⅝ to 6¾c.; single tins, 7c.

OLD MATERIAL.

Trade is improving slowly, and dealers report a brighter business outlook for the future. Prices remain unchanged. We quote prices paid by dealers as follows: Agricultural scrap, 55c. per cwt.; machinery cast, 60c. per cwt.; stove cast scrap, 35 to 40c.; No. 1 wrought scrap, 40c. per cwt.; No.2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 6¾ to 7c.; heavy scrap copper 7½ to 7¾c.; old copper bottoms 6½ to 6¾c.; light scrap brass 4c.; heavy yellow scrap brass 6c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 1¾ to 2c.; scrap zinc, 1½ to 2c.; scrap rubber, 2 to 2½c.; country mixed rags, 60 to 75c. per 100 lbs.; clean dry bones, 45 to 55c. per 100 lbs.; borings and turnings, 10 to 15c.

SEEDS.

There is no material change in the situation. Market has been remarkably steady during the week, and although orders are getting smaller every day, there is still a fair business doing. Stocks are low. Jobbing prices rule as follows: Red clover, $6.25 to $6.50; alsike, $5.50 to $8.50; with inferior qualities and really fancy stuff quotable at lower and higher prices respectively.

HIDES, SKINS, AND WOOL.

WOOL—Combing is quoted at 17 to 18c., and clothing 19 to 20c.; extras are bought at 22 to 23c. and are sold at 23 to 24c.; supers are bought at 18 to 19c. and are sold at 19 to 20c.

HIDES—Steady at 3c. for No. 1 green and 3¼c. for heavy steer hides of 60 lbs. and over. No. 1 cured are quoted at 3½c.

TALLOW—Dealers are paying 5c. for rendered tallow in brls. and 5¼c. for rendered in cakes. The jobbing price is 5¾c.

PETROLEUM.

Trade remains fairly good. The demand for lubricating oils is reported fair. Prices are unchanged. We quote: 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; Canadian water white, 16 to 17c.; American water white, 18 to 19c.; photogene 20c.

MARKET NOTES.

A 1 Clear is the name of a new sheet glue that is being put on the market by Stewart & Wood.

H. S. Howland, Sons & Co. are in receipt of a consignment of Askham's table and pocket cutlery.

The Consumers' Cordage Co. expect to put the trade in possession of their prices on binder twine in a few days.

Turpentine is down 5c. per gallon to 41 to 42c, and linseed oil 1c. to 53½c. for raw and 56½c. for boiled, delivered Toronto.

The Toronto Silver Plate Co. are manufacturing to order silverware for the new C. P. R. station at Calgary, and the Sydney Hotel Co., of Sydney, N.S.

Now that the boats are running from Toronto to Kingston, merchants in this city expect to reap much benefit from the lower rates of freight obtaining.

The Toronto Fence and Ornamental Iron Works report having completed this week a handsome iron fence for the residence of D. E. Thomson, Q.C., Queen's Park, Toronto.

A general agency of W. Jessop & Sons, the well known English steel and iron manufacturers, has been opened in Colborne street, Toronto. Chas. L. Bailey is the manager and his territory covers British North America.

Champion Polish is the name of a polish that is prepared by Ed. Carter, of Clinton. It is admirably adapted for cleaning silver, nickel plate, brass, copper, cutlery, tinware and glassware.

Business has been better in Simcoe this spring than it was the same time a year ago. A number of buildings are being erected, and the farmers speak encouragingly of the crop prospects, and A. D. Ellis, the well-known hardware merchant of that place, has been reaping the benefit therefrom.

The Toronto Smelting Works report a good demand for solder. "Our Hercules metal is now being used in preference to all other babbitt metals on the market," said a member of the firm. "The cause of this is, while of the best quality, it is the cheapest."

Toronto Cutlery Co. report trade rather quiet, and dealers buying carefully. "There are quite a number of orders coming in, but they are mostly small," said a member of the firm. "The trade in British Columbia is better than in Quebec or Ontario with us at present."

The Gurney Foundry Co. report a more than usually large demand for oil vapor and gas stoves. "We are taxed to our full capacity to fill our orders, and we have received many flattering comments on our Oxford Oil Gas Stove, some coming from the very heart of the oil region."

The Toronto Silver Plate Co. will issue about the first week in May a catalogue illustrating prize cups, trophies, medals and electro-plated goods, particularly suitable for sporting competitions, a copy of which they will be pleased to furnish the trade on application.

The Alabastine Co., Paris, Ont., are running their factory night and day endeavoring to fill orders for Church's Cold Water Alabastine and Potato Bug Finish. They are turning out nearly 100 barrels per day of Bug Finish. No cry of dull times with them. Good goods and printers' ink always tell.

The James Robertson Co., Toronto, report having been compelled to work overtime, owing to the large run on paints and oils. "There is also a big demand for other lines, principal among them being lead pipe, and there is but little prospects of our being up with our orders for some time to come," said a representative of the firm.

The Collins Manufacturing Co., Toronto, report having established agencies in Vancouver and Winnipeg. The firm say: "We are shipping away a great deal of our Hathaway fence wire to Quebec. We have been having a great many orders from that quarter, many of which we attribute to our advertisement in HARDWARE."

The McClary Mfng. Co., Toronto, report that they have just received samples of the Monarch Vapor Stoves and the McClary Steel Plate Range. The firm say: "We are having a large demand for milk delivering cans and other dairy supplies. We are also having an early call for refrigerators, and the demand for lamps and gas stoves is good."

Chas. Boeckh & Sons, brush mfgrs., Toronto, report that though the bulk of the spring trade is supplied in paint brushes, they are still receiving a large number of

sorting up orders: "We are now manufacturing a new line of stable brooms, which are made of broom corn, and are very much lower, wear equally as good, and sweep cleaner than the old style," said a member of the firm. "We are also offering the trade, for the spring cleaning season, a superior line of feather, hair, and cornice dusters. We are now issuing a handsome show card, illustrating our brand of brushes, which we will be glad to forward to dealers on application."

The Metallic Roofing Co., Toronto, report a good demand for metallic shingles, principally in Ontario. "There is a big demand from Manitoba, but navigation not having opened yet, we are not shipping much," said a member of the firm. "We have received the contracts for the placing of Hayes' patent lathing in the Kingston Infirmary and the Walker Building at Windsor."

The following explains itself: The Fairbanks' Standard Scales, Office of The Fairbanks Co., 83 Milk street, Boston.

Magnolia Metal Co., New York, N.Y. Cable address, "Fairbanks."

GENTLEMEN,—We are compiling a new catalogue, comprising all the articles which we are now selling in our department of railway and manufactory supplies. We desire to take this opportunity to add to the line of goods which we are handling, and would like to make arrangements with you to take up the sale of your goods and illustrate the same in our catalogue. The book we intend to issue will consist of 300 pages of the size of 8x11½, outside measure, and will be placed in the hands of every customer of ours, both at home and abroad. We handle only the highest grade of goods, and believing that your manufactures are strictly first-class in every respect, we wish to give you an opportunity to have them listed in our catalogue to the extent of one or more pages, provided you are willing to bear the expense, which will not be great. The cost of distribution will be borne by us. Please favor us with an early reply, as we are making this offer only to a limited number of manufacturers, and our book will shortly be ready for the press.

Yours truly,
THE FAIRBANKS COMPANY,
Signed, R. L. T. Evans.

UNITED STATES MARKETS.

NEW YORK, April 27, 1894.

PIG TIN—The market was a shade firmer, chiefly under the influence of advices by cable of about 7s. 6d. advance in London prices. Speculative interest continues very tame, and the market bare of other features than indication of tendency to sell May and June deliveries at about 0.10c. under the prices current for spot. Carload lots of Straits were sold at 19 60c. net cash, prompt delivery, and smaller quantities at about the usual premium.

COPPER—About 300,000 lbs. electrolytic have been purchased recently at 9¼c. This

WIRE Close prices for import on all kinds of fencing and other wire, also on IRON and STEEL of all grades.

A. C. LESLIE & CO., Montreal and Toronto.

Pure Southern **TURPENTINE** Our Specialty

Remember, we are headquarters for the pure article, and intending purchasers will do well to get our price before placing their orders.
Every barrel of Turpentine we ship is accompanied by our printed guarantee that it is ABSOLUTELY PURE.

We Are Not Members of any Combine.

FRANCIS, FROST & CO., 33 Front St. W., TORONTO

ROBERTSON'S
D. & L. S. TRADE MARK T. & L. E.
READY MIXED
Warranted Absolutely Pure
PAINTS

BEST ON THE MARKET.

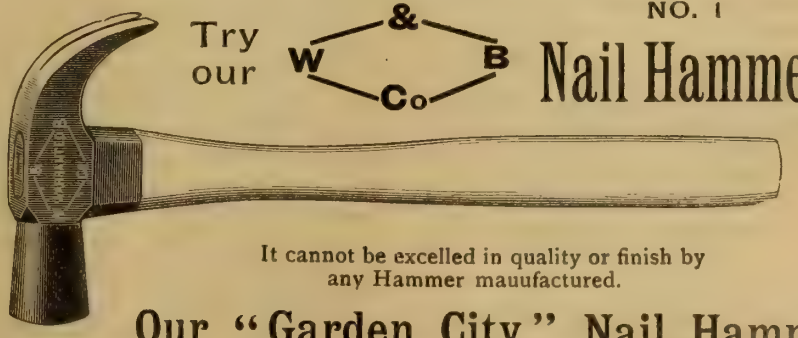
Manufactured by Write for sample cards and prices.

The James Robertson Co. Ltd., Toronto

THE WHITMAN & BARNES MFG. CO.

Canadian Branch: St. Catharines, Ont.

Try our W & B Co NO. 1 **Nail Hammer**



It cannot be excelled in quality or finish by any Hammer manufactured.

Our "Garden City" Nail Hammer

GET OUR PRICES AND TRY OUR GOODS

Is the best and cheapest "Solid Cast Steel" Hammer on the market. . . .

We aim to keep in stock a full line of Hammers, Sledges, etc., and will make prompt shipments. . . . . .

was taken to fill orders placed some time ago with a prom nent company that is at present seriously inconvenienced by the Northwestern railroad strike. Apart from this, only routine business was reported, and the market is at present rather slow. Prices remain quite steady, however, at 9½c. for Lake, 9¼c. for electrolytic, and 9 to 9⅛c. for ordinary casting stock.

PIG LEAD—Outside of routine business, involving little else than single carload lots, nothing was reported, and the market had a dull appearance. The offering was not urgent, however, and prices remained quite steady at 3.35 to 3.47½c. for common western. St. Louis wire to the Metal Exchange quoted 3 22½ to 3.25c. The London cable was £9 2s. 6d. for soft Spanish.

SPELTER—Little business was done on the spot, but some purchases were reported of ordinary western at 3.25c. in St. Louis. Prompt shipments were quite freely offered at 3.50 to 3.55c., delivered here or at common point. Autumn deliveries were 3 52½ to 3.57½c. bid on 'Change. St. Louis wire to the Metal Exchange quoted 3.30c. London cable quoted £15 13s. 9d. for good merchant brands.

ANTIMONY—Only moderate sales reported, but the market quite steady, with 8¾ to 8⅞c. quoted for Hallett's and 10 to 10⅛c. for Cookson's on spot.

TIN PLATE—Business was very moderate and the demand positively dull. Neither spot goods or future deliveries seemed to be wanted except in a very limited way. Holders are not forcing matters, but competition is keen for such orders as come upon the market, and prices are therefore rather weak.

IRON AND STEEL—In pig iron there is little doing at the moment. Purchases are mostly of lots of a few hundred tons and rather slow at that; the demand is without visible improvement. In prices no radical changes take place, but the undertone is still rather weak.

Old material was in fair demand, but bids were almost invariably below holders' ideas of value, and that fact served to check business more or less.

Nothing new transpired in the market for steel rails or rail fastenings. Business moderate and chiefly at old prices. Demand showing little if any improvement. In structural steel, plates and the lighter products of the mills, the situation is about the same as it has been for some time past.

ESSAY Competition closes Tuesday. Get to work. Remember $20 goes to the first, $10 to the second and $5 to the third. "Causes of Failure in the Hardware Trade and How Avoided" is the subject.

THE LITTLE DETAILS.

"TAKE care of the pence," says the old proverb, "and the pounds will take care of themselves." This, R. Knight in Sydney Storekeeper says, is a point never to be lost sight of, be your business large or small. And it is equally important that regard should be had to the relation of expenses to gross profits. This, it has been declared, "is the most important factor in any man's business. Let him have control of his expenses and he has the key to success." These are wise words. But it frequently happens that, through a false sense of dignity, some retailers delegate the control of the details of their business to a head clerk, who is supposed to have interest enough in the business to look with great care after the little things, but who seldom does. No, the storekeeper who has made the biggest success of his business has taken off his own coat, rolled up his own shirt sleeves, and has worked early and late looking after every detail. In this way he has kept himself familiar with his business first-handed. He has been on hand always to arrest unnecessary waste, such as leakage or damage in goods. He has saved unnecessary expense in the use of light and heat. His tools and store utensils have lasted longer. He has made the old broom, as well as the new, sweep clean in more senses than one. He has an intimate knowledge just where each speck of dirt in his store was—and would still have been—had he not seen it removed under his personal direction. He recollects vividly just how the new errand boy slammed the door, endangering the glass, and how, in dusting the office desk, he swept the ink-stands on the floor, all of which would have been continued had he not been on the spot with the proper admonition. The bookkeeper can always use the old pen a little longer, and a gross of pens last longer when the "boss" had to be asked to buy them.

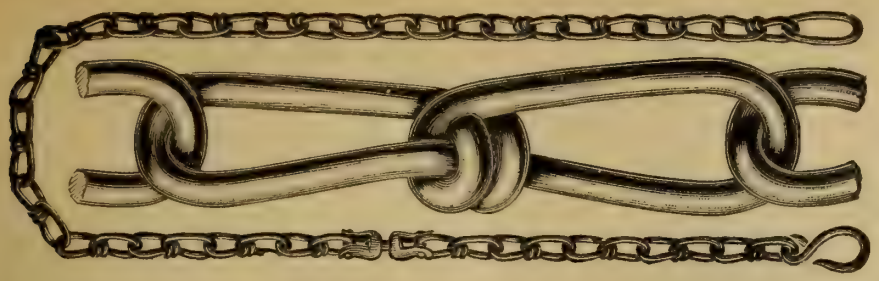
It may seem small business for a storekeeper to attend so carefully to little details, but experience has shown that it is necessary. Carelessness in the slightest detail establishes a precedent for future wasting; it opens a leak which grows larger and larger. But there is a vast difference between being careful and parsimonious. A storekeeper would be doing a careful and commendable act in stopping a leakage in his oil barrel by which he saved a gallon from absolute waste, but he would be doing an act of liberality were he to use that gallon in giving a little extra full measure to each gallon sold from the barrel, and a parsimonious act were he to save a gallon by giving scant measure. There is a great difference between legitimate saving and parsimony. The one is the duty of every retailer, while the other is to be condemned by all fair-minded men.

There is also a difference between making and saving. We have seen men straightening out the nails drawn from packing boxes that they might be used again, while customers were in their store to be served. There is too much saving in this kind for any sort of making. A storekeeper would do better to throw his crooked nails in the street. Economy not guided by common sense is lost.

There are a hundred ways in which every storekeeper can reduce that comprehensive item "general expenses" if he only sets his mind to it. He can do this without in any way impairing the efficiency of his staff or organisation. But in order to economise wisely and well, it is necessary that he should keep himself in touch with the minutiæ of his business. The ignorance of some storekeepers in a large way of business of the details connected with their establishment is surprising. Everything is left to the heads of departments, who often discharge their responsibility in a perfunctory manner, or leave it to the tender mercy of a subordinate. But the small storekeeper, the man who reckons his annual turnover by hundreds rather than by thousands, should keep the reins of expenditure in his own hands and scrutinise every outlay. There is a tendency inherent in many natures to spend freely when money is plentiful, and to spend niggardly when times are hard. This spasmodic system demoralises a man and weakens his resolve. A system of expenditure should be established at the outset, and expenses regulated with a strict regard to profits and turnover. It is well, moreover, to examine the system itself from time to time, and see whether it is in complete alignment, so to say, with the conditions of the business. Modifications may be called for, either in the direction of additional outlay or retrenchment, for there is such a thing as an extravagant or false economy—such a thing as being "penny wise and pound foolish." But the storekeeper who carefully watches his expenses and keeps them within due bounds will speedily discover whether his economy is injuring or benefiting his business.

CANADA'S MINERAL PRODUCTION.

The summary of the mineral production of Canada for 1893, prepared by E. D. Ingall, of the Geological Survey Department, which has just been issued, shows a total value of $19,250,000, a decrease of a quarter of a million on the value of the mineral production of the Dominion for 1892. The value of gold for 1893 was $927,244; of nickel, $2,076,351; of copper, $875,864; of iron ore, $298,018; of coal, $8,422,259. Of the 124,053 tons of iron ore which were converted into pig iron, 55,947 tons of the latter product were produced, valued at the furnaces at $790,283.



Tempered Steel Wire Trace Chains

A pair of these trace chains have a breaking strain of

....4,500 LBS.

PRICES REDUCED FOR SEASON 1894.

WRITE FOR CATALOGUE.

The B. Greening Wire Co., Ltd., - Hamilton, Canada.

ASBESTINE

For Walls and Ceilings. Dries Perfectly Hard.

..WRITE FOR SAMPLE CARD OF TINTS..

TORONTO LEAD AND COLOR CO., LTD.

20 PEARL STREET. TORONTO.

SUMMER OXFORD STOVES

ECONOMICAL. EFFICIENT. BEAUTIFUL.



GAS RANGE.

Oxford Gas Ranges

5 SIZES.

Bakes, Boils and Roasts quickly and uniformly.

Are Immense Water Heaters

No Waste. No Odor.

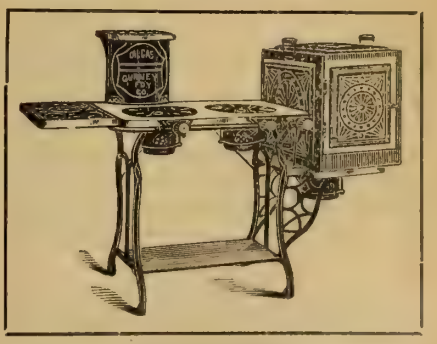
Oxford Oil Gas Ranges

5 SIZES.

Makes its own Gas as it Burns it.

Makes Gas from Ordinary Coal Oil.

Bakes, Roasts and Boils perfectly. Cost of Fuel ½c. per hour.
No Odor. No Wick.



OIL GAS RANGE.

PEOPLE WILL ASK FOR THEM. YOU MUST HAVE THEM.

Send for Price List of our Latest Production THE OXFORD GRADUATE Wood and Coal Cook Stove.

THE GURNEY FOUNDRY CO., LTD., Toronto. THE GURNEY-MASSEY CO., LTD., Montreal.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A. Hauld, general store and lumber, Letellier, has assigned.

McKenzie Bros., general store, Buckingham, Que., have assigned.

Thos. Dawson, general store, Raglan, has assigned to W. Bateman.

Peter Campbell, general store, Arichat, N.S., is offering to compromise.

O'Sullivan & Clark, stoves and tinware, London, have assigned to W. A. Buchner.

Hector Nadeau, general store, Middle St. Francis, has assigned to Francois Laforest.

Boursier & Co., general store, St. Martine, are offering to compromise at 40c. on the dollar.

J. P. Michaud, general store, St. Hilaire, N.B., is offering to compromise at 50c. on the dollar.

A demand of assignment has been made upon McKenzie Bros., general store, Buckingham, Que.

The creditors of the estate of Hedden & Staples, general merchants, Franklin, met in assignee Barber's office the other afternoon, and appointed inspectors, with directions as to the disposal of the estate.

SALES MADE AND PENDING.

The stock of J. P. Shaw, general store, Emsdale, is advertised to be sold by auction.

The business of C. H. Bradwin & Co., general store, Clifford, is advertised for sale.

The stock of V. Brault & Co., general store, St. Louis de Gonzague, has been sold at 55c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Jean & Thibault, plumbers, Montreal, have dissolved.

Van Houten & Randal, hardware, Nanaimo, B.C., have dissolved.

Ross, Tench & Co., agricultural implements, Aurora, have dissolved.

Goldberg & Diamond, rags and metals, Hamilton, have dissolved; W. Goldberg will continue.

George K McKeen, hardware, Halifax, has registered consent for his wife, Florence F. McKeen, to do business in her own name.

Cyprien Lemaire and Jean B. Lemay have registered partnership as general storekeepers, St. Cesaire, Que., under the style of Lemaire & Lemay.

Dame Albertina Lourendeau, wife of Frederick A. Lallemand, has registered as trading under the style of the Free Supply Co., cutlery, etc., Montreal.

FIRES.

H. L. Carr, tinsmith, and Geo. A. Redkir, blacksmith, Fitch Bay, Que., were burned out.

DEATHS.

P. Rickard, painter, Owen Sound, is reported dead.

Alex. Bruce, of Alex. Bruce & Son, builders, Guelph, is reported dead.

THE MAN IN BUSINESS.

THERE is a great gulf fixed between the man in business and the man of business. The Egyptian hieroglyphic engraved by the priesthood of that country on the obelisks and pyramids did not lay down the rules of life more unswervingly for the guidance of the votaries of their deities than business lays down the law for her followers. If a law is unconditional that ends it and if a procedure is unbusinesslike that should be the end of it as well. What queer ideas some people have of business, anyway. There's the annuity idea. There are men by the thousand, right here in Chicago, who have a hazy idea, undefined even in their self-communings, to the effect that they are preordained to get so much money every year, and that the procedure necessary to receive the payment of this annuity is business. Other people look on their business as something personal. If Tom, Dick or Harry traded with them once, they look on his trade as much of a personal chattel as their watch fob or door key. When some other dealer secures Tom, Dick or Harry's patronage they feel somehow or other as if a sort of intangible theft had been committed for which the transgressor should be brought to justice in some way or another. We all know the man who regards business as a nuisance of the first water; who shudders at the sight of the counting house, and who looks at his morning's mail with an aversion about half way between that a woman feels towards a mouse and that the devil holds concerning holy water. All these classes of people are men in business, but they are not men of business.

There are two classes of men who pride themselves on being men of business who are not doing business at all. One class is the ultra conservative who prides himself on the fewness of the innovations he has made in the last twenty years. These people "never advertise," "never read trade journals," "never send telegrams," etc. They didn't do these things twenty years ago and don't see why they should begin now. They attempt to cling to old patterns and old prices, old profits and old ways, and can't understand at all why people won't buy stoves of the 1870 or 1872 style, or why people demand accommodations from business men they never thought of doing in auld lang syne. There is another class of men who recognise the fact that a painful clinging to antiquated precedents and procedures is not business, but who err in the other extreme. This class of men are inoculated with the "rush" idea of business. They are always on the qui vive. An important customer in a town, 300 miles away say, has a misunderstanding with this type of business man concerning prices or time of shipments or this, that or the other little detail, some matter that a carefully worded letter could easily settle. A letter is too slow to suit your rush man. He sends the office boy out with a telegram, "will take next train." He hurries home, packs his valise, and is soon on his way to settle a matter that a letter could easily have fixed up. This same man will at some other time work all night to rush things through when there is no necessity for it. He is careless about details—"I haven't time to think about petty economies." This man believes that he and he alone is your true business man, while his ultra-conservative old-fogyish competitor feels the same way.

Business is not fun, nor is it the senseless route of mechanical routine. It is, as has been well defined by an eminent English commercial writer, "the combination of brains with hands, eyes, and ears; the due consideration of all conditions and circumstances; the prompt grip of opportunities; the honest and just treatment of all persons with whom you come in contact; the careful observation of all that is going on around one and in the world at large; the readiness to move on with the rest of the world, and particularly with the rest of your trade; the receptivity of new ideas; and the determination to be a 'twenty-shillings-in-the-pound' man all round."

We would define business in practically the same way, "the due consideration of all conditions and circumstances" being to our mind as important as "the prompt grip of opportunity." The rushing man fails on the first count and the conservative man on the second. Those people who look on business as a bore, a special preserve or a personal benefit in perpetuity and nothing else, are too feeble intellectually and unimportant commercially for any one to bother much about them; but those two large classes of men in business who scorn respectively the new and the old need to temper these extreme views in order to make the conspicuous successes that in many cases their superior commercial talents deserve.—American Artizan.

J. J. Morehouse, projector of the smelting works at Hamilton, says that a contract has been signed with the Philadelphia Engineering Co., of Philadelphia, to erect the smelting works plant and run it for one week by January 1, 1895. The contract price is $360,000. The company will have full charge and be responsible for the completion of the work. A portion of the machinery contracted for has been completed. Mr. Morehouse said that Fred. W. Gordon, president of the company, would be in Hamilton next week to arrange about commencing work.

A meeting of the shareholders of the Cobourg, Northumberland & Pacific Railway was held in Cobourg, Tuesday, when the following Board of Directors was elected: Geo. Guillett, M.P., E. Cochrane, M.P., Hector Cameron, Q.C., J. B. Carlaw, W. W. Armstrong, Chas. Sargeant and R. Mulholland. The directors met and elected the following officers: President, R. Mulholland; vice-president, J. B. Carlaw; secretary, Geo. Guillett, M.P.; treasurer, W. W. Armstrong. Proceedings were taken looking to the immediate construction of the road.

NEW TOOLS IN DULL TIMES.

THE fact that machine tools of a good, bad and indifferent design and quality are now cheaper than they ever have been, appears to have had but slight effect on the market when we consider the output that is possible. The majority of the builders are running their works on reduced time and with fewer hands, although trade is better now than it was early in the year. The attempt has been made to force the market by reducing prices to the lowest limit. This has been accomplished by lessening expenses in every direction and by being content with smaller profits, and in some cases abandoning profit entirely. And yet the demand is not what it should be.

That during the past year thousands of tools have been worn out, or at least so worn that they would, under ordinary conditions of trade, be replaced by new ones, cannot be disputed. Nevertheless those needing new tools and those who would be purchasers under more auspicious circumstances are not investing in new machinery. They are making their old machines do the work. That this seriously affects the cost of their product, no matter what that product may be, is not appreciated as it should be. They are strenuously endeavoring, in every way in their power, to reduce the cost of production, and at the same time they keep in their shops tools which should go to the second hand dealer or to the scrap heap. They agree with the statement that this policy adds to the cost of manufacturing; and they well know that prices will jump just as soon as trade returns. Some firms are taking advantage of the market and re-equipping their plants, but the vast majority are doing the best they can with the facilities at hand.

The question is one of great complexity and one possessing features of which it is impossible to estimate the true value. We will assume that the manufacturer has a tool he would like to replace with a new one. The old machine will bring less now because of the low prices prevailing, than it would months ago, therefore from this standpoint it is not proper to sell. But he can buy cheaper now than he could and also cheaper than he will be able to in the near future. The difference controls this factor of the problem The new machine will do more and better work than the old one, and for this reason it should be obtained. But at present there is not work enough on hand to keep the new machine running to its full and most economical capacity. The manufacturer cannot tell when trade will return in its full volume. His only resource is to strike a balance between the cost of the improvement and the advantages to be derived from the change. His own judgment must be his only guide as regards the unknown quantity—the time of the complete restoration of trade and its volume. —Iron Age.

V. R

BUTLER'S FAMOUS SHEFFIELD CUTLERY

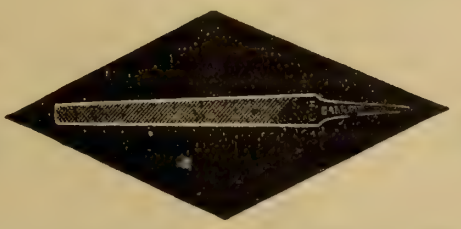
TRADE MARKS ART

NUMEROUS PRIZE MEDALS

ESTABLISHED OVER A CENTURY

Canadian representative, **A. H. SYMONDS**

BLACK DIAMOND FILE WORKS,



21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. **Gulletting Sawfiles.**
Climax Sawfiles. —— AND —— **Lightning Sawfiles.**

EVERY OTHER DESCRIPTION OF SAW FILES.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by **THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.**

SHEET METAL MACHINERY.

PROBABLY, says Metal Worker, no field of mechanical industry has been more completely transformed in its methods and in its commercial importance by the increasing use of machinery than sheet metal working. In coppersmithing, it is true, old time methods still prevail to a considerable extent, but in the working of sheet iron, tin plate, sheet brass, etc., in which individual parts are joined by seaming, riveting, soldering or brazing, the largest proportion of all the operations is performed by machinery. Even the soldering of a large number of articles now made of tin plate is done by machines. No doubt the reason why the coppersmith's art has not shared to an equal extent the revolution thus effected in other branches of sheet metal working is partly the fact that the principal industrial uses to which copper lends itself in the unalloyed state do not necessitate the extensive employment of numerous small pieces to be shaped and subsequently joined together, and partly the nature of the metal itself, which distinguishes it from other metals, rendering processes by which they are worked inapplicable to it in greater or less measure.

Hints for Retail Advertising.

HOT WEATHER BUSINESS.

PRELIMINARY PUBLICITY IN BUSINESS PUSHING — MAKING THE PUBLIC POCKET-BOOK SWING YOUR WAY.

SOME fools say that folks don't read when it's hot, that newspaper circulations are dormant, that publishers take vacations, that most people let down the bars of business by barring up business.

Here's the Ananias of business lies.

Judge the world by yourself.

When do you do the most reading? During the long winter nights, when business is rushing and hard work at the store fosters evening indisposition? No. In Christmas time, when everybody is tired out, and every night means a sociable, a party, the theatre, or something else? Of course not. During the fall, when business is picking up and trade is flushed with success? By no means. In the spring, when you are getting ready for a good time in the summer, and are working nights to make up for your vacation days? Certainly not.

You, and the rest of folks everywhere, do the bulk of your reading in the summer, and the bulk of that bulk in August and the first part of September.

You relax (you have got to, or die)—go down to the store or office late in the morning, and come home early at night. You have a cottage by the sea, or a farmhouse in the mountains, and if you don't have any other, you make a summer resort of your own home. You have little to do, and therefore you read.

You read everything.

Did you ever go aboard ship, or on an excursion? You look at the bounding billows for a while, study the passengers, watch the shore, then a reading frenzy comes upon you. You will read. Your morning paper is absorbed from beginning to end, advertisements and all; then you skirmish round for something else. How you reach for an old copy of an old paper, all crumpled and torn, and how religiously you read it!

Did you ever go into a village postoffice, where city folks stay in summer, and see the whole town on the sidewalk, waiting for the morning mail?

Three fourths of the mail is made up of papers—home papers, and these papers are read by those who receive them, and by all the neighbors, guests and friends.

A woman visiting Browntown will read all the local items in a Smithville paper, when the only person she knows in Smithville is the picked-up acquaintance who loaned her the paper.

Folks will read in summer what they won't read in winter. Real literature is at a discount. Learning has crawled into a cave.

We all read light stories, funnigraphs, news, and general newspaper miscellany, and the advertisements.

Experience teaches every man, whether he lives in the country, city or metropolis, that he himself reads more advertisements and more local newspapers in the summer than he reads at any other time of the year, and women—they read the papers all the time.

There are few articles which a purchaser purchases immediately upon the conception of his desire. No matter how trivial a thing may be, unless it be of absolute immediate necessity, he postpones the buying.

The man who wants a furnace thinks it over for a month or two months before he buy it.

A suit of clothes is worthy of four weeks' consideration, and the same with furniture, and everything of necessity and luxury, except food.

The advertiser should begin to advertise before people are ready to buy. He should teach the doctrine of buying when folks are ready to learn it. He is the man who will bring new trade, and increase old trade.

Most folks don't realize they want something until somebody tells them.

It is the business of an advertisement to create demand, and to go further, to produce desire in those people who ought to have something, but don't realize it.

During the summer months, and especially in the last of August and the first of September, people are beginning to think about something, and the advertiser who presents that something through the columns of the local paper is the advertiser who will do the business, not only in the early fall but throughout the year.

While advertising should never be discontinued during the season, and while good judgment says it should go a little beyond season, the best part of advertising comes before season—in that time when people have time to think, and are the most easily influenced, with climatic and other influences adjusted for the benefit of the shrewd merchant who knows enough to create general trade, and to direct part of that general trade to himself.—By Nath'l C. Fowler, jr.

Subjoined are a few sample "ads." They have been gathered from various sources, and are published more as a guide for our readers when writing their advertisements than for the subject matter:

IF IT'S
CANNED GOODS,

You'll find it here—not always the lowest priced, but, for all that, the cheapest. There's a satisfaction in feeling safe. Our customers know that what they get here is good, and at as low a price as good things can be sold. This week's specials are—

Tough Shoes

For Good Boys

Let's be honest—we're stuck on a lot of shoes—bought too many of them—Some of the shoes are soft Calf, easy, strong, handsome—Yours for $1.25—we lose 25 cents a pair—it's our fault, we should not have bought so many.

JOHN SMITH'S
NEW HOUSE

Has one of our "coal-saving" furnaces in it.

WHY?

You cannot learn as much as he did about furnaces and want any other.
We've a book that will help you.
John Smith's "coal-saving" furnace is but one of 480 now used in—

THIS IS THE
NEW YORK TEA STORE'S KNIFE

Trusty and true, intended to cut all high prices in two, invented by us and kept in our store, to insure lower prices than ever before. When we come on the market, our stock is complete, we carry no goods that are not bright and neat.

We cater alone to the best selling trade, and a customer seen is a customer made, but when we find competitors join in the strife, we stock our store and open the knife, and sell off our goods while others get blue, for we make it a rule to cut prices in two. We all make it a point to show you the knife that worries competitors out of their life. The dagger we always keep pointed sharp to cut every article bearing a mark.

So come to our store and great bargains see that will suit you in price and save you a

V

The Napanee Cement Works, under the new management of Supt. Allen, has been thoroughly refitted throughout with new machinery and engines, and is running full blast, with the exceptions of the German kiln and grinding department, which will not be running until May 1st. They have already begun their season's shipping to the Toronto Construction and Paving Co. The grinding department is being fitted up with a new system of rollers, and then Napanee mills can boast of the finest equipped Portland cement works in America—Deseronto Tribune.



Fuel is a Large Item in Your Expense Account

CUT IT DOWN ONE-THIRD

By covering your Steam Pipes and Boilers with SECTIONAL MINERAL WOOL COVERING, preventing condensation and loss of steam.

Others have done it, why not you? Full line ASBESTOS GOODS on hand

Canadian Mineral Wool Co., Ltd.,

111 BAY STREET, TORONTO.

GEO. A. COWAN, Montreal Agent, 204 St. James St. GEO. R. THOMPSON & CO., Manitoba Agents, Winnipeg.

THE STICKLER.

A LARGE real estate broker in conversation with the editor of the American Artisan the other day stated that one of the most curious things about his business was the number of large deals that progressed finely until they were almost completed, when some little insignificent hitch would occur which would result in the negotiations being broken off. "Last week," said our informant, "I found a buyer for a fine piece of improved property on Wabash avenue that the owner considered worth $75,000. The buyer was willing to pay this price, as he wanted the property for building purposes and agreed to take it. The owner and buyer, however, got into a dispute as to which of them should have the April rent from the tenant of the ramshackle old building on the lot, a bagatelle of some $37.50, if I remember rightly, and as neither would give in, nor accept my proposition to let the owner have the rent and pay the buyer an equal sum out of my commission the deal fell through. I doubt very much if the owner of that property can get an offer of $70,000 for it again, for a year or two, at any rate." It is this stickling for petty details that works an injury to a number of business careers. Everybody knows the story of a skinflint who met a Yankee on a country road as he was leading a frisky colt to market and offered it to him for $1.50. The Yankee bought it and paid for it, whereupon the skinflint asked for $1.50 for the halter. Disgusted at this pettiness, the buyer of the colt paid for the halter and then turned around and made the skinflint take back the horse. The buyer then proceeded on his way with the halter, leaving the overavaricious horse owner to get his colt home as best he could—halterless. This evil of stickling for a paltry price, an allowance or so on, is not good business, as more time is frequently spent in wrangling over a matter of a few cents than in making a sale where there is a handsome profit. Every dealer who has been in business for a number of years has had customers who were unwilling that he should make a reasonable profit. They ask a price and, whatever it is, they demur and insist on the dealer knocking off a few cents. This pettiness brings its own punishment, as the man who succeeds best is the fair man, not the small man, the close man or the dishonest man. The fair man is always popular, and when business men find him out it is seldom that the fair man does not get a fair deal in any of his business transactions. The fair man never has to ask concessions; they are made for him. The dealers know his credit is good, and if they have any favors to give the square man gets them. A great many business men fail to observe the important fact that a narrow business policy often stands in the way of business advancement. A great many people waste time over details in business transactions that to a more developed business mind seems small, and the man who is a stickler for a dollar in a hundred-dollar transaction is not likely to be a successful business man in the broadest sense of the term; that is to say, he will never be permanently successful, because the man who dickers over the last cent in a deal is not broad enough to grasp large business details; he will never be a millionaire by virtue of his own effort.—American Artisan.

FRANCIS HYDE & CO.

Builders' Supplies We make a specialty of Scotch Fire Clay Flint Glazed Sewerage Pipes, Fire Bricks and Fire Clay Agricultural Drain Tiles, White Enamelled Bricks and Tiles for walls. Best brands London Portland Cement.

STORES AND YARDS:

King, Queen and Wellington Sts., Montreal

ADAM HOPE & CO.,

HAMILTON

Offer for Sale

"Pioneer" and "Sloss" PIG IRON

These are fine foundry irons, being strong and large scrap carriers.

Also all the well-known—

Scotch Brands, Broken Car Wheels, and Railway Cast Scrap.

RAMSAY'S PURE WHITE LEAD

NEW CLEAN GOOD



MEAT-CUTTER

WHITE ENAMELLED INSIDE AND BROWN JAPANNED OUTSIDE.

H. BOKER, Manufacturer.

For Sale by Leading Houses



"Superior" Copper Range

BOILER

Made of the best Lake Superior Copper throughout, except the nipples which are brass. We braze the nipples instead of soldering them, because soldering does not give satisfaction. The inside of each boiler is thoroughly tinned. The heads are united to the body by means of a threefold lock, which makes a durable and absolutely secure joint.

We have **SEVEN CLAIMS** on our new range boiler.

1. The process of uniting the round heads to the body.
2. Combination brass with vacuum valve.
3. Combination hot and cold water tubes.
4. Flanged nipples brazed to boiler.
5. Coupling on bottom of boiler.
6. Cylindrical portion of boiler having longitudinal brazed joint.
7. The process of producing a longitudinal joint.

All our boilers are tested to 200 lbs. hydraulic pressure and stamped. We can compete with anything in the market. Write for prices.

Coulter & Campbell

155 and 157 George St., TORONTO



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

TORONTO PICKET WIRE FENCE CO.
221 River St., Toronto
Picket and Woven
Wire Fencing



Send for New List

Belt Dressing
GOODHUE'S WATERPROOF IS THE BEST.
TRY IT. 5 and 10 lb. tins. TRY IT.

H. D. Simmons & Co.
Western Representatives,
85 York Street, TORONTO.
A full stock of J. L. Goodhue & Co.'s belting, etc., kept here for ready delivery orders.

MUNN'S LIQUID GLUE
IS THE BEST.
THE ART METROPOLE, Agents.
131 Yonge Street, TORONTO.

OUR SALES OF
"BURHAM" Portland Cement
For the past 8 months have been
25,499 CASKS.
"BURHAM" Brand outranks all others
Try it and be convinced. . . . .
Sole Consignees for Canada,
McRAE & CO., OTTAWA

Clothes Wringers
"Leader" Barrel Churns
"Dowswell" Washers
"Queen and Domestic" Mangles
DOWSWELL BROS.
SUCCESSORS TO
Peerless Manufacturing Co.
HAMILTON, - CANADA
Write for Prices and Discounts.

ECONOMY OF STEAM.

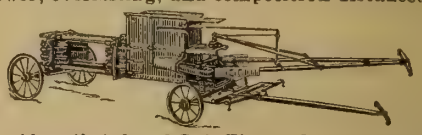
THE economical advantages of superheated steam in small motors were shown by tests of a Serpollet motor conducted by M. Seguin. The motor, explains an exchange, had a single horizontal cylinder, 5.1 inches in diameter by 5.1 inches stroke. The cut-off was fixed at 66 per cent. of the stroke; the admission pressure was 58 pounds per square inch, and the revolutions 284 per minute. The break horse-power on a four hours' trial averaged 4 57 horse-power, and the steam consumption was but 29 87 pounds per break horse-power per hour. Comparing this result with those obtained with somewhat similar sized motors at the Plymouth trials of the Royal Agricultural Society, it will be found that the best engine there, a compound one, took 36.57 pounds of steam per indicated horse-power, while the best of the single cylinder engines took 57.75 pounds of steam per indicated horse-power. Practically the whole of the advantage shown by the Serpollet motor must, says Engineering, be credited to the boiler, which supplies superheated steam. This boiler consists of a stout tube flattened so as to deform the passage through into a narrow slit. This tube is coiled and has one end connected with a feed pump, and the other with the engine to be driven. The boiler used in the above tests had a heating surface of 26.8 square feet, and the grate area was 2.9 square feet. The steam, though showing on the gauge a pressure of 58 pounds per square inch only, had a temperature of 1009 deg. F. on issuing from the coil, which had fallen to 572 deg. F. at the steam chest. The temperature of saturated steam at 58 pounds pressure is about 306 deg. F., so as used in the engine the steam was superheated by some 266 deg. The output of steam was just 4.9 pounds per square foot of heating surface per hour. The fuel used was briquetts having a heating value as tested in a calorimeter of 8.28 pounds of water evaporated from and at 212 deg. F. per pound of fuel, and as used in the boiler the efficiency was 67.3 per cent.

A BIG BRONZE CASTING.

ONE of the largest pieces of solid bronze in this country, says a United States exchange, was cast a few days ago at the foundry of the Henry-Bonnard Bronze Company, New York. It was part of the statue in honor of the Confederate soldiers and sailors which will be unveiled at Richmond, Va., May 1. The statue is 16 feet high, and will weigh, when completed, 5,400 pounds. It was designed by William L. Shepard, of Richmond, and modelled by Casper Buberl, of New York City. That section of the statue cast is the part from the waist down. It was one of the most difficult castings ever made in America. In the casting pit (which is about 5 feet deep, 10 feet wide, and 15 feet long) was the flask, or rather a number of iron flasks securely bolted and clasped together. This mold was 12 weeks in the making, 4 men devoting all their attention to it for that time. Every section of it was braced to prevent a breaking, for any mistake meant the loss of thousands of dollars.

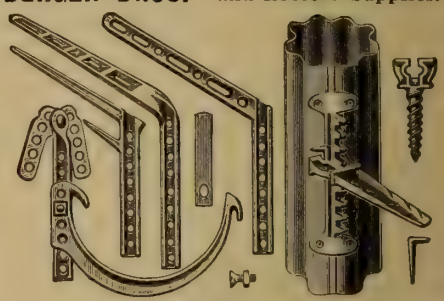
Wall Dusters
Our Wall Duster is a common-sense article which only has to be shown to be sold. Send for Price List.
FRANK HOLT, 81 Colborne Street, Toronto

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.
Made of Steel—lighter, stronger, cheaper, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire.
Manufactured by BOYD & CO., Huntingdon, Q.

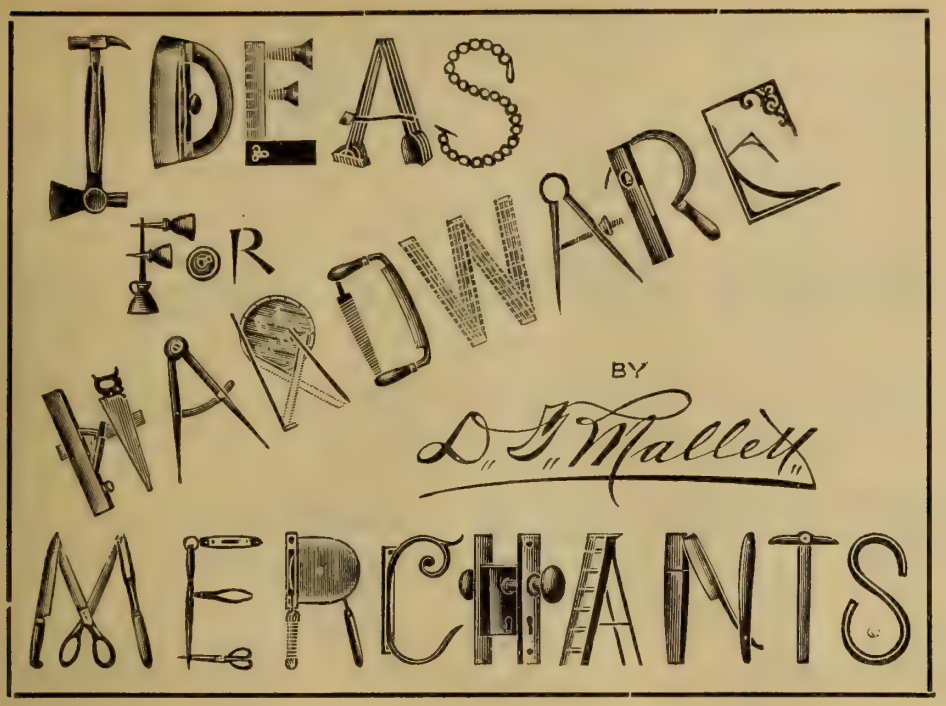
BERGER BROS. Tinners' Hardware and Roofers' Supplies.



The best Eave Trough Hangers and Pipe Fasteners on earth. Berger's Long Eave Gutter, Pipe Hooks and Fasteners of every description. Also Ridging, Crestings, Finals, Registers and Ventilators. Don't buy until you have our price. Samples and catalogue free.
237 ARCH ST., PHILADELPHIA, PA.

Lucas Greens rest the eyes
Lucas Greens quiet the mind
Lucas Greens are permanent
Lucas Greens equal nature's greens
WRITE FOR SAMPLE CARDS
John Lucas & Co.
Manufacturers
Philadelphia
New York
Chicago

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C. I. F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.
GEO. E. DRUMMOND,
Managing Director and Treasurer



HALF PRICE

THE original selling price of "Ideas for Hardware Merchants" was $1.00; the price now is **50 cents,** and only handled by ourselves. We bought out the publishers at a bargain, hence the exceedingly low price.

> "There is a tide in the affairs of men
> Which taken at the flood leads on to fortune;
> Omitted, all the voyage of their life
> Is bound in shallows and in miseries."

This is the opportunity of your life. Will you grasp fortune as she rapidly glides past you and within reach? We have only a limited number of copies and they are rapidly going. Mailed on receipt of price, postage prepaid.



The J. B. McLean Publishing Co.

10 Front Street East, Toronto, Ont.

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.

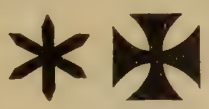


For Iron Fencing, Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.

CORPORATE MARK



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

M.L.S. equal to Bradley	Per box
I.C., usual sizes	$5 50 $5 75
I.X., "	6 75 7 00
I.X.X., "	8 00 8 25
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X., "	4 50 4 75
D.X.X. "	4 75 5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 35 3 50
I.C., special sizes	3 60 3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 75 7 00
I.X. Terne Tin	8 75 9 00
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6¼ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 85	1 90
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 60
Hoop " "	....	2 60
Swedish " "	4 00	4 25
Leigh Shoe Steel	....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

½-inch	10½c
¾-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron.

1 to 20 gauge	2⅞, 3
22 to 24 "	2⅝, 2¾
26 "	2¾, 2⅞
28 "	2⅝, 3

Canada Plates.

All dull	2 50 2 55
½ polished	2 55 2 60
All Bright	.... 2 75

Iron Pipe.

Wrought 65 to 70 p.c.
Galvanized, 45 to 45 and 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4⅞
" 5-16 " "	4¼ 4½
" ⅜ " "	4⅛ 4⅜
" 7-16 " "	3⅞ 4
" ½ " "	3⅝ 3⅞
" ⅝ " "	2⅞ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15 ....
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 11¾ 0 12
Lake Superior	0 12¼ 0 13

Bolt or Bar.

Cut lengths, round, ¼ to ¾ in.	$0 22 $0 25
" round & square	
1 to 2 in	0 20 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 15 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 16 0 17

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 18 0 19
" 35 to 45 " "	0 16 0 17
" 50 lb and above per lb	0 15 0 15½

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hard-rolled 2x4 ft.	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04¼ 0 04½

Zinc Sheet.

5 cwt casks	0 05 0 05½
Part casks	0 05½ 0 05¾

Lead.

Imported Pig, per lb	0 2⅞ 0 03
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04¼ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 14 0 15
Standard	0 13 0 14
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10½ 0 11
Other makes "	0 9½ 0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4½ 4 75
No. 1 Do "	4 50
No. 2 Do "	4 25
No. 3 Do "	4 00

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) "	2 75
" " Royal "	1 10 1 15
Venetian Red, (best) "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " "	1 25 1 90
Canadian " "	
Paris Green, per lb	0 13½ 0 15
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal		0 69
Extra "		0 90
Brown Japan "		0 65
Brown Japan, Turpentine p. gal.		0 85
No. 1 Carriage "		1 30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 53½
Boiled "	0 56½

Turpentine (in bbls)

Selected Packages, per gal	0 41	0 42

Castor Oil.

Best, per lb	0 06½ 0 07

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common, broken	0 10	0 11
French medal	0 11	0 13
Cabinet	0 13	0 15
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 17
Coopers	0 17	0 19
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 & 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 5.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 15 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's per doz.	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	3 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25 8 00
" Sewing, "	

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

Per box	6 00	12 00

Axle Grease.

Per gross	6 50	14 00

Bath Tubs.

Zinc discount 25 to 25 and 10 p. c.
Copper, discount, 40 to 40 and 10 pc. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 per cent.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking	9 00
" 2, " "	4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 5 00 7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 pc.,
Loose Pins, " 65 & 10 to 70 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22 50
World "	21 75
Daisy, "	24 00
Star, "	18 00
Crown Jewel, per doz	29 00
Grand Rapids, "	30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 pc. } to 50 and 5
Plate dis. 50 pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots		2 70
Thorold "		1 10
Queenston "		1 10
Napanee "		1 10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0		1 35
" No 2		2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, "	2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p. doz	1 70	
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz 4 00
Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1 20-25	2 40	1 75	....
26 to 40	1 40	2 70	2 00	....
41 to 50	....	3 10	....	4 50
57 to 60	....	3 40	....	5 00
61 to 70	....	3 70	....	5 50
71 to 80	....	4 10	....	6 25
81 to 85	....	4 50	....	7 00
86 to 90	....	....	....	8 00
91 to 95	....	....	....	9 00
96 to 100	....	....	....	10 00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary.

1st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	0 50

Picture Glass

Pilkington's ordinary.

1st break	4 0
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	0 30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 88	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 45 to 47½ p.c. dis

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb 03 3-5 0 04½
Screw hook and hinge—
6 to 10 in., per set 0 00 0 04
12 up " 0 00 0 03

Per doz. sets

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		

Per doz. pairs

Spring	1 50	3 50
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 40 to 45 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Car. dis. 40 and 5 to 40 and 10 per cent.

Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 50 to 55 per cent.

Horse Nails

Canadian, dis. 65 to 70

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " " 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.
   - Basis—50 to 60 dy 1 90
   - 40dy 1 95
   - 30 dy 2 00
   - 20, 16 & 12 dy 2 05
   - 10 dy 2 10
   - 8 & 9 dy 2 15
   - 6 & 7 dy 2 30
2. American Pattern Only
   - from 4 to 5 dy 2 40
   - 3 dy. (lath) 2 90
3. Canada Pattern Only
   - from 4 to 5 dy 2 40
   - 3 dy. (lath) 2 80
   - 3 dy. A.P. Fine 3 50

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 5 per c. from new list.

Nail Pullers.

German & American 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond 12 00 15 00

Netting.

Poultry, 60 per cent dis.
Import 60, 10 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R. Seal ....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

Picks

Per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys

Hothouse, per doz 55 1 00
Axle. 22 33
Screw 27 1 00
Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs ..... ½ 2
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3¼ 3½
Lanes, 40 p.c. dis

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent. cash.
Copper Rivets, dis. 55 per cent.
Iron " " 55 per cent.
Burrs, Iron, 50 and 10

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	6¾	9 9¼
¼, 5-16, ⅜ in.....	7¼	9¼ 9¾
Cotton, per lb.....	18	20
New Zealand.....	8¼	9
Russia Deep Sea, per lb..	12½	13½
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 40 to 40 and 5 per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent. to 40 per cent
Cross Cut, Disston's, per ft. 35 to 55.
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H 70 " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 70 p.c. off

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ¼ or ½ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3¼
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2 " " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 55 per cent
" tinned, dis. 57½ per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 60 per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 p. c to 65 p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p.c
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37 per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 35 to 40 p c

Ties.

Cow, per doz 1 75 2 50

Tinner's Tools.

P.S.&W., net list.
Canadian 15 to 35 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ p.c. to 35 p.c
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 50
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown..... ..... 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1 000 lbs., annealed oiled and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal
Broom Wire 5⅔ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } 3½ 3¾
" 4 " 4 & 6 " }
" Plain twist, all deld 3½ 3¾
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 03¼
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p.100 sq ft 1 85 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 5 to 70 and 10 p c
Standard, dis. 60, 60 & 10 p.c.
Coe's Genuine, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 [illegible]
" S., per doz..... 5 80 7 [illegible]
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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Horseshoe Vises.

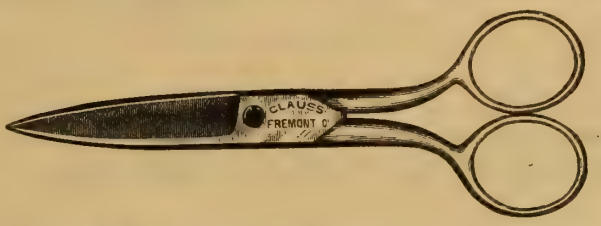
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" No. 2, - 7.50

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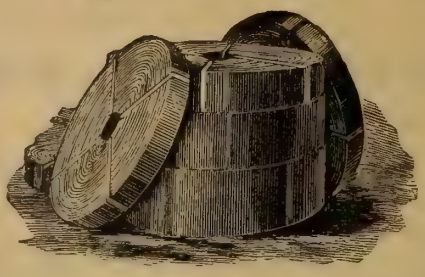
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CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VI. TORONTO, MAY 5, 1894. No. 18.

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Capital, $2,000,000. HULL and LONDON, ENG.

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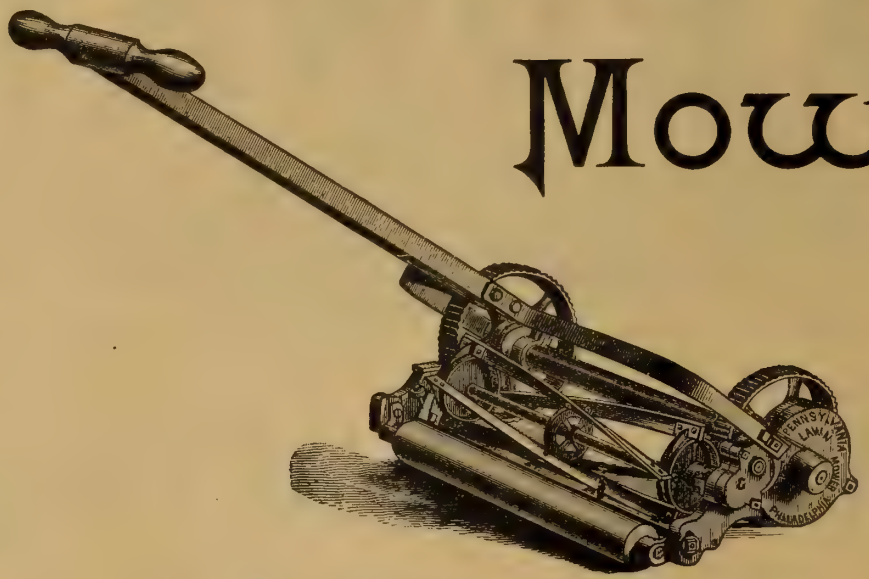
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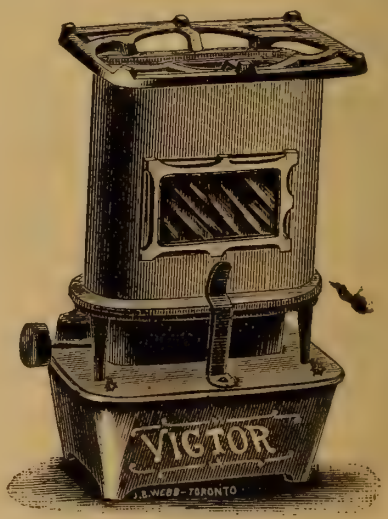
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Published Weekly. $2.00 a Year.

Vol. VI. TORONTO AND MONTREAL, MAY 5, 1894 No. 18

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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KNOWN to all men in the trade are the demoralized prices on white lead. Those who are in a position to know assert that the figure at which this article is now being sold no more than covers the cost, even provided the grinders use the poorest kind of dry lead in the manufacture. It is obvious that this state of affairs cannot obtain for any great length of time any more than can a vessel long hold water with a hole in its bottom. It is a well-known fact that the nearer the price of an article gets to the cost of producing it, the greater is the probability that the quality will be sacrificed to price. In other words, the article is likely to be adulterated, of poor quality, or to have inferior workmanship expended upon it. White lead cannot be adulterated without running foul of the Government. But cheap white lead can be produced without resorting to adulteration, just as there are more ways of killing a dog than by hanging. The grinder can use the poorest quality dry lead and oil in the manufacture. And this is what he will have to do, if, in fact, he has not already begun to do so, if the selling price and the cost of production are so near each other as we are lead to believe they are.

* * *

The Senate Committee on Insolvency sat on Thursday and Friday last in Ottawa to hear the pros and cons that the representatives of the boards of trade and the Bankers' Association might have to advance regarding the Insolvency bill that is now awaiting the consideration of the Senate. Both interests were well represented by their respective lights. The principal flaws picked in the bill by the representatives of the boards of trade were in regard to the powers of the official receivers. These officials, who are to be appointed by the Governor-General-in-Council, take charge of an estate after a receiving order has been made by the court, and can remain in possession of the estate for three weeks before handing it over to the liquidator or assignee appointed by the creditors, eating up possibly in the meantime, in costs, many of the good dollars of the estate to the loss, of course, of the creditors. This is verging dangerously near to the conditions which obtained under the Insolvency Act of 1875, and ultimately played an important part in the removal of the measure from the statute book. One of the representatives well put it when he avowed that it would be better to have no insolvency law at all than to have one which would be liable to the objection of the old one in this particular. He might have added that it would be utter folly. It is not wise to trust one's self a second time to a bridge which has already refused to carry one across in safety.

* * *

The provision to which the bankers seem to take the strongest objection is in regard to the minimum of percentage which an insolvent may pay in order to get his discharge. The bill introduced by Senator Bowell provides that the insolvent may secure the desideratum upon the payment of at least one-third the amount of claims entitled to rank on the estate, together with all costs, subject to confirmation by the court. The bankers consider that this is letting the insolvent off too easy, was unfair to the local trader and an inducement to dishonesty. What they favor is a 75 or 66⅔ per cent. as the minimum.

* * *

The question of discharge has always been a ticklish one to settle in drafting insolvency bills. There are so many interests to be guarded that it could scarcely be otherwise. There is, for instance, the unfortunate but honest trader, who through force of circumstances over which he had no control, has been compelled to go into bankruptcy. If he is capable as well as honest it is hard that the minimum amount necessary for his discharge should be fixed too high. Then again if the minimum is placed too low it is liable to allow men to start up again whom, in justice to the community, should not be allowed to do so. To strike a happy medium is where the difficulty comes in. But it seems better that the minimum should be placed too low rather than too high, especially when, as provided for in the bill now under review, the confirmation of a discharge is reposed in the hands of the court. It is better that many criminals should escape than that one innocent man should be punished.

* * *

All the fault-finding with the Insolvency bill was not with the boards of trade and bankers. Some of the members of the committee in charge of the bill also discovered defects. The particular clause which found disfavor with them was that which discriminated between traders and farmers. And, notwithstanding the protestations of Hon. Mackenzie Bowell, the discrimination was removed, so that if the bill passes in its present shape a demand of assignment can be made upon farmers and other non-traders as well as traders.

* * *

The binder twine factory at the Kingston penitentiary is now in operation, and when in full running order will employ forty prisoners. The Canadian Customs Act prohibits the importation of goods manufactured wholly or in part by prison labor, but the Dominion Government—the framer of that law—and the Ontario Government have no qualms of conscience about starting up within prison walls industries in competition with free labor. There is a want of consistency somewhere.

THE CHANGES IN THE OIL TARIFF.

HON. MR. FOSTER'S announcement in the House, on Tuesday last, that the duty on coal oil was to be reduced from 7 1-5c. per gallon to 6c. per gallon, a reduction of 1 1-5c., was a big surprise to the oil men. During the last session of Parliament, it will be remembered, the higher inspection fees upon foreign oils were taken off and the limitation of the importation so changed as to allow the foreign product to be brought in in tanks, causing a reduction in prices of from one to two cents per gallon. In consequence of this the oil men anticipated little or no change this session, and are therefore caught with heavier stocks than they would have been had they had an idea of what was brewing. They are now hoping that the changes will not go into effect immediately so that they may have an opportunity of reducing their stocks at present prices.

Of the total quantity of coal oil consumed in this country about one-third is estimated to be United States product. There is no doubt that there is a preference for the American oil among a large number of consumers in Canada. But at the same time it is equally certain that much of it is based rather upon prejudice than on results obtained from actual experiment. Get the first-class Canadian article, and a better article scarcely could be wished for. It will burn down to the bottom of the vessel, which is certainly not always the case even with the American water white. At least that is what experts tell us. Peculiar as it may seem, but it is asserted to be a fact, a comparison of the qualities of oils used in the agricultural districts of the province of Ontario and of the State of New York respectively, shows results favorable to the former. The reason assigned for this is that the refiners are compelled to make a better oil for the Canadian than they do for the home market, in order to comply with the Government test.

Mr. Foster also announced the following changes: "Crude petroleum fuel and gas oil, other than naphtha, benzine or gasoline, when imported by manufacturers other than oil refiners, for use in their factories for fuel purposes, also the manufacture of gas, 3c. per gallon."

This is a reduction of 4 1-5c. from the old tariff and 3-5c. from the tariff as proposed by the Finance Minister, March 27.

The reduction in oil will be popular with at least two classes in the country, namely, the retail dealers and the consumers, while the producers have not much need for complaint seeing that coal oil is still protected to the extent of about 100 per cent. and crude petroleum to nearly double that amount.

KEEP MOVING.

THERE is no denying that a trade name built up by many years of honesty and enterprise is worth many dollars to its possessors. The oarsman, however, who through hard work and skill, has drawn ahead of his competitors, can not rest on his oars until the race is ended, neither can the business man any more afford to relax his efforts to draw trade, and please his customers, than he could in the days when he was struggling to attain the position that he now holds.

Many men imagine that a successful present is a certain sequence to a successful past. We believe it is, but not if the merchant is content to lay back on the laurels that he has won in the past.

If success in business is to be retained as well as obtained, enthusiasm, push, enterprise, are absolutely necessary. These virtues have been the means by which the merchant has surmounted the past difficulties, and attained the good name which he now possesses.

We often hear the expression "a few years ago I did a splendid business."

The trouble with many of these merchants is that they are trying to trade on the strength of their reputation, and so wrapped up do they become in this honorable name and reputation that they lose sight of the fact that there are other younger firms springing up, who by dint of hard work, clever advertising, etc., are also gaining a reputation as they did in years gone by.

Every now and then one of these younger firms steals away a good customer of theirs, and competition is keener now and the new ones are not as numerous as they were.

Many have hugged the delusion that because they were well known they would stay so, and, thus believing, they have relaxed their efforts, and have suddenly awakened to the fact that many firms which but a short time ago were beneath their notice are outstripping them. Enthusiasm and enterprise say, "The top for me please," and it elbows its way till it gets there, but let the spark of enthusiasm die and the enterprise relax and we soon find ourselves again in the rear.

A successful past is good, but a successful present is better. Remember the old fable of the tortoise and the hare. Keep moving.

UNSETTLED TRADE.

THE developments and complications which have arisen out of the tariff changes have been a subject of considerable vexation to dealers in all kinds of heavy materials and hardware.

But this has not been their only source of trouble.

The pugnacious members of different associations took advantage of the unrest due to the tariff uncertainty as an excuse to commence and cut prices, and the result has been, as everyone knows, a series of general collapses in the iron and paints and oil trades of a number of associations whose objects were to secure, as much as possible, a uniform rate of prices.

The result of all this upheaval has been cutting galore in many leading lines of goods.

First of all the White Lead Association gave up the ghost, then the Paint Grinders', and also, when the tariff was brought down, the bar iron prices gave way, and now, though a nominal settled price prevails on that article, it is an open secret that orders are being booked right along at fully 15c. under the nominal inside figure in certain cases.

Last week also we had occasion to refer to the demoralization in paints and oils and turpentine. And now finally it is whispered that several firms of nail manufacturers in Montreal are going to make a certain western nail maker demonstrate his ability to fulfil some statements he has made in the press.

This at least is the interpretation that the jobbing trade in Montreal put upon a meeting of the makers of that city which was held last week, and they expect some lively times in consequence.

One of the leading makers assured HARDWARE'S correspondent that they were wrong in their assumptions, and it will be interesting to note which contention the course of events disproves.

There was rather an amusing scene in the House of Commons one day last week. The tariff on lamp chimneys was under discussion, and one of the members who was the strongest in advocating the reduction of the duty was Hon. Mr. Fraser, who avowed that the Canadian factories have a corner on lamp chimneys, and that the New Glasgow was able to close down for five years and yet pay a dividend of eight per cent. Now, Mr. Fraser has an interest in the New Glasgow factory, and when this fact was pointed out he acknowledged that such was the case, and that it was iniquitous for him to get the eight per cent. dividend.

REGARDING MAIL ORDERS.

A REALLY well written mail order is almost a rarity, but that it is appreciated when received goes without a doubt—not only by the wholesaler, but also by the order clerk, to whose lot falls the task of getting it out.

If the order is not legibly written, if it is written on both sides, or if the sizes, quality, or catalogue numbers of the articles mentioned in it are omitted, it will necessitate the revising of it. The chances even then are that the customer will not get exactly the article that he wanted, for the revisor has to rely a great deal on his own judgment as to what is really wanted. All this takes time, causes delay in shipment, and the retailer blames the wholesaler for lack of promptness.

Amongst the many articles that writers of mail orders often fail to give the size or describe lucidly, is screen wirecloth, in ordering which the merchant often forgets to state the breadth needed, the mesh of poultry netting, the grade and size of pick, maul, and ax handles; the numbers, sizes, and make of T hinges, screen doors, forks, sad irons, trowels, traps, locks, lamp chimneys, and many other articles.

Nearly all order blanks issued for the use of their customers by wholesalers have ruled spaces for the amount needed, the description of articles, and other extensions. The writer should confine the descriptions, amounts and prices, each to the column set apart for that purpose, and be particular not to overrun the extension columns. In ordering different sizes of screws, make a different item of each size, the same in bolts, hinges, tacks, etc. In ordering butts, the merchant should state whether he wants cast or wrought steel, loose pin or otherwise.

By the appearance of many mail orders that are received from different parts of the country, we are constrained to think that in many cases the merchant has merely made notes of his needs from time to time, and then handed them to the office or shop boy to copy out on an order blank and mail.

The boy is satisfied if he gets it off all right, and is not able to appreciate the benefit of following the directions for filling in the blanks, which invariably accompanies them.

In writing orders, when plain paper has to be used, stick as closely to the prescribed form of writing orders as possible. Write your amounts close to the margin, and make a separate paragraph of each article ordered. Write plainly and do not abbreviate too much.

If an article or part thereof is needed, of which you do not know the name, a small sketch accompanying the description will often be of much help.

From a pamphlet recently issued by a leading hardware firm in the United States we copy the following directions for the writing of mail orders :

"Write only on one side of a sheet of paper. Well written mail orders are never copied, but are filled from the original order. Where orders are written on both sides of a sheet it necessitates their being recopied —recopying is one cause of delay.

"Write only one item or size on a line.

"Do not crowd your writing on a sheet. A crowded order is hard to read.

"Nothing but the order and instructions in regard to shipping and filling orders should be on the order blanks.

"Nothing causes more delay in attending to the customer's wants than their writing about several subjects on one sheet.

"If dealers will write in regard to orders, remittances, quotations, etc., on different sheets, these letters will then immediately on receipt be sent to their proper departments to be answered on the day they are received. Each part of such letter should be complete in itself, as if no other letter had been written at the same time to the house on another subject."

In these days of fast freights it is a mistake for the retailer to stock up too heavily at one time. In novelties, especially, small quantities are sufficient at first. It is often desirable, therefore, to order by mail frequently and for just the amount needed.

A mail order being voluntary, expresses preference and reliance in the house to which it is sent, and is a high compliment, and should be considered as such and receive the best attention and command the lowest prices.

The retailer who is writing an order should, if he is possessed of a catalogue of the firms to which he is writing, have it at hand and consult it as to descriptions, numbers and prices, and, if in doubt, make reference to page in catalogue containing the said description.

By close attention to these few hints, the retailer will not only lessen the trials of the wholesaler, cheer the heart of the order clerk, but will also ensure getting precisely the articles that he has ordered, and will do much to facilitate the prompt shipment of his goods.

DISPLAYING CUTLERY.

POCKET cutlery is one of the many lines in the hardware store from which the merchant often reaps but little profit through lack of attention in displaying and tact in selling it.

One of the reasons for the lack of good profits in this line is the careless way in which cutlery is often handled by the salesman when serving a customer.

He may have been recently handling paints or varnishes, or other ware likely to leave thumbmarks on the handles of knives, and perspiration from the hands at any time will invariably rust the blades, and tend to make them, if not unsaleable, unattractive.

Great attention should be given to the sale of pocket cutlery, and to the placing of a knife before a customer in the most attractive manner.

A small mat of green baize or rubber should be placed on the show case, on which to show knives as the glass is apt to scratch the handles, especially tortoise shell.

A knife should always be opened by the salesman before he lays it down for the inspection of a customer, with the longer blades fully, and the shorter blades half way open. This saves time and shows the knife in its best proportions.

A knife opener or small coin should be used for opening pocket knives, and the less that the fingers come in contact with the silver of plated tips on the handles the better.

A small piece of chamois may be kept in back of the show case, with which the blades should be wiped before returning them to the show case.

It will be well for the retailer to remember when guaranteeing a pocket knife or razor to a customer on the strength of the guarantee he has received from the wholesaler or manufacturer, that the higher the grade and the finer the temper of razors or pocket knives, the more care they will need in sharpening and handling. These goods will not stand the rough usage to which the coarser article is often subjected, and care should be taken to inform the purchaser of this, and at the same time to caution him that, while guaranteeing it against flaws or imperfections, you do not hold yourself responsible for breakages through ill usage.

A Toronto hardware merchant recently had a pocket knife returned by a boy be-

cause it would not cut wire. The merchant returned his money because his father was a good customer, and said to a representative of HARDWARE: "Oh, yes; we have plenty such cases as this."

A country merchant recently returned a razor while in the city to a well-known cutery firm, saying that it had been returned o him by a customer, the day after he had sold it, with the point broken. He had given the customer a new one, and wished this one replaced. He was politely and firmly efused, the break being a clean one, which ad evidently been done from lack of knowledge in stropping. The merchant had to bear the loss, and left much annoyed.

A member of the wholesale firm, turning to our representative, remarked: "It would not have cost much to have replaced that azor, but we were forced to refuse on business principles. Retailers are too ready to substitute articles returned to them by customers, and expect us to make these good to them."

A really good display of cutlery is one of e marked features of an attractive and well-appointed hardware store.

In making a cutlery display, if your windows are large enough to allow some of your goods to be shown in cases, it is advisable to do so. It will keep the cloth on which the cutlery is laid from getting dusty, and it will he found far easier to keep the case clean than it would the many articles contained therein.

All the space surrounding the show case should be utilized to the best advantage. Pillars may be placed in corners of the windows, which should be covered with sheets of cork over which cloth should be stretched. Different samples can be easily fastened to the cork and the blades of pocket knives can of course be stuck in the same, while corkscrews and razors have to be hung on small pins. For a ground to display cutlery on, dark cloth will always be found most effective. In a display of this kind great pains should be taken to keep the window free from dampness or dust, for dust on the dark background, rust on the steel, or dulness in the look of the silver or plated ware, will spoil the effect, which it is so necessary to retain.

ROUND TOWN WINDOW DISPLAYS.

THE grass is coming up nicely and the trees are budding, but these are not the only signs of spring.

The hardware merchants' windows are decked out in spring array in anticipation of the growing demand for spring and summer lines.

The show window is getting daily more appreciated as an advertising medium through which retailers can show the seasonable goods they have in stock. A HARDWARE representative noticed this fact while making a tour of the trade.

Rice, Lewis & Son, King st., were devoting one of their spacious windows entirely to galvanized chicken netting, while in another garden tools were displayed. In the centre of this window was placed a garden roller and on either side of it a lawn mower. The rest of the space was filled with smaller tools, such as trowels, pruners, scythe stones, grass cutters, etc., all neatly arranged on a ground of green bunting. The top and back of the window was draped with the Union Jack and white ensign, and looked very effective.

The Aitkenhead Hardware Co., Adelaide street, are showing in one of their windows a complete assortment of yachting supplies and ship chandlery. At the back of the window are placed coils of rope, the larger sizes at the bottom. At the top of these coils are displayed small flags suitable for yachts or boats. A chain about the size needed for the cable of the average small yacht is hung from the top of the window, and to it is suspended a small galvanized anchor, rigging, screws, mast rings, etc. The rest of the space is taken up by oakum, signal and side lights, compasses, wood and iron tackle blocks, life belts and buoys, and metallic paint, for yacht and boat bottoms. This window should prove interesting to yachtsmen. In the other window, lawn mowers, lawn sprinklers, garden hose, rakes, etc., find a place. Suspended from the ceiling is a painted wheelbarrow, and on each side of the window are two ornamental garden urns.

M. & J. L. Vokes, Yonge street, have a tastefully arranged window of garden tools. It is a corner window, and has raised in it a stand covered with red cloth. As a centre piece a wheelbarrow is used, on either side of which is a lawn mower. The rest of the space on the flat top of the stand is taken up with hose nozzles and couplings, lawn sprinklers and other small garden paraphernalia. Against the perpendicular sides of the stand, and between it and the window have been placed alternately coils of cotton and rubber hose, and between each coil a pair of hedge or grass shears. In the centre of each coil are fastened grass cutters, garden trowels and turf edgers. Other window space is taken up with hoes, garden sets and rakes, etc. The other window is donated to the display of bronze, old copper and antique bronze, escutcheon, push plates, lock sets, etc., all mounted and effectively displayed.

Wheeler & Bain, King street east, have one window in which the goods displayed are entirely confined to dairymen's supplies. In it may be seen churns, wood bowls, butter moulds, strainer pail, milk and creamer cans, flaring pails, air tight glass jars, etc. In another window is displayed gas ranges, lamp stoves, garden tools and stable supplies.

W. L. Murray, Yonge street, has one of the neatest displays of paints and brushes in the city, a description of which was given in a recent issue of HARDWARE. His other window is a counterpart of the first mentioned, in neatness, and contains builders' hardware, etc.

W. J. Whitten & Co., King street east, are displaying in one window paints and brushes and dairy supplies, while in the other were to be seen a cooking range and seasonable house furnishings. On the outside were gardeners' supplies of all kinds.

Geo. Pearsall, Yonge street, is making an extensive display of lawn mowers.

C. P. Godden is displaying in one window garden tools arranged something after the manner of an Indian tepee; also green wire netting. In another is a neatly arranged assortment of paints, brushes, and house furnishings.

Jno. Milne, Yonge street, is making an extensive display of refrigerators, house furnishings and other spring lines.

Wheeler & McDonald have a window confined entirely to exhibition of water coolers and filters.

THE CONTRACT IS LET.

HAMILTON people have been anxious to know something more of the smelting works, about which there was so much talk a few months ago, nothing having been done towards the starting of the plant. It is reported now that the contract for the entire plant of the smelting works has been let to the Philadelphia Engineering Co., and the work is to be finished by January, 1895. The company are under a penalty to have the works entirely constructed, and a fire lighted therein by the time specified, and the contract price is $360,000. Projector Morehouse said that the contract had been let to the Philadelphia Engineering Co. because of the shortness of time in which the work must be established to secure the bonus voted by the city, but this company would sublet those portions of the contract which can be carried out by Canadian firms. According to Mr. Morehouse the letting of the big contract was hastened by the recent attitude of the Ontario Government toward the mining industry, and the projector also gave credit to the Dominion Government for making it easy for the smelting works people in the new tariff, which allows coke and machinery to be admitted.

A single match requires from 1-200th to 1-100th of a grain of phosphorus for its production, yet the consumption of matches is so large that it is estimated that the total of 1,200 tons is less than the amount consumed in Europe in their manufacture annually.

TALKS WITH RETAILERS.

"YES, we are making a show of refrigerators in anticipation of the warm weather," said Mr. Fargrieve, of Fargrieve & Co., College street. "We manufacture them ourselves. Last week was as busy as any we have had for a long time in the store. Jobbing trade is also good, and we are completely sold out of garden tools. We are placing on the market a new stove-pipe thimble, which we call the Non-XL. It has a corrugated inside lining, which causes it to have the smallest amount of contact to hot surface, and the cold current constantly passing between the pipe and the thimble, keeps the surface cool. We are selling a lot of these thimbles, and this week made a big shipment of them to Ottawa."

"Yes, business has improved a little," said E. W. Chard, College street. "If anyone is expecting a boom this year, they are going to get left. I do not expect it to be worse than other years, but anticipate the usual spring trade. We find household articles moving ordinarily well, but there is nothing extra doing."

"We are having quite a run on window screen wire netting," said F. W. Maas, Spadina avenue. "There is a first-class business doing in paints and oils, and a great many enquiries for adjustable screen window frames and doors. There has been a great picking up in the demand for household articles lately, and there have not been many days lately that we have not been kept busy."

"We are rushing things at present, and have had all we could possibly do for the past two weeks," said A. G. McIntire, Queen street west. "I have had to turn away work this week, a thing I have never done before. We will complete this week our contract at the Central Prison for galvanized fittings, fans, etc. Roofing and eavetroughing business is brisk with us at present. Stoves and ranges are quiet but our stock of paints and oils is getting rapidly thinned out."

"I do not think there is much more than the usual spring trade," said Albert Maas, Queen street west. "Paints and oils are moving out, and I find that some dealers are cutting on mixed paints. I do not believe in the cutting. Low prices are not, in my opinion, conducive to the welfare of the merchant, or the prosperity of the country."

"We have found business in our line, which is chiefly stoves and ranges, rather quiet the last two weeks," said Albert Welch, Queen west. "I think the season is rather later this year. Besides, people are short of money, and are putting off buying as long as possible. There have been quite a lot of inquiries for gas, lamp and oil vapor stoves, though it is rather early yet for many sales in this line. I think there was more jobbing being done this time last year. It is picking up, however, and the last couple of days' business has been very fair."

"Yes, business has improved a great deal, but we could stand more yet," said T. Whitten, King street east. "There is nothing yet beyond the regular demand, and there is no rush on any particular line, though quite a lot of dairymen's supplies are selling. Paints, oils, and garden tools are all moving nicely. There is no contradicting the fact that the farmers, in fact everyone, are buying more carefully this spring than they have in past years. There is still a lot of grumbling about tightness of money, and the slackness of work. There have not been many farmers in the city lately, owing to it being seeding time, but by now many of them will have finished and will commence to drop in for the few things they may need."

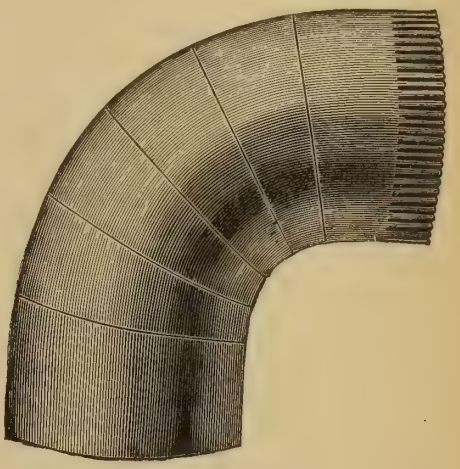
"We have found business in all spring lines good during the last week or more," said T. Meredith, King street east. "The fine weather we have been having lately has been greatly in favor of spring trade. Many of the farmers are through their seeding and we will commence to have larger markets soon. We have had some exceptionally goods day's sales lately, and prospects are encouraging."

"There has been quiet a little rush during the last few days," said T. Wilson, Queen street west. "This weather is encouraging people to paint up outside, and there is always a lot of small jobs to do before they start. Stoves are coming down prior to house cleaning, and the fine weather brings the people down town, which makes sales in the store better. All these little things when put together mount up, and make us considerably busier than we have been."

"Last week was one of the busiest that we have had for a long time," said B. Ibbotson. "Some people are afraid to acknowledge they are doing a good trade for fear that some one will cut in and steal some of it, while others are just the opposite. I am not afraid to let the public know what I am doing. We have been doing a great deal of repairing on lawn mowers and the bicycle repairing which we undertook this spring has been a success. We received a job this week from outside, which we attribute to the brief mention of our having embarked in the business, recently made in the columns of HARDWARE. It came from a hardware merchant. Sales in the store have also improved greatly."

THE PERFECTION ELBOW.

KEMP Manufacturing Co., Toronto, who in the past have been extensively and successfully making a specialty of the manufacture of stove pipe thimbles and elbows, are now offering to the trade the "Perfection" elbow, which is represented in the accompanying cut. This elbow is manufactured without the use of rivets, and with all joints double seamed on the inside, the outside surface of the elbow being perfectly smooth. The firm claim that the superiority of an elbow made in this way will be at once conceded, as the well-known difficulty of dust on outside seams, indentations, and



projections making it an unsightly thing when in use, is entirely overcome. "Our elbow business has grown steadily," say the firm, "and the older and more antiquated styles have been set aside in Canada and the United States to make room for something more superior in design and at a moderate price. We have supplied elbows to the trade at about half the price at which they were formerly sold, and are now able to make a further reduction on account of the drop in the tariff on steel sheets, out of which our new elbows will be made. Our elbows are made in sixteen different styles and sizes, both polished and common."

THE EVOLUTION OF FIRE ARMS.

THE germ of the fixed bayonet, the doubled-barreled gun, the seven-chambered revolver and the mitrailleuse may be discovered in a duplex weapon exhibited in the Japanese collection at the Academy of the Fine Arts, Philadelphia, as told by a local paper. This is an ancient sword, with a hilt contrived to conceal a dagger—a combination plainly of great advantage before the introduction of fire arms. In the hand of a man suddenly attacked by an enemy too near to permit the drawing of the sword, the dagger could be brought into play swiftly and effectively. Probably the nearest approach to this reinforced weapon among European nations was the left-handed basked-hilted dagger of the Venetians, held in reserve when the sword was in the right hand, specimens of which may be seen in collections of bric-a-brac in this city.

WHAT DO YOU DO WITH KNOTS?

HOW many among our readers are there who find themselves practicing old-time economies to their financial loss? The truth is that economy is always relative—never positive—in its significance and application. What is economy at one time is or may be quite the opposite at another. True economy is to husband that of which you have the least or of which you are in greatest need at the expense of that of which you have abundance. This being the rule, the thing to be economized will change from time to time, according to the conditions of the period. Once it was nails, carefully picking up the bent and crooked nails the carpenters dropped when putting up a building, or taking them one by one from work torn down, and often straightening them, putting them away for future use. Again it was string or twine, carefully saving that which had once been used to use again. Now it is neither of these, nor yet of many other things of similar classes, because nails and twine and common articles in general are so cheap that no one can afford the time necessary to save them. Time is the pre-eminently scarce article just now. The education of one's boyhood, enforced and brought home as it was by story and fable, is not to be relied upon implicitly. The provident boy who laboriously untied the knots in the twine used to do up bundles, and always had a piece handy in his pocket, is no longer ahead in the race, but instead his brother, whom we were taught to scorn for destroying and wasting the string in his haste to get at the contents of the package, has outrun him, simply because times or conditions have changed.

The Shorthand Review makes this point in most excellent form by the story which follows. Mr. Gotrox inserted the following advertisement:

WANTED—A bright boy to begin at the bottom of the ladder in my office, and gradually work up by his own conscientious efforts until I can take him into partnership and marry him to my only daughter. Call at 462 W. 14½ street.

Mr. Gotrox sat in his office, impatiently awaiting the answer, which he knew would come. In a few minutes, one after another, a large number of lads filed in, some of them breathless from running, having read their morning papers a little late. Mr. Gotrox looked them over quickly with his eagle eye and dismissed all but two.

"Now, boys," he said, after he had talked with them a bit, "I like the looks of you both, and will employ the one who does a simple thing the best." He should have said "better," inasmuch as there were only two boys, but he was not that sort of a man during business hours.

"Here are two packages just alike, which have just been delivered here," he said. "John," addressing the sad-eyed, dreamy-looking youth, "let me see you open this parcel."

Then John winked at himself, and said in his heart: "This is indeed a snap. How glad I am that I am on to this little scheme!" And with great care and patience he tugged and picked at the knots, and after long effort took the cord off in one piece, and wound it into a neat coil, carefully folded up the coarse wrapping paper and stepped back, trying hard to conceal the triumph in his eyes. Mr. Gotrox made no remark, except:

"Now, Sam, it is your turn."

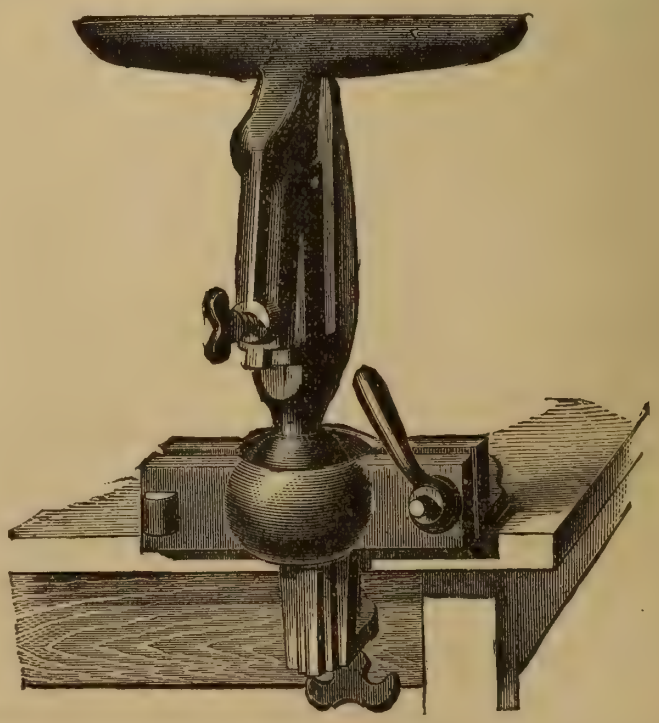
Poor Sam! He never had any advantage to speak of, as he had been obliged to hustle a good deal all his life, and had never read any stories of good boys who had become great. He whipped out his jack-knife, cut the cord in four places quicker than a wink, and kicked the wrapping paper into the corner.

"You're the boy for me," shouted Mr Gotrox, "and you may go to work at once."

"John," he said, "you are a good boy, but you should have lived in 1842. You are not in it this year. We do not care nowadays to waste a quarter's worth of time to save a cent's worth of paper and twine."

A HANDY SAW CLAMP.

THE Adjustable Ball and Socket Saw Clamp, of which the accompanying cut is an illustration, is being supplied to the trade by H. S. Howland, Sons & Co. By the use of this clamp a saw can be filed



at any angle or square as the operator may desire. The advantage of this is obvious. A shipment of these clamps has just been received by the Messrs. Howland.

DANGERS OF DUST.

EACH development of manufacturing processes appears to augment the fire hazard, not merely by reason of the dangers incident to the increased speed of operation, and also to the concentration due to the greater units of larger buildings, but more especially to the greater amount of dust thrown off by the more rapid manipulation of the stock in the new methods of manufacture, remarks N. Y. Journal of Commerce. The comparison of the readiness of ignition of the shaving to that of the log holds good in all combustible material, namely, the finer the subdivision the greater the facility of ignition and the greater the rapidity of combustion. The severe accidents occurring in those lines of special manufacturings using powdered wood and pulverized cork, so that these substances can be classed as explosives under such conditions, illustrate the occurrences resulting from such changed conditions of condition.

It would be trite to make any references to the explosions of grain dust in flouring mills, or of hop dust in connection with the manufacture of malt, but there are continually occuring instances of the explosion of materials not ordinarily included in the list of explosives, and which are made so solely on account of rapid combustibility entirely due to subdivision. A few days ago an explosion occurred in that portion of a print works where the cloth was received into the establishment "in the gray" directly from the mills without any treatment, and was being wound into large rolls preparatory to the processes carried on in that establishment. The short fine cotton fibres were shaken out of the cloth as dust by the rapid winding to

CUT AND WIRE NAILS

AT LOWEST PRICES

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE MERCHANTS

ORDERS SOLICITED.

37 Front Street West, Toronto.

such an extent that it became necessary to put a ventilating hood over the machine. An electric spark at a belt ignited some of the dust, and it produced an explosion which blew off the roof and wrecked the contents of the building with such violence as to seriously injure five men at work in the room.

With the old method of opening and picking cotton by which it was blown into a "gauze room," there were numerous instances of explosions occurring in connection with such fires, but that class of accidents have been very much reduced by the present method of lapper pickers which wind the cotton into a relatively compact cylinder. The explosions of cotton fibres in napping rooms are still of frequent occurrence. Within recent years a fire starting in the card room of a cotton mill produced an explosion which was exceedingly violent, and spread the flames to an extent beyond the scope of the fire apparatus and compassed the destruction of the mill.

The explosions from dust in the various forms of continuous driers used in textile mills have been such as to require the utmost precautions by way of construction and continuous cleanliness in order to secure conditions of safety.

When the facing dust, accumulating on the trusses of a foundry, was being washed from the beams by a stream from fire hose, when the works were shut down during an enforced vacation, such as have occurred during recent times, the dust filled the building and was ignited by the fire at a portable forge where some repairs were under way.

But such fires are not by any means confined to the dust of ordinarily recognized combustible materials. Fires have been known to occur in the dust of iron thrown out from the tumbling barrels used for polishing tacks by their attrition on each other. One form of the well known parlor fireworks which produces such a bright fulguration, is merely the combustion of finely divided steel, whose temperature of ignition is so low that the hand can be held not only with impunity but also without any sensation of heat directly in the scintillation of the fireworks.

The finely powdered zinc, known as "zinc auxiliary," which is used in connection with the rejuvenation of the indigo dye vats in the coloring of cotton, is so rapidly oxidized by a small amount of moisture, that fires produced in that manner are of frequent occurrence, and the danger is so well known that many lines of water transportation refuse to take this material under any condition whatsoever.

These instances illustrate the demands which the present practice of underwriting require in connection with a technical knowledge and practical experience upon the fundamental principles connected with nearly every branch of manufacturing, and of the storage of material contributing to such industries. The remark attributed to Lord Brougham that a lawyer should know something of everything as a necessary qualification for a practitioner at the bar, might also be extended to essentials in the equipment of an underwriter.

DEATH OF THOMAS DAVIDSON.

THOS. DAVIDSON, of the firm of Thos. Davidson & Co., Montreal, died at his residence there on Monday, April 23. The deceased gentleman had suffered from diabetes for thirteen years, but his case was not considered precarious until a short time before his death. He had retired from any active part in the business for some time, but his able counsel will be much missed.

Mr. Davidson came from Edinburgh, Scotland, to Montreal about 50 years ago as a young man of about 20, and engaged with the hardware firm of W. Darling & Co. He was one of the first commercial travelers in Canada, having driven from Montreal to Goderich before there were any railways, and called on most of the hardware merchants in Ontario at that time. He commenced business for himself about the year 1860 as retail hardware merchant, in the Cathedral block, Notre Dame street, which was then the central business part of Montreal, and it was in that store that he commenced the manufacture of tinware, having the first presses in use in Canada.

He afterwards removed to Hospital street in partnership with Robt. Kerr, and about 1869 built the factory in St. Cunegonde, which was totally destroyed by fire in 1878, but with his usual energy rebuilt it at once and added new and improved machinery, a great deal of it his own invention.

He was a man of genial disposition, never failing resources and strict integrity.

The following bank dividends are announced as payable for the current half year: Traders, 6 per cent.; Commerce, 3½ per cent.; Ontario, 3½ per cent.; Merchants, 4 per cent.; Quebec, 3½ per cent.; Union, 3 per cent.; Hochelaga, 3 per cent.; Toronto, 5 per cent.; Standard, 4 per cent.; Jacques Cartier, 3½ per cent.; Hamilton, 4 per cent.; Ville Marie, 3 per cent.; Ottawa, 4 per cent.; Imperial, 4 per cent. and a bonus of 1 per cent.

Senator Reid, of Belleville, has given notice of a bill to amend the Anti-combines Act. It will be remembered that when Hon. Mr. Wallace first introduced this measure its scope was limited by the insertion, when the bill was before the Senate, of the word "unduly" in the several clauses, making it a criminal offence to enter into combinations in respect of trade. It was contended by Mr. Wallace then that this qualification would have the effect of entirely nullifying the measure. Senator Reid is now endeavoring to strengthen the measure by eliminating the words "unduly" and "unreasonable" where they appear in section 520 of the criminal code.



[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

MESSRS. SHELDON & SON, proprietors of the Aylmer foundry, have purchased the building on the corner of Talbot and King streets, Aylmer, from Mr. Charlton, and will remove it to their premises at once, where it will be used as a storeroom and paint shop.

The summer tariff on the Intercolonial railway went into force Tuesday.

The three oil companies in Hamilton have decided to close at 5 p. m. from now till September 30th.

Phil. St. John, general merchant, Sunderland, has sold out. Mr. St. John has been in business about eight years.

John Gibbons, blacksmith, Rockwood, when jumping out of a buggy the other day, broke the small bone of his left ankle.

Clendinneng & Son, are about finishing their works at St. Henri, which will cover a lot 550 ft. square, the largest of the kind in Canada.

Samuel Korworsky, keeper of a junk shop, was find $1 by Police Magistrate Park yesterday for buying scrap iron from the two Prosser boys, now in jail for stealing brass hub rings from George T. Hiscox.—London Advertiser.

A prominent mining operator, in an interview on the Rainy Lake mining boom, states that an immense rush into the district is expected on the opening of navigation. Prospects of the long delayed developments are bright.

The largest leather belt ever sold in the province of New Brunswick is on exhibition in McAvity & Sons' store window on King street, St. John. The belt is 27 feet long and 48 inches wide, and was purchased by Dunn Bros. for their mill at Grand Bay.

At Drumbo, the hardware store of D. W. Cullen was broken into and the stock somewhat depleted. The intruders gained admittance by forcing in the front door, and carried off with them revolvers, knives and other articles amounting to about $50. No clue.

A new petroleum engine, a Swiss invention, and known as the "Saurer," is being introduced into the United States by the Electric Welding Co, of Lynn, Mass. The fuel employed is refined petroleum of ordinary kerosene oil, which is vaporized and mixed with the proper amount of air in the cylinder. A special form of governor is used, and should the belt break, the engine cannot run beyond its rated speed. No slide valves are used. It is claimed that an 8-h.p. engine can be run with an amount of oil costing 8c. per hour, or 1c. per h.p. per hour.

The B. C. Iron Works Co., Vancouver, are at present actively engaged in shipping complete outfits to a cannery now being built on the Fraser River, consisting of boilers, retorts, etc. A carload of machinery was also sent recently to the Burrard Inlet Red Cedar Lumber Co., Port Moody.

The tenders for the construction of the Kingsville waterworks were opened Thursday. Chas. McLerie will supply the pipe; C. Johnson will do the excavating, and Kerr Bros. will supply the valves and hydrants. The whole cost will be in the neighborhood of $18,000.—St. Thomas Journal.

The first new timber raft from Ontario, comprising oak, elm, hickory, etc., manufactured this winter, and belonging to the Calvin Company, arrived at Quebec from Kingston on Monday, in tow of the company's steamer Traveler, after a seven days' voyage.

Moncton, N.B., wants a dock, and has appointed a deputation of three to visit Ottawa and endeavor to persuade the Government to build it in connection with the Intercolonial Railway. The dock is to be a floating one, and the cost is estimated at about a quarter of a million dollars.

The Department of Marine annual report was laid on the table of the House Tuesday. The total number of registered vessels in Canada is 7,113, measuring 912,539 tons, a decrease of 52,000 tons as compared with 1892. The value of the registered tonnage is estimated at $27,000,000.

The Blairton correspondent of the Madoc Review says: The fact of obtaining a crystal of gold in its natural state is of rare occurrence, yet at a mine in Concession I, Madoc, there was recently obtained from a crevice or pocket in the vein a neat little crystal of that precious metal perfect in every part.

Alex. McLachlan, since acquiring the Horn blacksmith shop, has been making great improvements, one of the most important being the placing of nine large brick and cement vats in the cellar, to be used by himself and T. Moffat for pickling eggs. The vats will hold 40,000 doz. at one time and are a permanent fixture. His enterprise deserves praise.—Durham Reformer.

Joseph Tait's bill to provide for the examination of those charged with the duty of running stationary engines is in the public interest. It is almost as necessary to ensure competence on the part of those who handle these engines as it is in the case of steamboat engineers, and this object cannot be obtained without an official standard of qualification. The Legislature made a mistake in rejecting Mr. Tait's bill.—News.

THE SALE OF TYPEWRITERS.

IRONMONGER is urging the trade in England to pay more attention to the sale of typewriting machines. "Such machines," it says, "are emphatically both machinery and hardware, hence they fall legitimately within the province of the ironmonger's business. Originally produced in the United States, these machines have come into almost universal use in that country, and they are now being very widely adopted in all other civilized parts of the world. In the United Kingdom their adoption hung fire for some years, but they are now going ahead rapidly, and there is no longer the limited choice to which British purchasers were restricted in the first instance. There are now a score or more different makes of typewriting machines in this market, and the number is being increased almost every week. So far the great majority of these machines have come from America, but there are English machines now in the market, and, if rumor is to be credited, there are others 'on the stocks' which will represent great advances in construction, as well as advantages in point of cost. Hitherto the prices of the typewriting machines have been high—higher, indeed, than seems warranted by the cost of manufacture—and are understood to have been sustained by a compact syndicate of the American makers; but the outlook favors the idea of cheaper machines and, consequently, their extended adoption. Our retail friends should look into the matter closely, and if they think there is room for them to sell a few machines, each in his own town or district, it would be advisable to secure a sole agency, or to ascertain the trade terms of the various makers. A little discrimination and the usual common sense will be needed in arriving at a proper conclusion, but if these qualities are exercised there should be no risk in the business—and a chance of a fair profit to boot. There is no doubt that typewriting machines have come to stay, therefore all enterprising ironmongers should take up their sale, not only for the money there is in the branch, but also to prevent the department from falling into the hands of drapers, furnishers, cycle agents, and other 'irregulars.'"

THE CONSOLIDATED
PLATE GLASS
COMPANY OF CANADA (Limited)

HEAD OFFICE:
73 and 75 Wellington Street West, TORONTO

BRANCHES:
MONTREAL, 338 St. Paul St. LONDON. OTTAWA.
FRANK J. PHILLIPS, Toronto, President.
WM. R. HOBBS, London, ALEX. RAMSAY, Montreal, } Vice-Presidents
Correspondence Solicited. Estimates Given
Special Discount to the Trade.

WE TROT IT OUT

. . THE . .

Anderson Pneumatic Tire

Made on a scientific principle, which proves in practice to be —well you must see it and try it yourself, then you will catch your breath, when you catch the idea.

It has reciprocating parts, and holds on to the rim with the grip of a bull dog.

It has fits ! ! ! Fits almost any rim. You just pump the air in and it adjusts itself. It's resilient like a rubber ball. It neither creeps like a snail nor rolls like a log.

It has all the good qualities which an up-to-date tire must have, and in addition possesses that feature which they all lack, viz :—

You can get it off or put it on the rim without breaking your finger nails, using a screw driver, or sending it to the shop ; a child can take it off quickly and put it on easily. It must come into universal use, and with that in view we have put the price as low as any ordinary good tire is being sold in the market.

We guarantee the quality of material used in its manufacture.

THE ANDERSON TIRE CO.
LIMITED

TORONTO

Star Cycle Works

Wolverhampton, England.



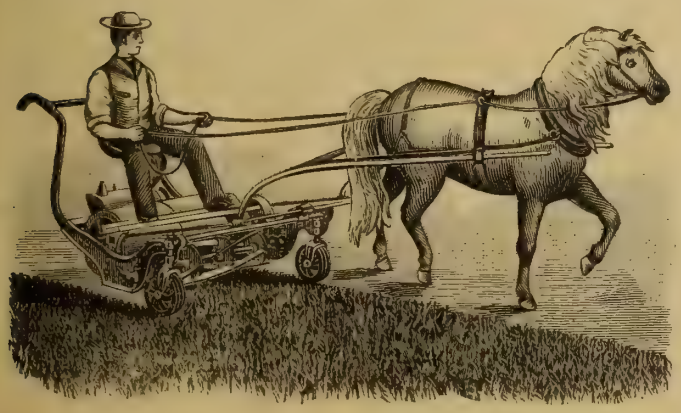
CYCLE RACK PATENTS APPLIED FOR.

FOR the season of 1894 these celebrated Cycles will, for the first time, be obtainable in Canada. Hitherto the entire output of our extensive works has been taken by the English home trade. Large additions to the works and plant have greatly increased our facilities, and we are now ready to supply the Canadian demand. Due consideration has been given to the importance of minimum weight, but we are not prepared to risk our reputation for RELIABILITY by committing ourselves to an extreme course.

We have adopted a larger diameter and lighter gauge of tubing in the construction of our Frames and Handle Bars, improved and detachable Brake-work, further improvements in Ball Head and Handle Bar adjustments, Dust-Proof Crank Bracket and Hubs, a narrow Tread in conjunction with improved Pedal Attachment and dished Chain Wheel, special patterns in Tubular Seat Pillar, Foot Rest, Step, Brake and Steering Lock; all chains will have Hardened Links and be of a higher class than heretofore ; a neater and more effective Chain Adjustment ; Chain Wheels specially milled to secure free running ; Nuts reduced to a minimum of sizes, with Box-Spanner to fit same, parts interchangeable, high standard of finish throughout.

A. A. ALLAN & CO.

51 Bay Street. Canadian Agents, TORONTO.



FOR Parks, Tennis Courts, College Lawns or large Private Grounds this mower is acknowledged the best. Sold complete with shafts and seat. 25, 30, 35, 40 inch cut.

A. R. Woodyatt & Co.

GUELPH, CANADA.

Butter is Butter....

BUT Bad Butter is worse than Oleomargarine. Just so with White Lead. **LEAD IS LEAD,** but some of the pure leads now sold might as well be whitewash. Sanderson Pearcy & Co. make lead that is not only **pure** lead, and not only **good** lead, but the **BEST** it is possible to produce. This name on a package is in itself a guarantee of quality. Remember the best is the cheapest in results.

Sanderson Pearcy & Co. 130 to 138 Bay Street **Toronto.**

LOOK BEFORE YOU LEAP.

THERE is many a homely truth told in proverbial philosophy. As a rule, the feelings of the person addressed, or the one spoken about, are not in the least considered. For example: "Fools build houses and wise men live in them." There is scarcely any assertion applied to much of the enterprise of business men that could be more truthful than this. I can imagine that this bit of truth was predicted upon the action of some man who built a house beyond his means and was compelled to sell out at a sacrifice. But the application of the truth, at the present time, is broader than mere house building. How many men we see on every side who are reaching out in some chosen path of enterprise beyond their ability to care for their interests and to protect themselves? Alongside of them are others with less enterprise but more cunning, who, at the end, step in and occupy the houses that they first built. They make the money which the first men fondly supposed they were to realize. Those men who build best are, in many cases, the least able to occupy—to administer. It is well, perhaps, that enterprise is divided into classes. There must be sappers and miners, and pioneers and settlers, as well as the more cultured citizen that finally occupies the land and constitutes the nation. It is an important bit of business truth that is conveyed in this almost unkind proverb.—Ex.

THE PROBLEM AND ITS SOLUTIONS.

WE are still in receipt of replies to the question in regard to the settlement of the account published in the Iron Age of March 29, but the pressure on our space prevents us from printing them, especially as most of those which we have received during the past week have substantially the same conclusions as were reached by some of the earlier correspondents. The following letter, however, will be of especial interest, referring as it does to the answers which were published in the Iron Age, April 5. The different solutions there presented are, it will be observed, acutely analyzed by our correspondent, who is a prominent hardware merchant of the Pacific Coast:

I have been interested as well as amused in looking over the solutions furnished by various parties of the "problem regarding the settlement of account" in your issue of 29th ult.

As I read the question, the return of the first lot was the result of fault of B in the execution of the order. That being the case, and the goods being delivered at A's place of business free of cost to him for freight, as a matter of course the return freight also should be at B's expense.

Solution A answers the requirements excepting in one particular. The contributor estimates the freight allowance (actual freight, presumably) on the second shipment, although a larger one, at the same amount as on the first. I suppose in the absence of weights and rates he simply meant that the actual freight, whatever it might be, should be deducted in the settlement. The contributor of Solution D undertakes to adjust this item by the rule of proportion, but after all it is only an estimate, and he also would in an actual transaction use the exact figures. Adopting D's idea of a proportionate freight charge, A's final figures would be $71.50 instead of $74.

In Solution B this question is avoided by providing for deduction of "any freight charges he may pay on the $500 shipment," leaving the amount to be ascertained. But in this solution the back freight on goods returned is wholly ignored, although it is assumed that B "was at fault in first shipment of goods." If this ground is taken, it seems to me that the return should be at B's expense, and that the remittance should be $84 instead of $94, subject to further deduction of freight on the $500 shipment (and interest, if any).

In Solution C the purchaser is made to stand both freights on the first shipment, since he is only credited with first payment of $366, although he was entitled to $10 more for freight and also to the freight back.

The ledger account should stand thus:

Merchandise..	$400 00	Freight...	$ 10 00
"	500 00	6 per cent. discount.	24 00
		Cash.....	366 00
		Return freight...	10 00
		Freight on second shipment	12 50
		Merchandise returned...	400 00
		6 per cent. on $100..	6 00
		Cash.....	71 50
	$900 00		$900 00

You will see the final entry in Solution C is a credit of $8.50, which is an amount not readily deduced from any of the conditions of the problem, and smacks somewhat of "forcing" a balance.

In Solution D an element of interest is introduced. I don't think the propounder contemplated a question of interest, as he made no suggestion of it; the delay of two months was the delay of the purchaser in "finding" the defect, and the rule is to limit the time for reporting errors to say, ten days after arrival. In all probability he had time to check his invoice and inspect his goods before sending his check. However, admitting the interest, a further deduction of $10 back freight is in order, leaving settlement to be $68.33, instead of $78.33.

Solution E allows $84 in final settlement, subject to claim for cartage on first lot and interest for one month, but admits that B could justly claim that defect should have been discovered sooner. I have stated in my remarks on Solution D why interest should not be allowed, but if I am mistaken, and there should be a claim for interest, then the 50 days—that is, two months' time less 10 days—is a period justified by the conditions, while one month is a "jump" estimate, savoring of arbitration or "splitting of difference" rather than a result of figures. This solution (E) does not allow the $10 back freight, unless that is what he intends when he says A could, if he so desired, claim cartage on the first shipment. This I hardly feel warranted in assuming, and so am of opinion his solution should be corrected in this regard so as to read $74 instead of $84. —Iron Age.

THE NEW METAL.

THE newcomer, silvinite, explains a contemporary, is an alloy composed chiefly of aluminum, and although it has been introduced with a flourish of trumpets, its practical status has not yet been determined. It has great lightness, silvery luster, malleability and ductility, and although comparatively soft, is tough and strong. In decorative work it may be used either in its native color, which is not easily tarnished, or painted with oil colors, which it "takes" well. The manufacturers also claim that it enamels well, but if so the enamel material applied must be fusible at an exceptionally low temperature, as the metal itself softens and fuses very readily. The suggestions that it would be a good substitute for corrugated iron for roofing is ill advised. In the event of a fire a silvinite roof would collapse very quickly, and thus cause a more complete wreck than would result if iron were in use. Sulphuretted hydrogen does not tarnish the metal, even after prolonged exposure; ammonia, on the other hand, distinctly affects its surface, while caustic alkalis and dilute mineral acids rapidly dissolve it. Vegetable acids, such as acetic, do not seem to produce any impression on the metal, but whether prolonged action, aided by alternate wetting and drying by exposure to air will cause corrosion, time alone can prove. There is undoubtedly a large field open for this valuable metal, but that it will really supersede any of the other metals in common use is not likely.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton. Ontario.

8P

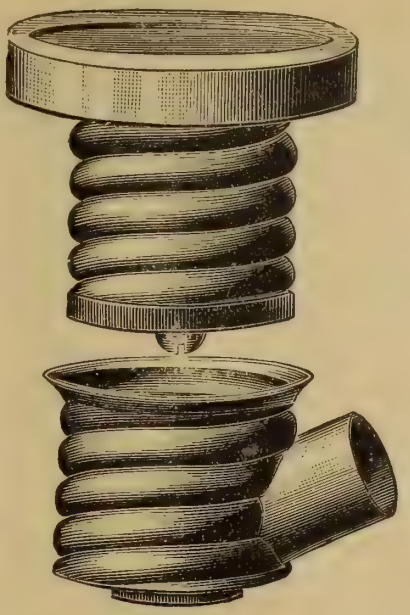
FACTS ABOUT HOSE.

RUBBER goods manufacturers, explains Age of Steel, generally make over a score of different grades of hose, some cheap and which will satisfy certain needs, while others are more expensive, and are really required for the purposes intended. It is not necessary, of course, to have a line of air hose for use in the garden, and vice versa, the article for domestic use would be of little value elsewhere. A conducting hose of two-ply will answer every purpose where only a slight pressure is used, but lift that to seventy-five pounds per square inch and three-ply is at once demanded. Then the engine hose must be four, five and six-ply, and, of course, much more expensive. Then some grades are perfected by the use of superior stock, both in rubber and duck.

Florists require a heavy hose, as well as do brewers, tanners and those who force oil through it. An eight-ply is frequently used. For air drills great care is used in both duck and rubber, and canvas, wire or marline is wrapped around this variety. For air brakes the genius of the rubber trade has been at work for years, and when it is understood that railroad trains are lengthened from year to year, the conclusion can be readily reached that there is room yet at the top for this, an improvement in the quality that gives strength. In suctions, there are many varieties used for fire, wrecking, dredging sand, etc. Some of these are large enough in circumference to allow the crawling through of a full-sized man.

LATEST THING IN TIRES.

THE Anderson tire is the latest thing in the line to be placed on the market. It seems to be a "good one." It is made on a principle that is entirely new: Concentric wires in concentrix pockets which automatically interchange and reciprocate so as to enlarge or decrease in diameter, and the way this tire fastens on to the rim or lets go at the option of the rider is unique. It will fit almost any rim—the deep flange rim for the endless wire tire, or the flat rim for the cemented tire. It can be easily attached or detached at will from either. It is claimed that not only men, but children, can take off or put on this tire when making repairs without trouble or assistance. Some of its perfections are its lightness in weight, its inability to creep, or side-roll, and the ease with which the outer covering may be removed or adjusted, beside being adjustable to all rims. It will be wise for riders buying new tires or wheels to inspect the Anderson tire before purchasing. It is a new departure, and most nearly approaches what wheelmen are after—a perfect tire. They are being handled by Pugsley, Dingman & Co., 50 and 52 Wellington street west, Toronto, who report having already a demand so large that they are severely taxed to keep pace with it.



NEW

Steel Creamer Tap

ALL PARTS RETINNED

Superior to Lead taps and much cheaper.

THOS. DAVIDSON & CO.

MONTREAL

BRUSHES

Painters'
Household
Toilet
Stable, etc.

No article handled by the Hardware trade requires more judgment in buying than Brushes. The easiest way is to go to the reliable manufacturer and get value for your money and goods that will suit your customers. We will do our best to serve you well and honestly.

CHAS. BOECKH & SONS, MANUFACTURERS, TORONTO

MAKING A MACHINE RUN QUIETLY.

THERE is an impression that if a machine will run steadily in one place it will run just as well anywhere, when in reality the very foundation has a good deal to do with it, remarks an exchange. Not long since two men were setting up a light machine that gave no trouble where it had been at work for the last year or so, but when the speed was started set up a discord that made the very floor the machine sat upon play the part of a sounding board. Some suggested that the men take hold of the machine and hold it out bodily with their hands, not allowing the machine to rest anywhere. It ran so smoothly and quietly that it was suspended from the floor beams overhead by rods, and is now running in that way to keep peace in the establishment. In several cases where high-speed engines have made trouble in this respect, a platform for the engine to rest upon, suspended by rods and cross ties from the framework above, has confined all the disturbance to the engine itself. It is not an uncommon occurrence to find an engine, when first erected on a firm foundation, set up a jar that does not feel right until it has loosened up the settings somewhere to give it this vibratory elbow room. However, when a a machine sets so badly that it must be suspended by guy rods to give it a chance to shake without shaking down the whole building, it is time that the machine itself should be looked into and something done to bring it in harmony with the floor it is to set upon.

PARMENTER & BULLOCH

Manufacturers of

Rivets, Burrs, Wire Nails
Of every Description

Carpenters' Braces, and other Hardware lines.

SPECIALTIES:

Tubular, and Bifurcated or Slotted Rivets, Lacing Studs, Rubber Arctic and Leather Shoe Buckles, and Shoe Braces. Write for Illustrated Catalogue and Price List.

Head Office and Works: GANANOQUE, ONT.

BRANCH WAREHOUSE:

32 and 34 St. Dizor St., Montreal

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, May 4, 1894.

HARDWARE.

THE week has not witnessed much change in general hardware. Business has been fair on the whole in many lines of shelf goods, such as cutlery, harvesting tools and nails, but otherwise the market is not active. Payments are complained of, but after the first rush of spring agricultural work is done with in the country, it is hoped that they will show some improvement.

WIRE—Very little change to note in this line, a moderately fair demand being to note for annealed, galvanized, etc., as before.

ROPE—There is no change in this line, but rather more business is reported this week by naval store dealers. Sisal, 6½c. for 7-16 and upwards, and smaller sizes, 7c.; manilla, 9c. for 7-16, and 9½c. for smaller sizes; deep sea line unchanged at 14c.

CUTLERY—The demand for this line still keeps up sufficiently to lead to a continuation of the fair sorting trade that we have noted previously.

CUT NAILS—Demand for these has been fair, and the tone of values is easy, as we intimated last week. No actual quotable change can be cited, however, but it is just possible that $1.85 to $1.90 would be shaded.

WIRE NAILS—A fair business is to note in these in five and ten-keg lots at previous figures.

HORSE NAILS—There is a fair business doing in horse nails. Prices are unchanged.

HORSESHOES—A fair, steady demand is to note in a jobbing way. Prices remain as before.

GREEN WIRECLOTH—Demand is maintained for this article, and quite a quantity of stock has been moved.

TACKS—A moderate trade is to note.

CHAIN—A fair movement is noted in the lines mentioned last week.

WARE—Business is fair in a sorting way in all kinds of ware.

SPORTING GOODS—As noted last week, business in this line is not quite as brisk as it was.

TOOLS—Both harvesting and garden tools are meeting with a fair enquiry, quite a few lawn mowers moving out in the latter connection.

BUILDERS' SUPPLIES—Nothing specially new to report and business about the same.

PLUMBERS' SUPPLIES—Only a fair trade is doing. A few orders are to note for iron pipe, prices of which remain the same.

NAVAL STORES—The continued fine weather has been a great boon to this trade, the improved movement of last week being well maintained. We quote as follows: Turpentine, 45 to 46c.; resins, $2.50 to $5.00, as to brand; coal tar, $3.25 to $3.75; cotton waste, 5 to 7c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12c.

METALS.

The heavy iron and metal market has shown no improvement during the past week, and business both for imported and from stock on spot is backward comparatively. In the former connection buyers have some fair supplies coming forward on the first steamer, such as tin and galvanized sheets, etc., which are now the principal importations, and being very cautiously disposed are not inclined to operate any further ahead than is absolutely necessary. Prices, as a rule, on all kinds of heavy material except paints and oils are steady. The last named branch of business continues in the very unsettled state that we referred to last week.

PIG IRON—There is no change in pig, which rules quiet, the only business noted during the week being a few lots of Canadian at quotations. Prices generally are steady. We quote Summerlee and equal brands of Scotch pig, $19 to $19 50; Carnbroe, $18, and Ferrona and Siemen's, $16.50 to $17.

BAR IRON—Bar iron has been moving to some extent, and we note some sales of car lots at $1.70, but quote $1.75 to $1.85 for ordinary business.

SHEET IRON—This line is quiet and unchanged, and commands a fair degree of attention at $2.35 to $2.40.

HOOPS AND BANDS—There is only a quiet trade to note in hoops and bands at the former price, $2.30.

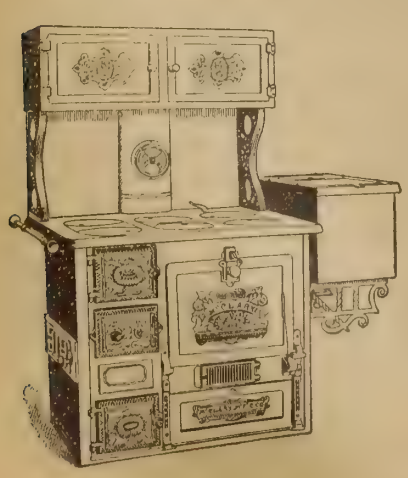
STEEL—Some business has been doing in best cast steel at quotations. We quote: Best cast steel, 9½ to 12c.; spring, $2.50; tire, $2.50 to $2.75; sleigh shoe, $2.40; round machinery steel, $3.

GALVANIZED SHEETS—Business is of the quiet kind, and prices are steady. We quote: 4¼ to 5c. for ordinary brands; Morewood, 6 to 6¼c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., and the usual extra for larger sizes.

TIN PLATE—Low offers for importation have tempted some small purchases on the the basis of $2.70 for cokes laid down but buyers are very backward. For business ex store prices are unchanged. We quote: Cokes, $3 to $3.25, according to quality and quantity, and charcoal, $3.50 to $4.

CANADA PLATES—A fair demand is noted for Canada plates on the basis of $2.35 to $2.40. There is no change in terne plates which meet a fair enquiry at $6.50 to $6.75.

COPPER—Nothing special is to report in this line, and prices are as last quoted at 9¾ to 10c. for Oxford and equal brands.



Heavy Steel Plate Ranges

Nos. 8 and 9, 4 Holes, Oven 16 x 20
Nos. 8 and 9, 6 Holes, Oven 18 x 20

These are made after the most improved patterns, and embody every good point up to date.

The McClary Manufacturing Co.

London Toronto Montreal Winnipeg Vancouver

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

Gas, Electric, Combination

Fixtures AND Brackets

English, Canadian, and American DESIGNS



A select stock of Gas and Electric GLOBES always on hand

JAS. BARWELL, 88 Bay Street, Toronto

Drawings and prices on application.
The trade supplied.



SS. SMOKELESS POWDER

Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.

429 Board of Trade Building
MONTREAL, Agents.

SEND FOR PRICE LIST.

SAMPLE ORDERS FOR

Church's Potato Bug Finish

Will now be filled by us for all places where we have not granted exclusive agencies. Exclusive agency granted on orders of four to seven barrels. We cannot guarantee shipment before May 15th, as we have all the orders we can fill before that date.

The Alabastine Co., Ltd., Paris, Ontario.

PARIS, April 17, 1894.

J. M. WHEELER, Esq., Secretary-Treasurer Alabastine Co., Ltd

SIR,—Regarding Church's Potato Bug Finish which I purchased from you last season, I can fully endorse all you say regarding it. My potato crop was threatened with destruction by the potato bug. I gave the plants one dose. It made the plants stronger, potatoes better, and the one application which remained on the plants for weeks was all that was necessary. I have recommended your Bug Finish to many of my brother farmers and although I have used Paris Green and London Purple, Church s Bug Finish excels all. Yours truly, JOHN MILLER.

Also similar testimonials from Albert J. Howell, John H. Bond, D. Ballingal, Albert Peel, Myron Ames, J. E. Ausebrook, Titus Peart, and Edward Burrill.

PARIS, ONT., April 19, 1894.

TO THE PUBLIC—

I am acquainted with the parties giving the foregoing testimonials relative to Church's Potato Bug Finish, and have seen the original testimonials, and I believe them to be worthy of confidence as they are made by practical farmers residing in this locality.

J. H. FISHER, Mayor of Paris.

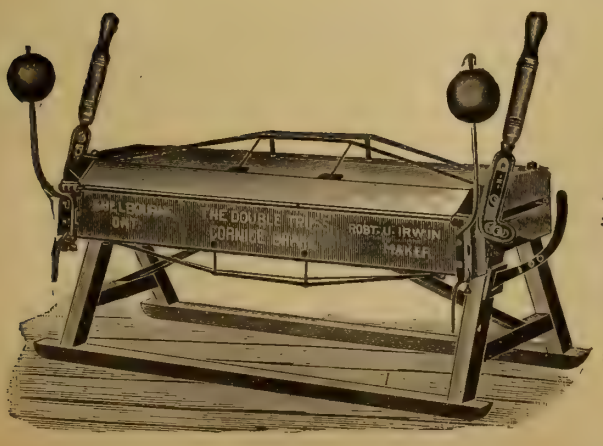
Alabastine Company, Paris, Sole Manufacturers.

HILL & FORBES, 327 ST. JAMES ST., MONTREAL: Agents for the Province of Quebec.
A. M. BELL, HALIFAX: Agent for New Brunswick and Nova Scotia.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, TORONTO

ENGLISH HOUSE: **SAMUEL, SONS & BENJAMIN**
164 Fenchurch St., London, E. C.



Sole Agents for the Dominion for

Double Truss Cornice Brake

Write for Circulars and Quotations.

MONTREAL MARKETS—Continued.

TIN—A fair demand in a small way is noted at 18 to 19c.

SPELTER—Continues steady but dull at $4.50 to $4.75.

ANTIMONY—Prices are unchanged at 10½ to 12c., with demand practically nil.

LEAD—No activity to report, while prices remain the same at $2.75 to $3.

SHEET ZINC—There is no change to report, and we quote as before $5 to $5.25.

CEMENT—The trade generally expect a fairly brisk trade during the coming season. Fair orders continue to come in both on local and western account. We quote: English brands $2.05 to $2.15, and Belgian $1.90 to $2. In firebricks a good trade is reported in small lots at $18.50 to $22.50 per 1,000 as to brand.

PAINTS AND OILS.

Continued easiness is the dominant feature of this market, and the position is as unsettled as ever. Boiled linseed has sold at 57c., and raw at 54c., in round lots, and the competition in leads and colors is as keen as ever. In regard to seal oil, brokers have been offering for delivery more freely, but buyers hold that prices will come down to 35 cents, and are holding off. We quote: Choice brands of white lead, $4 75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots, raw, 54c., boiled, 57c.; steam refined seal oil, 42 to 45c.

GLASS.

There is no change in glass, and business is not active. We quote $1.25 for first break; $1.30 second break, per 50 feet; $3 25 for first break per 100 feet; putty in bulk, $1.85.

PETROLEUM.

There is a moderately good demand for petroleum for the season, and the improved feeling noted last week is fairly maintained. We quote Canadian refined at 11c. in shed at Montreal for round lots, and 11¾c. for small quantities. American petroleum, 16c. in car lots, 16½c. in 10-barrel lots, 16¾c. in 5-barrel lots, and 17¼c. for single barrels, net cash; American benzine, 23 to 25c.; Canadian benzine, 10¾c. Petrolea; 12¾c. Montreal.

HIDES.

The hide market continues much the same. Calfskins have changed hands in round lots to dealers at 5c. Heavy steers' are quiet, with sales at 4½ to 5½c. for Nos. 1 and 2, and bulls' have been sold at 3¼c. Lambskins were placed at 15c., and sheepskins at 75 to 80c., while clips have sold at 15c.

TALLOW.

The market for tallow has ruled steady, with a fair amount of business doing at 6¼ to 7c., as to quality.

WOOL.

There is no change in wool, which rules quiet. We quote: Cape, 14 to 15½c.; Canadian fleece, 17 to 20c.; B.A. scoured, 26 to 34c.; pulled wool, supers, 20 to 21c.; extras, 23 to 26c.; and Northwest wool, 11 to 12c.

MONTREAL TRADE NOTES.

W. H. Cottingham & Co., Notre Dame street, have many specialties now that are just the thing. As their advertisement points out, window blinds will want a new coat, and there is nothing better for this purpose than Blundell, Spence & Co.'s "Ivy Creen."

The new works of Wm. Clendinneng & Sons' Co., Ltd., now being completed at St. Henri, will cover a lot 550 by 560 feet. The amount spent on these buildings during the year will not be less than $100,000.

H. McLaren & Co. have been placing the Safford radiators with almost all the contractors for the many new business buildings in course of erection here this spring.

Thos. Davidson & Co. report numerous enquiries for their new steel creamer tap, which is a superior article, as all the parts are retinned, besides being cheaper than many others.

Drummond, McCall & Co. report sales of several round lots of No. 1 Ferrona pig during the past week; also several lots of lower grade.

Further purchases of coke tin plate to arrive have been made at low prices, $2.70 laid down on wharf here being the latest figure mentioned.

Linseed oil has declined another 1c., and sales of five and ten barrel lots of raw have been made at 57c., which is a low figure for such a quantity.

The stock of cement on hand here is estimated at 5,000 barrels, which is considered large for this season of the year. Some 3,000 barrels were taken by western buyers during the past few days and 2,000 on local account.

There has been considerable enquiry for new seal oil during the last few days, and we hear of several sales involving about 350 barrels all told, to arrive, at prices said to be about 37 to 38c. These are the first sales reported this season.

TORONTO MARKETS.

TORONTO, May 4, 1894.

HARDWARE.

NOTHING particularly new has developed in business during the week. The turnover is, if anything, larger than a week ago. Merchants and manufacturers are fairly busy, but the expectation that there will be further changes in the tariff on certain lines of manufactured goods naturally interferes with trade to some extent. Garden, harvest and draining tools are the lines which at the moment exhibit the greatest activity. Business has picked



up in lawn mowers, and they are now reported to be going out well. Fancy wire is moving rapidly, and large quantities of poultry netting and green wire cloth are going out. Some life is being shown in carpenters' tools, while the opposite may be said to be the case with plumbers' supplies. There is a good deal of garden hose going out. Payments are much as before.

WIRE—Demand is much about the same as last week for annealed, galvanized, and barbed, namely, good; coppered steel and coppered spring is also moving more freely.

ROPE—This is still going out well, but jobbers are not in a position to book orders ahead, prices not being guaranteed by manufacturers, and therefore subject to change without notice. We quote: Sisal, 7-16 in. and larger, 6¾c.; ¼, 5-16, ⅜ in., 7¼c.; Manilla, 7-16 in. and larger, 9 to 9¼c.; ¼, 5-16, ⅜ in., 9½ to 9¾c.

CUTLERY—There is still a fairly good seasonable sorting up trade being done, but no new features have developed during the week.

CUT NAILS—There is still an active trade doing, and we quote base price as before at $1.85 for carload lots and $1.90 for small lots.

WIRE NAILS—Jobbers find new list confusing owing to the standard of some sizes having been changed, together with the fact that some of the extras are in excess of what they were. Discounts remain as before at 75, 10 and 5 per cent., shipment in 10 keg lots being prepaid.

HORSESHOE NAILS—There is no special feature to note, business continuing fair and prices unchanged. We quote: "C." 60 per cent. and "B.B" and "M." 60 and 2½ per cent.

GREEN WIRE CLOTH—This is now being called for regularly, although quantities moving are not as large as jobbers wish, stocks are heavy. Prices unchanged at $1.85 to $1.90 per 100 square feet.

SCREEN DOORS AND WINDOWS—Dealers find it difficult to supply some sizes, demand having been larger than anticipated, and it is now too late to import from the United States.

TACKS—Quantities going out are small, but business is better than it has been for some time.

CHAIN—Business in coil chain is not as good as it was a few weeks ago, very few large orders now being received. There is no change in prices.

HORSESHOES—Are still going out in small

MARKETS—Continued

lots at unchanged prices. We quote : $3 80 Toronto, and $3 85 London.

WARE—Trade in Peerless, white and Eclipse ware has fallen off, although a revival is looked for in the course of a week or so.

LAWN MOWERS—These are now going out briskly, both American and Canadian being called for daily, jobbers being compelled to send repeat orders for the latter.

SPORTING GOODS—Trade continues quiet and featureless.

PLUMBERS' SUPPLIES—Business in this line is hardly up to what it was a few weeks ago, neither in the city nor in the country.

BUILDERS' SUPPLIES—Trade is much better in the country, but city trade, on the other hand, does not show much improvement.

MILK CAN TRIMMINGS—Jobbers are still receiving an occasional order from dealers who did not book sufficient for their requirements, but the season's trade is virtually over.

CLOTHES WRINGERS—Trade is good, large quantities of the different makes being called for. Prices are unchanged at $29 per dozen.

HARVEST TOOLS, ETC.—Business is keeping up well in harvest, garden and draining tools; in fact jobbers find it diffcult to supply the demand for harvest tools, manufacturers not being able to keep up the supply.

HINGES—Are still going out freely in heavy "T," strap, and barn door.

BIRD CAGES—Are exceedingly quiet, sales being few and far between.

METALS.

Trade continues fairly good. Galvanized iron is moving freely and Canada plates are being booked freely for import. There is not much disposition to do business in pig iron, although a few sales for import are reported. American pig is slightly stiffer on account of the coal strikes. Business shows some improvement in terne plates, and if if anything a little better business is being done in antimony. Sheet iron and spelter are quoted a little lower.

PIG IRON—There have been a few carload lots of Summerlee and Carnbroe selling at around quotations, but business is on the whole still quiet. We quote : Summerlee, $21 to $21.50 ; Carnbroe, $20 to $20.50 ; Siemen's, $18.75 to $19.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows : The Canadian market, so far as American iron is concerned, has been influenced by the labor troubles in the States. The coal miners' strike has stopped the supply of coke, and it is estimated that inside of ten days there will be scarcely a furnace running in the North that customarily uses this fuel, and that many of the Southern furnaces will also be stopped. The result has been to stiffen prices somewhat, but no advance has taken place in anything but Best semer iron. We quote for cash f.o.b., Toronto, in bond : No. 1 X foundry strong coke iron, Lake Superior ore, $12.75; No. 2 X foundry strong coke iron, Lake Superior ore, $12.25; Jackson County silvery, No. 1, $16 80 to $18 30 ; Lake Superior charcoal, $15.80 ; Southern soft, No. 1, $12.50 ; Southern soft, No. 2, $11.25.

BAR IRON—Volume of business is still light, and prices rule as before at $1.75 Montreal and $1.85 Toronto.

SHEET IRON—Is going out fairly well, quite a few sales having been made in heavy gauge. Several import orders are reported at figures lower than before quoted. We quote : 8 to 16 gauge, $2.50 ; 18 ditto, $2.50 ; 20 ditto, $2.50 ; 22 to 24 ditto, $2.35 ; 26 ditto, $2.45 ; 28 ditto, $2.65.

SHEET STEEL—Trade is opening up nicely in this line and shows a marked improvement over March. Prices are lower. We quote : 8 to 16 gauge, $2.80 per 100 lbs.; 18 to 20, $2.65 ; 22 to 24, $2.85 ; 26, $3.10.

BOILER TUBES—There is a fair movement, but there is no special feature to note. We quote : 1¼ inch, 7c.; 1½ inch, 7¾c.; 1¾ inch, 8c. ; 2 inch, 8½c. ; 2¼ inch, 9c.; 2½ inch, 9¾c. ; 3 inch, 11½c. ; 3½ inch, 14c.; 4 inch, 19c.

IRON PIPE—This is going out well, although quantities are not as large as jobbers desire. In the aggregate, however, business is fair. We quote: From ¼ to 1 inch, 67½ to 70 per cent.; 1¼ to 2 inch, 70 to 70 and 10 per cent.; galvanized iron pipe, 47½ to 50 per cent.

GALVANIZED IRON—This is going out well and quite a number of orders have been booked for import. Prices are unchanged at 4½ to 4¾c. for 28 gauge in case lots.

INGOT TIN—Business is fairly good, although not many round lots are moving. Prices are firmer and we now quote 20 to 21c.

INGOT COPPER—This is going out in small quantities, and principally for filling old contracts. We quote 10¼ to 10½c. ordinarily.

SHEET COPPER—There is not much doing, although a few good orders have been booked for import. Shipments from stock are light. There is a good deal of the American article coming in, manufacturers in some instances selling direct to consumers. We quote 15 to 17c. as before.

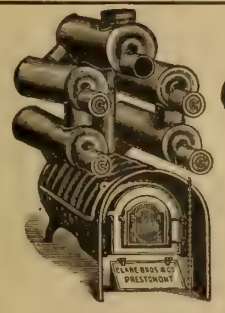
CORRUGATED IRON—A great deal of activity has developed in this line, and prices are unchanged. We quote : "Owl" brand from genuine steel plates, zinc coated, $4.25 to $6 per square ; painted steel, same brand, $3 to $4.75, according to gauge.

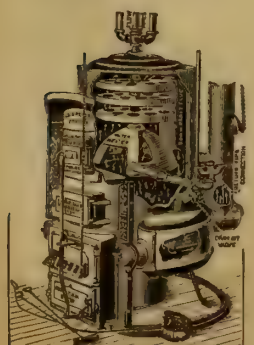
ZINC SPELTER—No large lots are moving, what is going out being in small lots, while stocks in jobbers' hands are heavy. Neither is there much doing in the way of import business. Prices are ¼c. per lb. lower. We quote : Domestic, 4 to 4½c.; foreign, 4¼ to 4⅜c.

TIN PLATES—Trade is keeping up well, good quantities of 20 x 28 being shipped for roofing purposes. For I.C. we still quote $3.50 to $3.75.

TERNE PLATES—Season has not yet quite opened, but business shows some improvement. Prices have been shaded 25c. per box for 10-box lots during the past week. We quote ordinarily $6.75 to $7.50 per box, 20 x 28.

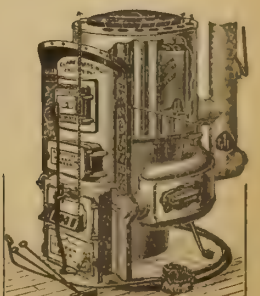
ZINC SHEETS—Business continues quiet and featureless at 5 to 5¼c.

Best Value  on Earth.



These are the Furnaces that secure the trade for dealers who handle them.
They have no rivals but many imitators.

Clare Bros. & Co. ....Preston, Ont.



MARKETS.—Continued

HOOPS AND BANDS—Shipments are small from stock, but there have been some fair import orders taken at low prices, although business in this particular is not generally good. The American market is lower, while the English is much as before. We quote: American, steel $2.10, iron $2.20; English, $2.40 to $2.50.

CANADA PLATES—Some good lots have changed hands during the week and a number of import orders have been entered. Prices have been reduced, and we now quote: All dull, $2.50; half polished, $2.60, and all bright, $2.80.

SOLDER—Trade is brisk in small lots. Some very cheap solder is being put on the market branded half-and-half, but at prices which cause its genuineness to be doubted; in fact those using it are said to be condemning it. We quote lower at 13½ to 14c.

PIG LEAD—There have been some good lots moving, although orders are as a rule small; 2¾ to 3c. is still the idea as to price.

ANTIMONY—Fresh shipments of Cookson's have arrived, and a few sales are reported in this and ordinary brands. The market is still without much strength. We quote 9¾ to 10c. as before.

OLD MATERIAL.

Trade is reported only fair, the consumption still being small. A little better demand for rubber is felt and there has been an advance of ½c. in that article. Machinery cast, stove cast scrap, and old copper bottoms have declined in price. We quote prices paid by dealers as follows: Agricultural scrap, 55c. per cwt.; machinery cast, 54 to 55c. per cwt.; stove cast scrap, 30 to 35c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 6¾ to 7c.; heavy scrap copper 7½ to 7¾c.; old copper bottoms 6 to 6½c.; light scrap brass 4c.; heavy yellow scrap brass 6c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 1¾ to 2c.; scrap zinc, 1½ to 2c.; scrap rubber, 2½ to 2¾c.; country mixed rags, 60 to 75c. per 100 lbs.; clean dry bones, 45 to 55c. per 100 lbs.; borings and turnings, 10 to 15c.

GLASS.

A little spring glass has been received during the week, but stocks are still demoralized, jobbers still finding it difficult to supply the demand. We still quote $1.20 to $1.25 first break. In plate glass country trade is fairly good, but there is not much doing in the city.

PAINTS AND OILS.

Nothing materially new has developed during the week. In white lead business is still brisk and prices demoralized. The quantity moving seems to be above the average for this time of year. The ruling price is still 4½c. Turpentine is taken almost as fast as it comes in, stocks thus being kept light. Prices unchanged at 41 to 42c., 30 days. A good business is reported in linseed oil at 55½c. for raw and 56½c. for boiled, delivered Toronto. English advices are firmer. In prepared paints re-orders are still coming in, but business in this line, generally speaking, continues to fall off. Prices are unchanged at $1.05 for pure. Considerable glue is moving at the new rates. There is a German glue on the market which is being sold in barrel lots at 7½c. Some changes have been made in prices on account of the new tariff, but they only affected the low priced article. Shellac gums are held firmer. Putty quiet at $1.90 to $2 per cwt. Paris green quiet at these prices: 50 or 100-lb. drums, 12½c.; 1-lb. packages, 14½c. Castor oil is in good demand at following prices: Case lots, 6⅝ to 6¾c.; single tins, 7c. Payments fairly good.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Market continues quiet and steady without any accumulation in stock. Dealers are paying 3c. for green and selling cured at 3½ to 3¾c.

SKINS—About the usual quantity is offering and prices are unchanged at 80 to 85c.

WOOL—Trade quiet and mills complain that they are getting no orders. We quote: Supers, 18 to 19c.; extras, 22 to 23c.

TALLOW—Demand is fair only. Jobbers are paying 5c. for rendered and selling at 5¾c.; rough, 2c.

SEEDS.

There has not been much change in prices during the week, but the demand for staples is about over. Season is closing with stocks light and prices well maintained. Some enquiry has sprung up for Hungarian and millet seed and ensilage corn. We quote jobbing price: Red clover, $6 to $6.50; alsike, $5.50 to $8.50, with inferior qualities and really fancy stuff quotable at lower and higher prices respectively. Hungarian, 90c. to $1 per bushel; millet, 70 to 80c. per bushel; ensilage corn, 58 to 80c. per bushel.

PETROLEUM.

Trade is reported good. The reduction in tariff is likely to cause a change in prices, but at present quotations remain as before. We quote: 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; Canadian water white, 16 to 17c.; American water white, 18 to 19c.; photogene 20c.

MARKET NOTES.

Craig & MacArthur report trade picking up in leather belting.

Stewart & Wood received their first spring shipment of glass this week.

H. S. Howland, Sons & Co. are in receipt of a large lot of Ely's gun caps and cartridge cases.

There was considerable competition in the tendering for the prizes for the Simcoe bicycle meet. The Toronto Silver Plate Co., however, secured the order through their customer, A. D. Ellis, hardware merchant.

H. S. Howland, Sons & Co., report a lively demand for the Gem and Lightning Ice Cream Freezer.

It is estimated that there are only about 700 tons of tin on spot in New York, and of this quantity 450 tons are held by one firm.

H. S. Howland, Sons & Co., are just in receipt of another large consignment of the Gowdy Lawn Mower.

Toronto Lead and Color Co. report the receipt of a large number of mail orders during the week, "which are very satisfactory, as they do not cost anything," said a member of the firm.

H. S. Howland, Sons & Co. report that they are daily in receipt of enquiries from all over Ontario for Graham cut and wire nails.

Sanderson Pearcy & Co. report business fairly good, while their sales for March and April were larger by about 50 per cent. than for the same months last year.

The Star Nipper for which H. S. Howland, Sons & Co. are agents for Canada, is having a rapidly increased sale.

The Toronto Fence and Ornamental Iron Works have received the contract for the erection of an ornamental wrought iron fence around the residence of the Rev. Mr. Husband, 103 Pembroke street, Toronto.

The Metallic Roofing Co. have received the contract for the placing of "Owl" Brand Metal Ceiling in the Brockville Asylum. The firm report a great improvement in business, and a heavy run on Haye's patent lathing and Eastlake metallic shingling.

The Toronto Silver Plate Co. announce that owing to delay in going to press the special catalogues that the firm are issuing, illustrating prize cups, trophies, medals, etc., will not be ready until the 15th of the month. "All who are interested in this class of goods will do well to write for a copy," said a representative.

The Canadian Mineral Wool Co., Toronto, report the receipt of contracts from three large corporations in Montreal for their steam pipe covering. "We have had a good demand for asbestos cement and steam packing, chiefly for marine work, of which there is a lot doing at present," said a member of the firm.

McClary Mfg. Co., Toronto, report the receipts of a stock of refrigerators. "These goods have already commenced to move" said a representative of the firm, "and we have made some shipments. We are carrying a large stock oil, gas stoves and ice cream freezers, for the spring trade. Trade is good, and warm weather supplies are moving off freely."

Chas. Boeckh & Sons, brush manufacturers, Toronto, having obtained the United States patent for their patent adjustable

brush bridles, are negotiating with J. J. Adams & Co., New York, and several other large brush firms across the line, who have signified their intention of placing these bridles on their brushes. "Our bridles have met with as much success in the United States as they did in Canada," say the firm.

The Gutta Percha and Rubber Mfg. Co., of Toronto, report a heavy run on their "Lion" brand belting. The firm say, "We are also having a large demand for kink-proof brand steel clad armored hose. By means of our new Murphy's patent wiring machine, for the use of which we have the sole rights in Canada, we are enabled to supply armored or wire wound hose that is free from all the defects of wire wound hose hitherto offered."

H. Boker has been placing on this market since about a year an enamelled ware called Pearl Steel Ware, which is claimed to be the most satisfactory and perfect line of enamelled ware in the market, and turns out this season far superior to last year. Large importations are arriving constantly for the jobbing trade. Rice Lewis & Son are handing this line for Toronto.

UNITED STATES MARKETS.

NEW YORK, May 4, 1894.

PIG TIN—On Tuesday there was quite lively buying of Straits for near future and current month delivery, under the support of which prices advanced sharply. On 'Change sales were recorded of 10 tons June delivery at 19.90c., 10 tons July at 19.95c., 10 tons August at 20c., 50 tons May at 20.05c., and 25 tons May at 20.10c. Following this movement the market further hardened to 20.12½c. bid, 20.15 asked for spot. The light stocks in first hands here, which are estimated at 815 tons, naturally has some restraining influence upon sellers. The heavy stocks in Europe, about 9,700 tons all told, together with a total of 7,770 tons afloat, prompts caution in the matter of buying. On its face the statistical position would seem rather adverse to a strong market, but the heavy foreign stocks seem to be carefully handled, and that lends a certain amount of support to the market. In this connection the movement, as above recorded, is quite significant.

COPPER—Lake Superior ingot was very freely offered at 9.50c. Small sales were said to have been made in a quiet way at 9.45c., and rumor had it that a 9.40c. net cash would probably have been received for a few parcels. To that extent the market was softer, and general report indicated a dull market as well as a soft one. The cheaper varieties are also a little uneven in price, with the range of 9⅛ to 9¼c. quoted for electrolytic and 9c. for ordinary casting brand. Owing to bank holiday there was no quotations from the London market.

PIG LEAD—Early in the year a few carloads of common Western were purchased

WIRE Close prices for import on all kinds of fencing and other wire, also on IRON and STEEL of all grades.

A. C. LESLIE & CO., Montreal and Toronto.

Pure Southern TURPENTINE Our Specialty

Remember, we are headquarters for the pure article, and intending purchasers will do well to get our price before placing their orders.
Every barrel of Turpentine we ship is accompanied by our printed guarantee that it is ABSOLUTELY PURE.

We Are Not Members of any Combine.

FRANCIS, FROST & CO., 33 Front St. W., TORONTO

ROBERTSON'S
C. & L. M. S. & T. S. W.
TRADE MARK
READY MIXED
Warranted Absolutely Pure
PAINTS

BEST ON THE MARKET.

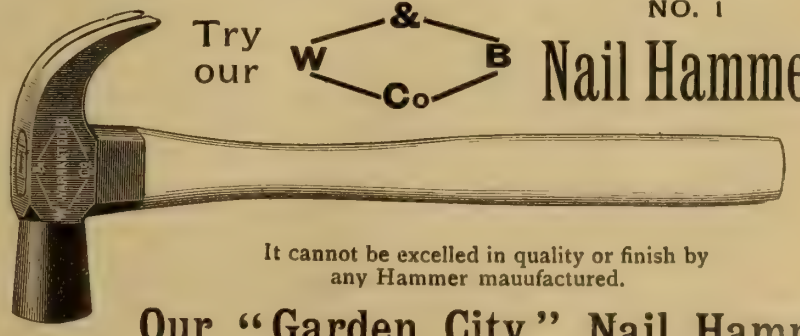
Manufactured by Write for sample cards and prices.

The James Robertson Co. Ltd., Toronto

THE WHITMAN & BARNES MFG. CO.

Canadian Branch: St. Catharines, Ont.

Try our W & B Co NO. 1 Nail Hammer



It cannot be excelled in quality or finish by any Hammer manufactured.

Our "Garden City" Nail Hammer

GET OUR PRICES AND TRY OUR GOODS

Is the best and cheapest "Solid Cast Steel" Hammer on the market. . . .

We aim to keep in stock a full line of Hammers, Sledges, etc., and will make prompt shipments. . . . . .

MARKETS—Continued

at 3.55c. On Tuesday a part of the investment was turned over at 3.37½c., and the turn gave the market a superficially weak appearance. There was, however, some other evidence of rather soft undertone, but the quantity of lead on sale at less than 3.40c. seemed to have been comparatively small. St. Louis wire to the Metal Exchange quoted 3.20c. Regular freight rate to New York is 25c. per 100 lbs.

SPELTER—There were no new developments in the market for this metal. Business here was slow, the demand was very tame as well, and advices from the west indicated that a quieter condition of affairs prevails there also. Spot prices for ordinary brands remain at about 3.55 to 3.60c. St. Louis wire to the Metal Exchange quoted 3.30c. there.

ANTIMONY—Of ordinary spot parcels about the usual sales are making. The business in this way serves to keep prices quite steady at 8¼ to 8⅞c. for Hallett's and 10 to 10½c. for Cookson's.

TIN PLATE—Slow trade is generally reported. Inquiries are very light also, and the general tone of the market quite as flat as it has been for some time past.

IRON AND STEEL—In the New York market there is no sign of any visible change, as far as the general conditions are concerned. Purchases of pig iron and old material are not only commonplace, but rather light, the low average of prices seemingly being no attractive inducement to consumers. New orders for finished iron and steel are running light at the moment. Aside from negotiation on old orders involving good-sized lots and the routine store business, there is little doing. Prices continue rather weak nearly all along the line.

RUSTING OF IRON.

PROFESSOR V. B. LEWIS of the Royal Naval College, Greenwich, at a recent meeting of the Institute of Naval Architects in London, presented some interesting remarks as to the rusting of iron, which, he explained, is a definite chemical action due to the conjoint action of air, moisture, and carbon dioxide upon the metal. The increased rate of action may be due, he said, either to increase in chemical action brought about by local increase in temperature, or it may be due to galvanic action set up between portions of the same metal at different temperatures. The fact that the double bottom plates of ships near the boiler corrode more rapidly than similar plates in other parts of a vessel is undoubted, and the increase in temperature near the boiler is the only factor. It is also noteworthy that the plates at the bottom of the cellular spaces which are kept cool by contact with the sea water do not corrode; and cases are not wanting in which parts of a plate which get locally warmer than other parts—although the difference can only be a few degrees—corrode much more rapidly than the cooler portions. Experiments show that the rapid corrosion found in the double bottoms near the boilers or other sources of heat is due to galvanic action, and not to rise of temperature simply increasing chemical activity; but it must not be forgotten that when ashes are drawn and quenched with water—especially if sea water be used—gases having a corrosive action on metals are very apt to be liberated, and probably tend to increase the corrosion found near the boilers.

PERSONAL MENTION.

A. C. LESLIE, of A. C. Leslie & Co., Montreal, paid a business visit to Toronto and Hamilton this week.

Mr. Dwyer, representing the Union Metallic Cartridge Co., of Bridgeport, Conn., was in Toronto this week.

T. J. Parsons has opened a business in hardware, blacksmithing, etc., at Oak Lake, Man., next to A. Cameron & Co.'s store.

W. A. Mitchell, formerly with Lewis Bros., hardware merchants, Montreal, has purchased the hardware stock of E. W. Cox, Kingston.

These were among the country merchants noticed in Toronto during the week: R. Worth, Bowmanville; J. Rusk, Southampton; J. A. W. Allan, Newmarket; T. Carey, Goodwood.

J. W. Franks, Woodbridge, was in Toronto this week placing orders. "Trade," he said, "is good with us. There are a good many houses and barns being built, and we have sold a great many creamery cans."

GRAPHITE AS A LUBRICANT.

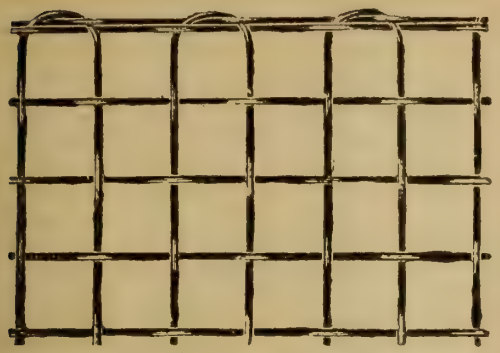
GRAPHITE as a lubricant has been slowly coming to the front for a good many years, says the American Machinist. It appears to have not only the quality of making surfaces slip easily by and over one another, but appears to fill up holes, as it were, making a rather solid surface when no surface exists. When a mechanic desires to judge of the quality of a lubricant there seems to be nothing so natural as to lubricate the ball of the thumb and the forefinger and then rub them together. This may not be scientific, but he gets very good results from his conclusions, and is never likely to give up the practice. One reason for this is probably in the fact that a great deal of the unclassified education of a mechanic has to do with the thumb and forefinger. He tranfers sizes and does a thousand things from their sense of touch. Now, if you take a pinch of graphite between these members you will very readily see how easily they slip over the other, even under considerable pressure, and this to the mechanic means absence of friction, and this has a good deal to do with the growing favor with which graphite is received as a lubricant.

KEEPING AND SELLING BICYCLES.

NOW that the hardware trade is taking hold of bicycles in earnest, remarks Hardware Reporter, it is not amiss to point out that a great deal depends upon the methods with which they are handled, including the means taken for their preservation. With many dealers, no doubt, the wheel will be a novelty, not as a vehicle but as an article of trade. For that reason he must study the best way of disposing of them. When the wheels were first introduced, this was done by agents who were riders themselves, or else had a rider in their employ, and so were enabled to give a practical illustration of what the new space annihilators could do. As a result, the wheels jumped more quickly into public favor than they would otherwise have done. It is not perhaps necessary in all cases to follow this example, now that the bicycle has become a trade staple, but we know of no better means of calling attention to the wheels than that of showing one of them on the road and so letting the people know what they are and, indirectly, where they may be purchased. They will not sell themselves if all of them are left idle in the store.

As regards the matter of care or preservation, the first question comes up when they are first received. Especial care should be taken in unpacking. Too many wheels are sent back to the shipper as a result of carelessness in taking apart the crate. Then comes the mounting of the handle bars, the pedals, and, occasionally, the saddles. The dealer may be a first-rate mechanic or may have a qualified assistant, but there is no safer rule to follow than the directions given by the manufacturers and accompanying all shipments. The makers know more about their wheels than any one else, more even than the young clerk who thinks he knows all about it. When a large order is received, it is better to keep but one wheel of each grade on exhibition, since they will be less liable to damage when left in the crates. When not so crated, the metal parts should be slightly oiled, care being taken to avoid greasing any of the parts where oil is not needed. These are observations from a practical bicycle dealer and are well worth following.

The Kingston Board of Trade, at its session Tuesday night, elected these officers: President, John Hewton; vice presidents, Allan Chadwick and L. B. Spencer; committee, James Minnes, John Gaskin, George Richardson, R. J. Carson, John Muckleston, G. E. Hague, B. W. Robertson, G. Y. Chown, John McKelvey, and James Redden. A railway committee was named to seek arrangements of freight rates by which Kingston merchants will be less handicapped than now.



Wire Cloth

Green Painted Screen Cloth. Special Lath Cloth. Hardware Grade Cloth Milk Strainer Cloth. Sand Screen Cloth. Honey Extractor Cloth. Fanning Mill and Threshing Machine Cloth, Etc., Etc.

Write for Catalogue and Price List.

The B. Greening Wire Co., Ltd.
Hamilton, Canada.

ASBESTINE

For Walls and Ceilings. Dries Perfectly Hard.

..WRITE FOR SAMPLE CARD OF TINTS..

TORONTO LEAD AND COLOR CO., LTD.
20 PEARL STREET. TORONTO.

SUMMER # OXFORD **STOVES**

ECONOMICAL. EFFICIENT. BEAUTIFUL.



GAS RANGE.

Oxford Gas Ranges

5 SIZES.

Bakes, Boils and Roasts quickly and uniformly.

Are Immense Water Heaters

No Waste. No Odor.

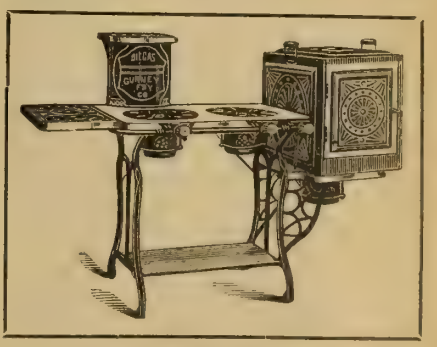
Oxford Oil Gas Ranges

5 SIZES.

Makes its own Gas as it Burns it.

Makes Gas from Ordinary Coal Oil.

Bakes, Roasts and Boils perfectly. Cost of Fuel ½c. per hour.
No Odor. No Wick.



OIL GAS RANGE.

PEOPLE WILL ASK FOR THEM. YOU MUST HAVE THEM.

Send for Price List of our Latest Production THE OXFORD GRADUATE Wood and Coal Cook Stove.

THE GURNEY FOUNDRY CO., LTD., Toronto. THE GURNEY-MASSEY CO., LTD., Montreal.

BARB WIRE IN SMALLER REELS.

A HARDWARE house in Virginia makes the following suggestions to Iron Age in reference to barb wire :

"We would suggest to manufacturers of barb wire that they should not put up the wire in very large reels, unless for those who request it. More than once we have ordered and specially requested it shipped in 50 to 100 pound reels, and have instead received the wire in about 100 to 140 pound reels. It is frequently the case that a customer wants anywhere from 25 pounds up, and even less. Some of these customers live 15, 20 or more miles away, and it is not convenient for us to reel off what they want, nor convenient for them to take so large a reel and return what they do not use, which we often allow them to do. It is the same with plain wire, but it does not make so much difference for obvious reasons. At one time we only knew of 63 pound coils, which was a good idea, all coils being of the same weight. The coil required no weighing when getting out to deliver, and the exact quantity on hand could be easily found out without weighing."

TRADEMARKS.

Trademarks, remarks a contemporary, are understood to be nearly as old as the industry of the human race. Ancient Babylon had property symbols, and the Chinese claim to have had trademarks 1,000 years before Christ. Gutenburg, the inventor of printing, had a lawsuit about a trademark and won it. As early as 1300 the English parliament authorized trademarks, and the laws of the United States have also protected them. Extraordinary means have been required at all times to guard against the fraudulent use of marks of manufacturers. If there were no means of identifying the trademark, the best goods at once lose their value. This was discovered very early, and it is deemed probable that the successors of Tubal Cain were the first to use distinctive marks on their manufactures. This is about as near as it is possible to arrive at data.

LAKE FREIGHT DEVELOPMENT.

DURING the past few years the freight traffic on our lakes has entered a new development which establishes a permanently lower rate on ore, coal and other heavy goods, says Iron Age. It has been proven that the modern lake vessel, equipped with the latest boilers and machinery, is capable of earning good money on the investment where the older ships are running behind. In other words, the experience of freight vessels on the ocean is repeating itself, and new tonnage will have to be built, not because additional vessels are required to do the work, but because the old ones cannot be made to pay. This is another striking instance of the enormous destruction of capital as the fruit of technical progress.

GONE FOREVER.

HIGH prices are gone forever, and while we confidently hope to see better prices in the near future, we never expect to see them at old-time figures, remarks New York Hardware. We regret this. Perhaps there is no greater fallacy in business circles than the idea that low prices are beneficial to business men ; on the contrary, they are ruinous. They do not benefit the manufacturer—that needs no proof. They do not benefit the jobber, as he is obliged to sell an increased quantity of goods, incurring larger expenses for traveling, store and clerical force than before. It does not benefit the retailer, for the reason that if he sells a hatchet at 65c. that cost him 50c., he makes only 15c.; whereas, if he sells a hatchet for a dollar that costs him 75c., he makes 25c. The percentage of profit is about the same, but the actual profit is 66⅔ per cent. larger, or more. More than this, low prices mean a reduced value for the same amount of business ; and it takes the same force of employees to handle the same volume of business. The profit is estimated upon value, and if a store is selling $100,000 worth of goods per annum, and the value of goods is so reduced that the same bulk of goods amounts to only $75,000 per annum, the same force will be required to sell the goods and do the work, but it is readily seen the amount of profit left to pay the employees is so much less.

A WORD ABOUT DRAWING.

IF ironmongers' assistants realized how greatly their value to their employers and to themselves would be increased by the possession of some skill in drawing, remarks an English exchange, they would devote to it the comparatively little time and attention which would be needed for a reasonable degree of proficiency. The venerable old joke that to draw one's salary is quite enough of an accomplishment may be funny, but it isn't progress, and progress is what we want. To be able to make an intelligible sketch for a customer, in order to reduce a verbal description to accurate form, would go far to ensure a satisfactory execution of an order for some special article. And an assistant who could carry to his employer a sketch of some specialty or some interesting detail in shop fittings or window show would be, or ought to be, met with a generous recognition. These are but hints of the many useful ends to be gained by a fair skill in drawing, and it is not only a useful, but a delightful accomplishment. It is worth cultivating on many grounds.

CUNNINGLY DEVISED.

ONE of the most unique and striking advertisements, remarks a contemporary, was recently used by an enterprising hardware firm in one of our leading cities, as follows : There appeared in the daily paper an advertisement that this firm would give away 500 gas stoves, and those desiring to secure one should call and see a sample of the stove and leave their names and the stoves would be delivered on a certain day. It was a one-burner stove which usually retails for $1.50 and was really a desirable article. No such generosity had ever been heard of before in a business way and, as may be imagined, the people came with a rush and kept the clerks busy taking their names till the desired number was reached. Of course, to give away 500 stoves without any benefit to the donor could hardly be expected. The rubber tubing used for connecting the stove, which was required to be purchased of the firm, partially paid the investment, while the demand created for the ovens, broilers and other furniture to complete the outfit reduced the loss to a minimum if it did not in the end leave a profit by creating a future demand.

Collingwood despatch : This has been an unusually busy week with all who are engaged in our marine interests. A larger number of steamers have arrived and departed from this port than ever before at this date. Every boat leaving has been loaded with freight and filled with a full complement of passengers.

During the last decade the population of the United States increased by less than 25 per cent.; contracts for insurance (a fair indication of the addition to the value of property) increased by 104 per cent., but the mortgage indebtedness of the people was in the same time added to by 156 per cent. Evidently debt has been increasing much more rapidly than either population or the wealth of the nation.—Ex.

Hardware dealers have to be unusually alert and progressive in order to prosper, as few lines of business are so severe a tax on the commercial sagacity of the dealer, remarks American Artizan. The greatest care must be exercised in the purchase of goods, as there are few trades where the so-called staple goods are so constantly changing. Inventive genius makes a new post-hole digger, lawn mower, hanger or similar article, and in a few months after its introduction we find this newly patented specialty the staple, while one of these articles made by some other manufacturer is no longer staple, but is relegated to the scrap heap. Not only is there this change in the staples, but the sphere of the hardware store, particularly in smaller towns, is constantly widening. A few years ago the hardware man who carried electrical supplies was practically non-existent; now scores of dealers in cities and villages of from 500 to 3,500 inhabitants carry wire, insulators, and other electrical appliances. Slowly but surely the bicycle agent is being crowded out by the hardware merchant. Gas companies are more and more generally conceding that not they, but the hardware merchants, are the legitimate parties to handle gas stoves, and so it goes.

CONSIDERATION OF CLERKS.

THERE are, of course, a number of overbearing, inconsiderate men in business whose employees lead a veritable dog's life and leave as soon as almost any kind of an opportunity presents itself, says American Artizan. The employers who treat their clerks with kindly consideration, however, greatly outnumber these, be it said, but the business man who treats himself with careful consideration is a rara avis. We are not joking; this is sober truth. We know hundreds of business men weary and overworked who never think of taking a vacation or of relaxing their personal attention to their work. There is Mr. Blank, for example. If an employee of his showed the effects of unremitting attention to business as he shows it, he would order that man to take a week or two weeks' vacation to recruit his wasted energies and weakened vitality. Now, why isn't he as good to himself as he is to his employees. When his bookkeeper, who is a natural born worker, shows that he has a bad headache, Mr. Blank tells him that he had better drop work for the rest of of the day and take a rest. When Mr. Blank is half crazy with his neuralgia he sticks right to his work, like an apostolic martyr. Men who run themselves down like this imagine that they are good business men, but are they? Is not the man better off who takes proper physical care of himself?

MODERN PLUMBING.

TO the interested observer a growing change in plumbing work can be seen, remarks Metal Worker. The skilfully executed and beautiful lead work that has been the pride of the plumber since the craft first came into existence fails to hold the people loyal to it. As the handsome white porcelain lavatory and the earthenware water closets have supplanted the appliances of a few years back, so have the nickel-plated traps and pipes grown in favor. The use of wrought iron for both drainage and service pipes has made rapid advance recently. A plumber of the old school who has never left the vanguard recently said that in his highest class work he frequently used less than 100 pounds of lead on jobs where formerly tons would have been used. Another plumber who seeks only contracts where the very best work will be demanded, stated that what he considered the finest job of plumbing in the United States did not have a pound of lead used on it. And so the practice of the trade is changing, and the plumber, who, as his name implies, was originally a worker in lead, is becoming more and more a worker in iron and other metals. Or, to speak more accurately, he is not so much a worker in metals as a worker in metallic goods; a domestic engineer whose business it is to lay out a system of plumbing and install the apparatus with their proper connections.

V. R

BUTLER'S FAMOUS SHEFFIELD CUTLERY

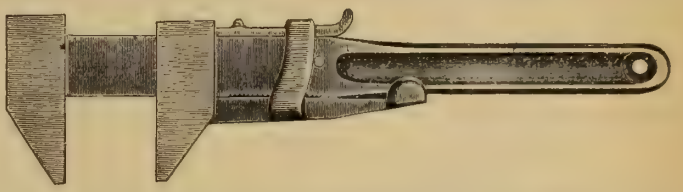
TRADE MARKS ART

NUMEROUS PRIZE MEDALS

ESTABLISHED OVER A CENTURY

Canadian representative, **A. H. SYMONDS**

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

MUNN'S LIQUID GLUE IS THE BEST.

THE ART METROPOLE, Agents.

131 Yonge Street, TORONTO.

OUR SALES OF "BURHAM" Portland Cement

For the past 8 months have been

25,499 CASKS.

"BURHAM" Brand outranks all others
Try it and be convinced. . . . .

Sole Consignees for Canada,

McRAE & CO., OTTAWA

Belt Dressing

GOODHUE'S WATERPROOF IS THE BEST.

TRY IT. 5 and 10 lb. tins. TRY IT.

H. D. Simmons & Co.

Western Representatives,

85 York Street, TORONTO.

A full stock of J. L. Goodhue & Co's belting, etc., kept here for ready delivery orders.

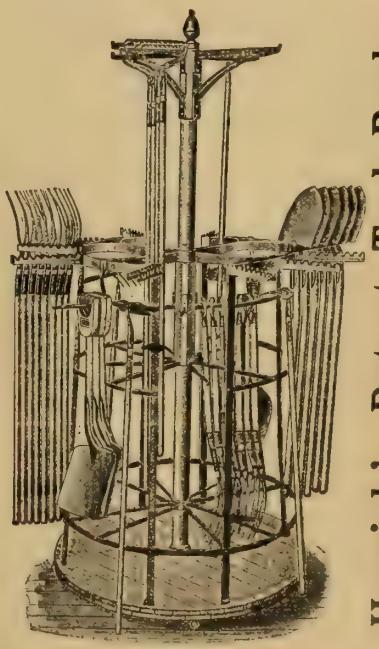
TORONTO PICKET WIRE FENCE CO.

221 River St., Toronto

Picket and Woven Wire Fencing



Send for New List



Herrick's Patent Tool Rack.

PATENTED MAY 2nd, 1889.

This rack solves the problem. Just what every hardware man requires. Easily holds 204 Tools and 88 Handles, or all the Tools any dealer in Canada could want to retail from. Write for full descriptive circular and prices.

KYLE & BARNETT,

Mitchell, Ont.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

JOHN P. McLEOD, general dealer, Baddeck, N.S., who made an assignment in December last, has offered a compromise of 50 per cent.

Fred. McCawley, general store, St. George, N.B., has assigned.

The Wightman Sporting Goods Co., Montreal, have assigned.

D. Perkins & Co., general store, Greenbank, has assigned to W. Ross.

W. C. Mackie, general store, Beamsville, has assigned to C. B. Armstrong.

A meeting of the creditors of J. N. Laird, general store, Foxboro, is called for the 8th inst.

J. P. McLeod, general store, Baddeck, N.S., is offering to compromise at 50c. on the dollar.

J. T. Quinn, plumber, Montreal, has assigned, and Nap. Matte has been appointed provisional guardian. The liabilities are trifling.

Goulet & Freres, merchants, Levis, have assigned on demand of N. Turcott & Co., with $20,318 liabilities. Mr. D. Arcand was appointed provisional guardian, and a meeting of creditors will take place on May 11.

R. Beauvais & Frere, of Laprairie, have assigned, with liabilities to the amount of $3,000. The principal creditors are J. H. Wilson, $607; Lamaire & Co., $300; Thos. Wilson & Co, $250; E. N. Heney & Co., $290.

A meeting of the creditors of the estate of John M. French & Co., paint manufacturers, was held in Assignee Tew's office, Toronto, and the affairs of the firm were discussed. An adjournment was made till Monday, when it is expected the assignee will be instructed to wind up the estate.

PARTNERSHIPS FORMED AND DISSOLVED.

Berube & Frere, general storekeepers, St. Fabien, have dissolved.

Ross & Smith, founders, Beaverton, have dissolved; Alex. Ross retires.

The Ontario Engine & Machine Co., Toronto, are applying for charter.

J. Watterson, hardware, Montreal, has admitted G Auldjo as partner, style Watterson & Auldjo.

Jas. Gibeau and Ovila Gibeau, have registered partners as plumbers, under the style of Gibeau & Frere.

N. Vachon and J. D. Vachon, St. Justine de Newton, have registered partnership as general storekeepers under the style of Vachon, Napoleon & Co.

Prime Howle & Co., general store, St. Perpetue, have dissolved, and will be succeeded by Howle & Co., composed of Agnes Nedeau, wife of Prime Howle.

SALES MADE AND PENDING.

The stock of Roy & Co., general store, Kinmount, is to be sold.

The stock of I. C. St. Armour, hardware, Montreal, has been sold.

The stock of Piche, Tisdale & Co., Montreal, wholesale hardware, has been sold.

The business of H. D. Walker, stoves and tinware, Smithville, is advertised for sale.

The effects of the Victoria Iron Works Co., Victoria, B. C., are advertised for sale.

The stock of T. J. Trapp & Co., hardware, New Westminster, B. C., is advertised for sale.

The stock of J. Martin & Co., general store, Buckingham, has been sold out at 26c. on the dollar.

The stock of A. Peloquin & Co., general store, Pont du Sault, has been sold at 45c. on the dollar.

The stock of R. J. Daley, hardware and house furnishings, Toronto, is advertised for sale by tender.

The stock of T. & J. N. Andrews & Co., general store, Thornbury, is advertised for sale by tender.

The stock of E. Hallefreund, general store and furniture, is advertised to be sold by auction on the 9th prox.

The stock of Heney & Bourke, hardware, Montreal, is to be sold by auction on the 10th inst. C. Desmarteau has been appointed curator.

At Suckling's trade rooms, Toronto, the grocery stock of Notter & Scott, of Owen Sound, amounting to $3,900, was sold to W. A. Grier, of that town, for 66c. on the dollar. The general stock of Thompson Bros., Mount Forest, amounting to $10,000 was withdrawn, the highest bid being only 69½c. on the dollar.

CHANGES.

Thibault & Charest, plumbers, Montreal, are starting business.

Lewis J. Treble, blacksmith, Crystal City, has been succeeded by T. H. Argue.

Albert J. Turner, general store, Dorchester, N. B., has gone out of business.

FIRES.

Fire at the lumber yards of the Ontario & Western Lumber Company, Rat Portage, destroyed $125,000 worth of lumber.

A SELF-VENTILATING DYNAMO.

ONE of the greatest difficulties that has always confronted the electrical engineer has been to construct the armature of a motor or dynamo so that it will not develop more than a slight degree of heat above the ordinary atmospheric temperature. Various schemes for cooling the machinery by the external application of cold air blasts, etc., have been tried with very partial success, and, until recently, it has been found to be neither economical from a commercial standpoint nor practical from a mechanical standpoint to try and reduce the heating effect of an armature below a certain point, that point depending upon the size and dimensions and on the work required to be done. The heating of the armature has, therefore, come to be looked upon as a necessary evil.

To obviate this defect Martin C. Burt, of Chicago, has invented and patented, according to an exchange, a method of forcing a blast of cold air through the armature coils, from the interior outwards, and in this manner both the core and the coils are kept constantly cool, regardless of the load placed upon the machine. The manner in which this is accomplished may be briefly described as follows: Upon the base of the dynamo on the pulley side is the blower, belted directly to the shaft of the dynamo. The outlet of the blower is connected to the commutation end of the armature shaft by means of a rubber pipe passing around the lower portion of the field coil. The armature coils are wound in such a manner as to permit the air to circulate freely between them. The iron coil is built up of laminated sections of soft sheet iron, which are so arranged that an air space is left between them. The shaft of the armature has a longitudinal hole extending from the commutation end to a point near the opposite end of the armature. Radial holes are bored in the shaft and meet the longitudinal hole bored in the centre of the shaft. These holes are placed in such a maner that all parts of the iron core and armature coils are subjected to a continuous current of cold air.

Experiments with this machine have proved highly successful, and when, as is often the case, a static discharge takes place between two armature coils and is followed by the dynamo current, the blast of air will throw out any arc that may tend to form between the coils. Any foreign matter, such as moisture, dust or dirt, which may intrude itself is also blown away from the armature, thus preventing the disastrous burn-outs that so often occur from these substances coming in contact with the armature coils.

The application of the principle is not restricted to dynamos and stationary motors, but can also be advantageously applied to street car motors.

Another improvement in Mr. Burt's invention is an arrangement by which the dynamo may be utilized to run both arc and incandescent lights at the same time, or either singly, as may be required.

Experts, who have examined Mr. Burt's self-ventilating dynamo, express warm approval of its advantages. One of the best known Edison experts on the continent, for instance, says this method of introducing the air into the centre of the armature and forcing it through the wiring is certainly much more efficient than any external application and gives increased capacity to dynamos and motors. Under the severest tests, he declares Mr. Burt's dynamos ran perfectly cool, and even under the exceptional test of suddenly short circuiting, whereby an excessive load was created in addition to excessive speed, no injury resulted, thereby showing that the cooling apparatus is efficient and the method of winding a success. Mr. Burt's patent will doubtless come into extensive use and command a large share of business.

Wall Dusters

Our Wall Duster is a common-sense article which only has to be shown to be sold. Send for Price List.

FRANK HOLT, 81 Colborne Street, **Toronto**

Books for Retailers

Published for the good of the trade.

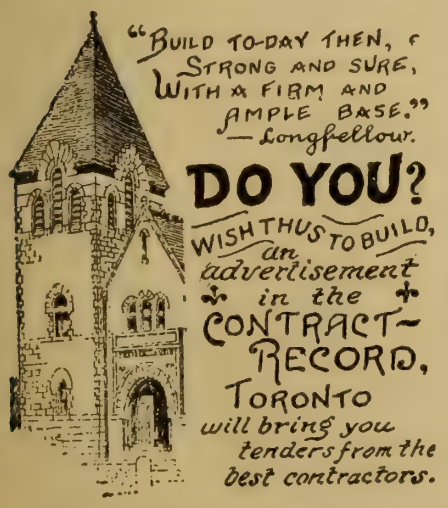
Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price).

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS.

Sent, postpaid, on receipt of price.

HARDWARE MERCHANT
TORONTO.



Sparks! From Huntsville Fire

MESSRS. J. &. J. TAYLOR, Toronto. HUNTSVILLE, 23rd April, 1894.

Gentlemen—I have had the misfortune, on the 18th inst., to have the whole of the contents of my store burnt in the fire that destroyed nearly the whole of the business part of this town, but I have pleasure in stating that the safe I purchased from your firm came out all right, and the papers and books it contained were in perfect condition, although subjected to the frightful heat of one of the worst fires ever known. Yours truly,

(Signed) WM. MAYHEW.

MESSRS. J. & J. TAYLOR, Toronto. HUNTSVILLE, April 26th, 1894.

Dear Sirs—The No. 10 fireproof safe we purchased from you two years ago served our purpose well during the recent fire. It fell through to the basement, and on top of a lot of hubs, spokes, rims, shafts, etc., and in the same compartment of the basement a lot of paints, oils, varnishes, coal oil and smithing coal was stored. The safe was heated to a white heat, and the intense heat continued for 6 or 7 hours. On the following day we OPENED IT BY THE COMBINATION and found, much to our surprise, that all our books and papers were in a splendid state of preservation. Yours truly,

(Signed) WHITE BROS.

MESSRS. J. & J. TAYLOR, Toronto. HUNTSVILLE, April 23, 1894.

Dear Sirs —The fire that took place in my store on the 18th inst. consumed the entire contents. My books, papers, etc., were enclosed in a vault protected by a set of your fire proof doors, which withstood the intense heat to my entire satisfaction, everything coming out in perfect order; and I have much pleasure in giving your agent an order for another set for my new store. Yours respectfully, (Signed) H. S. MAY.

MESSRS. J. & J. TAYLOR, Toronto. HUNTSVILLE, April 24th, 1894

Dear Sirs—The double tongue and groove safe that I bought from you last year came through the terrible fire that took place in my hotel on 18th inst., to my entire satisfaction. It contained books, papers, money and two gold watches, all of which came out in perfect order, without even the smell of fire or smoke. Yours truly, GEO. THOMPSON.

MESSRS. J. & J. TAYLOR. HUNTSVILLE, April 26th, 1894.

Dear Sirs—I had one of your safes in my store at the time of the destructive fire we had on the 18th inst., and am happy to say my books and papers, also money, were all intact upon opening it, thus saving me from a great loss, and I cannot speak too highly of your safes. Yours truly,

C. A. WATTSON.

These safes were all

TAYLOR'S

In

Portland Cements
Sewer Pipes
Chimney Linings and Tops
Calcined Plaster
Fire Bricks and Clay
Enameled Porcelain Sinks

Mortar Stains, and General Builders' and Contractors' Supplies

W. McNALLY & CO.

Carry the Largest Stocks and Quote Lowest Prices. . . .

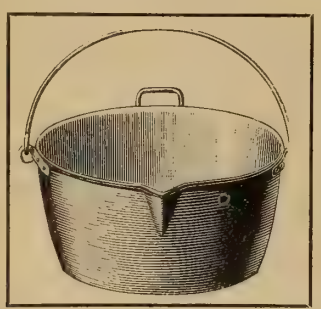
MONTREAL

Clothes Wringers
"Leader" Barrel Churns
"Dowswell" Washers
"Queen and Domestic" Mangles

DOWSWELL BROS.
SUCCESSORS TO
Peerless Manufacturing Co.
HAMILTON, - CANADA

Write for Prices and Discounts.

RAMSAY'S
PURE
WHITE LEAD

PERFECT  UNRIVALLED

PEARL STEEL-WARE
Best enamelled goods in the market. Just arrived.
RICE LEWIS & SON, Limited,
TORONTO

ADAM HOPE & CO.,
Offer for Sale HAMILTON
"Pioneer" and "Sloss"
PIG IRON
These are fine foundry irons, being strong and large scrap carriers.
Also all the well-known—
Scotch Brands,
Broken Car Wheels,
and Railway Cast Scrap.

WINDOW DISPLAY.

THE following regarding show windows recently appeared in a trade circular:

I should see that everything that went into it drew attention to me and my goods. There should be nothing in it that does not belong to my business—no whirligigs, or hewgags or lay figures that might with as much propriety (or lack of it) go into a clothing house or cigar shop window. The passerby should not be able to disassociate his remembrance of the display from my store.

I should change the goods once a week. People like to see something new. They should learn to look into my window every time they pass, and would find every seven days a new list of articles for their inspection.

I should show but one line at a time. A trap set to catch all kinds of game catches nothing. One week the carpenter should find as complete a line of his tools as I could show, with the smaller articles arranged in geometrical designs and the best goods and novelties well to the fore. The next week perhaps pocket cutlery, razors and revolvers would be tastily arranged (a piece of cheese cloth loosely spread over a fluffy bed of cotton makes a fine surface to spread such goods); then farming tools, or something else—and all in season. The carpenter might not be interested in hoes and rakes; the boys might not care a rap for the show of cooking utensils or lamp stoves, nor the matron give a second glance at the revolvers, but they would all remember for some time to come the goods that did interest them and where they were shown, and would think of my store when they wanted to buy. At intervals I should pile the window full with just one article.

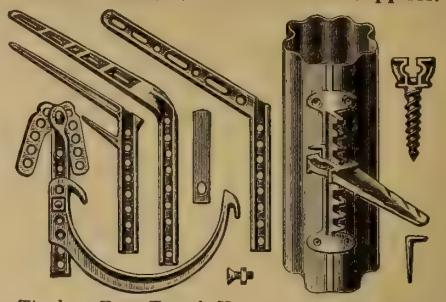
BRITISH TIN PLATE EXPORT.

The American Consul at Cardiff reports a great reduction in the British export of tin plates for the first quarter of the year, amounting to 22,500 tons, as compared with the corresponding period of 1893. During March this year the United States took only 16,907 tons of tin plates and sheets, while last year the amount for March was 31,334 tons. The exports were diminished to the Argentine Republic, Brazil, France, Italy, Russia, Germany, and Portugal, and increased to British North America, Australia and several other countries.

J. L. Wells, the well-known plumber and the president of the American Plumbing Company, has decided to remove to Brandon, and is closing up his Winnipeg business.



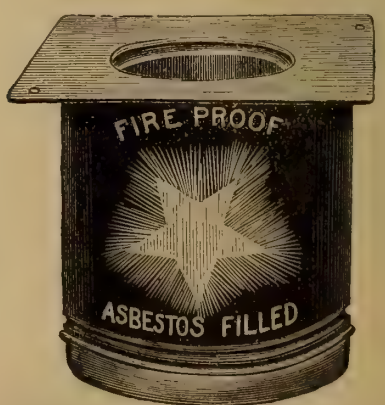
Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

BERGER BROS. Tinners' Hardware and Roofers' Supplies.

The best Eave Trough Hangers and Pipe Fasteners on earth. Berger's Long Eave Gutter, Pipe Hooks and Fasteners of every description. Also Ridging, Crestings, Finals, Registers and Ventilators. Don't buy until you have our price. Samples and catalogue free.
237 ARCH ST., PHILADELPHIA, PA.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C. I. F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.
GEO. E. DRUMMOND,
Managing Director and Treasurer

NONE GENUINE
WITHOUT THIS BRAND

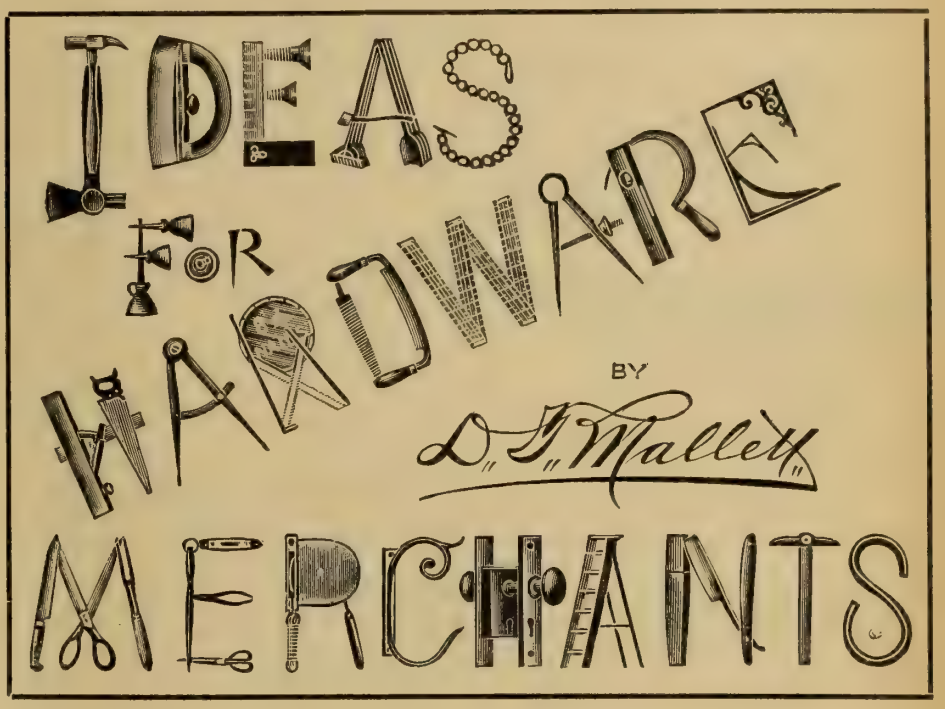

STAMPED IN HEAD OF EVERY PACKAGE



"Asbestos Stove Pipe Thimble." Light strong, will not crack with heat, easily placed, fire proof, universally used where known. Manufactured by THE COLLINS MFG. CO., 84 Adelaide East.

You Lose More Than We Do

If you do not buy a copy of "Ideas for Hardware Merchants" at 50 cents . . . . . .



JUST HALF PRICE

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What Hardware Dealers May Sell.
System in the Store.
The Holiday Trade in Hardware.
The Parable of a Foolish Trader.
More About Advertising.
The Value of Price Lists.
Behind the Desk.
Ratio of Stock Expenses to Sales.
The Use of a Store Window.
The Successful Merchant.
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Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

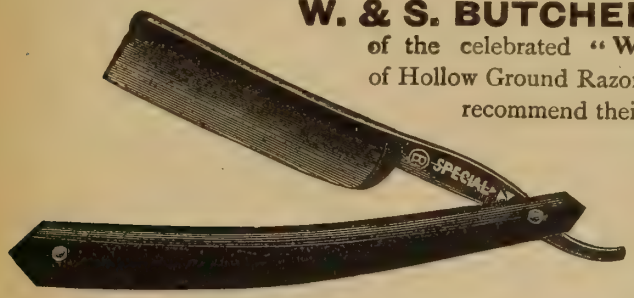
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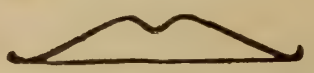
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W. & S. BUTCHER, Sheffield, England, Makers for over *ONE HUNDRED YEARS* of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

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OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 50 $5 75
I.X., "	6 75 7 00
I.X.X., "	8 00 8 25
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	4 75 5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 35 3 50
I.C., special sizes	3 60 3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 75 7 00
I.X. Terne Tin	8 75 9 00
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7½ 7½

Iron and Steel.

	Base Price
Common Bar, per 100 lb	$1 85 1 90
Refined " "	2 35 2 65
Horse Shoe " "	2 60 2 75
Band " "	2 50 2 60
Hoop " "	2 60
Swedish " "	4 00 4 25
Ieigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 11
Tank Plates1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

-inch	10½c
-inch	13½

Steel Boiler Plate.

inch	$2 45
16 "	2 35
" nd thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2⅝, 2¾
26 "	2¼, 2⅜
28 "	2⅛, 3

Canada Plates.

All dull	2 50 2 55
polished	2 55 2 60
All Bright	2 75

Iron Pipe.

Wrought 65 to 70 p.c.
Galvanized, 45 to 45 and 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4¼, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb		6	6 3-5
" ¼ " "		4⅝	4⅝
" 5-16 " "		4¼	4¼
" ⅜ " "		4⅛	4⅛
" 7-16 " "		3⅞	4
" ½ " "		3⅝	3⅞
" ⅝ " "		2¾	3
" ¾ " "	2 4-5		2⅞
Trace, per doz. pairs	$3 60		5 90
German coil, per 100 ft	1 65		2 70
Jack chain, iron, single, per doz yards	0 13		0 50
Jack chain, double, per doz yards	0 15		
Jack chain, brass, single, per doz yards	0 20		1 10

Copper—*Ingot.*

English B. S ton lots	0 11¾ 0 12
Lake Superior	0 12¾ 0 13

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 22 $0 25
" round & square 1 to 2 in	0 20 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 15 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 16 0 17

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 18 0 19
" 35 to 45 " "	0 16 0 17
" 50 lb and above per lb	0 15 0 15½

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04¼ 0 04½

Zinc Sheet.

5 cwt casks	0 05 0 05½
Part casks	0 05½ 0 05½

Lead.

Imported Pig, per lb	0 2⅞ 0 03
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 14 0 15
Standard	0 13 0 14
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10½ 0 11
Other makes "	0 9½ 0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4½ 4 75
No. 1 Do "	4 50
No. 2 Do "	4 25
No. 3 Do "	4 00

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian " "	
Paris Green, per lb	0 13½ 0 15
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 69	
Extra "	0 90	
Brown Japan "	0 65	
Brown Japan, Turpentine p. gal.	0 85	
No. 1 Carriage "	1 30	
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish	....	1 30
Oil Shellac	.....	1 40
White Shellac	....	2 25

Linseed Oil (in bbls)

Raw, per gal	....	0 53½
Boiled "	....	0 56½

Turpentine (in bbls)

Selected Packages, per gal	0 41	0 42

Castor Oil.

Best, per lb	0 06⅝	0 07

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common, broken	0 10	0 11
French medal	0 11	0 13
Cabinet	0 13	0 15
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 17
Coopers	0 17	0 19
A 1 clear	.....	0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 & 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 5.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 15 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each	....	4 50

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's per doz.	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

Per box	6 00	12 00

Axle Grease.

Per gross	6 50	14 00

Bath Tubs.

Zinc discount 25 to 25 and 10 p. c.
Copper, discount, 40 to 40 and 10 pc. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 per cent.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	500	4	23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 pc.,
Loose Pins, " 65 & 10 to 70 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World "	....	21 75
Daisy, "	....	24 00
Star, "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross	8	50	11 25

Cement.

Portland, car load lots	....	....	2 70
Thorold "	....	....	1 10
Queenston "	....	....	1 10
Napanee "	....	....	1 10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.

Tanged Firmer per doz	0 85	4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.		
Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	....	1 35
" No. 2	....	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	....	2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16	00	51 50

P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p. doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto FileCo., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz		4 00

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1	65	2 40

Glass.—*Window.*

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
United inches				
16 to 25	1 20-25	2 40	1 75	....
26 to 40	1 40	2 70	2 00	....
41 to 50	....	3 10	....	4 50
57 to 60	....	3 40	....	5 00
61 to 70	....	3 70	....	5 50
71 to 80	....	4 10	....	6 25
81 to 85	....	4 50	....	7 00
86 to 90	....	....	....	8 00
91 to 95	....	....	....	9 00
96 to 100	....	....	....	10 00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary.

st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	0 50

Picture Glass

Pilkington's ordinary.

1st break	4 0
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	0 30	.....
Enamelled "	0 55	.....

Grindstone Fixtures.

P. S. & W., per doz	3 88	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 45 to 47½ p.c. dis

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb 03 3-5 0 04½
Screw hook and hinge—

6 to 10 in., per set	0 00	0 04
12 up "	0 00	0 03

Per doz. sets

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis 50 to 60 p.c

Per doz. pairs

Spring	1 50	3 50
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mor ar, etc., discount 40 to 45 per cent.

Planter doz	4	00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.

Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 50 to 55 per cent.

Horse Nails

Canadian, dis. 65 to 70

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " " .. 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.
   Basis—50 to 60 dy 1 90
   40dy 1 95
   30 dy 2 00
   20, 16 & 12 dy 2 05
   10 dy 2 10
   8 & 9 dy 2 15
   6 & 7 dy 2 30
2. American Pattern Only
   from 4 to 5 dy 2 40
   3 dy. (lath) 2 90
3. Canada Pattern Only
   from 4 to 5 dy 2 40
   3 dy. (lath) 2 80
   3 dy. A.P. Fine 3 50

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 5 per c. from new list.

Nail Pullers.

German & American 1 85 3 50

Nail Sets.

per gross
Square, round and octagon 3 38 4 00
Diamond 12 00 15 00

Netting.

Poultry, 60 per cent dis.
Import 60, 10 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W. " 0 25
S. R. Seal ..... per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

Picks

Per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys

Hothouse, per doz 55 1 00
Axle. 22 33
Screw 27 1 00
Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs ..... ½ 2
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot 3 3½
Sliding Door, " 3¼ 3¾
Lanes, 40 p.c. dis

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent. cash.
Copper Rivets, dis. 55 per cent.
Iron " " 55 per cent.
Burrs, Iron, 50 and 10

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	6¾	9¼
¼, 5-16, ⅜ in.....	7¼	9¾
Cotton, per lb.....	18	20
New Zealand.....	8½	9
Russia Deep Sea, per lb..	12¾	13½
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 40 to 40 and 5 per cent.
Emery, per quire 55 90

Sash Cord

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb 1¾

Saws.

Hand, Disston's, dis 10 p. c.
S. & D. dis. 35 per cent. to 40 per cent
Cross Cut, Disston's, per ft. 35 to 55.
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each 75 2 75
" frame only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H 70 " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz 3 25 4 00
Bench iron per doz 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 70 p.c. off

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, " 1 35 1 60
Tin Rim, " " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis. 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ¼ or ⅛ gross boxes, per grs. 11 30

Soldering Irons.

Per lb 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ..... per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples

Fence, galvanized, per lb 3½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enanelled cans, per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2 " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 55 per cent
" tinned, dis. 57½ per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 60 per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 p. c to 65 p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37 per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 35 to 40 p c

Ties.

Cow, per doz 1 25 2 50

Tinner's Tools.

P.S. & W., net list.
Canadian 15 to 35 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ p.c. to 35 p.c
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap 0 11½
" Crown 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal
Broom Wire 5¾ to 6¼c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } 3½ 3¾
" 4 " 4 & 6 " }
" Plain twist, all deld 3½ 3¾
" Steel thorn and ribbon 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points 0 04½
Steel staples 0 03½
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 85 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 5 to 70 and 10 p c
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz 1 25 2 00

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TRADE MARK FOR — SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE — HOLLOW WARE

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Best Upsetter

A Poor Upsetter means to the blacksmith who buys it money thrown away. In the long run it don't pay a merchant to handle goods that are not satisfactory to his customers. Jardine's Patent Tire Upsetter is reliable and durable, and moderate in price.

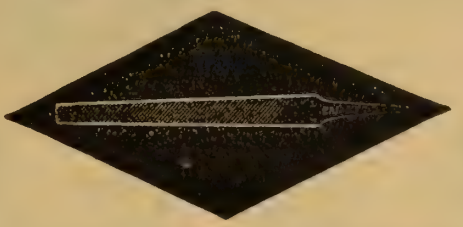
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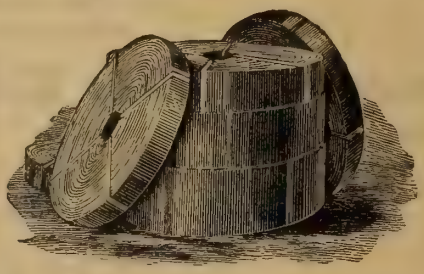
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ROTHERHITHE, LONDON, ENG.

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Manufacturers of The Celebrated Brand **B. B.**

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Noted for its Extreme Whiteness of Color, Purity and great Covering Property, rendering it specially suitable for Painting in Enamel White and other Decorative Work. To be had of all the Principal Importers in the United States, and for the Canadian trade.

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HARDWARE
AND METAL MERCHANT

VOL. VI. TORONTO, MAY 12, 1894. No. 19.

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EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

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Remarkably Cheap.
Elegant in Appearance.
Satisfactory in Operation.
Ideal in Construction.
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Iron Bottom



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Tin Bottom

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Published Weekly. $2.00 a Year.

Vol. VI. TORONTO AND MONTREAL, MAY 12, 1894 No. 19

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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STRIKES have the unfortunate peculiarity of often taking place just as trade is showing signs of recovering from acute depression, thereby deferring the better times whom all classes desire to see obtaining. We had evidence of this in the great coal strike in England last year; and now we have further evidence in the strikes that are on in the coal and coke districts of the United States. Everyone who has been closely following the trend of trade matters in the United States knows that during the last few months there has been some progress towards recovery, small as it may have been, from the crisis that visited that country last year. Now this improvement is paralyzed by the unfortunate strike. Many mills that could ill afford it, after their enforced idleness of last year, are again compelled to close down for want of fuel, while others are rushing through immediate orders in fear and trembling that they, too, will be unable to get fresh supplies of coal when their present supply is exhausted. In consequence of this condition of affairs there has been a hardening of prices all round, and in nails and some other lines actual advances have taken place. As far as values are concerned, the trouble is that when the causes which led to their appreciation are removed they will likely depreciate to some extent at least. Canada is not altogether uninfluenced by the coal strikes, some of the mills and factories in this country having been compelled to close down because of nability to get enough fuel to keep them going. So that we have something more than a passing interest in desiring to see the labor difficulties in the coal and coke regions settled.

* * *

The strike in the coal and coke districts in the United States and the seemingly unlikelihood of an immediate settlement thereof, naturally suggests to one's mind the submission of the dispute for arbitration. But here again the prospect of such a thing being done at the moment is dim indeed, from the fact that, as matters now exist, nothing can be done in the premises until both parties to the dispute so agree. In the meantime, however, while emp'oyers and employees are exhausting their resources in fighting each other, the trade of both the United States and Canada is suffering. If, however, there was a law compelling both parties to a dispute of this kind to submit their differences to a board of arbitration for adjustment, much misery would be saved the strikers, and trade would not be interfered with as it is now by unseemly strikes and lockouts. One of the duties of the state is to protect the interests of its citizens, and interference, therefore, between capital and labor, when they get into open hostilities, seems to us to be well within its province.

* * *

Advertising is an all-important adjunct to success in business. There was a time when this was recognized by the few and denied by the many. Now it is the converse. Men advertise because they know it pays. When perchance the returns do not balance with the amount expended the fault is not with advertising as a system: the fault is due to some agency, and upon such it should be shouldered. For instance, the medium may be a poor one. When a merchant has an article to advertise let him select, as far as he is able to judge, the best medium, be it trade, daily or weekly newspaper. Posters and hand bills are of little use. Then advertise attractively; make the announcement interesting; try to be original. Advertise the truth. Do not announce that such and such an article is to be sold below cost and then stick on a profit, be it ever so small. Aside altogether from the moral aspect of the matter, it does not pay. Be honest, be true, in advertising as well as in everything else.

* * *

The art of advertising is being cultivated in the retail store as well as in other branches of trade; but it is possible to give it a more rapid growth. And one of the ways by which this can be done is by getting the clerks—in fact, all connected with the business—interested in the subject. Induce them to educate themselves in the art of advertising: to read, mark, and inwardly digest its subject matter. At any rate a clerk should be taught how to advertise, as well as how to sell goods. The fact that advertising is one of the essentials to business success demands that he should be. Most clerks aim to be merchants—and consequently advertisers—themselves some day. If, therefore, the employer does right by his clerks, he will endeavor to make them proficient in this respect as well as in those others with which they need an acquaintance in order to qualify for the particular line of business upon which they have entered. In pursuance of this plan, employers might hold out some inducement to their clerks to prepare the copy for changes of advertisements. In other words get up a competition among the clerks for the best advertisement. It would not be necessary to offer a prize every time an advertisement was to be changed. The honor of having the employer select his "copy" as the best among those submitted by one or more clerks would be reward enough. But, at the same time, it would be the proper thing to give a more substantial reward occasionally. It would not be without its results. Then it must be remembered that in a competition of this kind, advantages accrue to the employer as well as to his clerks; in fact he is the greatest beneficiary.

THE DISCHARGE CLAUSE.

THE bankers have partially succeeded in their opposition to the minimum of percentage which an insolvent shall pay in order to get a discharge under the new Insolvency bill.

The bill, as introduced by Hon. Mackenzie Bowell, fixed the minimum at 33 per cent. The Bankers' Association thought it should be 75 per cent., although some of the bankers, during the course of their remarks before the Senate Committee on insolvency, confessed that, in their individual opinions, they would be satisfied with 66⅔ per cent.

In amending the clause the committee has not seen fit to go all the distance the bankers asked, but it has gone a great deal more than half way. It has fixed the minimum at 66 per cent.

Fixing a discharge clause is no easy matter. In fact to regulate the scales of justice in this respect in order that injustice be done no one is positively difficult.

The minimum originally stipulated by the bill would naturally tend to induce insolvents, whose consciences were susceptible to a little stretching, to pay no more than 33 per cent. when they might be able to pay a good deal more. The opposition to this amount was therefore, in our opinion, well taken by the bankers.

On the other hand we are decidedly of opinion that the fixing of the minimum at 66 per cent. is too high.

If it is necessary to fix a minimum at all upon the payment of which an insolvent is entitled to a discharge, other things being equal, 50 per cent. is in our mind nearer the mark than 66 per cent.

But why have a minimum at all?

Cannot justice be weighed out better without the scales being governed by any such conditions? We think it can.

The circumstances surrounding failures in business are not all the same. And this fact is a strong argument against the establishment of a minimum provision.

There are some men, who, even if they could pay 90 per cent of their indebtedness, should not be granted a discharge, while, on the other hand, there are men who, even if they were able to pay, say 25 cents on the dollar or less, it would be a positive injustice to refuse a discharge.

For instance, the man who unsettles and embarrasses the trade in his community by the indiscriminate cutting of prices, should not be allowed a discharge, any more than should a man suffering from small-pox be allowed to mingle freely with the masses.

Then there is the merchant whose insolvency has been brought about by a concomitant of circumstances, which, in spite of a fair measure of ability and capital, he was unable to overcome. To have a fixed percentage which is above the reach of such an one is obviously unjust. He is not dishonest; he is not incapable. He is the victim of circumstances. And yet if there is a fixed minimum, it is possible he may be compelled to pass his days with his liberties curtailed as far as his resuming business is concerned. Then again, it is obvious which of the two classes of insolvents would do the most harm to trade by starting into business again.

True, cases of the latter description may not occur often. But they are probable, and probabilities, as well as certainties, have to be provided for in matters of this kind.

Instead of laying down a hard and fast rule for the government of discharges, the better way, in order that justice may be done to all and injustice to none, would be for the court to decide whether an insolvent should be granted a discharge and upon what conditions, said decision being based upon the evidence of (1) experts deputed to examine the estate, the causes which brought about the failure, and to make an estimate of what the estate should pay; (2) the evidence of the creditors or others interested; and (3) of the insolvent himself.

With some such a scheme as this in vogue justice would be done to all, which obviously cannot always be under a fixed minimum of percentage, whether it be high or low.

As it is now proposed to do the favors are nearly all with the creditors, which is not right. They are often too lax in giving credit, and not infrequently induce men to purchase beyond their requirements, and should therefore bear their fair share of the burdens under the law.

A Dominion insolvency law is needed—is needed badly. At the same time it is reasonable to ask that it shall be as fair as possible to all concerned. But the trouble is that during the drawing up of the bill the co-operation of the creditor class alone was invited while the debtor class was ignored. Hence this particular anomaly in regard to the minimum percentage on his liabilities which a creditor shall pay before he is entitled to a discharge.

THE TENDENCY TO LOW PRICES.

OF late there has been a great clamor for low priced articles, and as a consequence a great many inferior goods are being placed on the market.

The legitimate dealer in hardware, etc., has been forced by the department stores, who are handling a cheaper line of goods, to sell at an extremely low margin.

To do this they have been forced to buy carefully and cheaply, and the manufacturers to produce cheaper goods and to employ cheaper labor.

The consequence of this is that the poorer classes, who form by far the greater majority, are not in the least benefited by the cheapness of goods in general. They receive lower wages, and obtain an inferior article.

The lack of profit in business also stimulates the business man and the manufacturer to encourage, and where he before employed perhaps three assistants, he will do now with two, hence a lack of labor.

As an example of the effect of low prices on the quality of goods, we reproduce the words of a prominent jobber in the United States as published in the American Artisan. He says:

"One of the most unsatisfactory articles in the trade to-day is the clothes wringer. Owing to the competition between manufacturers and the constant hammering on the part of buyers, wringers have been put down to such low prices that it is impossible to make a good wringer, at the price at which it is sold, consequently we would not like to say of what material the rolls are made, but there certainly seems to be very little rubber in their composition. The manufacturers recognize the situation and claim the fault is not theirs, as dealers insist upon having cheap wringers, and they cannot furnish pure rubber rollers at to-day's market price. Pure rubber costs money and customers who expect to get serviceable wringers for fifteen or eighteen dollars a dozen, are simply expecting impossibilities. It is not fair to lay this blame upon the manufacturer altogether, as he has doubtless been driven to it by competition and by buyers; but whatever may be the cause, the situation is certainly most annoying. Many of the wringers now on the market are no more adapted for wringing clothes than for hoeing a garden, and we are glad to see the trade throughout the country are awakening up to the fact that there is no satisfaction in selling trash; and it is to be hoped that manufacturers will soon refuse to make poor and cheap goods, and turn out good articles, and, if necessary, at higher prices."

EVOLUTION OF THE BICYCLE.

THE bone-shaker and the high wheel have had their day, and the solid tire safety bicycle is fast disappearing. Each of these have been derided in turn, and none more than the pneumatic tired safety.

It is only a few years ago that the pneumatic tire was laughed at, as not only clumsy but impracticable for road use. To-day no one wishes to ride anything else.

The safety bicycle of the present, with its light weight and different patent adjustments, seems to be almost perfect; but it is the opinion of many that before long we will see some great innovations in the bicycle.

Records are down to a fine point, and it seems almost impossible to lower them much with the machines now in use.

Any anomaly in bicycles is generally hailed with derision, but it is nevertheless

conceded that the sprocket and chain will be the next thing to go.

Smoother riding and increased speed is what is aimed at. Following are amongst some of the recent inventions along these lines :

A plumber living in Caldwell, N.J., named Frederick Heller, a cyclist, has adapted the twin-screw propeller to a bicycle, and it is claimed has increased his speed considerably thereby. The propellers are fixed to two upright rods fastened to the rear frame of his safety bicycle, and the power is derived from leather belts that pass round drums at the axle. Heller is not a crack rider, but he claims that within a short time he has beaten most of the local riders and some fairly fast horses. He has applied for a patent on his scheme.

An improved bicycle, described in an exchange, has a new mechanical movement designed to dispense with the cumbersome and costly sprocket wheel mechanism, and to furnish a more natural and graceful foot motion. In moving down declines the operator can let the foot rest on the pedals without working, and on level running the strokes can be made only occasionally, if desired, and at any length, short or long. The feet can be used independently also. The pedal lever is formed with a cogged segment that engages the axial pinion of the drive wheel, and the segment is exactly concentric to the pivotal point of the lever. This makes perfect and positive engagement at all times. The cogged pinions upon the axial spindle are arranged with the well-known "choke balls" that take instant hold of the spindle on the impulse stroke, but leave it perfectly free on the drive wheel and will send it several revolutions, while the pedal may be raised at leisure.

A Frenchman has patented a bicycle wheel, which is claimed to be strong and durable, and is designed to promote smooth riding. The rim of the wheel consists of two side plates held a proper distance apart by short bolts or rods, and enclosing between their outer edges a band or tire of double T-shape, which may be of either the cushion or pneumatic type. This tire is properly formed in sections to facilitate repairs and the substitution of new sections. Rods surrounded by spiral springs and having a sliding connection with the outer rim are also connected with the plates of an internal concentric ring through sleeves riveted upon the inside of the latter to allow for a limited degree of bending or compression upon the external rim. The metal spokes are each formed of a pair of rods secured at their inner ends to the hub in the ordinary manner, but their connection with the inner rim is through oppositely threaded sleeves or nuts, operating as turn buckles, in the opposite ends of which are screwed short rods or stems connected with the rim, whereby the spokes may be readily tightened by turning the sleeve.

And thus inventions go on apace.

DISPLAYING SPORTING GOODS.

A WELL-ARRANGED window of sporting goods will always attract much attention, and this line gives the window dresser ample scope to exercise his taste and ingenuity.

Gun goods in season make an effective display. And what is more fascinating to the veteran angler and the small boy than a window containing a well-assorted stock of flies, rods, and other fishing tackle.

Another line of sporting, the season for which is just opening up, is outdoor game supplies, such as tennis sets, cricket sets, baseball sundries, lacrosse sticks, etc. Not a few of the hardware merchants throughout the country are making a feature of these goods during the spring and summer months.

Despite of what may be said to the contrary, outdoor games have never been more popular ; and during the summer evenings and on Saturday afternoons every spot available for the purpose of playing these games is sure to be occupied. The universality of these games causes the sale of materials to be very large indeed, and here is the chance for the enterprising hardware merchant to make something out of it.

With tact in pushing sales and taste in window display sporting goods will be found a profitable side line, especially in towns where there are no stores exclusively devoted to the sale of requisites for games and sports.

There is no more interesting window than the one that contains a tastefully-arranged assortment of sporting goods.

As a suggestion for the getting out a window immediately for the display of tennis, baseball, cricket, and other seasonable goods, we give the description of a well-arranged and attractive store window of this class :

In the window in question every possible advantage should be taken of the space available. Effectively arranged at the back of this window are cricket bats and lacrosse sticks of various types and artistically arranged against the partition, which is covered with green cloth. This forms a striking background, the attractiveness of which might be largely increased by placing in the centre a challenge shield, or some other prize that is to be competed for by local athletes or sportsmen. In the centre of the window is placed a complete set of tennis goods, in a convenient box which is shown open, and immediately on either side there are placed some Indian clubs, which naturally attract the attention of members of local athletic clubs and institutes. In front of the tennis set, close to the glass, are arranged tennis rackets and a heap of tennis balls. These balls are placed in a small square tray, which holds the bottom layer together, the rest are then piled on top and form a pyramid. On either side of the window, at the back, stands for tennis requisites are arranged. This economizes space in the window, and as many tennis players like to keep their rackets in convenient stands in their halls or elsewhere, the dealer will no doubt find the exhibition of such stands bring him business as well as in rackets and balls.

PORT HOPE HARDWARE MEN.

A REPRESENTATIVE of HARDWARE was in Port Hope a few days ago. He had chats with some of the hardware dealers there, and this is what they said :

"We are finding trade in wire nails, farm implements, barb and other fence wires, and garden tools, all moving nicely," said Mr Mulholland. "The prices for wire and nails have been considerably reduced since the change of tariff, but we are not troubled much with the cutting of prices here. We have a good class of farmers in this vicinity, and we have found collections good. The greatest opposition that we experience is from Toronto. Coal oil is sold here at a fairly good margin, but I expect a further reduction in the price of it. We do not handle the Canadian at all; the American oil sells here at about 25c. a gallon. We go quite extensively into the sale of sporting goods, and find a good profit is realized on this line, when handled properly. The trade paper is to a certain extent confidential, and should not be made public property. Many dealers are in the habit of letting it lay around for the perusal of their customers. This is not right, the trade should protect themselves more. I feel that the prospects for the sale of shelf and builders' hardware in this district are fairly good. The farmers have good prospects, and there should soon be some building doing in both town and country. I must confess that business has been rather dull this spring, and people have been buying very little, but with the exceedingly fine weather that we are having, trade is beginning to look much brighter." Mr. Mulholland has one of his windows devoted entirely to the display of fishing tackle, guns, etc. In another a neat display of lawn mowers and garden tools is to be seen.

"We are finding trade rather quiet, though there is the usual seasonable demand for some lines," said Mr. Ross, of Dingman & Ross. "Wheat and barley are the staples of this locality, and of late crops have been poor and prices poorer, and the farmers are not as well off as they might be. The McKinley bill did this town and locality great harm. On its adoption, the exports of grain from Port Hope dropped from 40,000 bushels to 4,000 yearly, at least that is about the proportion. To give you an idea of the way things have been going, I quote the following figures: The export of grain from Port Hope in the year 1888 was 144,287 bush.; in 1889, 157,261 bush.; in 1891,

52,000 bush.; in 1893, 29,622 bush. The tendency to cut prices is not as much a disease amongst our local merchants as in some places. Referring to my books, I find that we sell a great deal more Canadian oil than American. Those who can afford it use the American almost exclusively, but the majority still buy the Canadian as long as it is reasonably good. The profit realized on the sale of oil is small. We are too near Toronto to handle side lines, such as bicycles, sporting goods, etc. Cheap railway fares take a lot of people to the city to do business. Big city stores are not only ruining themselves, but other outside stores besides, by selling at such ruinous prices. I do not see any prospects of much demand for builders' hardware this summer. I fear we will see as hard times for the trade this summer as we have had for some time. The land owner cannot realize anything on the land, and the tenant is unable to pay rent. Our farming community is good, and I cannot complain about collections, but there is one thing certain, anything that was doubtful before is bad now, and bills of security are practically no good. All lines are moving a little better, but are not up to what they ought to be." Dingman & Ross are displaying garden tools, fence wire and fishing tackle.

"Business was rather dull during the early part of the spring and we have had a very dull winter," said Mr. Brand. "Trade is showing much improvement now, however. Paints and oils, garden tools, nails, etc., are all moving off nicely. We get quite a demand for marine work. Prices and profits are lower all around than they have been, but there is very little cutting of prices done here. We have been selling a good many household supplies, but find builders' hardware quiet. We have found collections poor, in many cases impossible. This spring the farmers are through with their seeding, etc., a month earlier than usual, and say that the prospects for good crops were never better. This is creating a better feeling amongst them, but there is still a great lack of ready money. The prices paid for grain, cattle, and horses have been low. We have found our sales this spring equal to others, but there has been harder work to make them."

"Business in stoves is quiet, but galvanized iron eave-troughing trade is fairly good for this early in the season," said Mr. Dunn, of Dunn & Co. "Stoves and tinware are moving a little better, owing to housecleaning and refitting. The reduction in tariff will make no difference to us; the consumer will reap the benefit. The prospects for the crops seem good, but we do not know yet how the weather will turn out, or what the yield will be. A few ranges are selling, but business in the store is quiet. Jobbing trade is fairly good, even better than we expected, and slightly ahead of what it was this time last year. If the farmers have as good a year as present indications promise they will, there is no doubt we will see a great improvement in trade."

TALKS WITH RETAILERS.

"YES, the merchant has to work much harder these days to do the same amount of business than he did formerly," said Mr. Willson, Jr., of McDonald & Willson, Yonge street. "Trade just now has to be drawn out of people by actual need. Business in seasonable lines has improved and there is quite a demand for gas stoves. People look with more favor now on the use of gas for cooking purposes. Though we have been quite busy ourselves, I do not think we are a criterion to go by. We may have got a little more than our share this season, and perhaps will get a little less next. The volume of business throughout the country is not up to what it should be this time of year. I recently spent a short time in some of the towns between here and Montreal, and I find this to be the general opinion. I think that when there is a real turn for the better all round, that the trade will make up a great deal for the past depression. The longer the public economize, the greater will be the demand, when they eventually have the means to buy."

"Business is moving a little better, but there is not the life in it that there ought to be at this time of year," said one of J. Oram's assistants, Yonge street. "There does not seem to be any extensive work of any kind going on. There is quite a little paint selling, and some garden tools. We are carrying lawn mowers, and there have been many inquiries and a few sales up to date. Perhaps it may be the contrast with the business that was done in Toronto four or five years ago, but things seem to me to be very quiet for May."

"Yes, here we are in our new premises," said E. Clapp, of Clapp & Moses, as he surveyed the piles of tinware and stoves, etc., that had to be straightened out and placed on the shelves before he could say that he was fairly settled down. "Yes, we have moved, but we've got a lot to move yet, but don't you forget that when we do get the kink out of things in general and get them in their right places, we intend to have as nice a stove store as there is on the street. We have the facilities for doing it, and it won't be my fault if we don't. As far as business goes we have hardly been able to keep track of how much we are doing, but there is a lot of repair work going on, but the season for this class of work is short and confined almost to this month during which nearly all housecleaning is done. We are receiving a good many inquiries for lamp, oil and gas stoves, and paints and oils have been going out very freely."

"We are busy just now both in store and shop," said Geo. Pearsall, Yonge street. "Sales in garden sundries, lawn mowers, etc., are brisk, and we have had as much repairing of all kinds coming in as it is possible for us to do. If business continues as good as it is at present, I will get a bicycle next spring. All the young fellows are getting one, and I am getting almost old enough to learn to ride one myself."

A HANDSOME WINDOW DISPLAY.

THE many retail hardware merchants who visit the wholesale department of the W. Bingham Co., Cleveland, Ohio, might with profit to themselves make more than a cursory examination of the very handsome and striking window display continually made in their retail stores. A Hardware reporter, who was recently in Cleveland, was impressed with the good taste of one window in particular. This was draped in some soft, fluffy, white material as a background, and was devoted to the display of shaving tools and utensils of every description. Among them were razors from England, razors of home production, safety razors and razors of all styles, shapes and manufacture, in endless variety. One could see shaving mugs, stands, mirrors, strops, hones and brushes of all kinds. In fact, the whole display was a hospitable invitation to come in and buy the wherewithal to become clean for the Easter Sunday, which was at that time close at hand. The hardware merchant who has learned that goods well displayed are half sold, has had a lesson taught him that will bring cash direct, and profitable advertising for future trade.—N.Y. Hardware.

NOVA SCOTIA COAL.

Two members of Parliament arrived at Ottawa Monday for the first time this session, Mr. Corbould, M.P. for Westminster, B.C., and David McKeen, M.P. for Cape Breton, N.S. Mr. McKeen is general manager of the Dominion Coal Co., the combination of United States and Canadian capitalists, also known as the Whitney syndicate, which has acquired such extensive interests in Nova Scotia. He says that the railway which the company is building through to Louisburg will be completed in time for the beginning of coal shipments from that port, when the eastern ports are closed by ice next year. Heretofore shipments from the Cape Breton coal mines have ceased with the close of navigation at Sydney harbor, Port Caledonia and the neighboring ports. Mr. McKeen is confident that with the railway from the mines to Louisburg, coal can be shipped the whole year round to Halifax and St. John for transportation by rail to the Upper Provinces as well as to the United States.

SUCCESS—HOW TO WIN IT.

EVERY ironmonger is in business for the purpose of making money and succeeding. The majority, we have reason to believe, achieve this object—some do not, because, generally, they have mistaken their vocation, overestimated their abilities, or not been sufficiently alive to the opportunities and developments presented by their trade. The trade is not for the drones, but it is for the energetic, enterprising, steady, wide-awake, and up-to-date business men. Slow men are out of place with us, and in the race of life, with trade and commerce becoming more complicated and exacting, and more keenly competitive with every added month and year, those who creep blindly along behind their swiftly progressing fellows are early stranded, and never get within sight of the haven they have been vainly seeking, trusting to others, to luck or to Providence, to do for them that which it was their duty to accomplish for themselves. That Providence takes care of those who indicate their determination to do all that is possible in their own behalf is true of ironmongers as of others, and it is worth remembering that it is so. We have no belief in "luck" or in the want of it. If a man turns out a failure, and his business goes to the wall, there are usually good and sufficient reasons for it, although, perhaps, he is not aware of them, and would be the last to admit their possibility. On the other hand "luck" will not prevent a man succeeding if he means to do so, has the proper spirit in him, and uses suitable means for the attainment of his laudable object. Why do men in business fail? The reason is generally that they do not know the secrets of success, or having the knowledge, fail to utilize it. Do not spend your time in the useless comparison of your own business with that of others. Study others' methods, work on their lines if better than your own, but work hard enough, and you will speedily bring yourself and your business out of the Slough of Despond.

It is a time-honored proverb, and one which often applies truly, that "Money makes money," but its application is not universal. The truth of the proverb depends upon who owns the money, and how he manages it. Tie a sovereign up and lock it in a drawer, and you will not be likely to find it has grown, however long you have it. Money of itself does not make money—it has no power of "putting on weight"—lying idle. Money must be held to start a business, but it is not necessary you should be overloaded with it, valuable and useful as it is. It is possible to have too much capital in the best of businesses, if for no other reason than that the fact of your having more money than you require for the conduct of your business will tend to make you relax your efforts and attention. To have to carefully husband resources will cause that increased exertion, keen supervision, and methodical and lively care, which are essential to make success, or, if you are already successful, to further improve your position by adding to your success and prosperity. Skilful management is more important than the money itself, and by the exercise of this have been fostered the fortunes of successful traders.

Depend upon yourself. Attend to your own business, and leave other businesses alone. But, however good a man you may be, you cannot attend to your business unless you know it and understand it thoroughly. This cannot be unless you have studied it by personal and earnest application, educating yourself increasingly in every detail, and made yourself familiar with its every change and development. You will not deserve to succeed, or have any right to expect success, unless you know your own trade thoroughly; and the knowledge of to-day will not do for three months hence. You must be up-to-date, familiar with the very latest matters of interest affecting your business, and to have this knowledge, one essential is the most careful and regular perusal of the trade paper. Where the master understands his work the labors of his assistants will be more faithfully performed. Your employes will make mistakes, even those most valuable and most highly paid. The constant care of the well-informed master will detect the blunders, and every new mistake discovered will be a lesson which, if learnt, will effectually prevent the recurrence of a similar blunder. "All right; I've caught on to something to-day, and I will never be cheated in that way again." It is in this way the most useful experience is gained, if you do not lose too much before you are sharp enough to learn the lesson.

"Goods well bought are half sold" is a sound maxim, and buying goods is even more important than selling them well, for you cannot do the latter unless wisdom and smartness have been used in the preliminary proceeding. Large houses can employ their special buyer, a man with an unusual knowledge of the special branches of the trade in which his firm deals. But every smaller ironmonger must buy for himself, and must exercise the greatest care in the process. To do this successfully you must not disdain to listen attentively to the information which can be imparted by the travelers. And, for a small business, do not over-buy and load yourself with more stock than you want, especially of goods the future sales of which are purely speculative. Dead stock will take up valuable room, and may better be left out of your annual balance-sheet than put in at a value it would never fetch, and so give you a false impression of the worth of what you are holding. Keep yourself posted as to the market, study with care the advertising columns of the trade paper to see what the principal manufacturers are offering, and you will always be noticing something new and good in which you can trade profitably. Study also all "novelties" with care, and buy them if they are suitable for your locality. Watch also for every new suggestion for adding a new branch to your business; in short, study with care your Ironmongery.

Then you have got to sell successfully. Well, advertise! Let the public know it is at your business house they will get their needs supplied. The most successful tradesmen are those who advertise.

Keep some standard lines of well-advertised specialties, the margin of profit on which is very small. The practice pays. It has been adopted generally, and with marked success, by the storekeepers who have robbed you of enough trade already. The commodity itself may not pay for the handling, but to relinquish its sale will almost certainly react to your disadvantage. If you tell a customer there is not sufficient profit on the article to make it worth your handling, he will go to another ironmonger's or to the stores where it is kept, and may transfer the whole of his custom to your rival. The customer will probably reason with himself that if he can get one article cheaper from your rival, he can get all, and the logical sequence will be that you will lose a customer. The keeping of unprofitable articles in stock does not, of course, pay from a direct standpoint, but it does from an indirect one. Suppose you make no money on one sale, you have given the customer what he wanted, and it stands to reason he will return and purchase something which it will pay you to sell him; whereas, if you turn him away unsatisfied, while a rival gives him what he is seeking, the likelihood is that his future patronage will be given to him, and not to you. It is an absurd idea that if you sell a specialty at a low figure, customers will rush to your shop for that article, and for that article only. They will look upon you as the best man from whom to buy all their ironmongery.

Your customers must have courteous attention in your shop if business is to increase. This rests directly with your assistants, but primarily with yourself. Treat the assistants well—you will only keep those who deserve it—and the contented staff will not spare themselves in looking after your interests. Avoid making favorites, but advance the most competent, showing rewards are to be earned in your house by the intelligent, cheerful work of those who remain in your service. It will give you a hopeful staff, and hope engenders peace and goodwill when discontent engenders moroseness and the desire to injure the business instead of improving it. Opportunities are always occurring for the exhibition of consideration toward the employes, and they can be seized without in any way reducing the respect in which the assistants hold you. A good master is more certain to make his business a success than a harsh and inconsiderate employer. The latter must make all the trade for himself. The employer who treats his assistants well will have in very truth assistance of the very best and most valuable kind.—Ironmonger.

Hints for Retail Advertising.

CONGLOMERATED ADVERTISING.

BY NATH'L C. FOWLER, JR.

THE editor of HARDWARE MERCHANT has requested me to furnish a series of twelve articles on successful publicity. I am not an advertising agent, neither place advertising nor receive commission, my business profession being exclusively that of preaching and practicing the trade-bringing doctrine of the successful presentation of every line of trade, from the people's standpoint, for the people are the buyers, and from the people comes business. What the people want, not what the merchant wants, is what the seller must give the buyer, annihilating his own ideas, so far as they conflict with general public opinion. Conglomeration is the thief of profitable advertising. Ninety-nine per cent. of all advertisers say too much in their announcements, using from two to ninety-nine times too many words in telling their stories. A great percentage of the members of the public believe that advertising does not affect them, and with that feeling always before them they pretend not to read advertisements, and they certainly do not read the advertisement that is a dry assortment of articles for sale, so mixed up that the advertiser himself can hardly tell what he is announcing. The advertisement that tells is the advertisement which, in whole or in part, can be absorbed at a single glance, and which contains one word, or one sentence, either well describing or presenting the goods, or suggesting in the most emphatic way that the reader continue his reading through the descriptive matter. A successful advertisement is generally of two parts —the heading or headlines, with the description or argument following. The heading of every advertisement, particularly if the advertising space be limited, must be so short, and contain so few words, that it can be easily read at a considerable distance, and cannot escape the eye glancing over the page, no matter how many advertisements, or how much interesting reading matter, may be upon that page. Fortunate, indeed, is the man who can invent one word for a heading, for one word is better than two, and two are better than three. A heading of more than five words, unless the space containing the advertisement is very large, is generally ineffective, at any rate much more ineffective than a heading containing less words. Better have the majority of readers read a short advertisement than to have few readers read the whole of a long advertisement. He who wants a certain thing naturally notices the advertisement that presents that thing at the exclusion of other things, and feels that the advertiser is making a special effort to sell that article, which indicates that he is selling it for less than regular price, or that he has a superior article at regular price. There is no objection to enumerating the articles you sell at the bottom of the advertisement in small type, but an advertisement should seldom present conspicuously more than one article, or two articles at the most, at the same time in the same advertisement. Whenever it is necessary to present more than two, better divide the advertisement up into distinct sections, each one complete in itself and each one devoted to some particular line. The advertisement should leave something for the salesmen to say. It is simply the forerunner—that which brings a person to the store, where the quality of the goods and the quality of the salesmen must close the business. The advertisement has no more right to do the work of the salesman than has the salesman a right to stand in the street repeating the advertisement to passers-by, who will not listen. Advertising will not sell goods. That is the salesmen's business. The merchant should confine the salesmen to their business and the advertising to its business. There are times when it is necessary to advertise a line of goods, but generally one kind of that line may be brought out conspicuously, followed by a description of the rest of the line, but in this case the description of the other things should be as brief as possible, and occupy not exceeding one-fourth of the advertisement. Never use fancy or script type in an advertisement. There is nothing like gothic or full face letters for an advertisement; they are easily read, and don't occupy more space than they deserve. You have something to say. Say it as you would in a telegram. Put your strong words first, and almost as strong words last, and fill in between with the smallest number of words to give people an idea of your meaning. Don't tell them too much; let them use their own intelligence; let them argue among themselves the advantages of your goods. Make it so they will be surprised when they see the goods. A description of any article of manufacture, or of any spot of nature, which exceeds the real thing, prevents people from appreciating it to its full advantage. A description should be strong, and yet it should leave room for the imagination to work, and should often underestimate slightly, that the buyer may find something beyond what he anticipated. I present two examples of advertisement setting. One represents the average newspaper advertisement. The other presents but one article, in the briefest manner, and in such a way that it should attract attention.

JOHN SMITH,

DEALER IN

Hats, Caps, Furs,

Choice Groceries, Fine Teas,

Nails, Screws, Hardware,

Buggies, Wagons, Carriages,

Boots, Shoes, Rubbers, Watches, Clocks, Silverware, Jewelry. Every variety of Dry Goods, Drugs, Chemicals, Patent Medicines, Chamber Sets, Parlor Suites, Rattan Chairs, Pipes, Cigars and Tobacco, Electric Fixtures and Lamps, and Books.

JOHN SMITH,

44 SMITHVILLE AVE., SMITHVILLE.

NOTE—Cottage house, half mile from depot, ten rooms and bath, stable connected, 15,000 ft. of land, for sale cheap.

WANT A

RAKE

We sell as low as we can—lower than ever before.

We have too many.
We are after cash.

JOHN SMITH, 44 Smithville Av.

THE BICYCLE BUILT FOR TWO.

In the way of "bicycles built for two" nothing is so cute as the "baby attachment" which is to be seen every day in the park, remarks a contemporary. A little seat or chair is fastened in front of the rider (presumably a fond father), and there the little mite—often not able to walk—sits, strapped securely in, while the machine goes spinning over hill and dale. The cradle, or even the slipper, not to mention paregoric, are not in it as baby pacifiers compared with the latest new-fangled family bicycle.

Fence Wire Annealed, Oiled and Annealed, Galvanized.

Barb Wire **Fence Staples**

AT LOWEST PRICES

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE MERCHANTS

ORDERS SOLICITED.

37 Front Street West, **Toronto.**

A VERSATILE VARNISH MAKER.

ALDERMAN Henry Clarke, a member of the firm of Mander Bros., varnish manufacturers, Wolverhampton, England, was in Montreal the other day, accompanied by his wife.

The Star, referring to his visit, said :

Mr. Clarke has been making a six month's trip around the world and is now on his way home, having taken passage on the Majestic which leaves New York on Saturday.

Mr. Clarke is one of the most influential members of the County Council of 120 members, of London, also a member of the Chamber of Commerce of London. The County Council is one of the most important and powerful organizations in England, having full charge of all the municipal government of London, and having to govern a population greater than that of the Dominion of Canada. He is a partner of the famous varnish firm of Mander Brothers, of Wolverhampton, and is also a heavy stock-holder in the Hudson Bay Company.

Mr. Clarke is famous in England as the founder of the penny savings bank, and a system of quick and simple banking that has never been excelled. These banks were established in 1858 and are philanthropic institutions of great scope. During the first hour and a half the bank was opened 700 depositors were handled, which speaks volumes for the system employed. The London Times, realizing the great good of such institutions, did everything in its power to help them along, and gave them the credit of alleviating to a great degree the sufferings of the great cotton famine of 1860. As all the labor of bookkeeping, tellers, etc., is voluntary, these banks are opened only once a week for business at 8 p.m. The ability to handle the savings of the poor, demonstrated by these banks, was the reason for the establishment of the Government P.O. savings banks.

What Mr. Clarke prides himself most on, however, is the organization and establishment of the Chamber of Arbitration of London, which is backed by the London County Council and Corporation. The purposes of this tribunal are the simplification of the present ponderous legal methods of settling business disputes. It is for the settlement of all kinds of differences and disputes that may arise in business. "Such disputes," said Mr. Clarke, "often occur not because one man wants to get the better of another, but because there are always two sides to every story. We do away with the long, unnecessary delays of law, and save time and great expense. Our chief officer is a lawyer, and we are under the joint control of the Council and Corporation of London. There is a panel of 1,300 arbitrators, made up of men in every avenue of business and professional life, all trades and occupations being represented. Any man in England can appeal to the Chamber of Arbitration by the payment of a small fee. The modus operandi of the chamber is as follows : A disputant calls on the registrar, who has them sign a paper called a form of submission, by which they agree to abide by the rules and regulations of the chamber. Neither party can retract. They then have the option of selecting one, two or three names from the panel of thirteen hundred arbitrators. The arbitrator or arbitrators, as the case may be, appoint a day not later than eight days distant for the hearing of the case. They meet, state the case, the witnesses are heard, and by a recent act of Parliament arbitrators may exact an oath. When both sides of the story are heard the arbitrator renders his decision, which is final and as binding as a verdict of a jury, and is recoverable. There is no appeal against this decision except when it can be shown that the arbitrator was corrupt. I am glad to be able to say that the Chamber has worked well, and given satisfaction to disputants, lawyers and arbitrators. It has been in operation about 18 months and it has been found that all cases are decided within 15 days and the average fees are £5 15s., so that it has fulfilled the expectations of its promoters. I established a tribunal of arbitration at Melbourne, Australia, a few weeks ago," concluded Mr. Clark, "at the opening exercises of which Premier Patterson took an active part. We have other such tribunals at Leeds, Manchester, Sheffield, Liverpool, and Cardiff." Ald. Clarke has been shown the city by Walter H. Cottingham, of Walter H. Cottingham & Co., who are agents for Mander Bros., in Canada. He had not been here for 25 years and found a great change.

STANDARD OIL MONOPOLY.

The N. Y. Herald says: "During the past three or four weeks private cable despatches announce important negotiations as having been held in Paris, between the representatives of the Standard Oil interests and the Russian oil companies, resulting in a division of the entire world's markets between these two great distributing and producing agents. A territorial division was made, which is said to consist of a line drawn north and south through Europe, in a somewhat irregular manner. The Standard is to have the monopoly, it is said, of the British islands, France, and most of the western portion of Europe, including a part of the German empire. The Russian companies will be probably unmolested by competition east of this dividing line, and make their own market for the vast territory of Asia. The Russian companies have gained rapidly for several years in China, India, and Japan, and are now doing considerably more than one-half of the business of those countries. It is understood the Standard agrees to give most of this section of the world to the Russian companies in consideration of getting control of the countries of western Europe."

A NEW CLASS OF CUSTOMERS.

HOW many tradesmen, we wonder, ever consider whether the children are worth attention as customers? queries Hardwareman, Birmingham. This is a complex world, and the relations of each of us to everybody else are governed by a multitiplicity of fine influences that cannot be traced, much less weighed. We are strongly of the opinion that, as a policy, the children are not to be despised, or given the cold shoulder, without a loss in some degree. Or rather, we ought perhaps to say that, given the right conditions of neighborhood, a judicious effort to interest the children is a pretty certain passport to the grateful patronage of their elders. No doubt the natural instinct of the business man is to deal very summarily with the immature customer, actual or potential. It is the habit of many men to deal with every customer as an isolated unit, and as though he could never by any possibility influence anyone else to be or not to be another customer. Such an one would scarcely bring himself to the pitch of regarding the boys and girls of his neighborhood as having any conceivable power of promoting his interests. And yet they have—unquestionably they have. We should very much like to see the experiment tried. Let us take a good or medium residential district, and let us suppose the local ironmonger imbued with the power of questioning in his own mind all the odd nooks and corners of life and life's lessons for the ways and means of attaching to himself the interest of the public from whom he must seek his buyers. And let us further suppose that on some especially inspired occasion the thought comes to him that new and untried possibilities lie in the youths of both sexes who pass his shop with more or less frequency. Acting upon this inspiration which attracts him from its novelty as well as its promise, he begins to devote a window now and then especially to this young and unproductive class, who would be veritable spendthrifts if they ever had any money to spend. But this apparently discouraging fact does not discourage him, since he looks beyond their pockets. Having, then, inaugurated his scheme, he devotes as anxious thought to the procuring and arranging of tempting baits as if he had millionaires to deal with. When he shows steel toys, or boxes of tools, or diminutive watering pots and dust pans and brushes and penny savings banks, and the host of things that might be expected to charm the eyes of children, he always has some goods that are certain to be low enough in price to meet even their tiny toy pocket-books, and he is very careful to display window tickets that are particularly composed with a view to convey the impression that this is the children's ironmonger. By these acts he draws them not only to the window, but presently into his shop, and then the real attempt at conquest begins. Not a boy or a girl leaves that shop without being made to feel that it is a very nice shop to visit, and that he, or she, will go again. The charm of shopping has its unfledged as well as its ripe stage, but it seldom has any chance of expression, since shopkeepers seem to conspire to frown upon it. When, therefore, the budding delight in shopping finds itself encouraged, it may be trusted to make the most of it, and it will not be very long before our experimenter will find he has conquered both the shyness and embarrassing lack of cash, and secured his new, if not very profitable, class of young customers. If this were all, the game might not be worth the candle, but it surely is not all. In spite of painful examples to the contrary, there are few parents who do not feel kindly disposed to whosoever is attentive to their children, and captures their interest. Eager tongues carry these tidings home again and again, for children talk freely and warmly of what interests them. Curiosity or gratitude must sooner or later work the charm that will draw the older footsteps to the doors that are so invitingly open to the younger ones, and the deed is done, the real end compassed. Let us grant that this is more or less a fancy picture—who will say it is not based on a truth in human nature? And more than that, who can say that it is only an idle dream till he has set himself to prove that it is baseless? If, in the result, he should find that it was his philosophic scepticism, and not our reasoned belief, that lay in dreamland, he would be too agreebly surprised at the discovery to feel vexed that he had been wrong.

UTILIZATION OF GARBAGE.

THE subject of the utilization of town refuse has been referred to from time to time in these columns, says Iron Age, and it is one which is attracting an increased amount of attention in this country. In several cities of the United States there have been established various forms of crematories and destructors for garbage, but hitherto this material has not been turned to any very profitable account, as is the case in several European cities. The following details respecting the Livet process of utilizing city refuse will, therefore, be found interesting. This process is being favorably regarded in Europe, where it has been adopted in several quarters:

The Livet apparatus, as described by English journals, involves the rapid and economical generation of heat in furnaces and the utilization of dust and refuse for electric lighting. There is no novelty about the special objects of this process, which are: 1. The disposal of solid town refuse, whether wet or dry, by burning. 2. The utilization or the conversion of the products of the combustion of the said refuse into steam. 3. The employment of the steam so generated for electric lighting, for pumping sewage and for a variety of other purposes. 4. The manufacture of a kind of cement or mortar out of the residue or by-products of combustion, or the use of them, in combination with tar or bitumen, for footpaths and sidewalks, or the employment of the clinker for the foundation or bottoming of ordinary roads. The special feature of this furnace is that the form of the flues is such as will utilize the increasing weight of the products of combustion of gases as they travel toward the chimney, promote a high velocity of the air passing through the furnace bars, produce a rapid combustion with intense heat, and cause the gases themselves to pass sufficiently slowly through the flues to part with all their useful heat before they escape into the atmosphere.

The process is greatly facilitated by the fact that the solid refuse of English cities contains about 80 per cent. of mixed cinders and ashes, and thus provides in a great degree the materials for its own ignition and combustion. The method adopted in English cities is to deliver the refuse free of charge at the furnace mouth in a raw state, and shovel feed it into the fire without any preliminary drying, shifting, or screening—an important point in the process. There is no unpleasant odor, as the high temperature and great force of draft secure complete combustion. The average quantity of rubbish burned per hour per square foot of grate surface of the Livet generator is 33 pounds, and 4 pounds of water is evaporated per pound of rubbish containing 20 per cent. of moisture. There is an excellent arrangement by which the flues are kept perfectly free and unclogged, even after months of use; the progression of the gases is partially arrested at the end of each flue, and the objectionable light dust is deposited in suitable expansion chambers or pits, which can be cleaned out as required.

The value to a city of an effective apparatus for refuse utilization is shown in the recent installation at Halifax, Eng., which is equal to the production of current for supplying 10,000 incandescent lamps of 10 candlepower for six hours a day, when 3,000 tons or one-third of the rubbish of the city is burned. If the capacity of the plant were equal to burning all the rubbish produced, one lamp to each inhabitant could be supplied for three and a-half hours daily.

THE CONSOLIDATED
PLATE GLASS
COMPANY OF CANADA (Limited)

HEAD OFFICE:
73 and 75 Wellington Street West, TORONTO

BRANCHES:
MONTREAL, 338 St. Paul St. LONDON. OTTAWA.

FRANK J. PHILLIPS, Toronto, President.
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Correspondence Solicited. Estimates Given.
Special Discount to the Trade.

WE TROT IT OUT

. . THE . .

Anderson Pneumatic Tire

Made on a scientific principle, which proves in practice to be —well you must see it and try it yourself, then you will catch your breath, when you catch the idea.

It has reciprocating parts, and holds on to the rim with the grip of a bull dog.

It has fits ! ! ! Fits almost any rim. You just pump the air in and it adjusts itself. It's resilient like a rubber ball. It neither creeps like a snail nor rolls like a log.

It has all the good qualities which an up-to-date tire must have, and in addition possesses that feature which they all lack, viz :—

You can get it off or put it on the rim without breaking your finger nails, using a screw driver, or sending it to the shop ; a child can take it off quickly and put it on easily. It must come into universal use, and with that in view we have put the price as low as any ordinary good tire is being sold in the market.

We guarantee the quality of material used in its manufacture.

THE ANDERSON TIRE CO.
LIMITED

TORONTO

Star Cycle Works

Wolverhampton, England.



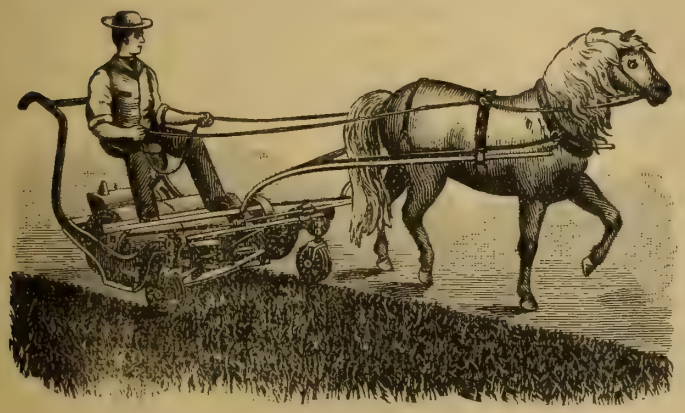
CYCLE RACK PATENTS APPLIED FOR.

FOR the season of 1894 these celebrated Cycles will, for the first time, be obtainable in Canada. Hitherto the entire output of our extensive works has been taken by the English home trade. Large additions to the works and plant have greatly increased our facilities, and we are now ready to supply the Canadian demand. Due consideration has been given to the importance of minimum weight, but we are not prepared to risk our reputation for RELIABILITY by committing ourselves to an extreme course.

We have adopted a larger diameter and lighter gauge of tubing in the construction of our Frames and Handle Bars, improved and detachable Brake-work, further improvements in Ball Head and Handle Bar adjustments, Dust-Proof Crank Bracket and Hubs, a narrow Tread in conjunction with improved Pedal Attachment and dished Chain Wheel, special patterns in Tubular Seat Pillar, Foot Rest, Step, Brake and Steering Lock; all chains will have Hardened Links and be of a higher class than heretofore ; a neater and more effective Chain Adjustment ; Chain Wheels specially milled to secure free running ; Nuts reduced to a minimum of sizes, with Box-Spanner to fit same, parts interchangeable, high standard of finish throughout.

A. A. ALLAN & CO.

51 Bay Street. Canadian Agents, TORONTO.



FOR Parks, Tennis Courts, College Lawns or large Private Grounds this mower is acknowledged the best. Sold complete with shafts and seat. 25, 30, 35, 40 inch cut.

A. R. Woodyatt & Co.

GUELPH, CANADA.

Butter is Butter....

BUT Bad Butter is worse than Oleomargarine. Just so with White Lead. **LEAD IS LEAD,** but some of the pure leads now sold might as well be whitewash. Sanderson Pearcy & Co. make lead that is not only **pure** lead, and not only **good** lead, but the **BEST** it is possible to produce. This name on a package is in itself a guarantee of quality. Remember the best is the cheapest in results.

Sanderson Pearcy & Co. 130 to 138 Bay Street **Toronto.**

TARIFF CHANGES.

OUR legislators at Ottawa are still wrestling with the tariff, and during the last week some important alterations have been made.

Wire nails, the duty on which, it will be remembered, it was proposed to cut down from 1½ to ¾c. per pound, has been fixed at 1c. per pound. How the first proposition of the Government exercised the nail makers is well known. Representations were then made to the Government, when, as stated at the time by HARDWARE, a request was made that the duty be fixed at 1c. per pound. This the Government has now decided to do. Mr. Foster's explanation was that the Government had thought that by reducing the wire used in the manufacture of wire nails to 15 per cent. the duty on the nails could be reduced to ¾c. per pound as the duty line against the United States manufacturers. It was found, however, that to except from the tariff the sizes of wire used in the manufacture of nails would be to include 60 per cent. of the entire product of the wire-drawing establishments. The Government for this reason had decided to leave the wire duty alone and make the duty on nails 1c. instead of ¾c. per pound. The new duty on cut nails is ¾c. per pound.

In reply to a question, Hon. Mr. Foster said that there is invested in the combined wire-drawing and wire nail industry $339,600 of capital, and that the wages paid amount annually to $123,650.

HARDWARE has been given to understand that when compiling the new list on wire nails a few weeks ago, the makers based the new prices on a dollar duty. There is therefore not likely to be any changes in values just now at any rate.

The people who are at the moment feeling most displeased at the action of the Government in raising the duty to 1c. per pound are those who are importing wire nails from the United States; and there are, it seems, a number of them who are doing so. On account of the coal strike nails are dearer in the States than they were.

The duty on iron and steel bars, rods, strips or steel sheets, of whatever shape, and on all iron or sheet bars of irregular shape or section, cold, hammered, polished, in any way in addition to the ordinary process, is changed back to the old tariff of one-sixth of one cent per pound in addition to the rates imposed on the said materials. In the changes brought down March 27 last, the Government proposed an ad valorem duty of five per cent. equivalent to not more than one-eight of a cent per pound.

On forgings of iron and steel of whatever shape or size or in whatever stage of manufacture, not elsewhere specified, the duty was made 35 per cent. ad valorem, but not less than $15 per ton. In the original revision it was simply 35 per cent. The effect of this latest change is that there is a specific duty of $15 a ton, if the 35 per cent. will not give that much protection, while if the ad valorem rate amounts to more it is to be applied.

Rolled iron or steel angles, channels, structural shapes and special sections, weighing less than 35 pounds per lineal yard, n.e.s., 35 per cent. ad valorem, but not less than $10 per ton. The first revision left off the specific duty of $10 per ton.

The change in the duty on angle iron will affect the price of the cheaper grades from $2 to $2.50 per ton.

On iron bridges and structural iron work the duty was made 30 per cent. ad valorem, but not less than one cent per pound. "Not less than one cent per pound" has been added to the clause since the original proposition.

Railway fish plates and tie plates will be $10 per ton, instead of 30 per cent.

Axles, springs and parts thereof, axle bars and axle blanks of iron or steel for railway or tramway vehicles, $20 per ton, but not less than 35 per cent. Axles, springs and parts thereof, axle bars and axle blanks of iron or steel, n.e.s., one cent per pound and 20 per cent. ad valorem. Both these changes are increases.

Shoe tacks, ½ oz. to 4 oz., were made 1c. per 1,000; cut tacks, brads or sprigs, not exceeding 16 oz. to the 1,000, 1½c. per 1,000, and exceeding 16 oz. to the 1,000, 1½c. per pound.

Enamelled iron or steel ware, including granite or agate ware, 35 per cent. ad valorem instead of 30 per cent. as at first proposed.

Brass and copper nails, rivets and burrs, and manufactures of brass or copper, not elsewhere specified, were made 30 per cent. ad valorem. The new tariff proposed 25 per cent.

Lead pipe and lead shot, four-tenths of a cent per pound and 25 per cent. ad valorem. The proposition was to make them 30 per cent. ad valorem, the old duty being 1½ cents per pound. The reason for the change was that the manufacturers have to pay four-tenths of a cent per pound duty on their scrap and pig lead, and the idea is that they should be allowed a protection of that four-tenths of a cent and 25 per cent. ad valorem additional.

Chrome steel is to be made 15 per cent. ad valorem.

Copper wire is to be 15 per cent. as under the old tariff, instead of 10 per cent. as proposed under the new.

The wire cloth item will be amended to read: Wire cloth of brass, copper and tin, 20 per cent.; "wire cloth n.e.s., 30 per cent. ad valorem."

The duty on copper wire is to be restored to 15 per cent., as under the old tariff. It was proposed to reduce it to 10 in the new tariff.

Cases for jewelery, watches, cutlery, etc., are to be dutiable at five cents each and 30 per cent ad valorem, instead of 35 per cent. ad valorem, as proposed in the new tariff. Under the old tariff they were taxed 10 cents each and 30 per cent.

Emery wheels were struck off the free list and restored to the dutiable list, at 25 per cent., as under the old tariff.

Wood pulp, which was also put on the free list, was restored to 25 per cent., the old duty. Coupled with the duty is to be an offer that it will be made free to imports from any country that does not tax Canadian pulp. This, Mr. Foster explained, is put in this way because the United States taxes the Canadian product, and it is not fair therefore that the American product should come freely into Canada.

Wrought iron or steel nuts and washers, iron or steel rivets, bolts with or without thread, nut and bolt and hinge blanks, and "T" strap hinges, one cent per pound and 25 per cent. As at first proposed the duty was one cent per pound and 20 per cent.

Copper wire was advanced to the old duty of 15 per cent. The item of "wire of iron or steel, 11 to 14 gauge inclusive, 15 per cent.," was dropped.

The duty on ferro-manganese has been changed from 10 to 5 per cent. ad valorem.

THE McCAUSELAND-HILL SUIT.

Justice Street has granted an injunction restraining Edwin Hill from continuing to carry on the business of a clear plate glass dealer, contrary to an alleged covenant made by the defendant with plaintiffs, who were the promoters of the Consolidated Plate Glass Co. The injunction was granted and costs reserved until the hearing of the case, which will not take place for two or three months. It will be remembered that the plaintiffs claimed that the defendant was indirectly interested in the Toronto Plate Glass Importing Co., through his wife, who was a member of the firm of Pearson & Hill, proprietors. Presumably on account of the granting of this injunction, the firm has dissolved, Mrs. Hill retiring, and A. Pearson continuing.

Seeding is nearly completed west of Brandon, and the season is eight to ten days ahead of last year. A sudden change in the weather took place to-day to cold, and wet snow has fallen in various portions of province.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton. Ontario.

SP

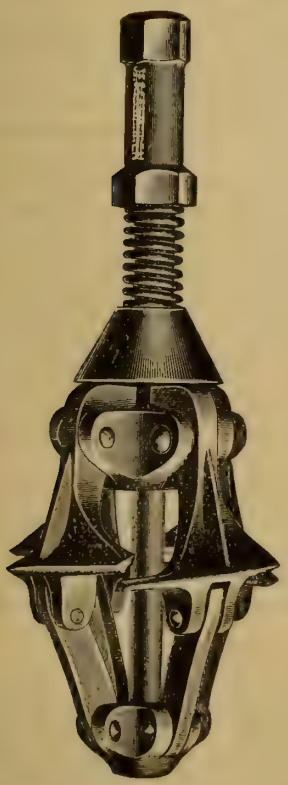
CHANGE IN COMMODITY TARIFFS.

THE Grand Trunk and Canadian Pacific Railway Cos. have issued a joint circular to all connecting lines interested to the effect that on and after May 15 next they "will refuse to recognize or participate in special commodity tariffs on articles of iron and steel shipped from points in the United States to points on their respective lines in Canada."

This action has been taken on account of representations made by manufacturers in Canada, manufacturers in the United States being under this commodity tariff in the enjoyment of the same freight privileges as those accorded the home manufacturers in shipping from point to point in Canada. This was found to work to the disadvantage of the latter, hence the objections and their recognition by the railways.

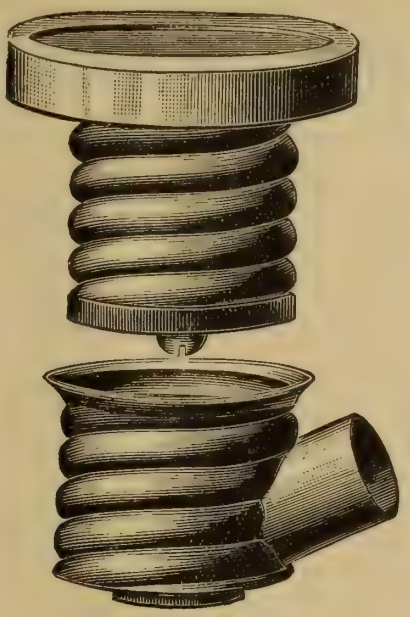
AN EFFECTIVE TUBE SCRAPER.

Flue cleaners there are ad infinitum, but the proportion of them that work satisfactorily is small. Rice Lewis & Son, Ltd., are, however, putting a tube scraper on the market that they claim is the most effective on the market. The accompanying cut is



an illustration of it. The scraper, which has chilled iron scraping edges, is adjustable to any irregularity in the tube, and cleans both ways. It can not get out of order, and its price, considering its many qualifications, is low.

Bond's windows are attracting considerable attention. In one there is a fish pond, with live fish swimming around, and the other represents an attractive house cleaning scene.—Guelph Herald.



NEW

Steel Creamer Tap

ALL PARTS RETINNED

Superior to Lead taps and much cheaper.

THOS. DAVIDSON & CO.

MONTREAL

BRUSHES

Painters'
Household
Toilet
Stable, etc.

No article handled by the Hardware trade requires more judgment in buying than Brushes. The easiest way is to go to the reliable manufacturer and get value for your money and goods that will suit your customers. We will do our best to serve you well and honestly.

CHAS. BOECKH & SONS, MANUFACTURERS, TORONTO



ALLAN LINE

ROYAL MAIL STEAMSHIPS

Liverpool, Londonderry, and Montreal Mail Service

STEAMSHIPS.	From Montreal.	From Quebec.
*LAURENTIAN	12 May	
PARISIAN	19 "	20 May
MONGOLIAN	26 "	27 "
*NUMIDIAN	2 June	
SARDINIAN	9 "	10 June
*LAURENTIAN	16 "	
PARISIAN	23 "	24 June
MONGOLIAN	30 "	1 July

And weekly thereafter.

The Steamers of this service carry all classes of passengers. The Saloons and Staterooms are in the central part where least motion is felt. Electricity is used for lighting the ships throughout, the lights being at the command of the passengers at any hour of the night. Music rooms and Smoking room on the promenade deck. The Saloons and Staterooms are heated by steam. Steamers are despatched from Montreal at daylight on the day of sailing, and sail from Quebec at 9 a.m. on Sundays. Steamers with a * will not stop at Quebec, Rimouski, or Londonderry. **RATES OF PASSAGE:**—Cabin, $50 and upwards, according to location of Stateroom and number of persons occupying same; all having equal privileges elsewhere. Second Cabin, $30 and $35 single, $65 return. Steerage to or from Liverpool, London, Glasgow, Belfast, or Londonderry, $24. Steerage passengers are provided with bedding and every requisite for the voyage without extra charge.

H. & A. ALLAN, Gen. Agents, Montreal, or H. C. BOURLIER, 1 King St., Toronto

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, May 11, 1894.

HARDWARE.

THE past week has seen trade fairly good, the opening of navigation in earnest having given some needed impetus. The new tariff changes have unsettled the market somewhat, but not to as great an extent as they might have done, as dealers had not finally altered their prices. Trade has improved much in those lines on which warmer weather has an effect, and an instance of this is given—wire screens, screen doors, etc.—for which there has been a heavy demand.

WIRE—The demand for wire is not good; in fact the market is demoralized. Tariff changes have had a good deal to do with this.

ROPE—There is no change to be reported in this line, though a fair quantity of business is being done. Prices may still be quoted as: Sisal, 6½c. for 7-16 and upwards, and 14c. for deep sea line. Pure manilla, 9c. for 7-16 and upwards, 9½c. for smaller.

CUTLERY—This line is moving freely, the sorting up trade being still continued.

CUT NAILS—The demand for cut nails is weak. They are quoted at $1.80 per car lots, but buyers are of the opinion that that price might be shaded. No large sales are reported.

WIRE NAILS—The recent tariff change has made prices in this line uncertain. The one cent a pound on these nails will keep out the American article.

HORSENAILS—A small demand in this line at unchanged prices can be noted.

HORSESHOES—There is practically nothing doing in this line. They are out of season.

GREEN WIRE CLOTH—A big business is being done in this line, and prices are firm, as the article is very scarce. The United States factories have advanced prices and withdrawn quotations. The market on the other side of the line is completely cleaned up.

CHAIN—Small lots in this line are moving.

WARE—There is quite a lot of enamel and pearl ware moving, but it is mostly in small quantities.

SPORTING GOODS—The warmer weather has given business in this line a brighter turn. The demand is principally for guns and ammunition.

TOOLS—A very fair trade is being done at present in tools, harvesting and gardening tools especially selling well.

BUILDERS' SUPPLIES—There is an increased demand for locks and builders' hardware.

PLUMBERS' SUPPLIES—As reported last week a fair trade is being done in this line. Pipe prices are much the same.

NAVAL STORES—There has been a falling off in the demand for naval stores, buyers having filled their wants. As a consequence the market has ruled quiet but at the same time steady, and values show but little change. The volume of trade this season is not up to that of last year. Turpentine is scarce, in fact the market is bare of stock. At the same time the demand has been good, and buyers have been unable to fill their wants. There are several lots now on their way to this port, due to arrive in a few days. Values are fully a cent higher. We quote as follows: Turpentine, 46 to 48c.; resins, $2.50 to $5.00, as to brand; coal tar, $3.25 to $3.75; cotton waste, 5 to 7c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12c.

METALS.

During the past week trade has not shown any marked improvement. A little more business is doing than during the last month, but still a comparison with last year is not at all favorable. As a usual thing prices are steady and there is but little prospect of any further drop as they are so low now that any further movement must be in an upward direction.

PIG IRON—This line is very quiet and founders report business dull. They are getting their supplies from local smelters which at present are underselling the Scotch houses. We quote Summerlee and equal brands of Scotch pig, $19 to $19.50; Carnbroe, $18, and Ferrona and Siemen's, $16.50 to $17.

BAR IRON—Business is moderate in bar iron and prices range from $1.75 to $1.85 according to quantity.

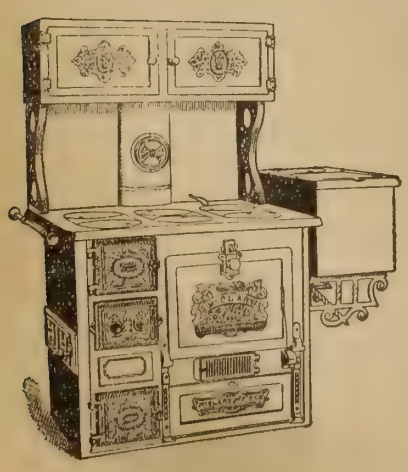
SHEET IRON—This line continues quiet and unchanged at $2.35 to $2.40.

HOOPS AND BANDS—There is no change in values, business being about the same at $2.30.

STEEL—As reported last week, a little business has been doing in cast steel at quoted prices. Best cast steel, 9½ to 12c.; spring, $2.50; tire, $2.50 to $2.75; sleigh shoe, $2.40; round machinery steel, $3.

GALVANIZED SHEETS—This line follows the trend of the market. We quote: 4½ to 5c. for ordinary brands; Morewood, 6 to 6¼c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., and the usual extra for larger sizes.

TIN PLATE—Buyers are backward, and what little is doing is at unchanged prices. We quote: Cokes, $3 to $3.25, according to quality, and charcoal, $3.50 to $4.



Heavy Steel Plate Ranges

Nos. 8 and 9, 4 Holes, Oven 16 x 20
Nos. 8 and 9, 6 Holes, Oven 18 x 20

These are made after the most improved patterns, and embody every good point up to date.

The McClary Manufacturing Co.

London Toronto Montreal Winnipeg Vancouver

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

Gas, Electric, Combination

Fixtures AND **Brackets**

English, Canadian, and American **DESIGNS**



A select stock of **Gas and Electric GLOBES** always on hand

JAS. BARWELL, 88 Bay Street, **Toronto**

Drawings and prices on application.
The trade supplied.



SS. SMOKELESS POWDER

Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.

429 Board of Trade Building
MONTREAL, Agents.

SEND FOR PRICE LIST.

SAMPLE ORDERS FOR

Church's Potato Bug Finish

Will now be filled by us for all places where we have not granted exclusive agencies. Exclusive agency granted on orders of four to seven barrels. We cannot guarantee shipment before May 15th, as we have all the orders we can fill before that date.

The Alabastine Co., Ltd., Paris, Ontario.

PARIS, April 17, 1894.

J. M. WHEELER, ESQ., Secretary-Treasurer Alabastine Co., Ltd

SIR,—Regarding Church's Potato Bug Finish which I purchased from you last season, I can fully endorse all you say regarding it. My potato crop was threatened with destruction by the potato bug. I gave the plants one dose. It made the plants stronger, potatoes better, and the one application which remained on the plants for weeks was all that was necessary. I have recommended your Bug Finish to many of my brother farmers and although I have used Paris Green and London Purple, Church's Bug Finish excels all. Yours truly, JOHN MILLER.

Also similar testimonials from Albert J. Howell, John H. Bond, D. Ballingal, Albert Peel, Myron Ames, J. E. Ausebrook, Titus Peart, and Edward Burrill.

PARIS, ONT., April 19, 1894.

TO THE PUBLIC—

I am acquainted with the parties giving the foregoing testimonials relative to Church's Potato Bug Finish, and have seen the original testimonials, and I believe them to be worthy of confidence as they are made by practical farmers residing in this locality.

J. H. FISHER, Mayor of Paris.

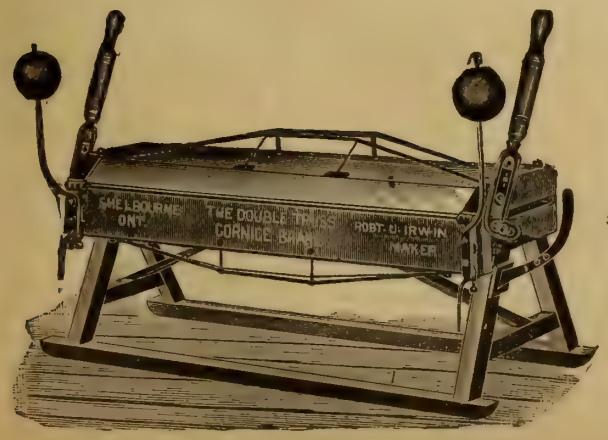
Alabastine Company, Paris, Sole Manufacturers.

HILL & FORBES, 327 ST. JAMES ST., MONTREAL: Agents for the Province of Quebec.
A. M. BELL, HALIFAX: Agent for New Brunswick and Nova Scotia.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, **TORONTO**

ENGLISH HOUSE: **SAMUEL, SONS & BENJAMIN**
164 Fenchurch St., London, E. C.



Sole Agents for the Dominion for

Double Truss Cornice Brake

Write for Circulars and Quotations.

MONTREAL MARKETS—Continued.

CANADA PLATE—Last week's fair demand continues. Prices are $2.35 to $2.40. Terne plates meet with a fairish demand at $6.50 to $6.75.

COPPER—This line is about the same as last week. Oxford and equal brands are quoted at 9¾ to 10c.

TIN—There is a fair demand still going for small lots at 18½ to 19c.

SPELTER—This line is steady, with little doing at unchanged prices—$4 50 to $4.75.

ANTIMONY—The demand is almost nothing for antimony. It can be bought for 10½ to 12c.

LEAD—Lead shows but slight activity, and prices are the same—$2.75 to $3.

SHEET ZINC—We quote as before, with a dull market, at $5 to $5.25.

CEMENT—The cement market has shown no important change. The arrivals have been small so far, as compared with previous years. The tone is steady, and prices are unchanged. Future prospects are not encouraging, and the turnover will likely be smaller than usual this season, as there is not so much outside work going on. The prospect for any improvement in values are slim. We quote English brands at $2.05 to $2.15, and Belgian at $1.90 to $2. The first shipment of firebrick has been received (62,000), per ss. Amerynthia, from Glasgow. The demand is fairly active, and prices range from $18.50 to $22.50 per 1,000, according to brand.

PAINTS AND OILS.

In paints and varnishes there is a very good business doing at about former rates. There have been a number of sales of standard whitelead at $4.70 to $4.75. The linseed oil market shows lower values, prices having tumbled 1 to 2c. There have been sales of 350 barrels of seal oil to arrive at 37 to 37½c. Other lots are offering, but buyers are holding off with an idea that when the goods arrive they will be able to do business at lower prices. We quote as follows: Choice brands of white lead, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots, raw, 53c., boiled, 56c.; steam refined seal oil, 42 to 45c.

GLASS.

Glass prices are unchanged, as business is, as reported last week, quiet. There is a fairer business doing in putty. We quote $1.25 for first break; $1.30 second break, per 50 feet; $3 25 for first break per 100 feet; putty in bulk, $1.85.

PETROLEUM.

The new tariff has made a break in the petroleum market, a decline of 1 cent to 1¼c. for American oil being reported The past week's trade has been good in small lots and a fair active business is reported at the reduction. We quote Canadian refined at 11c. in shed at Montreal for round lots, and 11¾c. for small quantities. American petroleum, 16 4-5c. in car lots, 15¼c. in 10-barrel lots, 15½c. in 5-barrel lots, and 16c. for single barrels, net cash; American benzine, 23 to 25c.; Canadian benzine, 10¾c. Petrolea; 12¾c. Montreal.

HIDES.

The demand from farmers this week has been slow, while the receipts have been heavy and the market as a consequence dull. There has been no change in last week's prices.

TALLOW.

Tallow has been moderately active and prices steady at 6¼ to 7c. as to quality.

TORONTO MARKETS.

TORONTO, May 11, 1894.

HARDWARE.

BUSINESS is still fairly active, although it scarcely exhibits the same life generally as it did a week ago. Payments, on the other hand, continue to show some improvement. Fair headway has been made with the tariff during the past week, and the changes made are announced elsewhere, but the feeling is still more or less uncertain as to what further changes may be made, and consequently, until the House has finally disposed of the matter more or less prices cannot be definitely fixed. Demand has fallen off a little for some kinds of wire, while rope, on the other hand, is going out more freely. Nails are in brisk demand, with cut 5c. lower than before. A feature of the situation is the lively demand for lawn mowers. Another thing to note is the development of a brisk movement in ice-cream freezers.

WIRE—The demand for oiled and annealed wire is much the same as a week ago, but barb wire is not moving as freely, and coppered steel, galvanized and broom wire are slow.

ROPE—Prices have advanced ½c. in the States on account of the advance in the raw material. No change, however, is anticipated in twine, large stocks of this article being carried over. On the Toronto market quite a number of large shipments have been made during the week owing to uncertainty as to prices. Stocks are light. We quote: Sisal, 7-16 in. and larger, 6¾c.; ¼, 5-16, ⅜ in., 7¼c.; Manilla, 7-16 in. and larger, 9 to 9¼c.; ¼, 5-16, ⅜ in., 9½ to 9¾c.

CUTLERY—Nothing new has developed in this line during the week. A fair sorting up trade is still being done, and prices are unchanged.

CUT NAILS—Prices have been shaded further, carload lots being offered at $1.80 and small lots at $1.85.

WIRE NAILS—Are being called for regularly, most dealers throughout the country taking advantage of the 1,000 pound shipments whereby they are able to save the freight. This is keeping manufacturers pretty busy. Discounts remain as before at 75, 10 and 5 per cent., shipment in 10-keg lots being prepaid.

HORSE NAILS—Are rather quiet, the marked advance in price apparently being



the cause, dealers only purchasing for immediate requirements. We quote: "C" 60 per cent., and "B B" and "M" 60 and 2½ per cent.

GREEN WIRECLOTH—Although stocks are large, there is a nice movement at the unchanged prices of $1 85 to $1.90 per 100 square feet.

SCREEN DOORS AND WINDOWS—Are not going out as rapidly as jobbers would wish. It has been found necessary, however, to replace some sizes from Canadian manufacturers, owing to the season being so far advanced.

TACKS—Business appears to have fallen off in this line, very little being done this week.

CHAIN—Trade is quiet in coil chain, quantities going out being exceedingly small. Tug and trace chains are beginning to be enquired for.

HORSESHOES—There is nothing special to note in this line, only a few shoes being called for. We quote $3.80 Toronto and $3.85 Montreal.

WARE—Trade in Peerless and Eclipse wares has brightened up during the week, but in white ware there is not a great deal doing.

LAWN MOWERS—Trade is lively, but jobbers are finding no difficulty in supplying the demand.

SPORTING GOODS—Trade remains in much about the same quiet and uninteresting condition as before.

PLUMBERS' SUPPLIES—Trade does not show any signs of improvement either in the country or in the city. Nearly all the plumbers are complaining of the scarcity of work.

BUILDERS' SUPPLIES—There is very little doing, but trade in the country is ahead of that in the city. The tariff changes have not made any material change in the price of articles coming under the head of plumbers' supplies.

MILK CAN TRIMMINGS—Season is virtually over and stocks are reduced to a minimum. Taking the whole season through, it has not been so satisfactory, nor the volume of business as large as last year.

CLOTHES WRINGERS—Demand is being maintained. Prices are unchanged at $29 for Royal Canadian, best quality.

HARVEST TOOLS, ETC—Trade is keeping up well. Stocks are a little more complete, and jobbers have not the same difficulty in supplying the demand as they had.

HINGES—Are being freely called for at previous prices.

METALS.

The metal market remains much as before. Sheet copper is selling a little better, and a satisfactory business is reported in tin plates. For terne plates an increasing demand is reported, and Canada plates are

MARKETS—Continued

beginning to look up. Solder is more lively, and a fair demand is being maintained for pig lead.

PIG IRON—The market is about as flat and uninteresting as it well could be, there being practically nothing doing. We quote: Summerlee, $21 to $21.50; Carnbroe, $20 to $20.50; Siemen's, $18 75 to $19.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: The general foundry trade is still exceedingly dull with little prospects of early revival. Prices continue very low but firm. There is quite a little buying, but orders are usually of the carload or 50 ton variety. We quote for cash f.o.b., Toronto, in bond: No. 1 X foundry strong coke iron, Lake Superior ore, $12.75; No. 2 X foundry strong coke iron, Lake Superior ore, $12.25; Jackson County silvery, No. 1, $16 80 to $18 30; Lake Superior charcoal, $15.80; Southern soft, No. 1, $11.50; Southern soft, No. 2, $11.25.

BAR IRON—Business is quiet and featureless, with prices ruling as before at $1.75 Montreal and $1.85 Toronto.

SHEET IRON—A few good shipments have been made, but business on the whole is only fair. We quote as before: 8 to 16 gauge, $2.50; 18 ditto, $2.50; 20 ditto, $2.50; 22 to 24 ditto, $2.35; 26 ditto, $2.45; 28 ditto, $2.65.

IRON PIPE—A few good orders have been booked, but the general run is only small lots. Neither are shipments large. This article is not now being sold from the standard list, net prices being quoted by jobbers averaging from 67½ to 70 and 10 per cent.; galvanized iron pipe, 47 to 50 per cent.

BOILER TUBES—Trade is slow, not many boilers being built just now. We quote as follows: 1¼ inch, 7c.; 1½ inch, 7¾c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

SHEET STEEL—Business is much as before and there are no changes in prices. We quote: 8 to 16 gauge, $2.80 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

GALVANIZED IRON—Trade is keeping up well; in Gordon crown and Queen's head brands quite a few cases have gone out during the past week at last week's prices, namely, 4½ to 4¾c. for 28 gauge in case lots. A number of import orders are now being delivered throughout the country, and fresh orders are being booked daily.

INGOT TIN—Business is active, although lots going out are not as a rule, large. Small quantities are still being held at 20 to 21c.; large lots are being shaded.

INGOT COPPER—There has been a good demand during the week for cask lots, and stocks are low; 10 to 12½c. is still quoted ordinarily, but quantities can be shaded.

SHEET COPPER—Is in little better demand, although shipments from stock do not comprise many case lots. We quote 15 to 17c. A new combination price has been fixed on coppered pits at 19 and 23c. for plain and spun respectively.

ZINC SPELTER—There is some demand for half-ton lots, but business, generally speaking, is quiet. Stocks are heavy, and a good many outside dealers have large supplies on hand. There is hardly any demand for domestic, the foreign article having the call. Prices are still being held at 4½ to 4¾c. for foreign, although for round lots a fraction less would be taken. We quote domestic at 4 to 4½c.

CORRUGATED IRON—A good trade is reported at unchanged prices. We quote: "Owl" brand from genuine steel plates, zinc coated, $4.25 to $6.00 per square; painted steel, same brand, $3 to $4.75, according to gauge.

TIN PLATES—Jobbers report business satisfactory both in charcoal and coke qualities. Prices rule from $3.50 to $3.75 per box for I.C. charcoal and $3.25 to $3.35 for coke.

TERNE PLATES—Demand is increasing, while prices remain same as last week, namely, $6 75 to $7.50 per box 20 x 28.

SHEET ZINC—There is not much doing, although stocks are gradually becoming reduced. We quote cask lots at 4⅞ to 5c., and smaller lots at 5¼c.

HOOPS AND BANDS—Are moving slowly only. English are being held at the base price of $2.40. We quote American at $2 for steel and $2.10 for iron.

CANADA PLATES—Trade in shipments from stock is looking up a little, but principal business is on import account, half-polished being offered at $2.40 to $2.45, and all-bright at $2.75 to $2.85, according to quality. There is very little all-dull on the market, and it is not much wanted. For shipment from stock we quote: Half-polished, $2.60 to $2.65; all-bright, $2.85.

SOLDER—A lively trade is reported. The standard half-and-half brands are still being held at the old figures, namely, 13½ to 14c. Of course a cheaper article can be obtained, but a great deal of dissatisfaction has been expressed therewith. Some of these cheap brands can be got as low as 12c.

PIG LEAD—Trade has been keeping up well during the past week, some good sales being reported, although not many carload lots have changed hands; 2¾ to 2⅞c. is the range for ordinary lots.

ANTIMONY—Trade is brightening, especially in the Cookson brand. Ordinary brands, in fact, are not going out as well. We quote 9½ to 10c. for Cookson's.

ROOFING PITCH—Trade is fair at $3 per barrel.

PLASTER PARIS—We quote $2.10 to $2.20 per barrel; New Brunswick, $2.20 to $2.30.

OLD MATERIAL.

Trade remains fair. A better demand for wrought iron is reported, and a good demand for rubber continues. Prices unchanged. We quote prices paid by dealers as follows: Agricultural scrap, 55c. per cwt.; machinery cast, 54 to 55c. per cwt.; stove cast scrap, 30 to 35c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 6¾ to 7c.; heavy scrap copper 7½ to 7¾c.; old copper bottoms 6 to 6½c.; light scrap brass 4c.; heavy yellow scrap brass 6c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 1¾ to 2c.; scrap zinc, 1½ to 2c.; scrap rubber, 2½ to 2¾c.; country mixed rags, 60 to 75c. per 100 lbs.; clean dry bones, 45 to 55c. per 100 lbs.; borings and turnings, 10 to 15c.

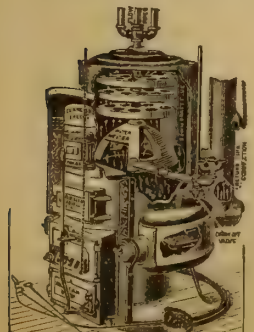
GLASS.

Very few spring lots have been received yet, and the few stocks that were built up a little a week or ten days ago are now again in a depleted condition. Import orders will probably be to hand in the course of two or three weeks, and shipments for wholesale houses are expected to arrive same time, documents covering direct and jobbers' stock coming in daily. Prices are unchanged at $1.20 to $1.25 for first break. In plate glass trade is reported to be good.

PAINTS AND OILS.

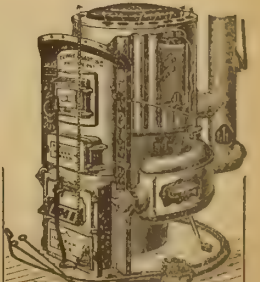
As far as the volume of business is concerned it is fairly satisfactory, but the condition of prices is still demoralized; and there seems to be no immediate prospect of an improvement, at least if a reorganization of the defunct associations is to be depended upon for bringing it about, the feeling of all concerned being that the associations cannot be formed again for some time, if ever. Turpentine has advanced 1c. per gallon in Savannah this week, but the price here is unchanged at 41 to 42c. per gallon, and there is a good demand at these figures. Turpentine is now being sold to dealers in Canada at the lowest price ever touched before.

Best Value  on Earth.



These are the Furnaces that secure the trade for dealers who handle them.
They have no rivals but many imitators.

Clare Bros. & Co. ....Preston, Ont.



MARKETS—Continued

Prepared paints are going out freely in sorting-up parcels, at $1.05 for pure. White lead is in good demand at 4½ to 4¾c., with the inside price as the ruling figure. Linseed oil is in active request at 53½c. for raw, 56½c. boiled, f.o.b. Toronto. In varnishes there is a good trade doing in both English and American product. Putty is quiet at $1.90 to $2 in bladders, and $1.80 to $1.90 in bulk. Castor oil is quiet at 6⅝ to 6¾c. in case lots, and 7c. in single tins. Refined seal oil is quoted at 58 to 59c. per gallon, in barrels. A little Paris green is being shipped to dealers who want their supplies early, but the bulk of the trade has not yet begun. We quote: Drums at 12½c., and pound packages at 14½ to 15c.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Business extremely quiet. Dealers are still paying 3c. for green and selling cured at 3½ to 3¾c.

SKINS—There are not many offering, and dealers are paying 80 to 90c. according to quality.

WOOL—Some new wools are coming forward this week, for which 16c. is being paid. Supers are taken at 18½ to 19c.; extras, taken at 20 to 21c., and dealers would sell at 32c., but there is no demand.

TALLOW—Is getting scarce, but prices are no higher. Local trade is taking all that is offered. Dealers are paying 5 to 5½c. for rendered and selling at 5½ to 5¾c.

SEEDS.

There is not much that is new to report. Clover business is about over, but grass seeds and ensilage corn are in active demand at unchanged prices. We quote jobbing price: Red clover, $6 to $6.50; alsike, $5.50 to $8.50. Hungarian, 90c. to $1 per bushel; millet, 70 to 80c. per bushel; ensilage corn, 58 to 80c. per bushel.

PETROLEUM.

Trade remains good. There has not yet been any change in prices. We quote: 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; Canadian water white, 16 to 17c.; American water white, 18 to 19c.; photogene, 20c.

MARKET NOTES.

The Dominion Cartridge Co., Ltd., Montreal, have issued a new loaded shell list.

Rice Lewis & Son, Ltd., report a great run on garden tools, lawn mowers and garden vases.

A new association price has been fixed on coppered pits, plain now being worth 19c. and twisted 23c.

Rice Lewis & Son are carrying an extra heavy stock and wide range of pipe fittings and valves, both cast and malleable.

M. & L. Samuel, Benjamin & Co. are making a specialty of carvers in cases, and are this week in receipt of a fresh shipment.

Flags and bunting are all in season now, Rice Lewis & Son reporting large sales. This firm has a pretty display of flags and bunting in one of their windows.

Every merchant uses paper bags of some kind. All should, therefore, get a copy of the 1894 paper bag price list that the E. B. Eddy Co., Ltd., Hull, Que., is sending out.

The gentlemen who are judging the essays have not yet completed their labors, and we are therefore compelled to defer the announcement of the result for another week.

H. S. Howland, Sons & Co. are just in receipt of advice of large shipment of Joseph Rodger's and Wostenholme's cutlery, and their stock in these lines will be again complete.

The Whitman & Barnes Manufacturing Co., St. Catharines, have issued a handsome 94-page catalogue, setting forth the various lines that they are carrying, both by description and illustration. The beginning of the catalogue is devoted to the guidance of retailers in writing and telegraphing orders for articles or portions of articles. It will be forwarded to retailers on application to the firm, and should prove of great interest to the trade.

The 1894 catalogue of Berger Bros., tinners' hardware and roofers' supplies, Philadelphia, is both handsome and interesting. It contains much of special interest to the hardware trade and tinware manufacturers, who should not fail to secure a copy. In it are cuts of a great variety of articles in the building line, such as long eave gutters, pipe, ridging, cresting, eave-trough hangers, etc. The firm states that it is now in a better position than ever to meet the times in prices, quality, and prompt shipment.

The Toronto Steel Clad Bath and Metal Co. report having to work overtime during the past month to keep pace with the demand for steel clad baths. "We have recently made some large shipments to Quebec, Manitoba and the Maritime Provinces," said a member of the firm. "It has been taxing our capacity to keep up with our orders lately. No. 2 steel clad has been a great success."

The Collins Mfg. Co., Toronto, are negotiating with the Hartman Mfg. Co., Beaver Falls, Pennsylvania, for the right to manufacture and sell the Hartman fence wire in Canada. "The demand for Excelsior tea and coffee pots and dome bottom kettles is good," say the firm. "We are also making large shipments of Hathaway fence wire."

A. A. Allan & Co., Toronto, agents for the Star Bicycle, announce the receipt of the Star semi-road racer, and invite the inspection of it by the trade and wheelmen. "This wheel is built to combine lightness with durability and is one of the handsomest wheels on the market," say the firm. "We have on hand a large stock of the Star cycle racks, which we are clearing out rapidly."

The Metallic Roofing Co., Toronto, have received the following contracts: Covering the Cutler and Savidge Lumber Company's mills at Kenabutch, the placing of Hay's Patent Lathing in the Brockville Asylum, and the roofing of the Muskoka Leather Company's tannery, Bracebridge, with "Owl" brand corrugated iron.

Coulter & Campbell, coppersmiths, Toronto, report a brisk demand for the Superior range boiler. "We are selling them both nickled and plain copper, and have now new machinery that will enable us to fill orders promptly in the future," the firm says. "There are a lot of the Coulter & Campbell patent lawn sprinklers selling and a fairly good business is doing. We have received the contract for placing railings, etc., in the new Simpson building, Toronto.

The Toronto Fence and Ornamental Iron works have received the contract for the switch board for the Toronto Street Railway. "This is the second we have put up for this company," said a member of the firm. "Fence work is brisk, and we have put up 95 per cent. of the ornamental iron fences that have been erected in Toronto this spring."

Chas. Boeckh & Sons, brush manufacturers, Toronto, announce that on account of having purchased a large amount of raw material at a specially low figure, they are able to reduce prices on Fitch, badger and camel hair varnish brushes. "We are also making a specialty and carrying a large stock of window and ceiling brushes, which are always in good demand this time of year for house cleaning purposes," said a member of the firm.

The Consolidated Plate Glass Co., of Canada, report much improvement in trade, and shipments through Ontario brisk. "We are daily expecting a large consignment of plate glass from England, via the St. Lawrence, amongst which is a large quantity of one inch polished plate, of which there has been a scarcity in the Canadian market for some time," said a member of the firm.

Toronto Cutlery Co. report business fair. Orders for pocket cutlery being of a sorting-up character and dealers buying carefully. "We are, however, behind with our orders for Non XL brand," said a member of the firm. "We are, however, at present selling more of our shears, both nickel-plated and polished, than we have ever done."

The Booth Copper Co., Toronto, report a large demand for their Resisto range boiler and a fair business doing in other lines. The firms says: "The Resisto boiler is not only elegant in appearance, but is also satisfactory in operation and construction, and is also perfectly secure from collapse. We guarantee it to stand 200 lbs. hydraulic pressure."

Parmenter & Bullock, Gananoque, are introducing their patent bifurcated or slotted rivets in cartoons, 12 boxes in a cartoon, 100 rivets in a box, 20 of five different lengths, which are now being largely used in the United States by farmers, teamsters, etc., in the repair of harness, halters, shoes, straps, overalls, or work of almost any kind where a strong clinch rivet is required. They are rivetted or clinched with a hand tool small enough to be carried in your pocket (does not take up as much room as an ordinary pocket knife). It pays a larger profit for the outlay than any article now handled by the hardware trade.

UNITED STATES MARKETS.

NEW YORK, May 11, 1894.

PIG TIN—The highest prices touched late on Monday were maintained. If anything, the level of values was really a shade higher. Extremely moderate speculative interest and cautious buying on the part of jobbers and consumers served to give the market a quiet appearance, however, and the surface indications were that the advance officially recorded of 2s. 6d. to 5s. in London was the mainstay of the market. Prompt and current month deliveries were about 20.10 to 20.15c. at the close. Bids were made of 20.05c. for later deliveries, and sellers at under 20.15 to 20.20c. were few and far between. The distant deliveries would thus appear to be quite as firm as prompts, for the moment at least. The arrivals thus far this week have not been sufficient to affect the statistical position.

COPPER—The market for ingot remains flat. Neither export or home trade buying shows any sign of expansion, and sales' agents remain passive pending developments. Small parcels come out at relatively low prices, chiefly from second hands, and have just enough weight, in connection with prevailing dulness, to give the market a somewhat weak appearance. The range of prices quoted is 9.40 to 9.50c. for Lake Superior ingot, 9⅛ to 9¼c. for electrolytic, and 9 to 9⅛c. for ordinary casting stock.

PIG IRON—In a certain limited speculative circle carload lots were offered at 3⅜c., June and July delivery, at sellers' option. No business resulted. On the other hand desilverized lead for prompt delivery was placed at 3.42½ to 3.45c., in carload lots, for prompt delivery. There was thus some irregularity, and, while actual results were not on a scale sufficient to clearly reflect the market, it looked very much as though the extreme low prices were purely speculative. St. Louis wire to the Metal exchange quoted 3.20c. The London cable quoted a decline to £9 for soft Spanish.

SPELTER—Offerings from the west were rather on a more limited scale, and sellers stood out for rather better prices. There was improvement in sales or in local demand, however, and 3.50 to 3.55c. seemed about the best prices for ordinary brands, in carload or larger lots. St. Louis wire to the Metal Exchange quoted 3.30c. London cable was £15 12s. 6d. for good merchant brands.

ANTIMONY—There is about the usual demand, and prices vary little from 8¾ to 8⅞c. for Hallett's and 10 to 10¼c. for Cookson's.

TIN PLATE—Neither spot goods or forward shipments are being taken with greater freedom. Business, in fact, continues smaller than usual at this season of the year, and there is nothing in the general situation calculated to enliven the markets. Prices are rather weak.

IRON AND STEEL—Business in both crude and finished material is rather slow, and new orders serve to relieve in part only the spiritless condition of affairs that has prevailed for some time past. Prices vary in a slight degree only, and, except in a few instance, as, for example, steel rails, down to a level that tends to check competition.

The secret of success in life is for a man to be ready for his opportunity when it comes.

WIRE Close prices for import on all kinds of fencing and other wire, also on IRON and STEEL of all grades.

A. C. LESLIE & CO., Montreal and Toronto.

Pure Southern **TURPENTINE** Our Specialty

Remember, we are headquarters for the pure article, and intending purchasers will do well to get our price before placing their orders. Every barrel of Turpentine we ship is accompanied by our printed guarantee that it is ABSOLUTELY PURE.

We Are Not Members of any Combine.

FRANCIS, FROST & CO., 33 Front St. W., TORONTO



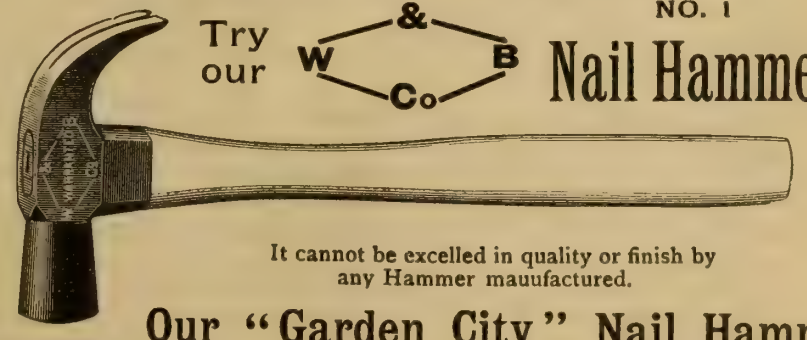
BEST ON THE MARKET.

Manufactured by — Write for sample cards and prices.

The James Robertson Co. Ltd., Toronto

THE WHITMAN & BARNES MFG. CO.

Canadian Branch: St. Catharines, Ont.



Try our W & B Co NO. 1 Nail Hammer

It cannot be excelled in quality or finish by any Hammer mauufactured.

Our "Garden City" Nail Hammer

GET OUR PRICES AND TRY OUR GOODS

Is the best and cheapest "Solid Cast Steel" Hammer on the market. . . .

We aim to keep in stock a full line of Hammers, Sledges, etc., and will make prompt shipments. . . . . .

TRADE CHAT.

IN the window of A. D. Ellis' hardware store, Simcoe, are some of the fine prizes to be given at the bicycle races in Simcoe on May 24th.

T. Knight, jr., intends erecting a blacksmith shop opposite the Presbyterian church, Chilliwack, B.C.

There are now 152,000 miners on strike in the United States, and the movement continues to spread.

T. S. Hobbs, hardware merchant, has been nominated in London to oppose W. R. Meredith.

Sir John Thompson will introduce a bill establishing the first Monday in September as Labor Day, to be a statutory holiday.

Wallaceburg is elated. Steinhoff & Gordon have struck oil after much labor, and if one may believe reports the find is likely to be a rich one.—St. Thomas Journal.

The Steel Range Company, who have been doing business in Tilsonburg all winter, have removed to Cayuga, and they will distribute in that vicinity for some time.

Hugh Rankin, formerly lessee of the Brisco house, Napanee, has moved to Deseronto, and has leased R. M. Jack's blacksmith shop were he will carry on the trade.

Smith Bros. have secured the plumbing contracts for the Wishart and Struthers residences, and also the fitting up of the new boilers at Springbank.—London Advertiser.

The merchants on Princess street, Kingston, intend to make elaborate decorations in their store fronts on the Queen's birthday. They will keep their stores open half a day.

J. M. Anderson, Deseronto, has removed his tin and plumbing shop to Edmond street, one door from St. George street, when he will be better prepared to meet the wants of his patrons.

Bell & Co.'s factory, Guelph, inaugurated the Saturday half holiday system the other day. The factory now runs nine hours a day through the week and closes down at noon on Saturdays.

Kingston has a Smead-Dowd case before the courts. The general hospital authorities have taken action against the Smead-Dowd Co., of Toronto, for breach of contract and for damages.

Early on the morning of May 4th, burglars made their way into the hardware store of James & Reid, Perth, and blew open the door of the safe. They got two dollars in silver for their trouble. No clue.

The annual output of puddled iron in the United Kingdom is steadily decreasing. The production in 1893 amounted to 1,363,974 tons, a decrease of 196,723 tons from 1892. In 1889 the production was 2,253,756 tons.

The ship Britannic recently completed her 200th round voyage and 400th passage across the Atlantic. This means she has traveled a distance of nearly 1,500,000 statute miles with her original engines and boilers, an achievement probably without parallel in the history of steam navigation.

The hotel men of Guelph have formed a combination and decided to use coal oil lamps instead of gas or electric light. They wanted a special rate from the gas company. Gas and electric light are furnished on a graded scale, and in order to get $1.50 rate it is necessary to consume 50,000 feet of gas. Electricity is furnished on a similar basis.

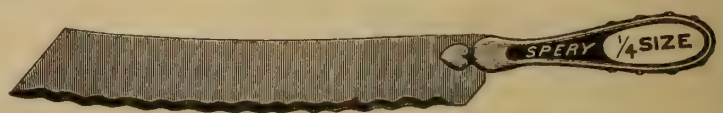
The new Tower Bridge of London was practically completed last week, after eight years' continuous labor, and at a cost of £830,000. It will vastly facilitate the ever-increasing traffic between the eastern and southern portions of the metropolis, and has the additional merit of being a decidedly handsome monument of engineering skill. The work has absorbed 10,000 tons of steel.

SPERY BREAD AND CAKE CARVER.

THE day when housekeepers were compelled to cut bread and cake with tools that did the work imperfectly, and with more or less waste, is gone never to return. It is only necessary to refer to the "Spery" serrated edge bread and cake knives as an evidence of that.

The action of cutting bread or cake is naturally a curved or sawing motion, so in







cutting with the "Spery" curved blade the centre of the blade strikes the bottom of the loaf, or top of the bread board first, thus making as clean and perfect a cut at the bottom of the loaf (without tearing), as at the top. This makes the action of cutting a clean slice, top and bottom alike perfectly easy.

The serrations in the "Spery" are made deep and shallow, short and long; the short shallow teeth doing the principal cutting, and the long deep serrations prevent any possible clogging and tearing. In other words, uneven serrations do the work more easily and much smoother, upon the same principle that a serrated or saw edge knife will cut hot bread or cake better than the common knife. All our knives are made from crucible steel and are finely tempered. They will not only retain their shape, but will hold a perfect cutting edge.

The accompanying cuts will furnish the trade with a good idea of the style and construction of the Spery knives.

Panchaud, Squire & Co., Montreal, are sole agents for Canada, and any further information the trade may desire regarding these knives can be obtained by dropping a line to that firm.

PERSONAL MENTION.

E. B. EDDY, of Hull, is mentioned for the succession to the chair in the Senate left vacant by the death of Alonzo Wright, the King of the Gatineau.

Cyrus A. Birge, vice-president Canada Screw Co., was in Toronto this week.

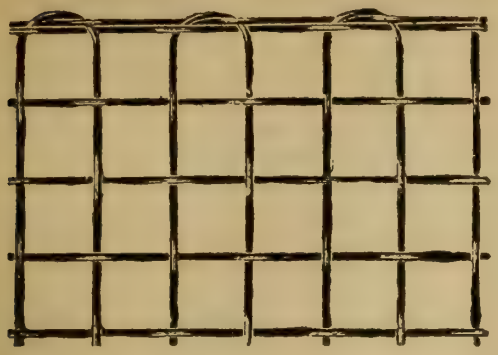
J. A. W. Allan, Newmarket; W. Orr, Aurora; Mr. Hatch, of Hatch Bros., Whitby, were among the country merchants who paid Toronto a visit during the week.

J. R. Vanzant, Markham, was in Toronto on business this week. Mr. Vanzant has just recovered from a six week's illness, and he was the recipient of many congratulations on his convalescence.

L. Privat, Williamsford, was in Toronto on business last week. He told HARDWARE that trade prospects were good in his part of the country, a good many barns and some farm dwellings being in course of erection. "I have no cause to complain," he said. "We may not be making money as fast as we would like, but that is no evidence that times are hard as some would have you believe. It is the lean pig that always does the most squealing, anyhow."

ANTIQUITY OF HORSESHOES.

The earliest form of the horseshoe was a leather boot, says Dr. S. J. Harger, of the University of Pennsylvania Veterinary School. But this boot was only worn by heavy war horses. The ordinary horses of the Greeks, Romans, Arabians, and other natives were unshod, though methods of hardening the hoof were occasionally used. The earliest written record of metal shoes is found in a book by the Emperor Leo VI., who died 911 A.D., but horseshoes have been found in tombs that date back to the sixth century. The earliest Oriental form of shoe was nearly circular and was fastened on, not by nails, but by flanges driven into the side of the hoof. The Arabian farriers even to-day shoe their horses cold and regard the European method as injurious.



Wire Cloth

Green Painted Screen Cloth. Special Lath Cloth. Hardware Grade Cloth Milk Strainer Cloth. Sand Screen Cloth. Honey Extractor Cloth. Fanning Mill and Threshing Machine Cloth, Etc., Etc.

Write for Catalogue and Price List.

The B. Greening Wire Co., Ltd.
Hamilton, Canada.

GLUE

Write for Sample and Price of

"GEM" BRAND

JUST IMPORTED

Strong as French Medal and Cheaper

Toronto Lead & Color Co., Ltd.

SUMMER # OXFORD **STOVES**

ECONOMICAL. EFFICIENT. BEAUTIFUL.



GAS RANGE.

Oxford Gas Ranges

5 SIZES.

Bakes, Boils and Roasts quickly and uniformly.

Are Immense Water Heaters

No Waste. No Odor.

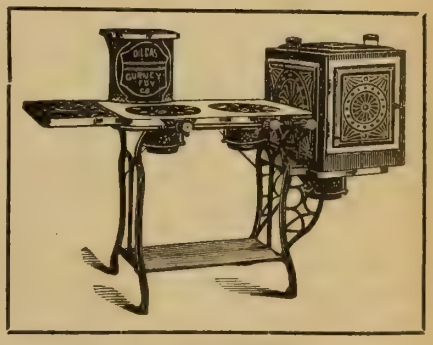
Oxford Oil Gas Ranges

5 SIZES.

Makes its own Gas as it Burns it.

Makes Gas from Ordinary Coal Oil.

Bakes, Roasts and Boils perfectly. Cost of Fuel ½c. per hour.
No Odor. No Wick.



OIL GAS RANGE.

PEOPLE WILL ASK FOR THEM. YOU MUST HAVE THEM.

Send for Price List of our Latest Production THE OXFORD GRADUATE Wood and Coal Cook Stove.

THE GURNEY FOUNDRY CO., LTD., Toronto. THE GURNEY-MASSEY CO., LTD., Montreal.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

WM. PERTH, general store, Claremont, has assigned to H. W. McMahon.

A. T. Avard, general store, Tidnish. N.B., has assigned.

J. W. Erratt, general store, Treesbank, has assigned.

Hector Nadeau, general store, Middle St. Francis, has assigned.

Robert McLeneghen, general store, Minnedosa, has assigned.

M. A. Chamberland, general store, Stanstead, Que., has assigned.

W. C. Mackie, general store, Beamsville, has assigned to C. B. Armstrong.

John Petrie, general store, Stayner, has assigned to Joel Halworth, jun.

W. J. Hallarn, house furnishings, Toronto, has assigned to Thos. R. Barton.

J. N. Laird, general store, Foxboro, has assigned to W. A. Campbell, Toronto.

F. X. Labelle, general store, St. Janvier, Que., has assigned to Lamarche and Oliver.

L. A. Sauve, general store, Coteau Station, Que., is offering to compromise at 60c. on the dollar.

Samuel Graham, blacksmith and carriage maker, Port Perry, has assigned to J. H. Brown.

A meeting of the creditors of the Wightman Sporting Goods Co., Montreal, was held on the 11th inst.

The wholesale and retail drug firm of C. McCallum & Co., of London, has assigned to Alfred Robinson. The failure is due to bad debts and losses in the oil trade some years ago.

Lecompte & Fils, plumbers, Montreal, have assigned on demand of Aug. Leblanc, with liabilities of about $12,000. Principal creditors: E. A. Manny & Co., $1,000; Patenaude & Cie, $500; Mdme. Levy, $4,000; Nazaire Gauthier, $3,600.

The creditors of the estate of L. Becker & Co., insolvent bankers, of Waterford, will meet Wednesday. The statement shows direct liabilities of $84,000 and preferred $340. The Bank of Hamilton endorsed notes made by the Reliance Electric company for $15,000, but no loss is anticipated. The Canadian Bank of Commerce is fully secured. The assets consist of cash, $1,859.85; book debts, $5,110; bills receivable, $16,268; mortgage and office furniture, $1,771; claims, $7,000; surplus in hands of Bank of Commerce, $12,095; collaterals, $8,058; nominal surplus in the estate of L. Becker $20,000; making a total of $70,490. This leaves a deficiency of over $14,500.

SALES MADE AND PENDING.

The stock of Ray & Co., general store, Kinmount, has been sold.

The stock, etc., of Thos. Dawson, general store, Raglan, is advertised to be sold by auction on the 16th inst.

The stock, etc., of W. C. Mackie, general store, Beamsville, is advertised to be sold by auction on the 16th inst.

The stock, etc., of J. M. French & Co., paints and varnishes, Toronto, is advertised for sale by auction on the 15th inst.

At Suckling & Co.'s auction room, Toronto, the general stock of Hadden & Staples, of Franklin, was sold at 65½c. on the dollar. The stock, amounting to $3,000, was purchased by John Nasmith, of Lotus.

PARTNERSHIPS FORMED AND DISSOLVED.

Snoddy & Cook, plumbers, Hamilton, have dissolved.

The Toronto Plate Glass Importing Co. (not incorporated) has dissolved; Alfred Pearson continues.

Chas. C. Corneille, Alphonse de Ligori Quesnel and Chas. Alfred Sharpe have registered partnership to carry on business under the style of the Metropolitan Plate Glass Insurance Co., Montreal.

CHANGES.

A. Wood, blacksmith, Manchester, has removed to Epsom.

Jackson Bros., machinists, have opened up in South Edmonton.

Harvey Bailey & Co., general store, Enderly, B.C., are closing out.

H. Dorias, general store, St. Valentine, has removed to St. Philomene.

Robert & Co., agents for machinery and mill supplies, Montreal, are starting business.

FIRES.

R. Craig, blacksmith, Nanaimo, has been burnt out.

On May 6th fire broke out in the power house of the electric light company, Nanaimo, B.C., which was completely destroyed, with contents. The fire spread rapidly to adjoining buildings. McKenzie's furniture factory, Hirst Bros.' general store, and two private dwellings were destroyed before the flames were controlled.

DEATHS.

Alex. Roxborough, general storekeeper, Richibucto, N.B., is dead.

Francis Wade, general storekeeper, Wade's Landing, B.C., is dead.

Alex. Wren, of the firm of Wren & Co., proprietors of the Forest foundry, died in London. He was 60 years of age, and had been a prominent citizen of Forest for over 20 years.

A UNIQUE IDEA.

An exchange has the following on the baneful credit system: "One of our merchants thinks that the proper place to cure the evils of the deadly credit system is in the public schools. Let the children be taught that value at once, and a new generation of careful business men will arise to destroy the present ruinous paralyzing system. This seems to be sound doctrine, and is well worthy of elaboration in the text books of the day."

TRADE WITH AUSTRALIA.

AN interesting address was delivered before the Toronto Board of Trade Monday afternoon by Hon. Robert Reid, Minister of Defence for Victoria, on the subject of trade with Australia, and the matters incidental thereto.

He first touched upon the question of increased steamship and mail service, and then animadverted the proposed new Pacific cable. This cable could be built for £1,800,000 sterling. The proposition placed before the Imperial Government was very moderate. The Imperial Government was asked to guarantee one-third the deficit, if any. Canada and Australia took the risk on the other two-thirds.

He then discussed the question of Australian trade. The total trade was £130,000,000, or fifteen million pounds more than the trade of England when Victoria ascended the throne. The trade with the outside world was £86,000,000, and of that £69,000,000 was with the Mother Country. The revenue of Australia was £31,800,000. But as all the railways were owned by the State, and the railway receipts were included in these figures, it would be necessary to subtract these figures so as to obtain an accurate estimate of the receipts of the country. The revenues from the railways amounted to £12,000,000, leaving a net revenue of £19,000,000. The revenue of the United Kingdom was about £90,000,000 for thirty-six millions of people, whilst Australia had only four millions of population. He gave these figures to show that Australia was a desirable country to trade with.

The wool exports of Australia were £25,000,000. Nearly eighty years ago the King of England gave seven or eight merino sheep as a present to an Australian at a time when it was a crime to take a merino sheep out of Spain. These sheep had multiplied till they now number 130,000,000.

Since 1851 £329,000,000 of gold had been mined in Australia. There were periods in the world's history when silver was the same as it is at present. We read that silver was counted for nothing in the days of Solomon. (Laughter.) It was the same at the present time in Australia.

He then referred to the quantity of frozen mutton exported from Australia to England and India. The exports were now so great that the mutton sold for three pence a pound in London. Four years ago not a pound of butter was exported from Australia. He could well remember when butter was imported from Limerick and Cork. When he was in London, the other day, he received word to arrange cold storage from Australia to London for 10,000 tons of butter. Last year the exports of butter reached £700,000. They were also encouraging the cheese industry, and were giving a bounty to exporters until such time as the industry could take care of itself.

He dwelt upon the vast resources of the British Empire, and concluded with the remark that with good statesmen and good statesmanship there was a great future before it.

The customary vote of thanks followed, and Mr. Reid was entertained at dinner by the National Club the same day.

MUNN'S LIQUID GLUE

IS THE BEST.

THE ART METROPOLE, Agents.

131 Yonge Street, TORONTO.

OUR SALES OF

"BURHAM" Portland Cement

For the past 8 months have been

25,499 CASKS.

"BURHAM" Brand outranks all others
Try it and be convinced. . . . .

Sole Consignees for Canada,

McRAE & CO., OTTAWA

PARMENTER & BULLOCH

Manufacturers of

Rivets, Burrs, Wire Nails
Of every Description

Carpenters' Braces, and other Hardware lines.

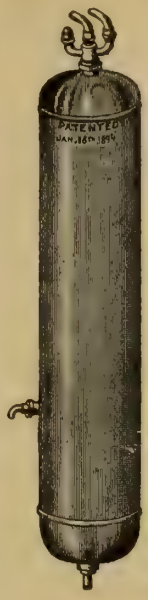
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Tubular, and Bifurcated or Slotted Rivets, Lacing Studs, Rubber Arctic and Leather Shoe Buckles, and Shoe Braces. Write for Illustrated Catalogue and Price List.

Head Office and Works: GANANOQUE, ONT.

BRANCH WAREHOUSE:

32 and 34 St. Dizor St., Montreal



"Superior" Copper Range

BOILER

Made of the best Lake Superior Copper throughout, except the nipples which are brass. We braze the nipples instead of soldering them, because soldering does not give satisfaction. The inside of each boiler is thoroughly tinned. The heads are united to the body by means of a threefold lock, which makes a durable and absolutely secure joint.

We have **SEVEN CLAIMS** on our new range boiler.

1. The process of uniting the round heads to the body.
2. Combination brass with vacuum valve.
3. Combination hot and cold water tubes.
4. Flanged nipples brazed to boiler.
5. Coupling on bottom of boiler.
6. Cylindrical portion of boiler having longitudinal brazed joint.
7. The process of producing a longitudinal joint.

All our boilers are tested to 200 lbs. hydraulic pressure and stamped. We can compete with anything in the market Write for prices.

Coulter & Campbell

155 and 157 George St., TORONTO

THE OAKVILLE BASKET CO.,



Manufacturers of

1, 2, 3 Bushel

Grain

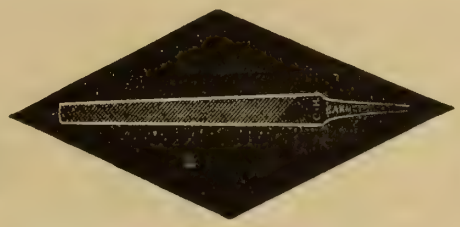
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BASKETS

THE OAKVILLE BASKET CO.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. **Gulletting Sawfiles.**
Climax Sawfiles. **Lightning Sawfiles.**

—— AND ——

EVERY OTHER DESCRIPTION OF SAW FILES.



Fuel is a Large Item in Your Expense Account

CUT IT DOWN ONE-THIRD

By covering your Steam Pipes and Boilers with SECTIONAL MINERAL WOOL COVERING, preventing condensation and loss of steam.

Others have done it, why not you? Full line ASBESTOS GOODS on hand

Canadian Mineral Wool Co., Ltd.,

111 BAY STREET, TORONTO.

GEO. A. COWAN, Montreal Agent, 204 St. James St.

GEO. R. THOMPSON & CO., Manitoba Agents, Winnipeg.

In

Portland Cements
Sewer Pipes
Chimney Linings and Tops
Calcined Plaster
Fire Bricks and Clay
Enameled Porcelain Sinks

Mortar Stains, and General Builders' and Contractors' Supplies

W. McNALLY & CO.

Carry the Largest Stocks and Quote Lowest Prices. . . .

MONTREAL

CANADIAN WOOL CLIP, 1894.

THERE is probably no man in Canada more qualified to give an opinion on matters appertaining to wool than John Hallam, consequently the following important article from his pen regarding the Canadian wool clip, 1894, will be read with interest

"With reference to the prospects of the coming clip of wool, and the prices to be realized, there is nothing definitely known. The delay at Ottawa in settling the tariff on woolen goods has created an industrial uncertainty and a want of confidence in the future of the trade. The proposed change in the tariff from compound to purely ad valorem duties will seriously embarrass the tweed, blanket and yarn manufactories. They will not be able under the proposed change to successfully compete with the shoddy goods from Huddersfield and Dewsbury, unless the Government take the duty off coal, machinery, and other articles now taxed and used as raw material. This is having a very depressing effect on the price of our domestic wools and on the woolen trade in general. Home competition has reduced the price of Canadian tweeds, blankets, and yarns, to the lowest possible point, and if the Canadian mills are subjected to keen competition on these goods under an ad valorem duty with England, France, and Germany, where machinery and all raw material are free of duty, it simply means shutting up some of the mills in this country. In my opinion this change in tariff will only benefit the importing and ready made clothing trade.

"The passing of the Wilson Bill will not affect the prices of Canadian wools, as the domestic wools of the United States are now as low, if not lower, than in Canada, but, notwithstanding this, I am afraid that there will be some speculation that may raise the price of our domestic wool beyond their present values, relying on the expectation that when the duties are taken off in the United States the price will rise. The Americans are not changing their tariff on wools to suit the Canadian people, but simply to give the manufacturers of the United States free wool at the lowest possible price in competition with English and foreign wool markets, and if the dealers and manufacturers through the country can only realize this fact, the clip of 1894 will be bought at fully 10 to 15 per cent. less than in 1893.

"Most of the clip of 1893 is still in the hands of dealers and unsold. During the last twelve months large quantities of wool and sheepskins, the product of the United States, have found their way into Canada at prices much lower than our domestic wools and sheepskins could be sold for here. I would advise caution in buying the Canadian clip, as no money has been made out of Canadian wool for three or four years past. The trend of the trade goes to show that the coming clip should be bought with more care and at the following prices, according to quality:

WASHED FLEECE WOOLS.

Combing Fleece, including Leicester, Cotswold, Oxford Down, and all long-haired, bright wools	15 to 16c.
Pure Southdown, free from tags and chaff	18 to 20c.
Shropshire, of good sound staples	00 to 18c
Fine Clothing Wool	00 to 18c.

UNWASHED FLEECE WOOLS.

Leicester, Cotswold, and other bright wools	8 to 9c.
Shropshire, good sound staple	10 to 11c.
Pure Southdown	11 to 12c.
Rejections, including black, chaffy, and cotted wools	11 to 12c.

A POINT GAINED FOR SHIPPERS.

AGE OF STEEL has this to say about the new form of bill of lading recently introduced by the Grand Trunk:

It is simple and as nearly perfect in its simplicity as such a thing can be made. The only conditions it makes are that the goods for which it receipts are accepted, subject to the duties and responsibilities imposed upon the carriers by law. This is all there is of it. The shipper is asked to waive no rights and the road is released from no liabilities. It merely accepts what is brought to it, and undertakes to deliver it to destination, subject to whatever rules for the protection of shippers the courts and the statutes have laid down. This is certainly a welcome innovation aud probably marks the beginning of the end of the controversy between the railroads and their patrons over "uniform" and "special" bill of lading —devices whose only purpose has been to release the carriers from some of the responsibilities which naturally belong to the business in which they are engaged, and for which their usual charges allow them ample compensation. It is not to be expected that all the other roads will follow the example of the one mentioned and adopt a like simple and equitable bill; but with one road using such a form, it will be difficult with competing and connecting lines to hold to the special contract arrangements which they have sought to impose upon the shipping public. The prediction is made by some of the railway papers, which may be supposed to speak from inside information, that the result of this new departure will be the adoption of a uniform bill of lading with practically no other restrictions than those imposed by law, though it may not take quite so simple a form as the one used by the Grand Trunk.

It is more than likely that this result, if it shall be accomplished, will be due largely to the determined opposition of shippers to the efforts of the railroad companies to impose upon them an arbitrary and unjust special contract, under which the carrier has no responsibilities worth mentioning and the shipper no rights. No doubt the expectation has been that the public, finding it could not avail itself of the facilities of the railroads without accepting these obnoxious contracts, would finally acquiesce in the abuse of its rights, and the special contract form of bill of lading would come to be the only one in use. The carrier is expected to be able to do business solely at the risk of the customers, being liable for nothing beyond the delivery of the goods intrusted to them at destination, in such condition and at such time as might be most convenient. The vigorous protests made, with the refusal in many instances on the part of shippers to accept the terms, in which refusal the railroad people well knew they were sustained by the law, has shown the managers that their scheme cannot succeed and proved to some of them at least that it is to their own interest to change it. There is no reason to suppose that they would have come to this way of thinking if nothing had been said or done to show them that in attempting to carry out a scheme to escape their legal responsibility they were trying the patience of the public to the full limit of its endurance. With all their disregard for the rights and interests of their customers, the owners and managers of railway properties recognize the danger of openly defying public opinion. They often threaten more than they are willing to carry out under conditions involving the risk of retaliatory or corrective legislation.

It is doubtless so in this case and probably the cure for the cut-throat bill of lading will come everywhere through the operation of this principle. But it is to be remembered that the change is not yet made, nor the hope everywhere abandoned that the uniform bill of lading may yet be established beyond danger of dislodgement. The opposition to it should not be relaxed. With partial success, its opponents should fight with fresh vigor and renewed confidence. What has been done only shows how complete and lasting the victory may be made by maintaining the fight to the end. It would be foolish to cease protesting now, merely because the railway people have given evidence and intention of withdrawing from the arbitrary position they have taken. It is not the promise merely that is wanted, but the performance, and these two have been known in times past to be rather widely separated. Because one road has perceived the error of its way and has departed therefrom, it will not do to assume that all other sinners of the same stripe will forthwith go and do likewise. They may do so if they are pushed steadily on to it, but that they will reform of their own accord, or will reform at all unless they are forced to it by the persistent protests and admonitions of their customers, is an assumption altogether too improbable to be safe.

SITUATION WANTED.

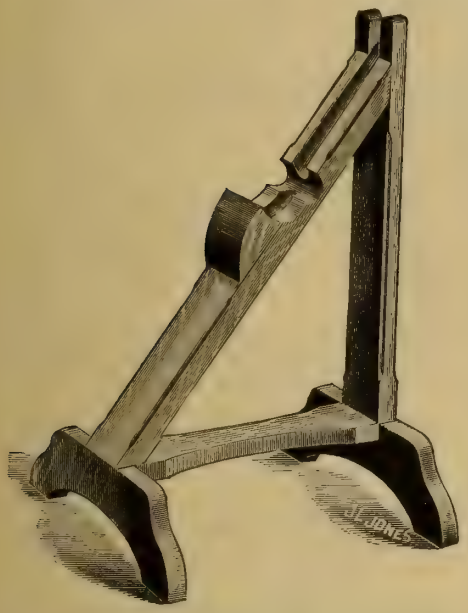
ASSISTANT, WITH 8 YEARS' EXPERIENCE; good stockkeeper; A 1 references; wants a position. Address F. K., HARDWARE OFFICE.

SITUATION WANTED.

BY A YOUNG MAN AS BOOKKEEPER OR salesman in hardware store; several years experience; best references for ability, integrity, etc., from last employer. Address E. A., HARDWARE Office, Toronto, Ont.

A HANDY BICYCLE RACK.

ONE of the simplest and yet most convenient bicycle racks that has been offered to the trade for exhibition purposes, or the wheelman for private use, is the Star Cycle Rack, of which the accompanying cut will give a good idea. It is strongly made of hardwood, either varnished or painted, and is both light, compact, and reasonable in price. For the showroom it is claimed to have no equal, as the wheels and pedals of the machine when standing on the rack are left perfectly free to revolve at the will of the purchaser. The wheelman



will also find it handy when oiling his machine, and as the rack supports the bicycle entirely by the centre of the frame, there is not the possibility of buckling that there is in many other racks that support the machine by the wheel. They are cheap and neat, and are being handled by A. A. Allan & Co., Toronto, Canadian agents for the Star Cycle Works, Woolverhampton, England, who will supply them to the trade.

A new general store has been opened up at Shallow Lake, Grey county, by Groh Bros. Much advantage is expected to accrue to Shallow Lake from the branch railway which the Grand Trunk is constructing from Owen Sound to Park Head.

Wall Dusters

Our Wall Duster is a common-sense article which only has to be shown to be sold. Send for Price List.

FRANK HOLT, 81 Colborne Street, **Toronto**



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

TORONTO PICKET WIRE FENCE CO.

221 River St., Toronto

Picket and Woven

Wire Fencing



Send for New List

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants

As its name implies it is full of ideas for the retail hardware merchant.

PRICE, 50 CENTS (Half Price).

Buying, Handling and Selling of Tea

Being the experience of the most prominent and successful merchants.

PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade

This is another batch of Prize Essays full of valuable information.

PRICE, 10 CENTS.

Sent, postpaid, on receipt of price.

HARDWARE MERCHANT

TORONTO.

Belt Dressing

GOODHUE'S WATERPROOF IS THE BEST.

TRY IT. 5 and 10 lb. tins. TRY IT.

H. D. Simmons & Co.

Western Representatives,

85 York Street, TORONTO.

A full stock of J. L. Goodhue & Co's belting, etc., kept here for ready delivery orders.

FRANCIS HYDE & CO.

Builders' Supplies

We make a specialty of Scotch Fire Clay Flint Glazed Sewerage Pipes, Fire Bricks and Fire Clay Agricultural Drain Tiles, White Enamelled Bricks and Tiles for walls. Best brands London Portland Cement.

STORES AND YARDS:

King, Queen and Wellington Sts., Montreal

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

AGAIN!

HUNTSVILLE, May 3rd, 1894.

MESSRS. J. & J. TAYLOR, TORONTO.

GENTLEMEN: The No. 1 Safe purchased from you four years ago passed through the fire that destroyed the business portion of this town on 18th April last. It was a most severe fire test; and when the safe was opened I was highly pleased at the well preserved state of the contents, and can confidently recommend your safe to any business man requiring a good article.

Yours truly,

Signed, F. W. CLEARWATER.

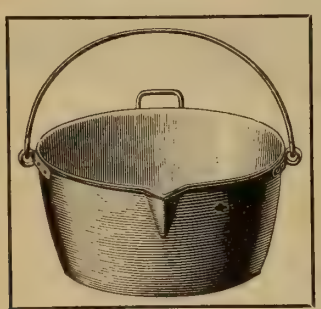
A TAYLOR

Clothes Wringers
"Leader" Barrel Churns
"Dowswell" Washers
"Queen and Domestic" Mangles

DOWSWELL BROS.
SUCCESSORS TO
Peerless Manufacturing Co.
HAMILTON, - CANADA

Write for Prices and Discounts.

RAMSAY'S
PURE
WHITE LEAD

PERFECT

UNRIVALLED

PEARL STEEL-WARE
Best enamelled goods in the market. Just arrived.
RICE LEWIS & SON, Limited,
TORONTO

ADAM HOPE & CO.,
HAMILTON
Offer for Sale
"Pioneer" and "Sloss"
PIG IRON
These are fine foundry irons, being strong and large scrap carriers.
Also all the well-known——
Scotch Brands,
Broken Car Wheels,
and Railway Cast Scrap.

THE OIL TRADE.

THE Petrolea-Advertiser, the organ of the oil trade in Canada, has this to say regarding the reduction of the duty on refined oil to 6c. and on crude to 3c. per gallon :

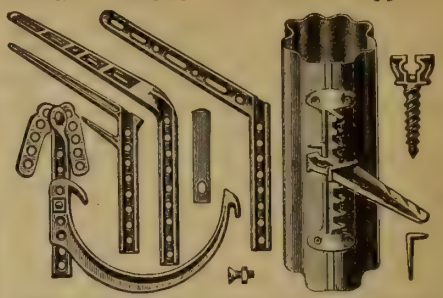
"Well, the die is cast, and the dreadful suspense to which we have been subjected for the past four months is over, and the worst has come. It is useless to disguise the fact that we are both displeased and disappointed. Displeased because the result is the outcome of argument from ignorance of the facts, and disappointed because we expected different results from those who know the facts and have the power to carry them out, where $20,000,000 has been expended in developing this oil region, and the difficulty we have with our small producing wells to compete with the present gushers and flowing wells of the United States.

"The blow is a hard one, and it is difficult at present to say what the result will be. A great diversity of opinion is at present expressed as to the action of the Government, but all are unanimous in regretting that the Government should be forced to reduce the duty on oil to six cents after having given us all to understand when the Budget was brought down that our protection would still continue to be what the Reform Government gave us when they were in power.

"The National Policy has done nothing for the oil industry, as the framers of it did not give us any more protection than we had before. Both Governments considered the petroleum industry one which deserved the utmost protection that could be given to it, and many persons have been under the impression that our protection was an act of the National Policy, and unduly censured the present Government for putting it on, when they were not in any way responsible for that portion of the tariff."

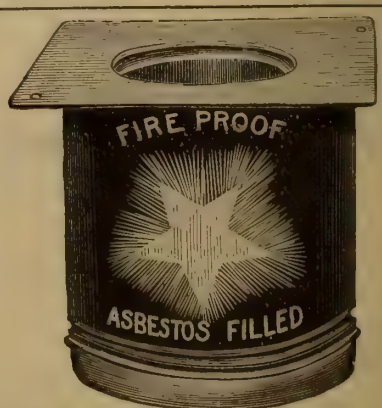
SPEED ON A BIKE.

If a story from Ashland, Wis., is to be taken as literally or even approximately true, a bicycle rider on a newly-invented winter machine can make faster time than any which has ever been recorded for man or horse. It is said that a mile was covered in one minute and 44 3-5 seconds, and three miles in three minutes and 42 1-5 seconds to the mile. At that speed a bicycle rider would simply run away from a champion running horse, and the best time made by skaters and ordinary bicycle riders becomes slow by contrast. The machine on which this wonderful feat is reported to have been performed has an ordinary bicycle frame, a driving wheel and two runners. It is said it can be attached to any bicycle frame in a few minutes. If these statements are all trustworthy, remarks an exchange, we may yet see the winter bicycle a rival of the ice boat for speed and of skates for popularity.

BERGER BROS. Tinners' Hardware and Roofers' Supplies.

The best Eave Trough Hangers and Pipe Fasteners on earth. Berger's Long Eave Gutter, Pipe Hooks and Fasteners of every description. Also Ridging, Crestings, Finals, Registers and Ventilators. Don't buy until you have our price. Samples and catalogue free.
237 ARCH ST., PHILADELPHIA, PA.

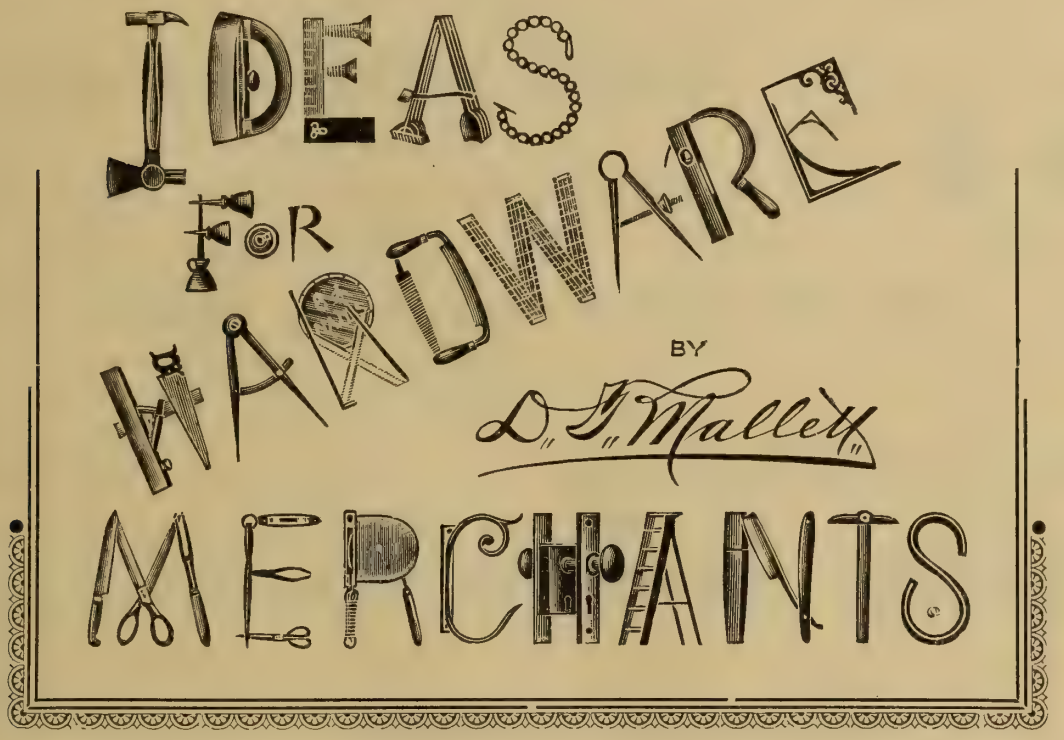
Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C. I. F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.
GEO. E. DRUMMOND,
Managing Director and Treasurer

NONE GENUINE
WITHOUT THIS LABEL

"Asbestos Stove Pipe Thimble." Light strong, will not crack with heat, easily placed, fire proof, universally used where known. Manufactured by THE COLLINS MFG. CO., 84 Adelaide East.

Half Price



The original selling price of "Ideas for Hardware Merchants" was $1.00 ; the price now is

50 CENTS

And **only** handled by ourselves. We bought out the publishers at a bargain, hence the exceedingly low price.

> "There is a tide in the affairs of men
> Which taken at the flood leads on to fortune ;
> Omitted, all the voyage of their life
> Is bound in shallows and in miseries."

This is the opportunity of your life. Will you grasp fortune as she rapidly glides past you and within reach? We have only a limited number of copies and they are rapidly going. Mailed on receipt of price, postage prepaid.

THE J. B. McLEAN PUBLISHING CO.
10 Front Street East, TORONTO, ONT.

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.

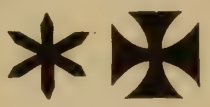


For Iron Fencing, Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.

CORPORATE MARK



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
M.L.S. equal to Bradley		
I.C., usual sizes	$5 50	$5 75
I.X., "	6 75	7 00
I.X.X., "	8 00	8 25
Raven & P.D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½ x 17	3 50	3 75
D.X.,	4 50	4 75
D.X.X. "	4 75	5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	3 35	3 50
I.C., special sizes	3 60	3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	6 75	7 00
I.X. Terne Tin	8 75	9 00
Old process I.C.	....	13 00
" " I.X.	....	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½	6½
26 "	6¾	7
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 85	1 90
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	.....	2 40
Hoop " "	.....	2 40
Swedish " "	4 00	4 25
leigh Shoe Steel	.....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

-inch	10½c
-inch	13½

Steel Boiler Plate.

inch	$2 45
16 "	2 35
" nd thicker	2 25

Sheet Iron,

8 to 20 gauge	2 50
22 to 24 "	2 35
26 "	2 45
28 "	2 65

Canada Plates.

All dull	2 50	2 55
polished	2 55	2 60
All Bright	....	2 85

Iron Pipe.

Wrought 67½ to 70 and 10 p.c.
Galvanized, 45 to 50 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 4¾
28 " "	4¾, 5

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4⅞
" 5-16 " "	4¼ 4½
" ⅜ " "	4⅜ 4⅝
" 7-16 " "	3½ 4
" ½ " "	3⅜ 3¾
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2¾
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15 ....
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10½ 0 11
Lake Superior	0 10½ 0 11

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square	
1 to 2 in	0 19 0 21

Note—Complete, lengths abou. fteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 15 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 16 0 17

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 18 0 19
" 35 to 45 " "	0 16 0 17
" 50 lb and above per lb	0 15 0 15½

Boiler & T. K. Pitts.

Plain Tinned per lb	0 19
Spun "	0 21

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18 0 20
" " 27 to 30 "	0 20 0 21
" " 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04¼ 0 04½

Zinc Sheet.

5 cwt casks	0 05 0 05½
Part casks	0 05½ 0 05¾

Lead.

Imported Pig, per lb	0 02¾ 0 02¾
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.	
Bar Half-and-half (guar.)	0 14	0 15
Standard	0 13	0 14
Wire	0 17	0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10½ 0 11
Other makes "	0 9½ 0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4½ 4 75
No. 1 Do. "	4 50
No. 2 Do. "	4 25
No. 3 Do. "	4 00

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian " " "	
Paris Green, per lb	0 12½ 0 15
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal		0 69
Extra "		0 90
Brown Japan "		0 65
Brown Japan, Turpentine p. gal.		0 85
No. 1 Carriage "		1 30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal		0 53½
Boiled "		0 56½

Turpentine (in bbls)

Selected Packages, per gal	0 41	0 42

Castor Oil.

Best, per lb	0 06⅝	0 07

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 15 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's per doz	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

Per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	4 00	4 50

Copper, discount, 40 and 10 to 40 pc. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 per cent.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	500	4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 pc.,
Loose Pins, " 65 & 10 to 70 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots		2 70
Thorold "		1 10
Queenston "		1 10
Napanee "		1 10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.		
Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0		1 35
" No. 2		2 70

Compasses. Dividers, etc.

American, dis., 60⅔ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p. doz		1 70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto FileCo., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz		4 00

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1 20-25	2 40	1 75	....
26 to 40	1 40	2 70	2 00	....
41 to 50	....	3 10	....	4 50
57 to 60	....	3 40	....	5 00
61 to 70	....	3 70	....	5 50
71 to 80	....	4 10	....	6 25
81 to 85	....	4 50	....	7 00
86 to 90	....	....	....	8 00
91 to 95	....	....	....	9 00
96 to 100	....	....	....	10 00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary.

1st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	0 50

Picture Glass

Pilkington's ordinary.

1st break	4 0
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	0 30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 88	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 45 to 47½ p.c. dis

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p.c
Heavy, per lb 03 3-5 0 04½
Screw hook and hinge—
6 to 10 in., per set 0 00 0 04
12 up " 0 00 0 03

Per doz. set

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		

Per doz. pairs

Spring	1 50	3 50
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mor ar, etc., discount 40 to 45 per cent.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.

Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 50 to 55 per cent.

Horse Nails

Canadian, dis. 65 to 70

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " " ... 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.
   - Basis—50 to 60 dy 1 90
   - 40dy 1 95
   - 30 dy 2 00
   - 20, 16 & 12 dy 2 05
   - 10 dy 2 10
   - 8 & 9 dy 2 15
   - 6 & 7 dy 2 30
2. American Pattern Only
   - from 4 to 5 dy 2 40
   - 3 dy. (lath) 2 90
3. Canada Pattern Only
   - from 4 to 5 dy 2 40
   - 3 dy. (lath) 2 80
   - 3 dy. A.P. Fine 3 50

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 5 per c. from new list.

Nail Pullers.

German & American 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond 12 00 15 00

Netting.

Poultry, 60 per cent dis.
Import 60, 10 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R. Seal ....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pamp, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

Picks

Per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys

Hothouse, per doz 55 1 00
Axle. 22 33
Screw 27 1 00
Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs ..... ⅜ 2
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot 3 3½
Sliding Door, " 3½ 3¾
Lanes, 40 p.c. dis

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 50 per cent.
Burrs, Iron, 50 and 10

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	6¾	9½
¼, 5-16, ⅜ in.	7¼	9½ 9¾
Cotton, per lb.	18	20
New Zealand	8½	9
Russia Deep Sea, per lb..	12¾	13½
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 40 to 40 and 5 per cent.
Emery, per quire 55 90

Sash Cord

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb 1¾

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent. to 40 per cent
Cross Cut, Disston's, per ft. 35 to 55.
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each 75 2 75
" frame only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H 70 " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz 3 25 4 00
Bench iron per doz 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 70 p.c. off

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis. 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ¼ or ⅛ gross boxes, per grs. 11 30

Soldering Irons.

Per lb 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ..... per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3¼
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2 " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 55 per cent
" tinned, dis. 57½ per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 60 per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 p. c to 65 p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37 per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 35 to 40 p c

Ties.

Cow, per doz 1 75 2 50

Tinner's Tools.

P.S. & W., net list.
Canadian 15 to 35 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ p.c. to 35 p.c
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap 0 11½
" Crown 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal
Broom Wire 5⅝ to 6¼c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } 3½ 3¾
" 4 " 4 & 6 " "
" Plain twist, all deld 3¼ 3¾
" Steel thorn and ribbon 4½ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points 0 04½
Steel staples 0 03½
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 85 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 5 to 70 and 10 p c
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE HOLLOW WARE

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS. KNIVES, FORKS, SPOONS.

Manufacturers of the

Finest Quality Electro-Plated Ware.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.

BLACKSMITHS' TOOLS.



Horseshoe Vises.

Price, No. 1, - $4 00
" No. 2, - 7.50

Will save their cost in a week's sharpening. . . . .

A. B. JARDINE & Co.
HESPELER, ONT.

Hardware Merchants
Clauss Shears and Scissors
Fine Goods, Big Profits

Clauss Shear Co., Toronto.

HARDWARE PAPER

MANILLA
BROWN WRAPPING
HARDWARE MANILLA
LEATHER MANILLA
ETC., ETC.

Any size; any weight; on the most favorable terms. Write for samples and quotations

Toronto Branch - - - 29 Front St. West
Montreal Branch - - - 318 St. James St.

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A. ALLAN, Pres. J. O. GRAVEL, Sec.-Treas.
F. SCHOLES, Man. Director.

THE CANADIAN RUBBER CO'Y

Of Montreal and Toronto.

CAPITAL, - - $2,000,000.

MANUFACTURERS OF

First Quality Rubber Boots and Shoes, Superior Quality Rubber Beltings, including The Forsyth (Boston Belting Co.) Seamless Rubber Belting. For which we are Sole Agents and Manufacturers in Canada.



We hold the Patent and Right to Manufacture in Canada.

THE PATENT PROCESS SEAMLESS TUBE HOSE

We Make all Our Hose by this Process.

ASK THE MERCHANT YOU DEAL WITH FOR IT AND TAKE NO OTHER.

Rubber Packings, Valves, Gaskets, etc.

Head Office and Factory, Montreal. **J. J. McGILL, Man.**

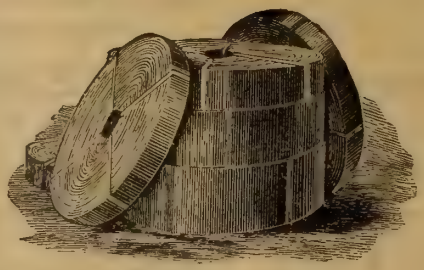
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HARDWARE

AND METAL MERCHANT

VOL. VI. TORONTO, MAY 19, 1894. No. 20.

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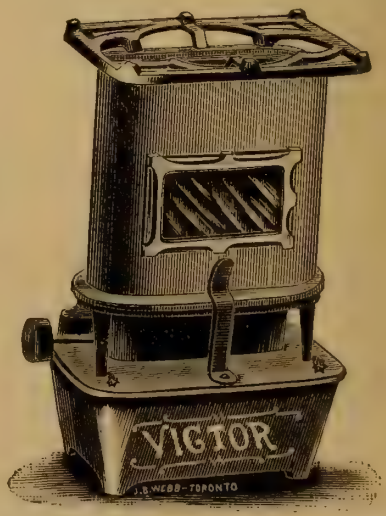
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A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

Vol. VI. TORONTO AND MONTREAL, MAY 19, 1894 No. 20

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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IT is the unexpected that is always happening. Shortly after the new tariff was brought down, some houses in the trade sent out lower prices to the retail trade on tools based on the new duties, not anticipating any material change therein. That they counted without their cost is evidenced by the fact that within the last few days the Government has seen fit to make material changes in the tariff relating to tools, in some instances putting the duties back to where they were under the old tariff. In consequence of this, prices on Disston's saws, Stanley planes and rules, and a few other lines, must now be withdrawn, and the prices formerly in vogue substituted. And what is more, jobbers who passed tools at 27½ per cent. will now be compelled to amend their entries, paying the difference between 27½ and 35 per cent. The Dominion treasury will be all the richer thereby; but this is poor satisfaction to the jobbers who have to contribute thereto.

* * *

In consequence of the low prices ruling in the States, together with what reductions have been made in the Canadian tariff, manufacturers over there find it possible to sell certain lines in Canada which they have been unable heretofore to do. This week a Toronto jobbing house is bringing in a shipment of cotton rope, which it will be able to sell below the home-made article. The duty on this article is 25 per cent. ad valorem, whereas under the old tariff it was 30 per cent. ad valorem. The imported article, however, is not nearly of as good quality as the cotton rope made in Toronto. It is composed of three plain strands, while in the domestic made article each of its three strands is laid up in a number of independent threads, thus being much stronger than that imported from the States However, those who want a low-priced article will be able to get it.

* * *

Just as champions are defeated so great feats of engineering skill are surpassed one after another. No sooner had Eiffel built his great iron tower at the Paris Exposition than others essayed to surpass him, and in England to-day a tower is being erected which is destined to overshadow its prototype at the French capital. The Ferris wheel was the wonder to the great mass of people who visited the Chicago Exposition, and although we are led to believe that there was "nothing in it" for the man who built it, yet that is not deterring an ambitious engineer to go Engineer Ferris "one better." To be precise, a company has been formed in London, England, and the contract let to construct a wheel similar to the celebrated Ferris wheel, only it will be of greater proportion. The Ferris wheel was 250 feet in diameter, while this new monster is to have a diameter of 300 feet, and will accommodate 1,600 people to the Ferris wheel's 1,368. It will be carried on two towers 175 feet high, upon the tops of which will be saloons whereby the thirsty can quench their thirst. Communication with the top of these towers will be by elevators and staircases, and a unique feature will be that connection between the two towers is to be had by a passage, seven feet in diameter, running through the axle of the wheel. It might be interesting to note, by way of comparison, that the axle in the Ferris wheel was 32 inches in diameter, and solid. The wheel is to be driven by a steel wire on either side, 1⅞ inches in diameter. The motive power will be taken from two 50 horse-power dynamos, only one of which it is intended to use at a time, the other being held in reserve. It is also intended to use only one of the wire hawsers at a time. Each tower stands on four concrete blocks 15 feet deep, 15 feet square at top, and 18 by 19 feet at the bottom. Each leg is 94 feet long and stands 24 feet apart at the foot.

* * *

It is an ill wind that blows nobody good. This is illustrated by the coal strike now on in the United States. Unable to get enough coal at home to supply the manufacturers and steamships with the necessary fuel to keep them running, contractors have been compelled to turn their attention to English and Canadian coal in spite of the high duty. A few days ago an aggregate of some 50,000 tons from these two countries in question had been bought to arrive in New York, while 100,000 tons more were purchased to arrive in June. The cost is said to be within 45 to 50c. per ton of the ordinary price of soft steamer coal delivered alongside at New York. As an offset to the duty, ocean freights are remarkably low at the moment, the rates being only about cost of loading and discharging the coal. Those interested say they are going to import coal just as long as the strike lasts; so that while the miners in the United States are losing money extra grist is coming to the mine owners of Great Britain and Canada. Notwithstanding this, however, the sooner the strike is over the better satisfied will be the great majority of the Canadian people. For if we are selling the States a few tons more coal, some of our manufacturers are experiencing some inconvenience.

* * *

Periods of depression or trade quietude are not without their remedial agencies. When the wheels of commerce are revolving briskly and no difficulty is experienced in selling goods, men get reckless, and the very briskness that obtains redounds to their injury. This is more apparent in the matter of credit than probably anything else. As long as money was coming in freely, merchants here and there neither exercised much caution in giving credit nor bothered themselves in regard to collections. If people paid up it was all right, but those who got behind were not pressed very closely to discharge their obligations. During the past few years, however, the storekeepers have of necessity been compelled to exercise more caution, the result of which is an improvement in business methods. There is more careful buying, closer discrimination of accounts, and a generally all round attempt to get much nearer to the basis. It is to be hoped there will be no retrogation, although it is said that a merchant here and there is already weary in well doing.

DISPLAY YOUR FISHING TACKLE.

THE fishing season has opened up somewhat earlier this year than usual, and some of the hardware merchants are commencing to bait their windows with attractive displays of fishing tackle, to catch the custom of the angler. It is impossible to catch fish without baiting your hook, and customers are something like fish. They will nibble and play with your bait, but just when you think you have got them and commence to draw in your line, they are off again.

The season may be good or bad for fishing, but though it is well to take an interest in any sport for which you may be selling supplies, unless you are an angler yourself the amount of fish caught by your customers need cause you but little trouble.

You sell the tackle; never mind whether the fishermen catch much fish. That depends on their own skill and luck.

Now is the time to make a display of fishing tackle in the windows.

A representative of HARDWARE noticed an attractive display in a show window last week. In the centre of the window, from a tripod of three fishing rods, hung a large wooden fish, and on either side, leaning against the back of the window were two landing nets. The bottom of the window was covered with canton flannel, on which were arranged reels, rods, sinkers, floats, flys, spoons, bait boxes, fish baskets, scaling knives, etc. Though there were a great many expensive articles in this window, samples of the cheaper class of goods were not wanting, and these were ticketed in plain figures. The small boy had not been forgotten, and rods, lines, fishing kits, whose prices were within the reach of his slim purse were temptingly displayed.

If you have any fishing tackle in stock put it in your window, and some who see the goods will forthwith decide to become anglers during their spring and summer vacation, or other spare time. They will buy tackle, and knowing that you keep a choice assortment they will come to you to buy.

Secure catalogues from the best makers of tackle, and also a few handbooks on fishing. These will sell, and give evidence of your knowledge of the subject.

The season is opening up, and tackle is reported to be moving off nicely. Don't wait till two-thirds of the demand is supplied, and then after Smith, Brown and Robinson have sold out their stock, commence to exhibit yours and wonder why it does not sell. Cast your bait while the fish are biting.

TIN PLATE IN THE STATES.

"THE high duties on foreign tin plate going into the United States," said a leading iron and metal broker in Montreal on Monday last, "has not cut off the importation of British plate that the sanguine promoters of the American tin plate industry anticipated. After two years of the McKinley duties, the value of British tin plate in bond at New York this spring is nearly double that for the same period last year. The quantity in bond at present at this big American port was recently placed at 4,300 tons, against 2,376 tons at the same date in 1893 The aggregate importations, however, are less than they were. In long tons the English exports of tin plate to the United States in the past five years were as follows: 1894, 48,616 tons; 1893, 75,022; 1892, 62,611; 1891, 98,909, and 1890, 59,197. The depressed condition of trade during the past two years, however, must have had quite a restrictive effect on English importations into the United States, so that the high duties are not responsible for all of it. In this connection a recent report showing the production of tin and terne plates in the United States in 1893 may be interesting to the readers of HARDWARE.

"I will give you an extract," and the gentleman handed its correspondent the following: "Thirty nine firms in the United States manufactured 27,351,241 pounds of tin and terne plates proper, against an output of 27,145,480 pounds by 35 firms during the previous quarter. Of the output for the quarter 15,907,669 pounds were made from sheets rolled in the United States. Of the the commercial plates manufactured during the quarter 14,682,045 pounds were coated with tin and 12,669,196 pounds were terne coated. The American sheet iron and steel made into articles and wares tinned or terne coated amounted to 1,244,707 pounds. This, the report says, makes the aggregate output of tin and terne plate for the quarter from all sources 28,595,948 pounds; that of the previous quarter was 28,198,293 pounds. The production of black plates during the quarter was 19,679,910 pounds, and during the previous quarter 11,355,368 pounds. The production of American black plates of the class weighing lighter than 63 pounds per 100 square feet was 2,989,472 pounds in excess of that of any previous quarter since the law became operative. Of the 39 firms that made sworn returns of the manufacture of commercial tin and terne plates, 21 used wholly American tin plate, with an output of 12,576 443 pounds; twelve used both American and foreign plates, with an output of 10,173,755 pounds, of which 3,331,226 pounds were made from sheets rolled up in the United States, and six used wholly foreign plates, with an output of 4,600,043. The aggregate consumption of American plates in the various forms of manufacture was 17,152,376 pounds, which was equal to about 90 per cent. of the entire production of such plates during the quarter. The tin plates and terne plates imported and entered for immediate consumption and those imported after July, 1891, withdrawn from warehouse for consumption during the quarter amounted to 83,846,383 pounds, of which 73,949 929 pounds were tin plates and remainder terne plates. The tin and terne plates on which duties were paid, and which were used in the manufacture of the articles exported with benefit of drawback during the quarter, amounted to 32,754 634 pounds, of which 32,750,112 pounds were tin plates."

HINTS FOR THE SHIPPING ROOM.

THE strictest attention should be paid to the packing of goods for transportation. Packing and general get-up is a subject that concerns greatly the supplier, importer, and consumer, and is often treated far too lightly by the former.

It is suggested that more attention should be paid to the marking of weights of packages, so that the correct weight may be manifested by transportation companies, which is frequently not the case, and the strictest economy be exercised in the packing of casks, crates, cases, etc., on which freight is charged by measurement.

Where it is possible to nest tinware, it should be done; but in such cases the covers for buckets, boilers, and other component parts should be packed close to them, so as to be easily accessible when being unpacked. It is the habit sometimes for shippers to divide these articles, thereby causing the purchaser much inconvenience, and necessitating the opening of two cases, or the entire unpacking of one, before they can be found.

Attention should also be paid to packing goods so that they may be charged at the lowest freight rate. Some goods packed in barrels are charged at a less rate than in

boxes, and if goods can be shipped loose as well as packed it will save boxing and the freight on boxes. Buckets, baths, barrows, and other goods which are usually shipped openly, should have addressed tags or labels securely attached, and should not have numbers and marks painted upon them. Customers often object to purchasing articles so marked without a reduction being made on them.

When the shipping of an article necessitates the taking of it to pieces, these parts should be packed that each one will be complete in itself in a certain number of packages, which should be labelled and numbered.

Tinware and hollow ware should always be nested, and shelf hardware should be securely wrapped in individual parcels before packing in cases.

It is suggested that the manufacturer put up goods in as convenient quantities as possible, so that small buyers can buy full packages, which would be more convenient for both buyer and seller.

When it is necessary to break packages care should be taken that all parts are shipped. It is common for the purchaser to receive a wringer for which he can find no handle, or a lock set with an escutcheon or knob, etc., missing. This is in many cases the fault of the packer, and the missing article or part is often found in the space where the order has been laid out, after the goods have been shipped.

Brush ware should always be boxed, or in some way protected, before packing in cases, otherwise they are likely to arrive at their destination in a compressed state that renders them almost unsaleable.

All cutlery should be perfectly dried before packing, and may be slightly oiled. Carpenters' edged tools should be wrapped first in oil tissue paper and then in the usual way.

It should be the aim of the packer when packing mixed goods, to pack tightly, and to use enough sawdust shavings or hay to keep the goods from shifting and chafing.

In the packing of edged tools, such as scythes, axes, hedge knives, etc., especial care should be taken that their edges be protected.

Cases of heavy hardware, such as sash weights, mauls, chain, etc., should be bound with hoop iron, and where the goods shipped are glass or frail, they should be plainly marked as such.

Bills of lading as well as invoices should always be sent in time to reach the consignee or purchaser before the goods, and goods sold by weight should always, when practicable, be so invoiced that a quotation could be given for one article. Say a number of bells, 12 inches, 14 inches and 16 inches, are weighed together, and the total weight is given at so much per pound. If the merchant wishes to sell to arrive, he loses the sale, because he cannot give the price for each or either bell separately until they arrive and are weighed.

There are numerous other inconveniences to which the shipper as well as purchaser are put to through carelessness in packing and shipping, and were more attention paid to this branch of the wholesalers' and manufacturers' business, they would find a great falling in the letters of complaint in the day's mail, and a great deal less work in the returned goods department.

BUILDING UP A BICYCLE TRADE.

IT is always instructive to know how any man makes a success of an enterprise in which we take an interest, and the following account of how a hardware man built up a 'cycle trade, published in the Hardware Dealer, will doubtless prove interesting:

About four years ago a salesman for a leading bicycle factory succeeded in interesting me in his line to the extent that I ordered three sample wheels of different grades, and assumed the agency for their sale in the vicinity.

This was a small beginning of a branch of our regular hardware business, which is now of sufficient importance to be regarded as a profitable and permanent feature of our establishment. Acting on the suggestion made by the editor in the last issue, I propose to briefly review our experience and methods in developing this line.

At the time I hesitatingly placed the order for the three initial wheels, I had misgivings as to the wisdom of the step, for the reason that neither my partners nor any of the clerks in the store were bicycle riders, or particularly interested in 'cycling. I was aware that there was a growing popular demand for wheels in my locality, and that a local sporting goods store had the year before stocked a certain line of wheels and effected a number of sales. These facts, and the persuasiveness of the salesman, who made me an "insurance sale" proposition on the first order, induced me to make what at that time was considered a departure from the established hardware lines.

As soon as the sample wheels reached the store I made an immediate sale of one of them, the impatient customer being myself. I resolved that if I proposed to make a success of the "bicycle department," it was necessary that I should learn how to ride myself, and be able to intelligently explain the use and practical value of the particular wheel I represented.

For the next two weeks I diligently employed the evenings in cycle practice, and soon was able to ride with ease and personal enjoyment. I rode to and fro from the store at morning, noon and night, and in this way naturally introduced the wheel to my friends and the general public with little effort.

In the meantime I discovered that the book-keeper in the store was somewhat interested in cycling, although not owning a wheel, and as his services behind the desk were not particularly arduous, I encouraged him to ride my wheel around the town and talk up cycling, and our particular kind of wheels, to his acquaintances.

Before the first month had passed, the combined efforts described had resulted in selling the remaining two wheels, and placing an order at the factory for five more.

Besides the two wheels sold, there were half-a-dozen townspeople who had become interested in the make of wheels I handled, and I began to see some possibilities in the new venture which encouraged me to make further effort.

The bicycle season had but just opened, in fact the weather was almost too cold for outdoor sport, and I realized it was just the time to cultivate the trade which was bound to come in the near future.

I decided to devote a considerable portion of my regular space in the local newspaper to the subject of bicycles, and for this purpose used a small cut of the wheel, furnished me by the manufacturer, in connection with a few crisp words, changed every other day. I also devoted one of my show windows to the display of my "bicycle department," which, besides the wheels, included a few staple "sundries."

Happening to notice that the dry goods stores used lay figures to advantage in displaying their goods, I procured a figure of an athletic youth, with wax head and hands, and set him astride the wheel in the window. The wheel was held in position by a fine wire, and the general effect was attractive.

The maker of the wheels I handled offered to furnish me with some paper-covered catalogues, with my imprint on the front cover, as "Sole agent for ————," and I distributed some of these in the hotels, public library, and other places where they would be likely to meet the eyes of possible buyers.

My bookkeeper became so enthusiastic over bicycles, and took such an interest in the details of their construction, that I took him from his duties at the desk and placed him in special charge of the "bicycle department," which had by this time received the distinction of being classed as a recognized branch of the business. Before the end of the first season I had disposed of about 30 wheels and a respectable variety of bicycle sundries.

The second season I still further extended the bicycle business by fitting up in the rear of the store a room for repair work, and soon found it necessary to employ a skilled mechanic and a helper to attend to the work

sent into the store. I had a sign swung over the curb stone in front of the store on which a bicycle was painted, and calling attention to the repair shop.

I found that the repair work was a profitable departure and made it easier to sell wheels. My experience proves that it pays to be liberal in the matter of repairs, especially of wheels originally sold in the store, and give the customer the benefit of the doubt in case of "accidents."

In the repair shop a regular account is kept of each job done, these being numbered seriatim, and the cost of material and labor expended as closely as possible. By this means the profit of each job is readily determined and the business systemized.

From this informal review of my experience with bicycles in the hardware store, it will be noted that it proved a profitable branch of the business, and now that bicycles are being so generally sold by hardware dealers everywhere, I feel grateful towards the salesman who four years ago induced me to commence their sale.

TALKS WITH RETAILERS.

"I DO not find sales in the store as good as they were two weeks ago," said B. Ibbotson, Queen street west. "Business was good and I was in hopes that it was going to keep up, but I find it has fallen off considerably lately. We are doing a lot of work in the shop, though. Bicycle repairing takes up considerable room, and we find it rather small here when we have a lot of wheels in to repair. I am talking of moving into more commodious premises, where we will be able to go more extensively into this branch of the business."

"The season for fishing tackle is starting about two weeks earlier than last year," said W. L. Murray, Yonge street west. "We have lately got in our stock of fishing sundries, and are giving them a place in our window. Trade in this line is moving off nicely, and we intend going quite extensively into it. Yes, we are doing some marking in plain figures. If your prices are right, it will do no harm to show them."

"Business is moving along and sales are fairly good, but nothing out of the ordinary," said T. Wilson, Queen street west. "There is a lot of small jobbing doing, in eavetroughing, trimming and odd jobs. The hardest part of these jobs is getting the tools to the different places and back. Paints are still moving well, and some little demand is felt for other spring goods."

"Business is not up to our expectations, but it is not bad," said T. Mathieson, King street east. "There is a lot of odd jobs coming in for the shop, and we have got our hands full supplying the demand for our trolley wheels. We will supply the Hamilton, Niagara, and Guelph electric railroads. We are also sending a lot to New Westminster, B.C., to be used on the street railway of that city and electric trolleys used in the surrounding mining districts. We have done a fairly good trade in paints and oils lately, and wirecloth and other summer goods are commencing to sell. There has also been quite a good demand for fishing tackle during the last few days. We sell quite a lot of fishing supplies during the spring and summer months."

"Trade was not as good last week as the week before, and was hardly up to our expectations," said T. Whitten, King street east. "There is, however, no use in expecting every week to be uniformly good. All lines are moving slowly, but paints, oils and dairy supplies are about the only lines that are showing any real life."

"Business is quiet," said an assistant of Geo. Boxall, Yonge street. "I think that trade is duller in Toronto than in the smaller towns. We have had a little inquiry for gas and oil stoves, but there have been comparatively few sales made. There is a lot of talk about the times being as good as they have been other years, but I do not see how they make it out. I have not seen them, anyhow."

"Business has been very good with us lately, though there may have been a slight falling off the last two days," said T. Meredith, King street east. "It is no use for a man to think he is going to do business by keeping his hands in his pockets. I make it a point to know my customers, and when doubtful as to the price of an article, they refer to me, and if I confirm the price the clerk has given, they are generally satisfied that it is right."

FIRMNESS IN GREEN WIRECLOTH.

The market for wirecloth in the United States is in a rather uncertain condition. The shortage in the stock of green and black window screen cloth, which caused such a rapid advance in the price of this article a year ago and which made so much inconvenience in the trade of jobbers and retail dealers, is, according to an exchange, being again felt at the present time. An advance in prices was made last week, as then stated, and it was expected that a still further advance would follow, but this has not been made for the reason that one jobbing house is offering the goods at quotations below those given by the manufacturers. It is pointed out, however, that both the jobbing and retail trade are not well supplied with goods, that there is a shortage of immediate supplies among the manufacturers and that the demand, which is decidedly active, will force a higher price than that now prevailing.

UNITED STATES PATENT LAW.

A bill amending the patent laws has been agreed on by a sub-committee of the House Committee on Patents, which is intended to save innocent purchasers from vexatious suits growing out of the infringement of patents. It is provided that in no case shall an action be maintained against any individual who shall purchase in good faith a patent article of a regular dealer in the open market for his own use, or who shall innocently use the same for agricultural or domestic purposes until after such patent has been sustained by a decree of a court of competent jurisdiction, nor unless such innocent purchaser shall fail or refuse to give to the patentee or his representative, at his request, the name and residence, if known to such purchaser, of the party from whom he purchased such patented article.

THE POWER OF CONSCIENCE.

The proverb, "A guilty conscience needs no accuser," has been discounted in one Maine village by the effects of a general accusation published in the local paper. A tradesman had missed articles from his stock from time to time, and at length the clerk saw a woman take things she did not buy and pay for. This furnished the desired opportunity. An advertisement in the paper over the merchant's signature said that he had positive proof that "some of the best ladies" of the town had taken articles from his store, and if matters were not fixed up there would be a rumpus. This was only last week, and so far four women have been in to "settle up," with possibly more to follow. One woman came from an adjoining town to admit that she took up an article one day with the thought of stealing it, but repented and put it back again. In these cases the guilty conscience alone was not enough to do business; the accuser was needed as well.—Boston Journal.

DIRT AND SCIENCE.

In the last analysis probably everything is dirt. But there are wonderful dirts, comments an exchange. Coal tar is one of the most unpromising to look at, but what a magazine of possibilities there are in coal tar after it has passed through the inquiring hands of the chemist. One of the latest uses to which a coal tar derivative is applied is as a substitute for quicksilver in the bulbs of thermometers. This substance is tunol. It contains no water, can stand a much lower temperature than quicksilver without freezing, and when exposed to warmth expands with great regularity. Besides possessing these qualities, it is cheap, and as it is much lighter than quicksilver the tube of the thermometer can be made much larger than is now usual, and it will not only be much easier to read the record, but greater exactitude in registration will be secured. The dark-blue color of tunol is another element which will contribute to the ease of reading the thermometer.

CAN PRICES GO LOWER?

BUYERS, and for that matter, sellers, says Iron Age, have apparently become so accustomed to receding prices of iron and steel that it will take a few very sharp successive advances before the spell of low values is broken. In every department of the iron trade, with one exception, goods have been sold at lower prices during the current year than ever in the history of the industry in this country. In some branches they are lower than they are in Europe. Every interest which contributes to the cost of laying down product at the door of the consumer is down to the minimum basis. Beginning with the ore, the only item in the cost sheet which has not been generally scaled down is the royalty. Profits are gone, labor is down to the lowest notch, supplies are as cheap as they ever have been, dead work is practically abandoned, and railroad and lake freights are very low. In the smelting of the ore in the blast furnace coke has dropped to figures which can only be justified on the theory that powerful Connellsville interests are squeezing the minor operators into selling their property. It is stated that the makers of Bessemer pig in the Central West are earning a little money at present prices, but on all other grades of pig iron South and East, producers are not getting back a new dollar for an old one.

Turning to the conversion of pig into soft steel, we find that prices are now a trifle higher than they were, and the inference is generally made that the best equipped modern steel works in Western Pennsylvania are enjoying a very modest margin.

Although the raw materials, pig iron, soft steel and melting and rolling mill scrap are all very low, and although labor is receiving wages unprecedented in the different districts, the decline in prices has kept pace with reduced cost. Wire rods, it is true, did enjoy a temporary spurt of activity and with it an advance, but now that the rush is over values are sliding back to their old level, and the whole wire trade is settling back again down to bed rock.

Only the greatest mills, best located, can come out whole at present prices for beams, angles and other structural iron, plates and sheets, hoops and cotton ties, bars and nails, light and girder rails, and track and car equipment.

Along the whole line raw material and labor are squeezed to the lowest notch. Freights are down to a war basis. The pace is being set in some branches by concerns which are in the hands of receivers, and who, therefore, seem to pay little attention to interest charges and renewal account.

That such a state of affairs cannot last long will be conceded by every thoughtful buyer. It is merely a question whether the time has arrived to go further than cover immediate requirements. We believe that the conviction is general that there is no danger in further delay. The prospect of months of dulness as the result of the slow progress in Washington is, we believe, the most influential factor in creating this conviction. Yet there are many buyers who acknowledge that they are skating on thin ice. It will not take much to upset the delicately poised balance upon which present low values depend. A modest increase in the demand or a restriction of the supply from the cheap sellers, leaving the market partially to those who must have more money to warrant their starting, must be naturally followed by a stiffening in prices. Against a few possible contingencies which might induce a very slight lowering in value, there are so many which would tend toward establishing a reaction that the market needs the very closest watching. We have already witnessed speculative purchases of Bessemer pig iron on quite a respectable scale, and in some departments consumers have succeeded in buying for long delivery at present prices. It does not take very extensive operations of this character to make sellers shy.

Our intercourse with many of the leading men in the trade has led us to believe that very few of them, whether they be manufacturers or consumers, look forward to any marked upward movement in the next two or three months, but they do all agree that there is very little chance of a further decline. Some of them are convinced that covering for requirements well into the fall at present prices is not alone safe, but hold out the promise of making very good interest on the money invested.

BICYCLE TIRES OF PAPER.

It is claimed in an Eastern journal that a process is now under way which, if successful, will be the means of introducing a pneumatic paper tire for bicycle wheels. Leather has been tried, but does not work well, the journal in question adds. There are several reasons why attempts are being made to introduce a substitute for rubber. The two principal ones are the cost and the ease with which rubber tires are "pricked" by sharp stones or pieces of glass, thus necessitating the bicyclist carrying an equipment of plasters and a pump. That the rubber tire now in use, especially when made on the pneumatic principle, is good for the rider and the machine cannot be doubted, but the great point now is to get the bicycle down to where the workman can purchase. Bicycles at $100 to $150, or even $65, are beyond the reach of many. The substitution of paper tires for rubber means a discount on the price of the bicycles of about $12. Two rubber pneumatic tires cost $20 when on the wheel. Two pneumatic paper tires will cost but $8 when on the wheel. The paper tire has proven as good, substantial and elastic as the rubber. In fact there are several points about it which make it superior. The life of a rubber tire is two seasons. The projectors of the paper tires state that the life of these will be five years more.

THE WORLD'S FAIR BUILDINGS.

The Columbian Exposition Salvage Co., with a capital of $200,000, have purchased the 20 World's Fair buildings that the Park Commissioners had in their possession, with exception of La Rabida Convent and the Forestry building, for the sum of $80,000. This gives them a working capital of $120,000 after paying for the buildings. The company consists of the following scrap iron and scrap metal merchants: August Pollak, North Western Iron and Metal Co., of Chicago, Ill.; A. S. Deutsch & Co., of Chicago and Cleveland, and Ohio Iron and Metal Co., of Cleveland, Ohio, and the Chicago House Wrecking Company, of Chicago, and Sievers & Fearnly, of Cincinnati, Ohio, who are experts in the business of dismantling houses and buildings and also large dealers in the lumber trade. It is expected that work will begin within a few days. The end of this season will see the White City pretty well dismantled. All the structural material will be taken down very carefully, and the company are prepared to sell to railroad companies, factories and others who contemplate erecting buildings any quantity of such material in the iron and lumber structural line that they desire.

ROSIN AND TURPENTINE.

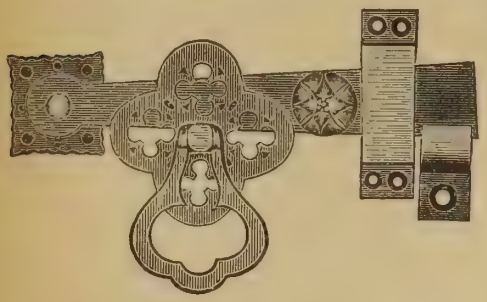
THE total receipts of rosin at the five principal primary centres of distribution during the crop year ending March 30, as given by a contemporary, amounted to 1,529,605 barrels, which shows a decrease from those of the preceding year, the figures as presented for that period being 1,722,588 barrels. The total exports to all countries amounted to 1,187,211 barrels, as against 1,338,863 barrels during the year preceding.

The stock on hand at the end of the present crop year amounted to 222,771 barrels. This left a quantity equal to 119,623 barrels for domestic consumption, but this quantity, it should be remembered, does not represent the entire home consumption, the distribution of home use from Mobile and New Orleans, the figures of which are not included in these statistics.

The statistical position of spirits of turpentine, as shown by this compilation, gives the total receipts during the past crop year as 393,534 barrels, as against 443,374 barrels during the year preceding, and the total exports to all ports at 249,790 barrels, leaving 143,744 barrels for domestic distribution. As inthe case of rosin, the two territories above mentioned help to swell the quantities consumed in the United States, and are not included in the statistics.

A UTILITARIAN LATCH.

THE accompanying cut shows the B. and B. Door Latch, a shipment of which H. S. Howland, Sons & Co. have just received. The latch is not altogether a new one. It was on the market some years ago. Lately, however, it has been called for extensively, which has led



the trade to induce the manufacturers to again make them. The latch is intended either for barn or church doors. It is simple in construction, cannot get out of order, and sells at a low price, considering its qualities of strength and attractiveness.

COST OF MELTING.

THE following paper on the "Cost of Melting" was read before the Western Foundrymen's Association :

There is probably less known about the actual cost of melting iron in cupolas for foundry work than about any other branch of the foundry business. But few foundrymen make any attempt at keeping a cupola or melting account. Many of those who do, keep it in such a way that they not only fail to learn the cost of melting, but are misled by the account to suppose their melting costs them a great deal less per ton than it really does. In the majority of foundries the melting is left entirely in the hands of the melter, who as a rule has no system for doing the work, and has no control over his assistants or interest in having them do a fair day's work. In many of the foundries I visit, twice the number of men are employed as cupolamen as are employed in melting the same amount of iron in other foundries, where the facilities for handling the stock are almost the same, and the expense of lining and daubing material is frequently double with one melter what it is with another in the same sized cupola with the same sized heats.

In many foundries the fuel is not weighed, but is measured in baskets, or the number of shovels counted and the weight estimated. When the fuel is measured in baskets the baskets always stretch and enlarge, and an old basket frequently holds one third more than a new one ; from 10 to 20 pounds can easily be piled on the top of a basket after it is filled. Foundrymen who charge their fuel by the basket always use more fuel than they estimate they are using ; when the shovels are counted, each shovel may be made to weigh more than is estimated, and a few extra shovelfulls are always thrown in, for fear some were not full. When too much fuel is used in a cupola there is not only a wastage of fuel, but there is slow melting, increased destruction of the lining and an increased wear and tear of the blast machinery. For these reasons every pound of fuel that goes into the cupola should be accurately weighed. Even when the fuel is supposed to be accurately weighed there should be some check on the melter, for he will shovel in extra fuel if not watched.

At a foundry I recently visited in New Jersey, an accurate account of the melting had been kept for a year. At the end of the year the president of the company had figured up the amount of fuel consumed in the cupola and compared it with the amount purchased, and found they were short 260 tons. At another foundry, where the melter always reported melting 7 pounds of iron to 1 pound of anthracite coal, they ran short 300 tons in a year. This kind of work should be prevented by checking up the melter's report and comparing it with each carload of fuel consumed.

A cupola book should be provided with blank spaces for recording the weight of coal or coke in the bed and charges, and the weight of each brand of iron, No. 1, 2 or 3 and scrap, showing the exact mixture of each charge and heat. A note should also be made of the quality of iron produced from the mixture. Such a record is of great value in making mixtures and charging a cupola, if it is properly kept.

The cost of melting per ton is figured in a number of different ways, but to be of any practical value the entire cost of melting should be figured on as follows :

Interest on cost of cupola plant and depreciation in value of same.

Fire brick for relining and repairs.

Fire clay, loam and sand for cupola and ladles.

Repairs to cupola, blast pipe, elevator, scaffold, runway, blower, etc.

Belts, oil, etc., for blower.

One-fourth the entire cost of engine.

Tools, wheelbarrows, buckets, hose, shovels, forks, rakes, hoes, sledges, picks, bars, trowels, bod sticks, tap bars, etc.

Wood for lighting up and dredging ladles.

Coal or coke consumed in melting.

Labor employed in removing the dump, making up cupola, milling dump and gates, collection gates, scrap and bad casting from foundry, placing iron and fuel on scaffold, charging, breaking and piling iron in yard, breaking up bad castings, daubing ladles, etc.

When the cost of all these items has been learned, and the amount divided by the number of tons melted, it will be found that the cost of melting is about $2 per net ton of iron in the ladles. In foundries with all the modern improvements for handling the stock the cost is a little less than $2 per ton, and in foundries with none of the improvements for handling the stock and no system in melting the cost per ton is as high as $3. When there is doubt as to the accuracy of weights in charging, the weights should be compared with the fuel purchased and castings sold, and the cost of melting may be figured on the weight of castings sold in the place of the amount of iron melted. To make a cupola report of value, the fuel, labor and tool accounts should be kept separate, and an effort made to reduce the expense of each account.

AN INGENIOUS EGG-TIMER.

THIS is indeed an age of inventions and novelties, and the troubles and duties of the housewife are being daily lessened by various ingenious mechanical contrivances.

The mechanical hen that will lay eggs has not yet been invented, but the incubator hatches them after she has condescended to lay them, and the inventive Yankees have manufactured egg powder, and attempted to drive her out of business, but fresh eggs as an edible are as popular as ever, and the hen still cackles.

The next nicest thing to having eggs newly laid, is to have them properly cooked. Some like them hard-boiled, some like them soft, and others betwixt and between; and to suit the tastes of these different people has been a source of much trouble to the cook.

To time the boiling of an egg to a nicety, and without attention, is the object of the patentee of an egg-timer which has been invented in England.

The article consists of a basket attached to a small slotted tube, a horseshoe base forming the lower terminal, and a little clockwork gear being placed nearly at the top of the tube. The clockwork can be set to any desired time up to five minutes, and the act of setting the dial to the required time winds up the mechanism so that it will run as long as needful. The eggs being placed in the basket and the latter is lowered into the water, and then by moving a lever in the corner of the dial box the mechanism is started. At the end of the specified time the mechanism releases a spring placed within the verticle tube, and causes the basket containing the eggs to be elevated from the water promptly and automatically. It is necessary for the due operation of the timer that the water should boil before the eggs are placed in it.

HIS TRIP WAS SATISFACTORY.

"Yes, I have just returned from the Northwest and Manitoba, and I did not find business as bad as might be expected," said E. K. Watson, of Painchaud, Squire & Co., Montreal. "My sales were as good as they have been on previous trips, though I must say I hear a little more grumbling. We have had nothing to complain of about our collections, however, either in Ontario or any of the other provinces this spring."

GREEN WIRE CLOTH

All Even Sizes from 18 to 42 inches.



The "Arcade" Tuscan Bronze Spring Hinge
Screen Door and Window Corners
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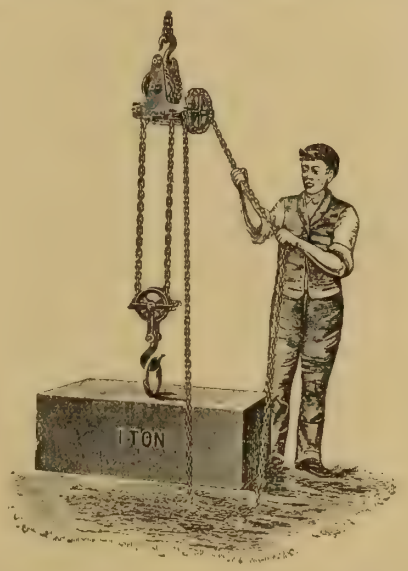
A MEMORANDUM CLOCK.

"LET all things have their places; let each part of your business have its time. Resolve to perform what you ought; perform without fail, what you resolve."

To enable the hard worked business man to more closely follow out the above excellent maxims set forth by Benjamin Franklin, something entirely new in clocks has been invented in England. It is known as "Davidson's Automatic Memorandum Clock," and its object is to keep lax memories up to time. Above the clock proper is a dial or drum containing small slots all round its circumference, one slot for each minute marked on the dial face. As fast as the owner makes engagements he writes a memo. on a small tablet and drops this in the proper slot indicating the moment when the thing is to be, or ought to be done. Then he dismisses the matter from his mind, and throws all further responsibility on the clock. Punctually at the moment, the clock, which has nothing else to think of except its duty as a prompter, drops the warning tablet out into a tray and starts a bell to ring, which keeps up its tintinnabulation till the tablet is removed. If the owner forgets his appointment after that, he must be incorrigible. As a reminder of the hour when medicines should be taken during the night, this invention has an important part to play; and it is also, of course, a reliable alarm clock, as by using one of the tablets it can be easily set for an hour.

THE HYPER-ACME PULLEY BLOCK.

IN the foundry, store and warehouse, where heavy weights are constantly being lifted, the necessity of a good set of pulley blocks is constantly being felt; they lessen labor and save time, and in many cases prevent accident. The accompanying cut represents the Hyper-Acme Pulley Block which is being placed on the market by Rice Lewis & Son, Ltd. Some of the perfections claimed for these blocks are that they do away with the sustaining friction which is more or less felt in most ordinary blocks, as this friction is cut off automatically as the load rises, and, consequently, only the weight being raised has to be



reckoned with, thereby greatly reducing the power required. It will raise a load with more speed as well as ease, and, in lowering, its self-sustaining mechanism is regulated by the load itself, so that a heavy load is lowered with the same ease as a light one. It is safe, and is constructed with the view of outlasting the ordinary screw block. Every block is tested by dead weight, and test certificate given.

J. Cameron was in town to-day. He is with The J. B. McLean Co., Toronto, publishers of most excellent trade publications in the interest of hardware dealers, grocers, booksellers, dry goods dealers and printers. Business men can make no mistake in supporting any of their journals.—Blenheim News.

A HINT TO SHIPPERS.

THE sameness in the names of vessels is often the cause of much confusion, and frequently causes much anxiety when disaster overtakes a vessel bearing the same name as the one specially interested in.

A glance over Lloyd's register will show that there are numbers of vessels bearing the same name, but it is seldom that vessels similarly named are from the same port of registry or of the same rig. For instance you will find the brig Spartan, of Quebec, and the barque Spartan, of Halifax.

In making note of the name of the vessel to which your goods are consigned, or on which a friend has taken passage, it is well to mark down the port from which the ship is registered. It will be found useful in distinguishing her from other vessels of the same name that may be reported lost, or overdue.

The Maritime Register, speaking on the subject in regard to American vessels, says: "The Commissioner of Navigation has authority to change the name of any vessel, subject, of course, to certain regulations. If Congress would give him authority to prevent any new vessel desiring registration or enrollment from bearing the name of any other vessel already on the list it would be a great relief. If vessel owners would remember that their boats have, as a rule, a larger sphere of action than an individual, and that therefore the vessel's name is a distinguishing mark in a wider circle, they would use more discrimination in naming them. It cannot be such a difficult matter to do this. And while sentiment or patriotism may impel one to name his own ship, either the Only Son, Mary Sophia, America or the Ocean's Pride, yet so many are actuated by the same motives to select the sames names that the result is embarrassing to those other people who also are interested in the vessel. Sameness in vessel nomenclature is undesirable."

EMERY WHEELS IN SHOPS.

IN our previous article we referred to the necessity for using grindstones in the shop for many purposes, and to the advantageous use which could be made of emery wheels for other purposes. It may be thought that little more can be said as to grinding apparatus necessary for our repairing shop, but it is more than probable, having due regard to the innate conservatism of all iron trade men, due, perhaps, to their continual association with tough material, that after all that can be said regarding emery wheels, many will prefer to stick, not to the last, but to the first, and have a stone. Well, if so, this is one of the few cases where art is absolutely superior to nature, or the artificial is far and away before the natural. Suppose we sum up the differences.

The disadvantages, etc., of the natural grindstone, as stated by a good and reliable maker, who is well within the mark, are as follows: Its non-homogeneousness, which causes it to be constantly wearing out of true and consequent waste of time in dressing; its slow cutting, in consequence of the pores constantly choking up; its slow running, because it will not stand great speed; its danger; its unevenness in quality and the difficulty of obtaining two stones alike; its expense in constant renewals, owing to its short life.

The advantages of the emery wheel are stated to be that it is homogeneous, seldom wearing out of true. It is quicker cutting, consequent upon its greater speed. It can be modified to suit requirements, either made with larger or smaller grit, softer or harder, as wanted. It is regular in quality, one wheel being like another of the same class. It is healthy, not creating the same amount of grit and dust as the grindstone. It can run wet or dry as required. It is safe. It is more durable, and requires less labor expended on it to keep it true or to make it grind. It does the work faster. It is more economical, consequent upon its longer lasting power and greater speed.

Without endorsing in every detail all that is claimed for the one and debited to the other, it may be said there is a good deal of truth in this pro and con statement. In many repairing shops the use of both grindstone and emery wheel may be desirable for the different classes of work that have to be done, and for the ironmonger who is doing fair business in his repairing shop it would be an excellent point of a means of good and ready advertisement to have a natural grindstone and an artificial grindstone both in the shop, so that, if desirable, he could take a customer into the repairing shop, show him each article at work, and give him the opportunity of testing for himself their respective merits. The mere offer to take a customer into the repairing shop to let him see the different classes of grindstones at work would create a special interest and help to effect sales. He would certainly buy either a grindstone or an emery wheel, whichever he considered the best. The natural grindstone has one marked advantage—its original cost is less. The artificial stone is certainly a little dearer in first cost, but this will often be more than gained in the first month or two of use.

Whatever is decided on for use in grinding, the stones or emery wheels must be quite true to do any real service. This at one time slow and troublesome operation has been of late years so much simplified by the invention of improved dressing tools that there is absolutely no excuse for untrue, and, therefore, inefficient wheels or stones in even the smallest shop. A thoroughly good tool for dressing emery wheels can be bought for about ten shillings, and will last for years. Over every grinding machine of any description should be hung this notice:

"Keep the wheels true; keep the machine clean;"

And those who run the shop to make a profit will find it well worth their while to see that these rules are implicitly worked to. Dressing and cleaning tools for emery wheels, such as we illustrate, is necessary in every repairing shop where these wheels are in use. Such a tool placed upon the counter in the ironmonger's shop will help in the ordinary business of selling tools.— Ironmongery.

TO MANUFACTURE BINDER TWINE

WE noted a couple of weeks ago that the Northwestern Cordage Co., of St. Paul, Minnesota, were making inquiries as to inducements which might be offered them to start a binder twine factory in Winnipeg. They talk of a factory to employ seventy-five hands, which would turn out 12,000 pounds of binder twine per day and enough sisal rope and manilla to supply the demand. The city council is now looking up information as to the probable success of such a factory in Winnipeg. Binder twine is a commodity which is used very largely in this country, and so far as the demand is concerned that part of the business would be all right. The only question is as to the cost of manufacturing here. That is a matter which only an expert in the particular branch of industry under discussion could be expected to know much about. Even an expert might be deceived, for it usually requires practical experience to determine the cost of manufacture sufficiently close to be of real value. To be successful, the cost of manufacturing here would require to be not materially greater than the cost of making the goods elsewhere. All the materials would have to be imported, so that there would be no advantage in freights for the proposed local factory, as the cost of freight on the raw material would equal at least the cost of freight on the manufactured goods. If the twine could be manufactured successfully from some product which could be produced here, thus saving freight on the raw material, there would be a great advantage in manufacturing here. No suitable material, however, is obtainable here. Hemp has not proved a success for the manufacture of binder twine. This is the third time that a binder twine factory has been proposed for Winnipeg, and we hope that it can be shown that the undertaking is likely to prove profitable here. We do not, however, recommend a bonus from the city for this or any other proposed industry.—Commercial.

A LESSON IN FINANCE.

One of Spokane's bank presidents has a habit of taking an airing each evening on the front end of a street car, absorbing ozone and throwing off the cares of business, while chatting with the motorman. The other night he met a genius, and his match. The story was too good to keep, and finally reached the Spokane Tribune, which publishes it as follows:

After the usual exchange of courtesies the motorman said:

"Mr. Blank, you consider yourself a financier, I suppose?"

"Yes," replied the banker, "I guess I am, or I could not hold my job."

"Well, you don't know anything about financiering," the motorman made bold to state. "But my 'boss' (referring to the president of the street car company) is a first-class financier, he is. Why, do you know that every Sunday he advertises for a servant, and Monday twenty or thirty girls ride out to his house, near the end of the line, to get the place, but find madam can't see them; so they ride back, and repeat the journey several times before they are finally told that the old girl has decided to stay a while. Now, that's financiering. Fifty cents paid out for advertisements and $8 or $9 taken in for car fares to swell the annual dividends of the boss' company."

The Lethbridge Board of Trade has sent a protest to Ottawa against the proposed removal of the headquarters of the judicial district of Southern Alberta from McLeod to Calgary.

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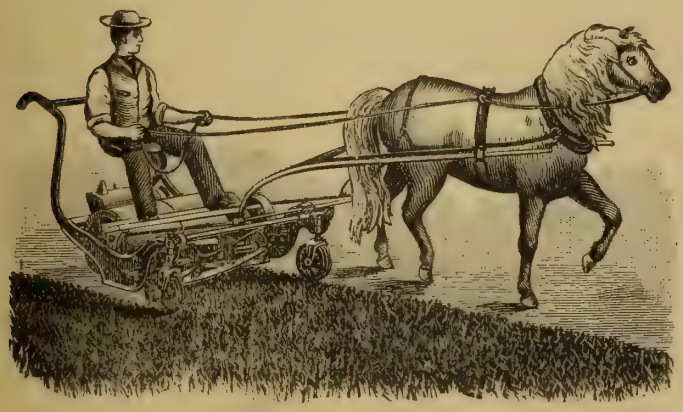
CYCLE RACK PATENTS APPLIED FOR.

FOR the season of 1894 these celebrated Cycles will, for the first time, be obtainable in Canada. Hitherto the entire output of our extensive works has been taken by the English home trade. Large additions to the works and plant have greatly increased our facilities, and we are now ready to supply the Canadian demand. Due consideration has been given to the importance of minimum weight, but we are not prepared to risk our reputation for RELIABILITY by committing ourselves to an extreme course.

We have adopted a larger diameter and lighter gauge of tubing in the construction of our Frames and Handle Bars, improved and detachable Brake-work, further improvements in Ball Head and Handle Bar adjustments, Dust-Proof Crank Bracket and Hubs, a narrow Tread in conjunction with improved Pedal Attachment and dished Chain Wheel, special patterns in Tubular Seat Pillar, Foot Rest, Step, Brake and Steering Lock; all chains will have Hardened Links and be of a higher class than heretofore; a neater and more effective Chain Adjustment; Chain Wheels specially milled to secure free running; Nuts reduced to a minimum of sizes, with Box-Spanner to fit same, parts interchangeable, high standard of finish throughout.

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TARIFF CHANGES.

OUR legislators at Ottawa are still at work upon the tariff, and the duties relating to iron and hardware have appropriated most of the attention.

Many of the changes made are important, and as a rule they are in the direction of higher duties and back to where they were under the old tariff. They are more radical than expected, and the trade is being put to a good deal of inconvenience thereby, a further revision of price lists being necessary. In some instance the meaning of the changes is so ambiguous that they are at sea, and know not what to do.

It is expected that the House will get through with the tariff this week.

A discussion arose in the House on Friday in regard to iron and steel beams. It was started by Sir Richard Cartwright, who asked whether the Government would permit iron or steel beams for agricultural implements to come in free in view of the fact that they were free for iron, steel, or composite vessels. Mr. Foster replied in the negative; and then Mr. Sutherland ventured the opinion that iron or steel sheets and angles for windmills should also be free. This concession was sought by a large class. On this point the Minister of Finance wanted representations furnished. Mr. Paterson, of Brant, took up the thread of the discussion by asking how manufacturers were protected when the raw material for agricultural implements was taxed more than the finished product. Mr. Foster denied this. An agricultural implement, say a binder, worth $100 could not enter Canada under $120, while the price of the same article manufactured in Canada from imported parts would not be more than $106 or $108. Regarding free iron and steel for wooden vessels, he promised to consider the matter.

The changes made since our last issue went to press are as follows:

Picks, mattocks, grubhoes, adzes, hatchets and poles and edge tools, n.e.s., of all descriptions, were put at a uniform rate of 35 per cent. ad valorem.

In reply to Sir Richard Cartwright, Mr. Foster said under the old duty of $2 a dozen and 10 per cent. only a small portion of the axes used in Canada were imported and they were of high price, ranging from $8 to $10, so that made the percentage of duty low. The axes commonly used in Canada were worth from $4.50 to $6.50 a dozen, and the old and new duties on these were shown by the following table:

Axes worth	Old duty.	New duty.
$4 a dozen	$2 40	$1 20
6 a dozen	2 60	2 10
7 a dozen	2 70	2 45
8 a dozen	2 80	2 80

Shovels and spades, shovel and spade blanks, and iron or steel cut to shape for same, 50c. per dozen and 25 per cent. ad valorem.

The iron and steel wire duties were changed to read: "Galvanized iron wire, No. 12 gauge, when imported by makers of barbed wire, 15 per cent. ad valorem." In other words, this kind of wire was taken out of the 25 per cent. class.

Iron, structural and special sections, weighing less than 35 pounds per lineal yard, were taken out of the 35 per cent. list and placed in the 12½ per cent. list, thus giving the preference to Canadian builders.

Celluloid lamp shades blanks were changed from 20 to 10 per cent.

The duty on stereotype plates, electrotypes and celluloids of newspaper columns and bases for the same, composed wholly or partly of metal or celluloid, was reduced from ¾ of a cent per square inch to ⅜ of a cent per square inch.

Jewel cases, when not more than $2 in value, will be taxed 5c. each and 35 per cent.

Cane, reed, rattan, split, or otherwise manufactured, was lifted from 12½ per cent. to 17½ per cent. This still leaves a reduction of 7½ per cent. from the old duties.

Veneers of wood, n.e.s., made from woods native to Canada, were fixed at 5 per cent., and veneers of wood not over 1-16 of an inch thick, made from woods native to Canada, were placed at 10 per cent.

Window shades in the piece or cut and hemmed, 35 per cent., but not less than 3c. per square yard.

Shingles, 20 per cent.

Blasting and mining powder, 2c. per pound.

Cannon, musket, rifle, gun and sporting powder and canister powder, 3c. per pound.

Nitro-glycerine, giant powder and other explosives, 4c. per pound.

Other changes of interest to the trade that have so far been made in the House are:

Coal Oil—Old tariff, 7 1-5c. per gallon; as proposed, 7 1-5c. per gallon; as adopted, 6c. per gallon.

Crude petroleum—Old tariff, 7 1-5c. per gallon; as proposed, 3 3-5c. per gallon; as adopted, 3c. per gallon.

Earthenware and stoneware, viz., demijohns or jugs, churns or crocks—Old tariff, 3c. per gallon of capacity; as proposed, 2c. per gallon: as adopted, 3c. per gallon.

Plaster of Paris, calcined or manufactured—Old tariff, 45c. per barrel of 300 lbs.; as proposed, 20 per cent.; as adopted, 40c. per barrel of 300 lbs.

Slates, roofing slate when split or dressed only—Old tariff, 80c. to $1 per square; as proposed, 20 per cent.; as adopted, 30 per cent.

Ferro-manganese—Old tariff, $2 per ton; as proposed, 10 per cent.; as adopted, 5 per cent.

Iron or steel bars, rods, strips or steel sheets of whatever shape, and iron or steel bars of irregular shape or section, cold rolled, cold hammered, or polished, in addition to other duties—Old tariff, 5 per cent.; as proposed, ⅛ of a cent. per pound; as adopted, 5 per cent.

Iron bridges and structural iron work—Old tariff, 1¼c. per pound, but not less than 35 per cent.; as proposed, 30 per cent.; as adopted, 1c. per pound, but not less than 30 per cent.

Railway fish plates and tie plates—Old tariff, $12 per ton; as proposed, 30 per cent.; as adopted, $10 per ton.

Wire nails—Old tariff, 1½c. per pound; as proposed, ¾ of a cent per pound; as adopted, 1c. per pound.

Cut tacks, not exceeding 16 ounces to the thousand—Old tariff, 2c. per thousand; as proposed, 1c. per thousand; as adopted, 1½c. per thousand.

Brass and copper nails, rivets, and burrs, and manufactures of brass and copper, n.e.s.—Old tariff, 35 per cent.; as proposed, 25 per cent.; as adopted, 30 per cent.

Lead pipe and lead shot—Old tariff, 40 per cent.; as proposed, 30 per cent.; as adopted, 4-10 of a cent per pound and 25 per cent.

Enamelled iron or steel ware, including granite or agate ware—Old tariff, 35 per cent.; as proposed, 30 per cent.; as adopted, 35 per cent.

Copper wire—Old tariff, 15 per cent.; as proposed, 10 per cent.; as adopted, 15 per cent.

Emery wheels—Old tariff, 25 per cent.; as proposed, free; as adopted, 25 per cent.

Axles, springs, and parts thereof—Old tariff, $30 per ton, but not less than 35 per cent.; as proposed, 35 per cent.; as adopted, 1c. per pound and 20 per cent.

Cordage, n.e.s.—Old tariff, 1¼c. per pound, and 10 per cent.; as proposed, 30 per cent.; as adopted, 1¼c. per pound, and 10 per cent.

Democrat wagons—Old tariff, 35 per cent.; as proposed, 25 per cent.; as adopted, 35 per cent.

At the annual meeting of the Levis Board of Trade the following officers were elected: President, E. Dupuis; vice-president, D. Laine; secretary, A. Lemieux; committee, J. B. Michaud, George Lambert, E. Dussault, A. Lambert, P. Robitaille, C. Darveau, Dr. Lacerte, E. Belleau, L. O. Audet, Dumontier, T. Arsenault, J. E. Mercier.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton. Ontario.

SP

NEW VENTILATING SYSTEM.

An improved system of ventilation has been introduced in the great hall of the new Sorbonne, in Paris, the principle resorted to being that of maintaining the walls at a higher temperature than that of the air which they enclose. As described in a French paper, a mixing chamber is located beneath the auditorium, and hot and cold air are mixed to the temperature desired. The air is forced into the auditorium through a great number of small holes in the floor and in front of the seats, the openings being covered by a wire netting. Before the entrance of an audience, the walls are thoroughly warmed by forcing air heated to two hundred degrees into a conduit, which delivers the air into a space behind the moulding and close to the floor. The wall is thus heated to a temperature of one hundred degrees—a temperature which by radiation will keep the audience comfortable, at the same time ventilating the hall with air at sixty degrees, derived from the mixing chamber. All downward cold drafts are thus prevented, the currents of air being upward, owing to the heated surface.

A HANDY GRASS CATCHER.

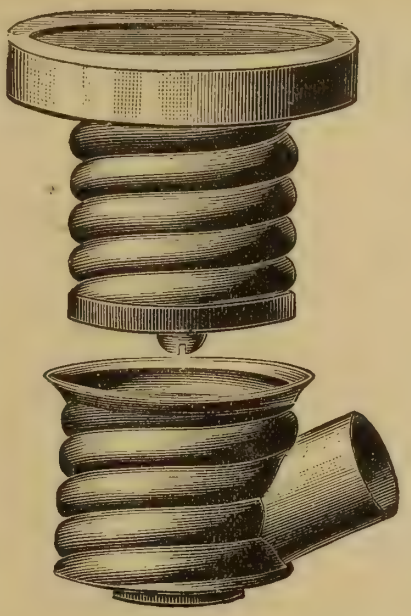
A grass catcher of moderate price, and at the same time efficient, ought to sell well with retailers. The accompanying cut shows a catcher that is being stocked by M. & L.



Samuel, Benjamin & Co., which is of the desired character. It is easily adjusted to or detached from the mower, is reasonable in price and answers its purpose admirably.

A MARKET FOR PULP.

Some time ago Harrison Watson, Canadian curator at the Imperial institute, wrote to S. C. Stevenson for information about pulp and the possibilities of taking it over to London. The information was forwarded, and Mr. Stevenson yesterday received a letter in which Mr. Watson thinks that Canada should be able to compete with Sweden in that line, and suggests that samples be sent over to the Imperial institute with particulars as to the approximate value in it. Mr. Watson also desires photographs of the city and province generally.—Montreal Gazette.



NEW

Steel Creamer Tap

ALL PARTS RETINNED

Superior to Lead taps and much cheaper.

THOS. DAVIDSON & CO.

MONTREAL

BRUSHES

Painters'
Household
Toilet
Stable, etc.

No article handled by the Hardware trade requires more judgment in buying than Brushes. The easiest way is to go to the reliable manufacturer and get value for your money and goods that will suit your customers. We will do our best to serve you well and honestly.

CHAS. BOECKH & SONS, MANUFACTURERS, TORONTO

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price).

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS.

Sent, postpaid, on receipt of price.

HARDWARE MERCHANT
TORONTO.

MUNN'S LIQUID GLUE
IS THE BEST.

THE ART METROPOLE, Agents.
131 Yonge Street, TORONTO.

OUR SALES OF
"BURHAM" Portland Cement
For the past 8 months have been
25,499 CASKS.
"BURHAM" Brand outranks all others
Try it and be convinced. . . . .

Sole Consignees for Canada,
McRAE & CO., OTTAWA

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, May 18, 1894.

HARDWARE.

BUSINESS in general hardware has been fairly active, but the trade complain that there could be a much greater volume of business but for the "fiddling" which the tariff is undergoing. Wholesalers are the people who are inconvenienced the most, as the changes that have been made upset all their calculations. Wire has been moderately active, but business is not quite as active as it was. Rope has been moving in a small way, and the same is to note of tacks, chain, etc. Both cut and wire nails have been fairly active, and so has wirecloth and window screens. Horse nails have ruled on the quiet side. Payments are fairly good on the whole.

WIRE—The movement in wire has not shown any special change, and business is if anything rather quieter than it was a week ago. Barb and annealed wire have been in the most request, and there has been some call for brass and copper wire in a small way

ROPE—There is no change to note in this line, and business has been of moderate volume. Supplies in hand are not heavy, and the tone of values is steady. Prices may still be quoted as: Sisal, 6½c. for 7-16 and upwards, and 14c. for deep sea line. Pure manilla, 9c. for 7-16 and upwards, 9½c. for smaller.

CUTLERY—There is a fair sorting trade in cutlery, with nothing very new to record.

CUT NAILS—Demand for these is not very brisk, and the tone is easy. Further sales of car lots have been made at $1.80, and it is just possible that even this has been shaded in some cases.

WIRE NAILS—There has been a free movement of wire nails, and the 10-keg delivery price seems to have met the approval of the retail men. Discounts are the same.

HORSE NAILS—Business in these is quiet, and only a hand-to-mouth movement is to note. The basis remains as it was.

HORSESHOES—Nothing special to note, and prices are as before on the $3.80 basis.

GREEN WIRE CLOTH—This line has met with a good demand during the week, and the tone of the market is firm, while many large lots have been moved during the week. In fact wire cloth is getting very scarce, and a repetition of last season's position here is considered probable. All American quotations have been withdrawn.

WIRE SCREENS, ETC.—Remarks regarding wire cloth apply equally to these goods.

CHAIN—Trade is quiet on the whole, a moderate enquiry for log and trace chains being the main features.

WARE—Both Peerless and white ware are moving well, and jobbers say they are perfectly satisfied with the demand for these goods.

TACKS—Business continues very quiet, and there are no features calling for attention.

SPORTING GOODS—Demand in this line still centres on a moderate sorting-up demand for guns and ammunition.

TOOLS—Harvesting and gardening tools still meet a fair enquiry. The call for lawn mowers is one of the leading features in this respect.

PLUMBING SUPPLIES—Business remains dull and uninteresting in the main.

BUILDING SUPPLIES—No special activity is to note in this line, and only a moderate volume of business is passing.

HINGES—Have a fair enquiry at former rates.

NAVAL STORES—Demand for naval stores has not been quite as brisk as it was last week. The feature is the great scarcity of turpentine, the market here being almost bare of stock. Some lots are on the way, but the quantity is not large. Prices are firm at the advance noted last week. We quote: Turpentine, 46 to 48c.; resins, $2.50 to $5.00, as to brand; coal tar, $3.25 to $3.75; cotton waste, 5 to 7c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12c.

METALS.

There is very little news to report either in heavy iron or metal. Importers are receiving first importations this month and in the meantime are doing nothing, and in all other ways also the market is quiet.

PIG IRON—Very little to note. A few small lots of Nova Scotia pig are going out at $16.75, but in Scotch iron there is little or no business to note. We quote: Summerlee and equal brands of Scotch pig, $19 to $19.50; Carnbroe, $18, and Ferrona and Siemen's, $16.50 to $17.

BAR IRON—Business rules quiet in bar iron and there is no change to note in values which range from $1.75 to $1.85 according to quality.

SHEET IRON—Business dull and prices unchanged at $2.34 to $2.40.

HOOPS AND BANDS—A few small lots are moving at $2.30.

STEEL—There is only a moderate jobbing business passing in this line. We quote: Best cast steel, 9½ to 12c.; spring, $2.50; tire, $2.50 to $2.75; sleigh shoe, $2.40; round machinery steel, $3.

GALVANIZED SHEETS—A fair demand is to note for these in a jobbing way, but other-

GASOLINE STOVES

New Process and Single Generator styles, with all up-to-date improvements. These Stoves are simply perfect.

SEND FOR CIRCULAR AND PRICES.

THE McCLARY MFG. CO.

London. Toronto. Montreal. Winnipeg. Vancouver.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

Gas, Electric, Combination

Fixtures AND **Brackets**

English, Canadian, and American **DESIGNS**



A select stock of **Gas and Electric GLOBES** always on hand

JAS. BARWELL, 88 Bay Street, Toronto

Drawings and prices on application.
The trade supplied.



SS. SMOKELESS POWDER

Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.

429 Board of Trade Building
MONTREAL, Agents.

SEND FOR PRICE LIST.

CHURCH'S POTATO Finish





NO MORE WATERY POTATOES

READY-FOR-USE-DRY

NO MIXING REQUIRED.

Worth its cost as a fertilizer.

DOES NOT INJURE THE VINES

The only safe way to use a Strong Poison

FOR SALE BY

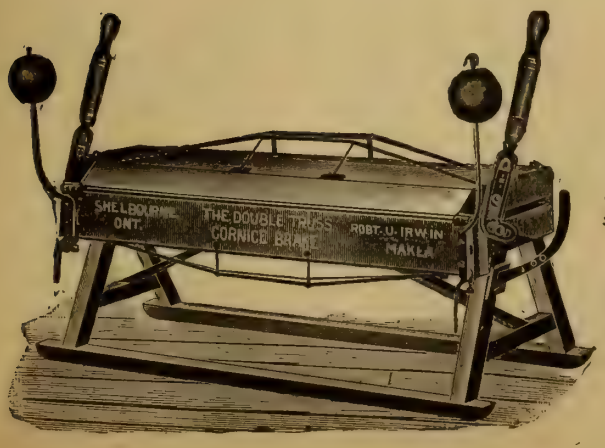
Alabastine Company, Paris, Sole Manufacturers.

HILL & FORBES, 327 ST. JAMES ST., MONTREAL: Agents for the Province of Quebec.
A. M. BELL, HALIFAX: Agent for New Brunswick and Nova Scotia.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, **TORONTO**

ENGLISH HOUSE: **SAMUEL, SONS & BENJAMIN**
164 Fenchurch St., London, E. C.



Sole Agents for the Dominion for

Double Truss Cornice Brake

Write for Circulars and Quotations.

MONTREAL MARKETS—Continued

wise the market is quiet. We quote: 4½ to 5c. for ordinary brands; Morewood, 6 to 6¼c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., and the usual extra for larger sizes.

TIN PLATE—Some small orders for importation have been placed, but as importers are receiving first lots this month, wants are not pressing, and business is quiet. Jobbing demand is small, but stocks are generally admitted to be small. Orders for future delivery have been on the basis of $2.70 for cokes and $3 for charcoal. Spot quotations are $3 to $3.10 for cokes and $3.50 to $3.60 for charcoal, which is a decline.

CANADA PLATES—The low prices on Canada plates here led to some demand, as it is felt that they cannot possibly go much lower. We quote $2.40 to $2.45.

COPPER—This line is quiet and unchanged at 9¾ to 10c.

TIN—Meets a moderate demand for small lots at 18½ to 19c.

SPELTER — Continues steady and unchanged at $4.50 to $4.75.

ANTIMONY — Inactive and nominal at 10½ to 12c.

LEAD—But slight activity to note at $2.75 to $3.

SHEET ZINC—Quotations are unchanged and business dull at $5 to $5.25.

CEMENT—The cement market continues much the same. The tone is steady, and some fair lots have been put through this week. Prices are unchanged as follows: $2 to $2.10 for English brands, and $1.85 to $1.95 for Belgian, and to arrive—English brands $2, and Belgian $1.80 to $1.90. A fairly active business is reported in firebricks, there being a good demand for small lots at prices ranging from $18.50 to $22.50 per 1,000, as to brand.

PAINTS AND OILS.

There has been little or no improvement in paints and oils during the week. Linseed oil continues the chief feature, the demand for it being rather better at the recent decline, but prices are still easy in tone, and this has its effect on buyers. In seal oil round lots have changed hands at 35c. to arrive, but spot values are not changed as yet. We quote: Choice brands white lead Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1 $6.25; No. 2, $5.25; glass, $1.25 first break; $1.35 second break, per 50 feet; $3.25 for first break per 100 feet; linseed oil, round lots, raw, 54c., boiled, 56c.; putty in bulk, $1.85; seal oil, 42 to 44c.

GLASS.

There is no change in glass, which rules quiet. We quote $1.25 for first break; $1.30 second break, per 50 feet; $3 25 for first break per 100 feet; putty in bulk, $1.85.

PETROLEUM.

The petroleum market has not furnished any new feature this week. The decline in the price of American oil has not encouraged much activity, and the market rules quiet. We quote Canadian refined at 11¼c. in shed in Montreal for round lots, and 12c. for small quantities. American petroleum, 14 4-5c. in car lots, 15¼c. in 10-barrel lots, 15½c. in 5-barrel lots, and 16c. for single barrels, net cash; American benzine, 23 to 25c.; Canadian benzine, 10¾c. Petrolea; 12¾c. Montreal.

HIDES.

Receipts of beef hides have been large during the week and the demand is slow, so that with increasing stocks the market rules easy in tone. Tanners are not in the market to any great extent; in fact some in Quebec announce their determination of closing down for a short time. Demand for calfskins is slow also, but prices are steady. There have been liberal receipts of lambskins, but the demand has been good and values are steady. We quote: Beef hides, No. 1, 3½ to 4c.; No. 2, 3 to 3½c.; No. 3, 2 to 2½c.; calfskins, 5c., and lambskins, 15c.

TALLOW.

The tallow market has ruled quiet, with a moderate enquiry for small lots at 6¼ to 7c.

WOOL.

There is no change of importance in the wool market. Stocks are light and business small, with prices greatly nominal.

ASHES.

There is little change in the ashes market, which rules quiet and inactive. We quote prices steady: First pots, $4.15; seconds, $3.71, and pearls, $5.40 to $5.50.

MONTREAL TRADE NOTES.

Last week's decline in American petroleum has had no appreciable effect on the demand for the article on this market.

There has been some large purchasing of seal oil on Western account at very low prices to arrive. A straight lot of 200 brls. was turned over on Monday at 35c.

The tone on linseed oil continues easy at last week's decline, and many would not be surprised to see a still further drop in the near future owing to the cutting that is going on.

Wm. McNally & Co. carry the largest stock of Portland cement, sewer pipes, fire bricks, enamelled porcelain sinks, etc., and other general building, plumbing and contractors' supplies.

Francis Hyde & Co. call attention to the fact that they make a specialty of Scotch fire clay, drain pipes, white enamelled brick tiles, etc.; also all the leading brands of English cement.

W. H. Cottingham & Co., call attention to the list of paints and varnishes which they handle. They ask their friends to send for catalogues of the best goods from the best makers in the world.

Jobbers here have been advised that all American quotations on wire cloth are withdrawn. As stocks are very light, predictions are made that there will be an absolute scarcity of the article.

CORRUGATED IRON
ILLUSTRATED CATALOGUE FREE
METALLIC ROOFING Co.
MANUFACTURERS TORONTO

The Messrs. Howland, of Toronto, were in town this week. It is understood that one of the reasons of their visit was concerning recent developments in the nail market that have been so very interesting.

The market is almost bare of turpentine, and one dealer who absolutely wanted some the other day had great difficulty in having his wants supplied. Advices from the South are all firm and another advance would not surprise the trade.

A peculiar occurrence, showing how railway freights discriminate against Montreal, occurred last week. A quantity of freight bought in Cleveland by a Montreal house to be delivered in London, Ont., by a mistake came through to Montreal. The Montreal house simply had it transferred, and then the difference was at once apparent. Including the water haul from Cleveland to Windsor, where the C. P. R.—which was the road to handle it—took charge of it, the rate to Montreal was 18½c., while the single return rate to London from Montreal was 18c., or a difference of only half a cent. Is it any wonder that Montreal shippers complain that they are discriminated against?

TORONTO MARKETS.

TORONTO, May 18, 1894.

HARDWARE.

NO new and striking features have developed during the week. The volume of business is, if anything, not so large as a week ago, but it is still of fair proportions. Screen doors and windows are still moving, and hinges and garden tools are going out in good quantities. The same may be said of lawn mowers and oil stoves. Fencing wire is still selling well, but demand is about satisfied for poultry netting. Rope is quiet and unsettled in price. Trade keeps fair in nails. Some lines of ware show quite an improvement. Payments fair and improving slightly.

WIRE—There is still a fair movement in oiled and annealed wire, but barbed, truss and broom wire are quiet.

ROPE—No changes have yet been made by manufacturers here. Fair quantities are going out, but no orders are being booked for forward delivery, prices being so unsettled that figures will not be guaranteed. We quote: Sisal, 7-16 in. and larger, 6¾c.; ¼, 5-16, ⅜ in., 7¼c.; Manilla, 7-16 in. and larger, 9 to 9¼c.; ¼, 5-16, ⅜ in., 9½ to 9¾c.

MARKETS—Continued

CUTLERY—Business in this line remains much as before, namely of a fair sorting up character.

CUT NAILS—There is a good demand, although there are not many carload lots moving. Prices are unchanged, carload lots being offered at $1.80 and small lots at $1.85.

WIRE NAILS—Trade keeps up well with prices as before. Most of the orders are for regular standard nails, very few irregular gauges being called for owing to the advance that the list calls for. Discounts remain as before at 75, 10 and 5 per cent., shipment in 10-keg lots being prepaid.

HORSE NAILS—There is no improvement in this line, business still being quiet, with prices unchanged. We quote: "C" 60 per cent., and "B B" and "M" 60 and 2½ per cent.

GREEN WIRECLOTH—Is going out freely, and the price is held firm at $1.85 per 100 square feet.

SCREEN DOORS AND WINDOWS—Some good orders have been sent out during the past week, but stocks are still heavy.

TACKS—There is very little doing, and prices are as before.

CHAIN—Orders coming in for coil chain are small, and although in tug and trace chain only a few shipments are being made, enquiries are heard.

HORSESHOES—Market is flat in this line with prices unchanged. The trade anticipate a noticeable reaction in the course of the next week. We quote $3.80 for Toronto, and $3 85 Montreal.

WARE—Peerless and Eclipse ware has shown material improvement during the past week. White ware is being called for more frequently than a week ago, but trade is far from being satisfactory.

LAWN MOWERS—There has been quite a rush in this line, and jobbers have found it somewhat difficult to supply the demand for all sizes. There seems to be more call for the larger sizes this season than is usual.

SPORTING GOODS—Are dull and featureless.

PLUMBERS' SUPPLIES—If anything trade has fallen off in this line, especially on city account. The whole season's business in this line has been flat, and no sign of an improvement are noticeable at the moment.

BUILDERS' SUPPLIES—Country trade has been a little better, but not much improvement appears to have taken place in the city.

EDGE TOOLS—The change in the tariff on this line is causing the trade considerable annoyance on account of being forced to re-arrange prices again.

MILK CAN TRIMMINGS—There has been some enquiries for made-up cans, dealers in the country finding it rather late to make their own trimmings at this period of the season.

CLOTHES WRINGERS—Trade still keeps up well, with Royal Canadian unchanged at $29 per dozen.

HARVEST TOOLS—Stocks are fairly well complete, and jobbers are in a position to fill orders, except in a few lines which are not much called for.

HINGES—Trade has fallen off considerably, although quite a lot of barn door hinges are still going out.

TAR, ETC.—There is a fair trade doing. We quote: Roofing pitch, $2.50 per brl.; pure coal tar, $4 per brl.; refined coal tar, $4.50 per brl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per brl. and 75c. per doz. pint tins; pine pitch, $2.75 per brl.

CEMENT, ETC.—Business fair. We quote: Portland cement (English), $3 per brl.; New Brunswick plaster paris, $2 per brl.; Canadian water lime, $1.25 per brl.

FIREBRICK, ETC.—Scotch fire brick, $3.25 per 100; Scotch fire clay, $1 per 100 lbs.

METALS.

Trade in metals is being fairly well maintained, while pig iron and bar iron still fail to show much life. Terne plates, on the other hand, are moving more freely, and a combined improvement is to be reported in the demand for solder. Another falling off in the demand is to be reported for antimony.

PIG IRON—Nothing new has developed in this line. Outside American pig there appears to be nothing selling on this market, while for the Scotch not even an enquiry is reported. We quote: Summerlee, $21 to $21.50; Carnbroe, $20 to $20.50; Siemen's, $18.75 to $19.

BAR IRON—There is nothing special to note, business still being quiet and prices unchanged at $1.75 Montreal and $1.85 Toronto.

SHEET IRON—Business has been a great deal better during the past week than it was the previous week. Prices, while virtually the same, have been shaded a little for large lots. We quote as before: 8 to 16 gauge, $2.50; 18 ditto, $2.50; 20 ditto, $2.50; 22 to 24 ditto, $2.35; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Gorbal's, 26 gauge, 5½c. per lb.; 22 to 24 gauge, 6½c. 16 to 20 gauge, 6¼c.

IRON PIPE—Business has been good, large quantities having changed hands during the week. Figures are still being quoted net instead of off the list as formerly. We quote 67½ to 70 and 10 per cent.; galvanized iron pipe, 47 to 50 per cent.

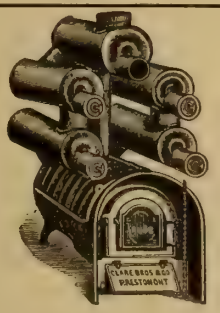
BOILER TUBES—Are going out a little better at unchanged prices. We quote as follows: 1¼ inch, 7c.; 1½ inch, 7¾c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

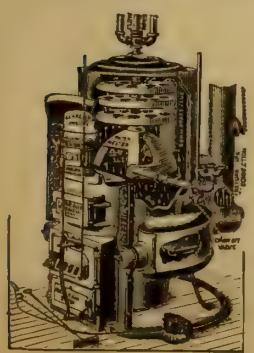
SHEET STEEL—There are a few calls for this line, for the American article chiefly. We quote: 8 to 16 gauge, $2.80 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

GALVANIZED IRON—Is still going out well, generally at last week's prices, although in some instances figures have been shaded a fraction. We quote 4½ to 4¾c. for 28 gauge in case lots. Import orders are being freely booked.

INGOT TIN—Continues active, a number of large shipments having been made. Some good shipments are also in transit for import. Small quantities are being held at 19½ to 20c., which is a fraction lower than last week.

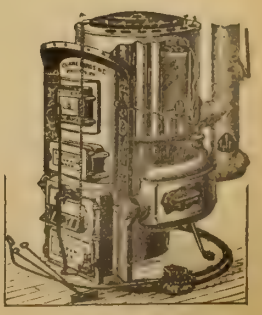
INGOT COPPER—Stocks are exceedingly low, but not much has changed hands during the week. Prices are as before at 10 to 10½c.

Best Value  on Earth.



These are the Furnaces that secure the trade for dealers who handle them.
They have no rivals but many imitators.

Clare Bros. & Co. ....Preston, Ont.



MARKETS—Continued

SHEET COPPER—Is going out fairly well, although few or no orders have been booked for import.

ZINC SPELTER—The falling off in trade continues and there are very few enquiries either for prices or stock. What little is moving is in the way of import. Prices are still being held at 4½ to 4⅝c. for foreign, although for round lots a fraction less would be taken. We quote domestic at 4 to 4½c.

CORRUGATED IRON—Business continues fair at previous quotations. We quote: "Owl" brand from genuine steel plates, zinc coated, $4.25 to $6 per square; painted steel, same brand, $3 to $4.75, according to gauge.

TIN PLATES—Trade is lively, although the demand is principally for 20 x 28. Both coke and charcoal stocks have been reduced materially during the past month, but fresh lots are in transit. Prices rule from $3.50 to $3.75 per box for I.C. charcoal and $3.25 to $3.35 for coke.

TERNE PLATES—Are moving more freely, with prices as before, namely, $6.75 to $7.50 per box 20 x 28

ZINC SHEETS—Is quiet although a few cask lots have been shipped during the week. Prices rule at 4¾ to 5c. for cask lots.

HOOPS AND BANDS—There is not much doing while stocks are still heavy, particularly in the English article. English are still held at the base price of $2 40. We quote American at $2 for steel, and $2.10 for iron.

CANADA PLATES—Shipments from stock are light, but import orders are coming in freely, half-polished being held at $2.40 to $2.45, and all-bright at $2.85 to $2.95, according to quantity; all-dull is not to be had. From stock we quote half-polished at $2.50 to $2.60, which is slightly lower than a week ago.

SOLDER — The improvement still continues, with prices unchanged. Standard half-polished is quoted at 13½ to 14c., with common brands lower.

PIG LEAD—Is still moving fairly well. Although no carload lots have changed hands, a number of good shipments have gone forward this week. Prices are still held at 2¾ to 2⅞c. according to quality.

ANTIMONY—Trade is not quite so good as last week, what is going out being in small lots only. We quote 9½ to 10c. for Cookson's.

OLD MATERIAL.

Trade continues fair; prices unchanged. We quote prices paid by dealers as follows: Agricultural scrap, 55c. per cwt.; machinery cast, 54 to 55c. per cwt.; stove cast scrap, 30 to 35c.; No. 1 wrought scrap, 40c. per cwt.; No.2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 6¾ to 7c.; heavy scrap copper 7½ to 7¾c.; old copper bottoms 6 to 6½c.; light scrap brass 4c.; heavy yellow scrap brass 6c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 1¾ to 2c.; scrap zinc, 1½ to 2c.; scrap rubber, 2½ to 2¾c.; country mixed rags, 60 to 75c. per 100 lbs.; clean dry bones, 45 to 55c. per 100 lbs.; borings and turnings, 10 to 15c.

GLASS.

A few small shipments have been received from stock during the past week, but they are by no means sufficient to enable the jobbers to supply all the sizes called for. A number of import lots for country customers have also arrived and been forwarded to their destination. Prices are unchanged, at $1.20 to $1.25 first break. Trade in plate glass is fairly good.

PAINTS AND OILS.

Nothing materially new has taken place during the week. Turpentine has advanced another cent per gallon in the South, and is now about equal to the price at which it is being sold here, namely 41 to 42c. per gallon. Demand has fallen off a little here, but there is still a fair business doing. White lead is in good demand, but the same complaints are to be heard regarding prices, which, as before, are quoted at 4½ to 4¾c. Reports regarding linseed oil are varied, some dealers stating that the demand has fallen off slightly while others have experienced a large demand during the week. Prices are unchanged at 53½c. for raw, and 56½c. for boiled. In prepared paints a fair sorting up trade is reported at $1.05 for pure. A little Paris green is still going forward at 12½c. in drums, and 14½ to 15c. in packages. Putty is quiet at $1.90 to $2 in bladders, and $1.80 to $1.90 in bulk. Castor oil is quiet at 6⅝ to 6¾c. in case lots, and 7c. in single tins. Refined seal oil is quoted at 58 to 59c. per gallon, in barrels.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—There is no change to note. Market continues quiet and prices as before, dealers paying 3c. for green and selling cured at 3½ to 3¾c.

SKINS—Are still dull, with dealers paying 80 to 90c., according to quality.

WOOL—Business is not so good as a week ago, and a number of the largest mills are closed down for want of orders. Supers are taken at 18½ to 19c.; extras, taken at 20 to 21c., and dealers would sell at 22c.

TALLOW—There is a little scarcity and prices are firm, but without any quotable change at present. Dealers are paying 5 to 5½c. for rendered, and selling at 5½ to 5¾c.

SEEDS.

Situation is much as before. A good jobbing trade is reported in ensilage corn and a moderate enquiry for Hungarian and millet seed. We quote: Ensilage corn, 58 to 80c. per 56 lb. bushel; Hungarian and millet, 75 to $1 per bushel of 48 lbs.

PETROLEUM.

The Petrolea Advertiser in its weekly report says: "92c. per brl. offered, and 95c. to $1 asked, with no transactions, refined unchanged. The value of crude may be quoted as above; there are but few who are willing to sell at the price asked, and the market feeling indicates a rise in values. There is little to be said in regare to the situation at present, and no reliable information as to the state of the market can be given until matters are more settled."

Trade remains much as before: 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; Canadian water white, 16 to 17c.; American water white, 18 to 19c.; photogene, 20c.

MARKET NOTES.

H. S. Howland, Sons & Co. have got in a fresh supply of lawn mowers, both Woodyatt and Gowdy makes, and orders will be filled on sight.

H. S. Howland, Sons & Co. are in receipt of a shipment of American cotton rope, ¼ inch, which they are selling at low prices. "Its quality," said a member of the firm, "is not as good as the Dovercourt article, but it answers for a good many purposes, and will yield the retailer a fair profit."

Large sales of Gem ice cream freezers, horse pokes, Triumph corn planters, spades and shovels are reported by H. S. Howland, Sons & Co.

The Metallic Roofing Co. have received the contract for "Owl" brand corrugated iron for the new C. P. R. buildings on the esplanade, Toronto, and for J. R. Booth's lumber mills, Ottawa. The firm report having built up a considerable trade in Newfoundland, from which their traveler has recently returned.

The McClary Mfg. Co., Toronto, report a fair volume of business doing, refrigerators and steel ranges moving off freely, and an increasing demand for ice cream freezers. "We have experienced a satisfactory demand for the Monarch vapor stove, and other oil stoves and gas ranges are going out nicely," says the firm.

E. K. Watson, of Painchaud, Squire & Co., Montreal and Antwerp, is at the Queen's Hotel, Toronto, and is showing a full line of samples of gun goods, Fox cutlery, A. & F. Parkes & Co.'s garden tools, etc., Puritana enamel ware, and is making a specialty of Villadere's horse and barbers' clippers, and enamelled decorated ware.

The Toronto Silver Plate Co.'s cup and prize medal catalogue has been a success, and the firm report being particularly busy in that department. Felix L. Paris, the well-known English and Canadian artist, is in charge of the company's modelling and designing departments, and this in itself should be a guarantee of artistic designs and assured success.

The Booth Copper Co. are issuing an 1894 price list, and illustrated pamphlet, setting forth the merits of their urns for hot water, tea and coffee. The firm are manufacturing these urns in six different patterns, illustrations and prices of which are given in their pamphlet. Dealers should write for price list which will be supplied on demand.

Hulbert Bros. & Co., successors to Merwin, Hulbert & Co., New York, have issued

a neatly compiled and profusely illustrated catalogue of sporting, gun goods, and gymnasium supplies. Each of these catalogues is accompanied with a duplicate for the perusal of the trade only, in which all the prices given are nett. The idea is a good one, and as the catalogues are complete, they should prove interesting to hardware men handling these lines.

Turpentine has advanced another cent per gallon in the South.

The employees of Samuel, Benjamin & Co. will play the employees of Wyld, Grasett & Darling a game of baseball to-day.

The shipments of Straits tin are very small to England and America, being about half the normal consumption of the two countries.

Sanderson Pearcy & Co. received a carload of turpentine Saturday last. The firm has received one car per week during the last three weeks.

Samuel, Benjamin & Co. are just in receipt of window glass for stock. The shipment belonging to this firm that recently went to the bottom of the Atlantic with the steamer carrying it, was for stock, all their import orders coming by way of Montreal.

White Bros., hardware merchants, of Huntsville, who were burnt out at the recent large fire at that place, have erected a temporary building which they are stocking with stoves, hardware, etc., and in which they intend carrying on their business until they are able to complete more substantial premises.

Chas. Boeckh & Sons, brush mfgrs., Toronto, are manufacturing a special line of step ladders suitable for painters. "These ladders are being offered at a very close figure," said a representative. "We are also placing on the market a new line of window washing brushes, which will be lower in price than any we have hitherto manufactured."

A. A. Allan & Co., Toronto, agents for the Star Cycle Co., are exhibiting a sixteen pound racer, which they claim will compete with any wheel manufactured for strength and beauty. The firm have received this week a large consignment of roadsters and semi-racers from England via the ss. Campania. "Some of the retail hardware men have sold a great many of our wheels this year," said a representative of the firm.

A. H. Symonds has recently been appointed sole agent for the Dominion of Canada by James Chesterman & Co., Ltd., England, manufacturers of measuring tapes and band chains, rules, etc. He has also secured the representation of E. Tinsley & Co., Ltd., Staffordshire, manufacturers of anchors and chains of every description, cow ties, traces, anvils, vices, etc. Together with the above firms he represents George Butler & Co., Ltd. (cutlery), Robert Sorby & Sons, Ltd (edge tools), and Jonas & Colver, Ltd., Sheffield.

WIRE Close prices for import on all kinds of fencing and other wire, also on IRON and STEEL of all grades.

A. C. LESLIE & CO., Montreal and Toronto.

Pure Southern **TURPENTINE** Our Specialty

Remember, we are headquarters for the pure article, and intending purchasers will do well to get our price before placing their orders.
Every barrel of Turpentine we ship is accompanied by our printed guarantee that it is ABSOLUTELY PURE.

We Are Not Members of any Combine.

FRANCIS, FROST & CO., 33 Front St. W., TORONTO



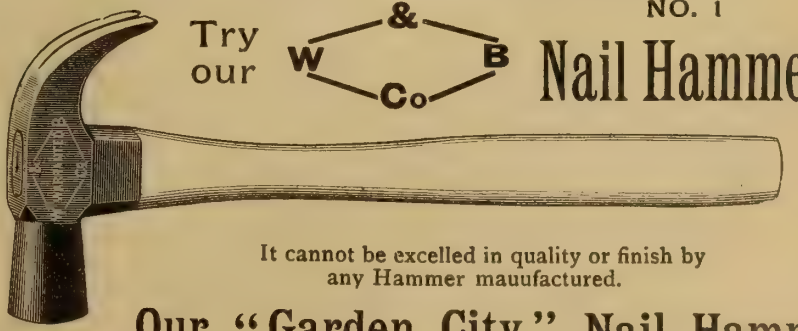
BEST ON THE MARKET.

Manufactured by — Write for sample cards and prices.

The James Robertson Co. Ltd., Toronto

THE WHITMAN & BARNES MFG. CO.

Canadian Branch: St. Catharines, Ont.



Try our W & B Co NO. 1 **Nail Hammer**

It cannot be excelled in quality or finish by any Hammer mauufactured.

Our "Garden City" Nail Hammer

GET OUR PRICES AND TRY OUR GOODS

Is the best and cheapest "Solid Cast Steel" Hammer on the market. . . .

We aim to keep in stock a full line of Hammers, Sledges, etc., and will make prompt shipments. . . . . .

UNITED STATES MARKETS.

NEW YORK, May 18, 1894.

PIG IRON—London prices came somewhat lower than they stood previous to the bank holidays, and the presumption was that the foreign market responded to the decline that has taken place in New York in the interval. This idea received some support in the fact that prices remain almost stationery here in the face of slow business, generally indifferent buying interest and some accumulation of stock in first hands. Thus far this month 75 tons have arrived, including 125 on Monday from the Straits. The highest estimate of deliveries is 600 tons. For spot parcels the net cash price was about 19 90c. Autumn deliveries could have been secured at about the same figures. Sales recorded on the Exchange included 15 tons at 19.90c., ex steamer to arrive. Boustead's cable to the Exchange reported shipments from the Straits during first half of May at 1,875 tons, including 775 tons to Great Britain and America, and 1,100 tons to the Continent, against a total of 1,050 tons in the corresponding period last year.

COPPER—Purchases of ingot were not perceptibly larger and the demand to all accounts continues very slow. Upon the whole the movement would appear to be slower than usual at this season of the year. Still there is no remarkable pressure to sell, and the market shows better tone than is usual under conditions such as prevail at the present time. Lake Superior ingot is quoted at 9 40 to 9.50c., electrolytic at 9⅛ to 9¼c., and the ordinary casting stock at 8⅞ to 9c., but the inside figures are said to be purely exceptional.

PIG LEAD—The market still shows rather weak tone and is very quiet. Some of the larger producers stand out for 3.40c., others offer at 3.37½c., and in remote instances there were efforts to secure offers of 3.35c. Counter bids were rarely above 3.30c., and few as that, indicating absence of speculative interest as well as indifference on the part of consumers. St. Louis wire to the Exchange quoted 3.15c. The London cable was £9 2s. 6d. for soft Spanish.

SPELTER—Slow business and very indifferent demand, with enough selling pressure to keep values weak, are about the only features at the moment. Western brands of good repute were offered at 3.50c., and some that do not stand as well could have been purchased at 3.45c., near future delivery. St. Louis wire to the Metal Exchange quoted 3.25c. London cable was £15 12s. 6d. for good merchant brands.

ANTIMONY—Demand is still very routine in character and the market without decided change. Dealings are chiefly at 8¾ to 8⅞c. for Hallett's, 10⅛ to 10¼c. for Cookson's, and corresponding prices for other brands.

TIN PLATE—The market remains in unsatisfactory condition. Business is irregular and merely fair in the aggregate amount, while the demand is quite as spiritless as it has been for some time past.

IRON AND STEEL—Some agents reported rather better sales of American pig iron, but the improvement in this particular was the exception, and, generally speaking, the market remains flat. Prices show hardly any change, but seem rather steadier for popular brands of high grade foundry iron.

Interest in old material is very tame at the moment. Consumers are buying only as immediate wants necessitate, and those wants are evidently tame. The moderate business passing is at about the prices that have ruled for a week or ten days past.

Steel rails, track fastenings, beams, plates and other heavy finished products are selling in routine way only. The movement in lighter products is also moderate.

MYERS' BUCKET SPRAY PUMP.

The cut herein given represents the Myers' Bucket Spray Pump and Fire Extinguisher, which is being handled by M. & L. Samuel, Benjamin & Co., Toronto. This



pump is constructed of brass, a material that is not affected by the poisonous arsenites used in the different formulas for spraying fruit trees, vines and shrubbery. It is equipped with the Myers combination spray nozzle, constructed to throw a spray as fine or coarse as required. This pump differs from others in the fact that the heavy work is done on the down stroke of the plunger, and nothing on the up. The doing of the pumping on the down stroke of the piston does away with the necessity of steadying the pump with the foot, makes it easier to operate, and gives it more power. It is provided with a large air chamber, and has a ball valve at the bottom between the cylinder and air chamber, whereby the pressure is held uniformly in the air chamber and on the hose, so that the nozzle may throw a continuous, even spray all the time and not be affected by the movement of the plunger. The operator is enabled to keep up a pressure of from 50 to 100 lbs. with very ordinary exertion. The pump is also provided with a sprinkler for flowers. For spraying it is arranged so that it discharges a fine jet in the bottom of the bucket, to keep the spraying solution thoroughly mixed, a feature which is claimed to be peculiar to this pump only. Spray pumps are seasonable articles to stock just now.

W. B. STEWART DEAD.

W. B. STEWART, senior partner in the firm of Stewart & Wood, wholesale dealers in paints, oils, etc., Bay street, Toronto, is dead. His demise took place at an early hour Thursday morning. The cause was paralysis.

About a year ago deceased lost his eye sight, since when he had been unable to attend to business, the duties of management devolving upon Robert A. Wood, his partner. On Wednesday 9th inst., Mr. Stewart received a paralytic stroke, and on last Wednesday, just a week later, he was visited by another, from which he never recovered consciousness, passing away at 3.30 a. m. the next morning.

Deceased was 50 years of age at the time of his death, was one of the best known and most capable men in the oil, paint and glass trade in Toronto, his experience therein running back something like a quarter of a century.

For some years deceased was manager of the old firm of Bronsdon & Paton. Later he formed a partnership with Sanderson Pearcy, under the style of Pearcy & Stewart. When this partnership was dissolved he formed another with his old employer, Mr. Bronsdon, the firm name being Bronsdon & Stewart. Ten years ago he, with R. A. Wood, formed the present firm of Stewart & Wood.

Deceased leaves a wife and three children, the eldest of whom is 16 years of age, to mourn his loss.

The death of Mr. Stewart will make no change in the business of Stewart & Wood, he having been practically out of it for the past year, and it will be carried on by the old management.

TENDERS AWARDED.

A sub-committee of the Toronto Board of Works, Wednesday, opened tenders for general water-works supplies, and recommended the following contracts for acceptance: Lead pipes at $3 62 per 100 lbs., to the Ontario Lead & Barbed Wire Co.; 12 inch stop valves, $32 each, 6 inch stop valves, $13.75 each, to John Abel; brass castings 13c. per lb., bronze castings 15c. per lb., to Wilson & Cousins; iron stop cock boxes, double $1.20 each, single 70c. each, to John Abel; hydrants, $27.70 each, to the Ontario Engine & Machine Co.; special castings, $1.70 per 100 lbs., to Blashford & Johnson; oak chamber valve tops, $4.92 each, to Bryce Bros. The tenders for rubber goods, lumber, and brass couplings and stop cocks were referred to the Engineer for a report as to the lowest aggregate amount. The time for receiving quotations for the supply of lubricating oils was extended for a week.

It was stated in the House a few days ago that there was not under the Act a standard for barrels or the eighth of a barrel. The standard of measurement of weights and measures was a gallon, capable of containing ten pounds of distilled water, at a temperature of 62 degrees Fahrenheit. It was not the intention of the Government to enact any other standard.

Two-Ply Twisted Fence Strand



Galvanized Fence Staples
Oiled and Annealed Fence Wire.





Manufactured by

The B. Greening Wire Co., Ltd.

Write for Catalogue.

HAMILTON, CANADA.

GLUE

Write for Sample and Price of

"GEM" BRAND

JUST IMPORTED

Strong as French Medal and Cheaper

Toronto Lead & Color Co., Ltd.

SUMMER # OXFORD **STOVES**



GAS RANGE.

ECONOMICAL. EFFICIENT. BEAUTIFUL.

Oxford Gas Ranges

5 SIZES.

Bakes, Boils and Roasts quickly and uniformly.

Are Immense Water Heaters

No Waste. No Odor.

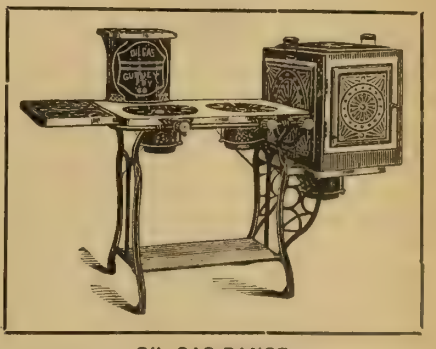
Oxford Oil Gas Ranges

5 SIZES.

Makes its own Gas as it Burns it.

Makes Gas from Ordinary Coal Oil.

Bakes, Roasts and Boils perfectly. Cost of Fuel ½c. per hour.
No Odor. No Wick.



OIL GAS RANGE.

PEOPLE WILL ASK FOR THEM. YOU MUST HAVE THEM.

Send for Price List of our Latest Production THE OXFORD GRADUATE Wood and Coal Cook Stove.

THE GURNEY FOUNDRY CO., LTD., Toronto. THE GURNEY-MASSEY CO., LTD., Montreal.

ELECTRIC POWER TRANSMISSION.

THE Electrical Engineer has rendered a public service in securing from two experts an estimate of the cost of delivering electrical power from Niagara along the line of the canal, and the distance from Niagara at which electrical power can be delivered at less expense than steam can be generated, according to N. Y. Journal of Commerce. The average cost per horse-power is found to be $20.79. This is less than the cost of generating steam with coal at $3 a ton, calculated on Emery's tables. But the contract with the State requires that electricity should be delivered to the canal boatmen for not more than $20, so that the electric company is in for an actual loss. It may be suggested that it is neither the business of the State nor of the canal man if the company is willing to sell power to the latter at less than cost, but it is very much the business of both the State and the canal men. The electric company was organized to make money, and not to promote the interests of other people. It will take good care to protect itself from loss in one way or another, and if it cannot manipulate the power and the figures so as to make the price really come above the cost, it will not be particularly accommodating in furnishing the boatmen with the power they want, and when they want it, and in the way they want it. The company will either make it pay, or it will make it disadvantageous to the boatmen to call for electric power.

And it is also very much the business of the State. If the electric company contracted with the State to furnish power to the boatmen at less than cost, it did it for a purpose; it looked for some other return than the insufficient payment the boatmen were to make. What this was is not hard to see. The Electrical Engineer entertains the same suspicion that this paper has expressed, that the canal contract was a mere pretext for getting from the State gratuitously a right of way through the State. The Engineer regards the price named in the contract as extremely low, but it says by way of explanation, "of course we must also take into consideration the fact that the part of the contract relating to canal boat propulsion may have been deemed of secondary importance as compared with the rights of way and privileges granted to the Cataract Company, and that on that account it could afford to grant some concessions."

The concessions might cost the company something, and yet afford no advantage to the boatmen. Twenty dollars per horse power is theoretically less than the cost of making steam; but the boatmen have already proved that, including the river towing, the proposed rate would run the cost of round trips up to $86, whereas the work is now done by steam for $50. When the boatmen went to the Cataract Company's officers with these figures they were assured with effusive cordiality that if they would show the lowest actual cost of steam hauling, the electricity would be furnished them at a still lower rate. This does not look so much like a business proposition as it does like an effort to keep the canal interests quiet at a time when the rescinding of the contract was being agitated.

The thoroughly worthless character of the alleged "test" of electricity on the canal, the haste with which the State officers entered into the contract without carefully examining its probable results, and the willingness professed by the Cataract people to lose money in supplying electrical power to the boatmen, all point toward an ulterior purpose on the one hand and improvidence on the other.

One other result of the investigation by Messrs. Houston and Kenelly at the instance of the Electrical Engineer is fixing the maximum distance at which electrical power in considerable quantities can be economically transmitted at 200 miles, though they suggest that the distance might be doubled for a very great amount of power; there would be no profit in the power sent more than 200 miles, but the fixed charges would be distributed over a larger amount of business.

PERSONAL MENTION.

G. C. DE TONANCOUR, who has been traveling for Painchaud, Squire & Co., Montreal, has recently returned from a successful trip through Eastern Ontario, and wil remain at the Montreal office for a few days.

J. A. Mather, of New Lowell, was in Toronto this week looking up bargains in hardware.

James Phymister, of Montreal, secretary of the Londonderry Iron Co., was in Toronto this week.

J. M. Roach has opened up a new hardware store at Arthur. One of the first things he wisely did was to subscribe to HARDWARE MERCHANT.

J. M. Wheeler, manager Alabastine Co., Paris, manufacturers of Church's Potato Bug Finish, was in Toronto this week and made some large sales to jobbers. This new product is becoming very popular.

P. Breckon has returned from Newfoundland, where he has been traveling in the interest of the Metalic Roofing Co., Toronto. Notwithstanding the unsettled condition of things in general on the island, he reports his trip successful, having secured some very good orders.

Robert Green, hardware merchant, of Chatsworth, while working at Desboro on a contract he was fulfilling for a metallic brick siding, fell from a scaffold some fourteen feet. His foot was injured and he was badly shaken up generally, and for the next couple of weeks his propelling power will be a pair of crutches.

Mr. Armstrong, representing the Rome (New York) Brass & Iron Works, was in Toronto this week on business. "He is one of the best looking and nicest men that comes in here," said one of Samuel, Benjamin & Co.'s young ladies to HARDWARE, "and we've all come to that conclusion. Now, don't you think he is?"

GETTING RID OF OLD STOCK.

I think if there is one thing which vexes the hardware dealer more than another, it is the accumulation of dead stock on the shelves, remarks a writer in Hardware Dealer. To see from month to month the same packages remaining undiminished is a source of considerable worry to the ambitious merchant. These goods may be intrinsically worth all they cost, but as live assets they are practically worthless. I remember a hardware dealer who carelessly allowed a salesman to take his order for five gross of foot warmers. The goods were well made, and no doubt served their purpose admirably, but after selling less than half a dozen the demand ceased, and the balance remained upon his shelf for three or four years. Finally my friend made up his mind that he would get rid of them even if he had to donate them to the lunatic asylum. They were intended to retail for two dollars each, and cost, I believe, about fifteen dollars a dozen, but had been offered at all sorts of prices down to cost without effecting many sales. Just about inventory there was a severe spell of cold weather, and my friend filled his store window with the entire stock of foot warmers, and above them suspended a large sign stating their merits in strong language with some degree of imagination mixed with fact. After describing the uses and benefits to be derived from a foot warmer, notice was given that they were not for sale at any price, but would be given away to every person buying ten dollars' worth of goods at the store before the end of the month. Before the time stated the foot warmers had found indivldual owners, and my friend had largely increased his sales during an unusually dull period.



Best in the Market.
Look for the Trade Mark.
Pearl Steel Ware
Chocolate Steel Ware
White Steel Ware.

A POETIC IRONMONGER.

At the sign of the "Golden Saw," in Peterborough, says Ironmonger, of London, the Muse of rhyme and verse has made common cause with such unpoetic things as tools and cutlery, and the genial master of the place—he must be genial or he could not advertise his wares in rhyming stanzas—has sent us a specimen circular wherewith he cheers and amuses his patrons, the while dropping seeds of reason into their minds to fructify into purchases. We have not space for the whole of this ballad of hardware, which reaches the very respectable length of upward of 100 lines, but we may dip into it here and there and cull a posy or two for remembrance. The author will pardon us if we smooth the meter a trifle without detracting from sense or flow. He begins :

Yes, this is the "Golden Saw," as you see,
Where goods are sold well and as cheap as can be ;
Knives with blades from one to six,
Little and big—they'll cut thick sticks.

* * * * *

Of table cutlery I keep a stock,
Loosed or cased with a key and lock ;
Old stag horn handles for heavy wear,
Or buffalo for appearances fair ;
Though you'll agree,
That with ivory
There's nothing for handles that can compare.

* * * * *

Electro and silver plate I keep.
Would you make a present ? Give me a peep.

* * * * *

Of scissors all sizes I keep by me,
Nail, button hole and embroidery ;
For pruning and paper hanging, too,
Or cutting flowers—they're all on view.

* * * * *

Mechanics and artisans, you I call near,
The tools you require you are sure to find here.
Straightedges, calipers, spring dividers,
Rules and bevels and coach makers' spiders ;
Squares of wood, steel or iron, they're made,
Adapted to each one's special trade.

* * * * *

And of furnishing goods a fine stock have I,
From basement to garret—to please you I'll try.
For the garden, the greenhouse, the farm or the field,
My stores for them all a rich supply yield.
So kindly look in from near and from far,
And see—Yours most respectfully, A. J. R.

By the new tariff, beef and pork barrels are now liable to duty at the rate of 20 per cent. ad valorem. Formerly these barrels were exempted from duty.

V. R.

NUMEROUS PRIZE MEDALS

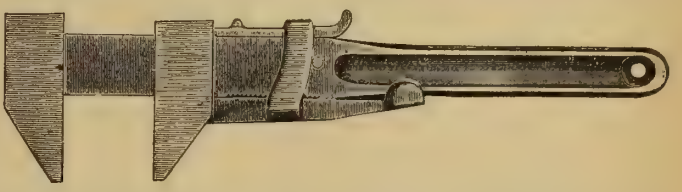
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Canadian representative, **A. H. SYMONDS**

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

Wall Dusters

Our Wall Duster is a common-sense article which only has to be shown to be sold. Send for Price List.

FRANK HOLT, 81 Colborne Street, **Toronto**

TORONTO PICKET WIRE FENCE CO.
221 River St., Toronto
Picket and Woven
Wire Fencing



Send for New List



THE Eureka Refrigerator,
PATENT.
Manufactured by the
Eureka Refrigerator Co., of Toronto.
54 Noble St.
Wilbert Hooey
Manager

This cut shows our grocer refrigerator in three sizes. We also keep in stock a large assortment for family use.
Send for Catalogue.

Belt Dressing

GOODHUE'S WATERPROOF IS THE BEST.

TRY IT. 5 and 10 lb. tins. TRY IT.

H. D. Simmons & Co.
Western Representatives,
85 York Street, TORONTO.
A full stock of J. L. Goodhue & Co's belting, etc., kept here for ready delivery orders.

In Portland Cements, Sewer Pipes, Chimney Linings and Tops, Calcined Plaster, Fire Bricks and Clay, Enameled Porcelain Sinks

Mortar Stains, and General Builders' and Contractors' Supplies

W. McNALLY & CO.

Carry the Largest Stocks and Quote Lowest Prices. . . .

MONTREAL

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

N. J. NICHOLSON, general store, Riceville, has assigned.

J. D. McKenny, general store, Westport, has assigned to W. J. Webster.

Paquet, blacksmith, Montreal, has assigned.

Thos. M. Smith, general store, Nictaux, N.S., has assigned.

J. N. Laird, general merchant, Foxboro, has compromised at 40c. on the dollar.

C. Cadeaux, general store, St. Felix de Valois, has assigned to A. Lamarche.

Delongchamp & Co., general store, Montreal, have assigned to Chas. Desmarteau.

R. S. Cline, general store, Cornwall, is offering to compromise at 65c. on the dollar.

Isaac M. Miller, general store, Saanichton, has satisfied a chattel mortgage for $900.

E. W. Bickle & Co., general store, Wellington, have satisfied chattel mortgage for $5,000.

S. Graham, blacksmith, of Port Perry, and E. Lyons, of West Flamboro, have assigned.

N. Vachon & Co., general store, Mongenais, are offering to compromise at 30c. on the dollar.

Charles Desmarteau has been appointed curator of the estate of J. Lecompte & Fils, plumbers, Montreal.

J. McD. Haines has been appointed curator of the estate of the Wightman Sporting Goods Co., Montreal.

The creditors of Wm. Calvert have decided to accept an offer of 50c. on the dollar and allow the business to continue.

General merchant H. Land, of Foxboro', has made an assignment to W. A. Campbell. The liabilities are placed at $12,000 and assets about the same.

W. S. Coffey, general storekeeper, of Thornbury, has assigned to J. W. Lawrence, of John Macdonald & Co. The liabilities are small, and the assets are expected to realize sufficient to cover all claims.

Cunningham & Robertson, Montreal, manufacturers of mouldings, have assigned. The liabilities amount to $17,000, and the principal creditors are the Ontario Bank, $6,315, and Molson's Bank, $2,234.

PARTNERSHIPS FORMED AND DISSOLVED.

McAllister, Story & Co., hardware, Barrie, have dissolved, and are succeeded by R. Story & Co.

H. & J. H. Poirier, Roxton Falls, have registered a partnership to carry on business as general storekeepers; style, H. Poirier & Fils.

David Duncan and Robert Duncan, Jr., of Montreal, have registered partners to do business as locksmiths, etc., under the style of R. Duncan.

SALES MADE AND PENDING.

The stock of Alex. Smith, general store, Belmont, has been sold.

The stock of E. Hallefreund, general store and furniture, Minden, has been sold.

The stock of Roy & Co., general merchants, Kinmount, has been sold at 45c. on the dollar.

The book debts of Heney & Bourke, hardware, Montreal, have been sold at 25c. on the dollar.

The assets of R. Beauvais & Frere, blacksmiths, Laprairie, Que., are to be sold by auction on the 25th inst.

At Sucklings' sales rooms the hardware stock of H. J. Hallarn, Queen street west, Toronto, amounting to $1,600, was sold for $300.

The stock of J. M. French & Co., Toronto, was offered for sale at Suckling's rooms, Toronto, but was withdrawn. The manner of disposing of it has not yet been decided.

CHANGES.

J. M. Donaldson, blacksmith, Nanaimo, has been succeeded by Craig Bros. & Co.

A. Koenig has sold his general store business, New Hamburg, to Fred. Goebel.

C. H. Gordon & Co., general store, Stanstead Junction, has sold out to J. H. Merrill.

FIRES.

W. H. Scott, general store, Shawbridge, has been burnt out.

Jas. Stephens, implement agent, Shawbridge, has been burnt out.

H. C. Chappel, hardware and tinware, Hamilton, was partially burnt out.

The E. R. Burns Saw Co., Toronto, was partially burnt out. Loss fully covered by insurance.

On May 16th fire destroyed the Oakville Tent and Tarpaulin Company's works. The stock was worth $3,500, and the insurance $2,500.

The G.T.R. oil storehouse at Barrie was burnt early on the morning of May 11th. About 50 barrels of coal oil, besides a lot of empties owned by a local oil merchant, were consumed. Loss about $500; no insurance.

SOMEWHAT PESSIMISTIC.

"There is a fair business doing all round in the wholesale and jobbing houses," said the representative of a prominent wholesale house. "Dealers are buying the same assortment as they have done in the past, but we do not get big orders like we formerly did. There seems to be a great fear of overstocking, and where the retailer used to order a gross he now wants a dozen. All through the country they are buying from hand to mouth, and just sufficient to keep their stocks up. In fact many of the dealers through the country have let their stocks run down fearfully low, and are grumbling and waiting for better times. It is my sincere hope that they will soon see the improvement that they are waiting for, but I must say some of them would be in a poor shape to meet any demand that did turn up."

SPORT FOR SPORTING MERCHANTS

MOST people like a good horse race, and hardware men as much as anybody else. Even a contest between a couple of old "nags," without either training or breeding, is sure to have its attractiveness for some. But how much more so will be the spring meeting of the Ontario Jockey Club, which opens Tuesday next at the Woodbine.

The only thing that can dampen a meet of the Ontario Jockey Club and disappoint its patrons is the weather, but the clerk of the weather is beneficent in this respect. As a rule, when he does bring up the rain clouds he only allows them to shed enough of their contents to lay the dust.

What the Derby is to England, the spring meeting of the Ontario Jockey Club is to Canada. In fact it may appropriately be termed the Canadian Derby. At any rate it attracts sportsmen and horsemen from hundreds of miles around—from the United States as well as Canada. And that they are satisfied is evidenced from the fact that they come again and bring with them their "sisters and their cousins and their aunts;" that is the sportsmen do. Yes, and even the horses do occasionally.

The program of events promises to be as interesting as any of its predecessors. Here is a rough outline of it:

Tuesday, May 22—Trial Purse, Juvenile Scurry, Woodbine Steeplechase, Queen's Plate, Walker Cup, Welter Selling Race.

Wednesday, 23—Grand Stand Purse, Breeders' Stake, Royal Canadian Hurdle, Scarboro' Plate, Hunters' Flat Race, Flash Stakes.

Thursday, 24 (Queen's Birthday)—Don Purse, Woodbine Nursery Stakes, Redcoat Race, Toronto Cup, Stanley Produce Stakes, Hotel Plate.

Friday, 25—Ladies' Purse, Maple Leaf Stakes, Street Railway Steeplechase, Handicap, Woodstock Plate, Helter Skelter Chase.

Saturday, 26—Norway Purse, Tyro Purse, Dominion Handicap, Redcoat Race, Violet Handicap, Consolation Race.

A USEFUL RECIPE.

A fireproof and waterproof substitute for paint, for use in boiler and engine rooms, consists of six quarts of freshly slacked lime, well sifted, to which is added one quart of rock salt and a gallon of water, the mixture being then well boiled and skimmed clean. To five gallons of this mixture are added a pound of alum, half a pound of copperas (stirred in slowly,) three-quarters of a pound of potash, and four quarts of fine sand or hardwood ashes, well sifted. To this may be added any coloring material desired. It is said to be as durable as slate, and to be especially applicable to brickwork and similar surfaces.—Canada Lumberman.

HOW TO COLLECT BILLS.

"I THINK about all that can be said about collecting is that the easiest time to make a collection is the minute an account is due," observed an implement dealer to the St. Paul Trade Journal. "Perhaps if there was any better time to make collections it is when you sell the goods; but there is a way in which people sell goods sometimes that makes a man slow in paying. In other words, if a customer can be impressed with the idea that he is buying what is worth 100c. on the dollar and really is mighty valuable, and that it ought to be paid for in cash very quick, it is a pretty good way to make collections. The average dealers are not careful enough about having a definite time stated, and impressing upon a customer that they are very anxious to have pay at that particular time; and a pretty good way to do is to say, 'Now I have got to make my payments at that time, and shall expect my money.' That is to say, it is just as well for a customer to understand that the dealer cannot meet his obligation unless the customer meets them to him. It is not necessary to go out to abuse anybody. There are a great many people who make that mistake; they think that it is necessary to abuse a customer in order to get him to pay it. Now, the fact of it is, that the right way to make collections is to urge your own need. You need money, and get the man in sympathy with your own needs, and you will make collections. One of the best ways in the world to make collections is to get into sympathy with the man. If he says he is hard up you can tell him you are a great deal harder up; you can impress that upon him in such a way that he will make an effort to pay when he would not in any other way. And then, as I said before, impress upon the customer when the goods are sold, that you expect the money at that time, because you have got to have it at that time. I believe that while there are other ways of collecting, at the same time, and in a general way, that it is a pretty good way to get at it."

A NEEDED ORGANIZATION.

IT has been said that any evil, if it is only bad enough, is likely to suggest or provide its own remedy, says Frank Woodrow in Age of Steel. This truism has had its historic verifications, and it would not be outside the line of evolution if the evils growing out of the past and present labor troubles should make their own remedy plain and imperative. For reasons that were perfectly logical under conditions then existing, trades unions and kindred organizations had their special mission and fitness for the occasion. Their abuses and sins do not affect the verity of their necessary existence nor the equity of their original purpose. They have long survived the probationary period of infancy in which the weakling dies and the virile live. If they had been altogether useless, idiotic and hurtful, time and common sense would long ago have removed the useless wart from the social face. As it is they have multiplied in number, increased in force, and become prominent factors in national life. In many cases they have been gorged with ignorant and undisciplined elements. The idea of self protection and social betterment was, however, lucid enough to the most obtuse; the danger came in when management and methods were beyond the ordinary capacity, and the floor was left to men who might be simply indiscreet, naturally and helplessly impulsive, or deliberately intent on securing personal benefits by arrant demagoguery. From such influences have come discord, discontent, blind and futile strikes, and the general disturbance of industrial conditions. So much and so often has this eruption been manifest that the conviction is slowly formulating itself in the public mind that there is yet a button missing from the coat, and that the organization necessary to something like harmony has not yet made its appearance.

There is a one-sidedness in the matter of organization as it now stands, that however essential to self-protection, is incomplete when isolated or hostile in relationship to the opposite side. We are of opinion, and have repeatedly insisted on it, that the situation as it is to-day demands the co-operation of both sides to be just to either. This is sticking close to the text, and until it becomes a cardinal doctrine in industrial life we may have side organizations by the score and still suffer, and for ever suffer, from industrial friction and conflict, so long as one has to pay wages and another to earn them.

It is among one of the excellent signs of the times that an attempt is being made to bring employers and employes together in a mutual organization. This strikes the keynote of the situation. To make the idea practical a preliminary industrial conference was recently held in the council room of the Statistical Society, London. The Daily News outlines the scheme as follows: "The first step was an invitation to twenty employers, signed by T. W. Bushill, manufacturing stationer, Coventry; R. A. Hadfield, Steel Foundry Company, Sheffield; T. B. Johnston, pottery works, Bristol; W. L. Robinson, tar distiller, West Bromwich; E. T. Scammel, of the Devonshire Trading Company, Exeter; and G. Thomson, woolen manufacturer, Huddersfield. The objects to be kept in view were thus summarized: 1. To promote harmony between employers and employed by affording opportunities for each side to obtain a better understanding of the other's aims and difficulties, and to realize in larger measure their common interests. 2. To discuss means by which, without detriment to business, the conditions of labor and the opportunities of workmen may be improved; and to make known by a monthly journal and otherwise the results of experiments in this direction. 3. To foster the establishment, as the way opens, of local branches in the different industrial and agricultural centres. Although the employers were not expected to commit themselves to anything, the special points mentioned for consideration were length of workday, irregularity of employment, employment of married women, sanitary conditions for working, profit-sharing, and international industrial relations.

"Simultaneously similar invitations went out to twenty workpeople, signed by R. Halstead, calico weaver; A. J. Pearce, Amalgamated Society of General Toolmakers and Machinists; A. Quance, secretary of Coventry Trades Council; Miss Annie Shufflebotham, Women's Guild of Co-operators; Ed. Trow, member of the Royal Commission on Labor, and S. Uttley, secretary of the Sheffield Federated Trades Council. The points mentioned in the document for consideration were the same as those in the employers' circular, with the difference that the item 'profit-sharing' was omitted."

This movement was started by some broad-minded employers; a number of representative working men fell in with the suggestion, and a joint association was proposed to unify the common interests of both by a strongly organized industrial union. It is worthy of note in connection with this movement that R. A. Hadfield, the president of the conference, has achieved distinction in metallurgical science. In reference to this new movement, it might be apt and pertinent to quote the old timely advice, "Go thou and do likewise."

SITUATIONS WANTED.

ASSISTANT, WITH 8 YEARS' EXPERIENCE; good stockkeeper; A 1 references; wants a position. Address F. K., HARDWARE OFFICE.

BOOKKEEPER OPEN FOR RE-ENGAGEMENT. Experienced. References. Address E. D., HARDWARE Office, Toronto. (21)



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Clothes Wringers

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RAMSAY'S PURE WHITE LEAD

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Tubular, and Bifurcated or Slotted Rivets, Lacing Studs, Rubber Arctic and Leather Shoe Buckles, and Shoe Braces. Write for Illustrated Catalogue and Price List.

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"Pioneer" and "Sloss" PIG IRON

These are fine foundry irons, being strong and large scrap carriers.

Also all the well-known—

Scotch Brands,

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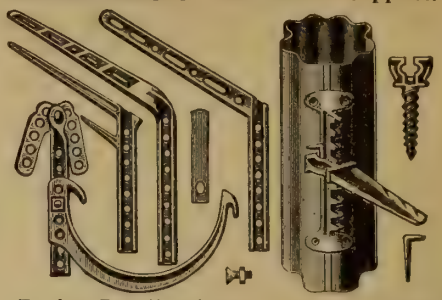
and Railway Cast Scrap.

HACK-TRICYCLE IN WASHINGTON.

CYCLING, for profit as well as pleasure, is perhaps more practiced in Washington than in any other city in the country, and it has some odd developments that strike the visitor with both surprise and amusement, remarks a contemporary. The smooth, asphalt paved streets and park-like roads reduce the labor of propelling a cycle to a minimum, and one sees bicycles and tricycles with all sorts of attachments and arrangements for the carrying of packages which in worse paved and less crowded cities would call for the services of a horse and wagon. Workmen ride to work on bicycles, carrying their kits of tools, even to pails of paint and small plumbers' stoves, balanced on a shelf in front of the machine. One workman surprised a visitor recently and amused the residents by paddling along Pennsylvania avenue with a twelve-foot ladder slung fore and aft on his safety bicycle. Groceries and family supplies are delivered by bicycle.

But the oddest thing in cycles that a recent visitor to the capital saw was a big tricycle with seats for passengers, protected by an awning, and a large platform for trunks, which was plying for hire at one of the railroad depots, in sharp competition with the hacks. The machine was strongly but lightly built, with two large wheels, the size of buggy wheels, one on either side, and a smaller wheel in front. It was propelled by a powerful negro, who sat between the big wheels. In front of him was a broad, wide seat, affording ample room for two persons, and in front of that, over the small wheel, was a platform which would hold two or three trunks. An awning was rigged over the whole concern like a buckboard cover. The negro, who was the owner, said he does a good business and makes a good living conveying passengers between the depots and the hotels. Sometimes he takes visitors on a tour of the city, for which purpose the machine seems particularly well adapted, as the passengers have an unobstructed view, while the "driver" delivers his descriptive oration about Washington, its celebrities and abodes, easily into their ears from behind, instead of by leaning down and backward, at the risk of numerous collisions, as the carriage drivers do. The machine did not appear to be geared differently from an ordinary tricycle, and the "driver" said it was not at all hard to propel, even with a big load. It steered perfectly, and would turn in almost its own length. There seems here to open a vista of possible pleasure to people who enjoy riding, but who cannot afford to keep a horse and carriage, and will not trundle a cycle. Why shouldn't the citizen of modest means keep his landau-tricycle and have his man-servant "drive" him around the park in it? The idea of such a development of the bicycle is not at all preposterous.

BERGER BROS. Tinners' Hardware and Roofers' Supplies.



The best Eave Trough Hangers and Pipe Fasteners on earth. Berger's Long Eave Gutter, Pipe Hooks and Fasteners of every description. Also Ridging, Crestings, Finals, Registers and Ventilators. Don't buy until you have our price. Samples and catalogue free.

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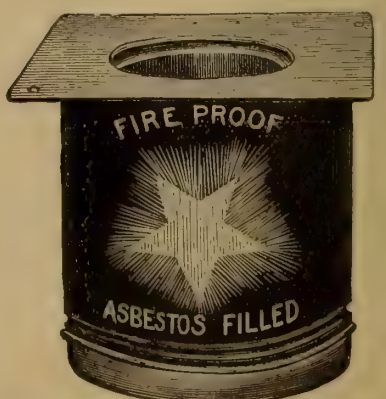
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your house until you have sent for our 1894 sample card, showing 24 harmonious combinations in colors. They will help you to paint artistically and to preserve as well as beautify your home.

JOHN LUCAS & CO.

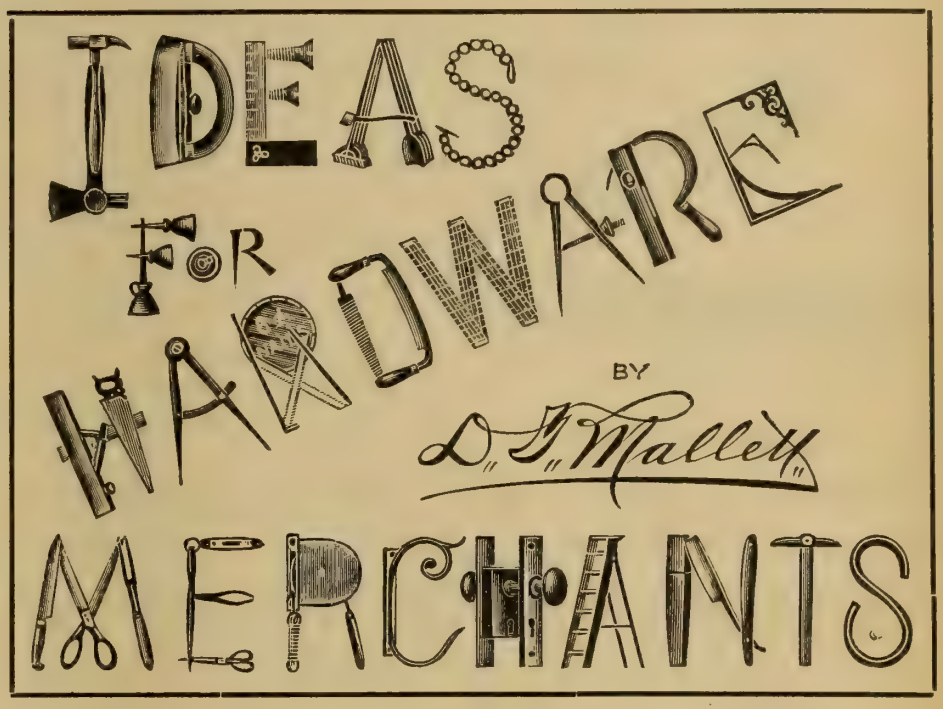
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If you do not buy a copy of "Ideas for Hardware Merchants" at 50 cents . . . . . .



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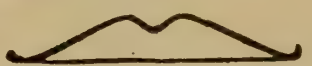
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METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 50 $5 75
I.X., "	6 75 7 00
I.X.X., "	8 00 8 25
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	4 75 5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 35 3 50
I.C., special sizes	3 60 3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 75 7 00
I.X. Terne Tin	8 75 9 00
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 85	1 90
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "		2 40
Hoop " "		2 40
Swedish " "	4 00	4 25
leigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¾ " nd thicker	2 25

Sheet Iron,

8 to 20 gauge	2 50
22 to 24 "	2 35
26 "	2 45
28 "	2 65

Canada Plates.

All dull	2 50 2 55
½ polished	2 55 2 60
All Bright	2 85

Iron Pipe.

Wrought 67½ to 70 and 10 p.c.
Galvanized, 45 to 50 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4¼, 4½
26 gauge, "	4½, 4¾
28 " "	4¾, 5

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4½
" ⅜ " "	4⅛ 4⅜
" 7-16 " "	3⅞ 4
" ½ " "	3⅜ 3⅝
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10½ 0 11
Lake Superior	0 10½ 0 11

Bolt or Bar.

Cut lengths, round, ½ to ¾ in	$0 20 $0 22
" round & square 1 to 2 in	0 19 0 21

Note—Complete, lengths abou. fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 15 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 16 0 17

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27
Braziers. (In sheets.)	
4x6 ft, 25 to 30 lb ea, per lb	0 18 0 19
" 35 to 45 " "	0 16 0 17
" 50 lb and above per lb	0 15 0 15½
Boiler & T. K. Pitts.	
Plain Tinned per lb	0 19
Spun "	0 21

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18 0 20
" " 27 to 30 "	0 20 0 21
" " 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04¾ 0 04¾

Zinc Sheet.

5 cwt casks	0 05 0 05½
Part casks	0 05½ 0 05¾

Lead.

Imported Pig, per lb	0 2¾ 0 02¾
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 14 0 15
Standard	0 13 0 14
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10½ 0 11
Other makes "	0 9½ 0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4½ 4 75
No. 1 Do "	4 50
No. 2 Do "	4 25
No. 3 Do "	4 00

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } " "	1 25 1 90
Canadian " }	
Paris Green, per lb	0 12½ 0 15
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal		0 69
Extra "		0 90
Brown Japan "		0 65
Brown Japan, Turpentine p. gal.		0 85
No. 1 Carriage "		1 30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal		0 53½
Boiled "		0 56½

Turpentine (in bbls)

Selected Packages, per gal	0 41	0 42

Castor Oil.

Best, per lb	0 06⅝	0 07

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 (9½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 15 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—	
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

Per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	4 00	4 50

Copper, discount, 40 and 10 to 40 pc. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 per cent.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's,	per doz	0 65	0 90
Diamond, Shell "		1 00	1 50
Nail and Spike, per gross		2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking	9 00	
" 2, " "	4 50	

Blind Rollers.

Annex	per doz.	1 25	1 75
Mascot	"	1 35	1 85
Erminie	"	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	500	4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 pc.,
Loose Pins, " 65 & 10 to 70 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz		22 50
World "		21 75
Daisy, "		24 00
Star, "		18 00
Crown Jewel, per doz		29 00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25	

Cement.

Portland, car load lots		2 70
Thorold "		1 10
Queenston "		1 10
Napanee "		1 10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*
American, dis 70 per cent.
Canadian, dis 35 per cent.

Tanged Firmer per doz	0 85	4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz	3	00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0		1 35
" No 2		2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16	00	51 50

P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1 70	
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto FileCo., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	4 00

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40	

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1 20-25	2 40	1 75	....
26 to 40	1 40	2 70	2 00	....
41 to 50	....	3 10	....	4 50
57 to 60	....	3 40	....	5 00
61 to 70	....	3 70	....	5 50
71 to 80	....	4 10	....	6 25
81 to 85	....	4 50	....	7 00
86 to 90	....	....	....	8 00
91 to 95	....	....	....	9 00
96 to 100	....	....	....	10 00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary.	
st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	0 50

Picture Glass

Pilkington's ordinary.	
1st break	4 0
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	0 30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 88	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C.&B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 45 to 47½ p.c. dis

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p.c

Heavy, per lb	03 3-5	0 04¾

Screw hook and hinge—

6 to 10 in., per set	0 00	0 04
12 up "	0 00	0 03

Per doz. set

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis 50 to 60 p.c

Per doz. pairs

Spring	1 50	3 50
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mor ar, etc., discount 40 to 45 per cent.

Planter	doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Car. dis. 40 and 5 to 40 and 10 per cent.

Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 50 to 55 per cent.

Horse Nails

Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " " 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths',	per doz	1 25	1 50
Carp't'rs', hickory	"	1 25	3 75
Lignum Vitæ,	"	3 85	5 00
Caulking, each		1 60	2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.		
Basis—50 to 60 dy.....	1 85	1 90
40dy.....	1 90	1 95
30 dy.....	1 95	2 00
20, 16 & 12 dy....	2 00	2 05
10 dy.....	2 05	2 10
8 & 9 dy.....	2 10	2 15
6 & 7 dy.....	2 25	2 30
2. Amer. Pattern Only		
from 4 to 5 dy ..	2 35	2 40
3 dy. (lath).....	2 85	2 90
3. Canada Pattern Only		
from 4 to 5 dy ..	2 35	2 40
3 dy. (lath).....	2 75	2 80
3 dy. A.P. Fine	3 45	3 50

ut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond 12 00 15 00

Netting.

Poultry, 60 per cent dis.
Import 60, 10 per cent.

Oil.

Canada Refined Oil (Toronto)	14	15
Carbon Safety "	0 17	0 18
Canada W W. "	0 20	0 22
American W.W. "		0 25
S. R. Seal .....per gal	0 63	0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

Picks

Per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Star R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys

Hothouse, per doz 55 1 00
Axle. 22 33
Screw 27 1 00
Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 1¾ 2
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3¼ 3½
Lanes, 40 p.c. dis

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 50 per cent.
Burrs, Iron, 50 and 10

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	6½	9 9½
¼, 5-16, ⅜ in.....	7½	9½ 9¾
Cotton, per lb.....	18	20
New Zealand.....	8½	9
Russia Deep Sea, per lb..	12½	13½
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 40 to 40 and 5 per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb 1¾

Saws.

Hand, Disston's, dis 10 p. c.
S. & D, dis. 35 per cent. to 40 per cent
Cross Cut, Disston's, per ft. 35 to 55.
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H 70 " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

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B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 70 p.c. off

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ½ or ⅛ gross boxes, per grs. 11 30

Soldering Irons.

Per lb 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross	7 50	12 00
Dessert " ..... "	21 00	.....
Table " ..... "	30 00	30 00
Dessert Forks.... "	24 00	.....
Medium " .... "	27 00	.....
Table " ... "	36 00	.....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2 " " " 4 80

Stone.

Washita, per lb	0 25	50
Hindostan, per lb.....	0 06	07
" Slips, per lb		9
Labrador, per lb	....	0 13
" Axe, "	....	0 15
Turkey' '	....	0 50
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe, per gross.....	3 50	5 00
Grind, per ton	15 00	18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 55 per cent
" tinned, dis. 57½ per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 60 per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 p. c to 65 p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37 per cent.

Tape Lines.

English, ass skin per doz.	$2 75	$5 50
English Pat. Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each .	0 80	8 00

Thermometers.

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Asbestos, filled, per doz., 35 to 40 p c

Ties.

Cow, per doz 1 25 2 50

Tinner's Tools.

P. S. & W., net list.
Canadian 15 to 35 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
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Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ p.c. to 35 p.c
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

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Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb	0 12½	0 20
Wrapp'g, mottl'd, pr. pack.	0 50	0 60
" cotton, per lb ..	0 18	0 20
Mattress, per lb	0 33	0 45
Staging "	0 27	0 35
Broom "	0 30	0 55
Binding, flax, per lb	....	.....
" jute "	....	.....
" Blue ribbon	.....	0 12½
" Red cap.....	.....	0 11½
" Crown.....	.....	0 10½
" Silver Composite		0 09

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Hand, per doz	4 00	6 00
Bench, parallel, each	2 00	4 50½
Coach, each	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	13 00

Washer Cutters.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal
Broom Wire 5¾ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart " 4 " 4 & 6 "	3½	3¾
" Plain twist, all deld	3½	3¾
" Steel thorn and ribbon.....	4¾	5
"Lock Barb," 4 point	....	0 04½
Ditto Glidden 2 point	....	0 04½
Galvanized Barb, "Lyman," 2 to 4 points.....	.....	0 04½
Steel staples	.....	0 03½

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 85 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.

Tower's Engineer, each ..	2 00	3 00
" S., per doz.....	5 80	7 0
G. & K.'s Pipe "	....	6 00
Burrell's " each	....	3 40
Pocket, per doz.....	1 25	2 00

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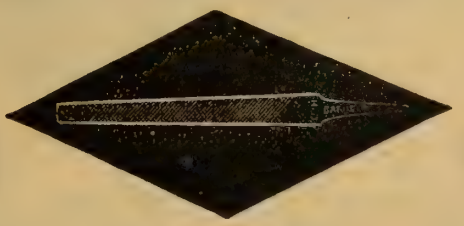
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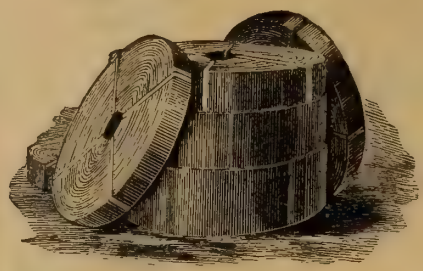
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CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. VI. TORONTO, MAY 26, 1894. No. 21.

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Test Guaranteed.
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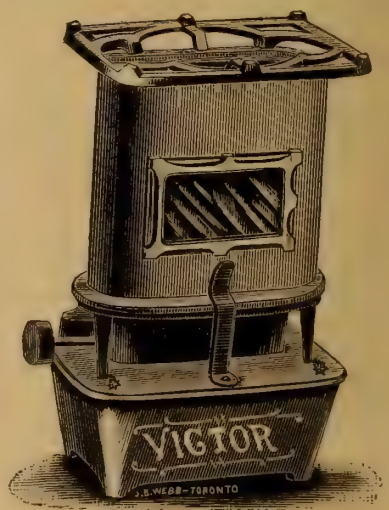
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Published Weekly. $2.00 a Year.

Vol. VI. TORONTO AND MONTREAL, MAY 26, 1894 No. 21

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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THE coal strike in the United States is having a greater apparent effect upon the commercial interests of Canada than had the crisis that last year passed over that country. In fact, in regard to the one we were scarcely affected at all. But unfortunately the same cannot be said in regard to the present trouble. The Grand Trunk Railway has found it necessary to close down its shops at several business centres in the country because of a dearth of fuel, throwing a large number of men out of employment, while the manufacturing industries are placed in a bad position. Numbers of them, including such large foundries as Gurney's, of Toronto, have been compelled to close down, while a still greater number are using the little they have as sparingly as if it cost a dollar per pound. To make matters still worse, the Grand Trunk has issued a notice to the effect that it will for the time being carry only perishable and light freight over its lines, thus paralyzing the movement in heavy articles appertaining to the iron and hardware trade. Not only is the freight system of that railway crippled, but it has also been found necessary to curtail the number of passenger trains. So far, the C. P. R. has not been materially affected by the strike. The western lines of that railway, as far east as Winnipeg, are supplied with coal from the mines in the Canadian Northwest and British Columbia, while its lines east of Ottawa are fed from the Nova Scotia mines, thus leaving the mileage to be supplied from Pennsylvania and Ohio comparatively small. Unfortunately, the position of the C.P.R. is unique. It is to be feared that the worst effects of the strike either in the United States or Canada has not yet been felt. At all events there does not seem to be any immediate prospect of the strike coming to an end.

* * *

One of the reasons why business men's associations meet, as a rule, with such indifferent success is that there is not enough of the practical about them. It is not that every meeting night should be taken up in discussing matters practical. "All work and no play makes Jack a dull boy," reads the old proverb; and so too much of a sameness or too much of the practical would make the meetings dull, monotonous and unattractive. A little social spice thrown occasionally into the meetings helps a good deal to stimulate growth. But the trouble with most associations is that they are lacking both in matters social and in matters practical: What they do at least half the time is to discuss matters that are practically valueless. In a word, they waste time, and to waste time is to waste money. At the close of a meeting, if a member, in a self-examination, cannot discover wherein he has been benefitted in some way by being present, it were better he had remained at home, and made plans for improving his business, or read a good book. But business men should have associations, for they tend to dissolve prejudices and create the power necessary to remove grievances, and it is surprising that there are but such a few such organizations among members of the hardware trade.

* * *

Far short of what it should be is the present system of employing prison labor. The inmates of our jails and penitentiaries must be employed at something. This is necessary for the well-being of the prisoners themselves, if for no other consideration. But it is obvious that the work allotted them should be of such a character as will create the minimum of competition with free labor. To accomplish this is not always an easy task. But it is evident that this rule is not studied by the authorities in regard to the penitentiaries in this country as it might be. It is a law of the land that the prison-made goods of foreign countries shall not be allowed entry here; and yet the Dominion and Provincial Governments inconsistently turn the respective prisons under their jurisdiction into factories which manufacture staple articles and place them on the market, to the injury of free labor and the employers thereof. One of the offices of the Government is to protect, not to injure, the people. Prison labor should, as far as possible, be employed on such works as would not be undertaken by private enterprise; and where it was necessary, in order to keep all employed, to start factories which would compete with free labor, some different plan from that now in vogue should be devised. It is obvious that the manufacturer who pays his hands from $1 per day upwards cannot compete with 50-cent-per-day prison labor. Competition with prison labor is not desirable under any condition, much less when a premium is placed upon it, as is now the case. If the competition of prison-made goods is one of the evils that must be borne, let it be governed so that it be not of the unfair character that it now is. In a word, let prison-made goods be placed on the market at about the same figure as the free-made goods. Then no undue advantage would be given. And in order to do this it would be necessary to amend the present method of leasing out the factories and labor of the inmates within penitentiary walls.

* * *

Wire nails are recovering in the United States from the low prices which have characterized them there for some time. At least the makers are making a special effort to help them to do so. With this end in view a meeting was held in Pittsburg last week and prices were advanced 10c. per keg. All the manufacturers except Carnegie were represented and pledged themselves to maintain the increased price.

REFORMS IN DIVISION COURTS.

A DISGRACE to the intelligence of our legislators has for many years been the law relating to Division Courts.

The intent of this law was to provide the machinery for assisting the creditor in the collection of the small accounts; but in its operations it has been a hindrance rather than a help.

True it was no difficult matter through them for the plaintiff to get a verdict; but where the shoe pinched was in regard to costs. To get judgment often meant the expenditure of an amount much in excess of the amount sued for. And not infrequently then not one cent of the liability was collected.

But even provided that the plaintiff got the amount owing him, as well as the judgment of the court, it was more often than not like taking $15 out of one pocket, throwing $5 in the lake, and placing the balance in another pocket. In fact, it was throwing a mackerel to catch a sprat; although that would of course depend on the value the plaintiff might set on the satisfaction of getting judgment. Satisfaction is highly prized by some men, or they never would have brought some at least of their cases into a Division Court. Most of us want the quid pro quo.

Unsatisfactory as has been the working of the Division Court Act in the past, it has not been because of no attempt at improving it. With the Municipal Act it is one of the laws on the statute book that many legislators imagine themselves specially called upon to re-fashion; but hitherto, for some mysterious reason or other, it has emerged from the hands of the would-be reformers without having undergone any radical change.

Despairing of ever getting a remedy many persons have urged the removal of the Division Courts altogether, and had things gone on forever as they were going, we do not know but what it would have been just as well. Anything that is liable to mislead is better out of the way.

However the last session of the Ontario Legislature immortalized itself by really doing something practical in the direction of revising the Division Court Act.

In the first place the old circuitous method which compelled the transfer of Division Court judgments to the County Court of the county in which the defaulting debtor had lands where the amount remaining unsatisfied was $40 or upwards, has been amended. Now if the goods of a debtor are insufficient to satisfy the claim against them, the party in whose favor the judgment was entered may sue out an execution against the lands of the party in default, and can be acted upon by the sheriff of any county in the province.

In cases where amount involved is not more than $10 the machinery has been simplified and the expenses consequently decreased. By this change Division Court clerks' fees, when not sueing for amounts over $10, have been reduced one-half to $1.25, and bailiffs' fees are fixed at 40c. These reductions in fees are well enough as far as they go, but the trouble is that they do not go far enough. The number of debts of $10 and under sued in the Division Courts are comparatively small, so no serious inroads are likely, therefore, to be made in the fees of either clerks or bailiffs. Of course, small mercies are thankfully received, but it would have been better had the maximum been $20 instead of $10. However, the amendment is along the right line, and that is something which gives hope for the future.

Another important amendment is that which provides that a person residing outside the province of Ontario may be sued in the Division Court in which the cause of action arose, "and continued to completion in as full and effectual a manner as might have been the case if the defendant resided in the province."

There are other amendments, but they are not of importance to the trade.

HARDWARE TARIFF FIDDLING.

THE fiddling with the tariff that has been going on in Ottawa during the last month or so has been especially annoying to hardware importers.

One of the big importers in Montreal, speaking of the matter on Saturday to HARDWARE, was very wroth over the matter, remarking that if the legislators at Ottawa had any idea of the bother and confusion they were causing to merchants they would not dawdle along in the manner they were doing. Although some modification had been necessary in many cases, the gentleman said that he would have much preferred to go on without it under the old tariff list than have the trouble they were now experiencing.

Why, as a positive fact, owing to the alterations and realterations that had been made, they did not know where they stood on a large number of leading lines of goods.

Their custom house clerks had passed a large quantity of goods under the new tariff as at first brought down, and now changes were being made every day which necessitated new entries, so that he was afraid to say when they would get through their custom house work and know exactly where they stood.

Then the angry merchant proceeded to enumerate the lines that had been tinkered with. Tools had been brought down originally at 27½ per cent., and now they were put back to 35; picks and all similar goods were reduced to 30 per cent. only to be put back to 35. Brass and copper wire had been advanced to 15 per cent. after the merchants had passed a lot of entries at 10 per cent., the duty first brought down. Green wirecloth had been changed from 27½ per cent. to 30 per cent., and enamelled ware, which every hardware man knew was a big line of goods, had been jumped up to 35, after a lot of goods had been brought in on the first understanding of 30 per cent. Changes had also been made in the case of wire nails and tacks, and there was still uncertainty about table cutlery. In fact, ever since the 28th of March hardware importers had been working very much in the dark, and the interference with business could hardly be properly estimated.

ESSENTIALS FOR A SALESMAN.

"KNOWLEDGE is power." Without a perfect knowledge of the goods that he is selling the salesman, whether he be traveling for a wholesale house or serving over the counter, is seldom a success.

Too little attention is given to this old proverb, for in it lies the sequel of a successful salesman.

It is not sufficient for the clerk or salesman who is undertaking the sale of an article to simply know that it is superior to some other similar article which is being handled by an opposition firm.

He should be thoroughly conversant with the article that he is selling, and be able to compare its good points favorably with those of other manufacture.

If it is a machine he should be able to dissect it, possess knowledge of its different parts, and the special work assigned to them.

Having made yourself thoroughly conversant with your own goods, the next thing is

to find out something of your rivals, for you are sure to be asked innumerable questions concerning their relative merits as compared with your own.

You must be able to draw the comparison in your favor and also give the reasons, for the customer does not always take what the salesman says for gospel.

There is often the temptation to draw a long bow when dilating on the perfections of the special line of goods that is being handled, but the making of mis-statements, for the purpose of securing a large order, will only secure temporary success, and often proves a permanent detriment both to the salesman and the house that he is representing.

There are a great many young salesmen in whose eyes the customer is more or less gullible, or a know-nothing, who has little else to do but to hear them and be convinced by their superior knowledge.

A customer as a rule has no wish to be dictated to, but he is as a rule willing to accept a suggestion.

A successful salesman must not only have a comprehensive knowledge of the line of goods handled, and those kindred to them, but must also be possessed of a keen insight into human nature, for he will seldom find two customers that are alike.

While he should be a good conversationalist, and be able to talk well on the merits of his goods, he will find out in the course of time that a good listener is also appreciated. He will be brought into contact with sharp and shrewd business men, accomplished in detecting counterfeits, who will recognize and appreciate a man who knows what he is talking about, but will be quick in detecting any ignorance on his part, or inability to answer pertinent questions relative to his goods.

To make a success as a salesman, a man must have a thorough knowledge of the line he handles, and must use tact and diplomacy in handling the knowledge that he possesses.

He will have dealing with all sorts of manners of men, and must be prepared to adapt himself to their various ways and peculiarities.

ELECTRIC PROPULSION.

ELECTRICITY as a propelling power occupies much attention. At the Columbian Exposition the electric launches created a great deal of interest, and still later the use of electricity as a means of propelling boats on some of the canals in the United States was another new departure.

The commercial success of a country depends on its transportation facilities, and whatever can be done to increase them, reduce expenses or make the labor more agreeable should prove of great interest to all men of business.

Steam has led the way, and now electricity comes forward as another advanced step, and bids fair to prove as much a revolutionizer in the future as steam has been in the past. The new field, as explained by a contemporary, is in the line of vehicles for use over wagon roads, freed from all restraints of tracks, wires, etc.

Germany and France have taken the lead in experiments leading to the perfection of electrical vehicle locomotion. The Benz motor and motor-wagon, first shown at the Munich Exposition, is a practical solution of a mechanical road and street wagon. This invention is built on perfect lines of construction and is ready for practical use. Over 500 of them are now in use in Germany.

The latest electric carriage is the invention of Paul Pouchain, of Armentieres, department of Nord, France, and it is considered as the solution of a problem studied for many years by French electricians. The Hub gives the following description of it :

"The carriage is a six-place phaeton, built on four wheels. All its upper part is moveable, so as to facilitate the inspection and care of the condensers and electric motor.

"A collector fixed under the carriage permits of putting the battery in charge by means of flexible wires connected with an electric source. The charge is effected by properly coupling the six groups, according to the electromotive force at one's disposal.

"The steering mechanism acts upon the fore carriage, which is arranged like that of ordinary carriages, but is completed by an endless screw gear that is actuated by a hand wheel with a horizontal spindle, placed within reach of the coachman, through the intermedium of a pair of bevel wheels. Owing to this arrangement, the direction given by the fore carriage is preserved indefinitely so long as the hand wheel is not touched, and this facilitates and assures the manœuver and permits of leaving the hand wheel to itself under many circumstances. The change of direction is effected by manœuvering the hand wheel, which obeys the least stress exerted upon its rim.

"According to the data furnished us by Mr. Pouchain, the carriage in running order weighs 1,350 kilogrammes, and is capable of seating six passengers. One charge of the battery permits of its making, upon a pavement in a medium state repair, a trip of 70 kilometers at a mean speed of 16 kilometers per hour. A complete turn can be effected upon a width of street of less than four meters."

Electric business vans and delivery wagons are also being manufactured. The excitement of handling the reins and the pleasurable association with a team of good horses add greatly to the pleasure of carriage driving. Remove these elements and there is little to tempt the expenditure of money in the carriage line, but there is a better field for the electric delivery van.

An omnibus propelled by electricity is now in use on the streets of London, England, and is reported to be a great success. Electric tricycles are also being manufactured in France.

More attention has been given to road propulsion of vehicles by electricity in Europe than in Canada and the United States, and most valuable results have been attained as to speed, power and cost of operation.

STOCKING ELECTRIC GOODS.

AS electrical appliances become more and more in use among the conveniences of the home, business house, factory and hotel, the hardwaremen are beginning to wake up to the fact that it may be profitable to carry a stock of staple electrical goods.

Should the hardware merchant contemplate handling these goods, we would caution him to buy only of manufacturers and dealers of good standing and reputation.

In starting out, he will doubtless have but little knowledge of the quality of electrical goods. He will therefore have to rely to a great extent upon the manufacturer or jobber giving him fair value in the goods they furnish. The amount, quality and variety of the stock needed to start with will depend greatly on the locality in which the merchant is doing business.

Referring to the stocking up of electrical supplies by hardwaremen, W. E. McGill, in the Iron Age, says :

"To start with, a merchant should place in his stock a few electric bell sets, such as are used for front doors and dining rooms in residences, for calls in offices, banks, factories, stores, etc., selecting those sets which are packed with trimmings best suited to the requirements of his particular locality.

These sets come packed with sufficient electrical wire for connecting up in any house of moderate size. In a great many instances, however, more wire will be required than is packed with the sets. It will, therefore, be desirable to carry some electrical wire in stock, such as is commonly used and known as No. 18 gauge annunciator, on spools of, say, ½ pound or 1 pound each, which sizes are regular; also ½-inch electricians' staples, in 2 ounce packages, packed one dozen packages in a box; and for repairs, some complete batteries and parts of batteries, such as battery zincs and sal ammoniac, in 5-ounce paper boxes or bags, one package being the quantity required for one complete charge for a single battery. A very simple, comprehensive and comparatively inexpensive sample for the salesroom may be made, using the wood box in which the set is packed, by screwing the cover to the back of the box, so as to extend above the box and mounting thereon the bell, wire and push, and placing the battery inside the box, all in full view; the battery then being charged and connected to the bell and push with the wire, and by pressing the push knob the bell will be made to ring, the current passing through the entire coil of wire. These electric bell sets should be on the shelf of every hardware merchant, whether he does fitting or not, as they will meet the requirements of the average house builder or contractor in need of a simple electric bell, they being in the most convenient shape to handle and carry in stock."

If the merchant intends to carry stock for the purpose of supplying local fitters, he will find it convenient to carry electrical push buttons in bronze for out-of-doors, and wood for indoors; iron frame bells with 3 in. gongs for house and office use, and larger ones for barns, mills, factories, or stores, etc., and complete electric batteries for the same; No. 18 electrical wire on spools of ½ lb., 1 lb, and 8 lbs. each; ½ inch electricians' staples in 2 oz., ½ lb., or 1 lb. packages; electric door connections for use on store entrance doors to indicate the opening and closing of the door; dining room pushes to be operated with the foot for calling a servant during meals, etc.

Although the hardwareman will doubtless find it profitable to handle certain electrical goods, he will have to exercise care that he does not overstock, and will find it rather beyond his ability to do fitting until he fully understands how to install electric bells in their various applications.

RE ADVERTISING NET PRICES.

IS it advisable to advertise discounts and net prices in the columns of a trade journal?

This is a question that is agitating the minds of a great many retailers.

Dealers are sensitive, and not altogether without cause, to any exposure of the confidential terms of wholesale prices.

Now, though the trade journal is meant only for the eyes of the trade, it is practically impossible to prevent it even being seen by outsiders.

Hardware merchants themselves are often in the habit of leaving them on their counters and lending the journals to their friends.

Referring to the subject, a retailer was heard to remark: "It is not desirable that customers should know too much of the inside working of our business or the exact cost of goods; they see only the actual difference between the cost price and the price at which the goods are being retailed, and invariably neglect to deduct our store expenses, freight, etc, from it."

The evil exists, and the question is, where is the remedy? It is almost impossible for the publishers to prevent one of their papers being sent to anyone who furnishes proper credentials, though he may have begged, borrowed or stolen them. The settling of the question, as it at present stands, is between the wholesalers and retailers.

Are wholesalers contented to limit their advertisements to merely notifying in general terms such as "Liberal discount allowed the trade," or "Write for new reduced list," and leave the retailer to obtain the precise information by mail? And will the majority of retailers sooner be referred to the mail as a means of obtaining further information, in the place of having the prices laid out before them in the original announcement, and saving them further trouble?

While this question, which is essentially a matter for the trade itself, is being settled, it will be well for the merchant to remember that the trade journal is published for the eyes of the trade only, and contains, not only net prices, but information on many other subjects which are not intended for the perusal of customers. It is therefore not policy to leave it where its contents will be made public property.

The merchants of Alliston have agreed to close their stores on Wednesday afternoon of each week at 1 o'clock, and to keep them closed until Thursday morning, commencing May 9th and continuing during the months of May, June, July, August and September.

TALKS WITH BUSINESS MEN.

"THERE is no use people bolstering up things, trade is quiet," said Mr. Fargrieve, of Fargrieve & Co., College street. "I am not an upholder of the chronic grumbler. It may be good to hope for something better in the future, but that is no reason for us to deceive ourselves. We were quiet in winter and looked forward to spring improvement. Spring has come and trade is still quiet, and we are looking forward to the summer trade; and so it will go on to all appearances. The cause of the quietness in trade is the lack of enterprise on the part of those who hold the money. I do not blame the moneyed men for not going into rash speculations, but they have been unwilling to make any outlay on manufacturing concerns, where there was a good and reasonable expectation of a fair dividend on their money. They would sooner place it in a bank at 4 per cent. interest or speculate in real estate, which a few of them have done, and got badly bitten. Now the rest are afraid or have land on their hands that they cannot get rid of. The department store is another factor in making bad times. If it were not for these stores more small tradesmen could live, and there would not be so many stores empty and rents would be better. They are not the benefit to the community that some people think they are. The producer in the first place, who is the mechanic and working man, has to work harder and take less for his labor, that the goods may be produced at these low figures. Low prices never made good times."

"I have found the spring's trade fairly good," said J. Woodsworth, Yonge street. "It is rather early for summer lines, but we have had some demand for screen wire cloth and have sold a lot of lawn mowers. Trade in dry and mixed paints, oils and varnishes, has been good, but there is no improvement in shelf hardware. There is not much building going on, and the prospects for improvement in this line is small."

"Yes, this has been an exceedingly wet spell, and business has been dull the last two or three days," said W. L. Murray, Yonge street. "It will, in my opinion, only cause a temporary depression. I think trade will be all the better after this. Many people have been expecting some bad weather, and have been holding off in consequence. We ought to have fine weather after this downfall."

"There is a fair volume of trade doing in seasonable goods," said J. Robertson, Yonge street. "There has been no heavy run on any one line, though there has been a fairly good demand for garden tools. No, I do not believe in the ticketing of goods with prices in plain figures for the show window. It gives your place too much the look of a

Cheap Jack's. Another reason is that people seeing the prices have no excuse to enter the store unless they actually need the article in question, and you lose the chance of introducing to them other lines. We have been doing a good bit of jobbing lately and this storm should make work in eave-troughing and roofing good. If anyone has had a leak in his roof he has found out where it is during the past three days."

"We have been selling a lot of house furnishings lately, and the demand for mixed paints has been very good," said E. W. Maas, Spadina avenue. "Garden tools are moving nicely, rakes being in great demand. There has been a good demand for screen wire, though the flies have not put in their appearance yet. Yes, I believe in ticketing goods in plain figures. It may not be the wisest plan for the man handling dry goods or some other line, which needs talking up, but the hardware merchant's stock is composed of necessities, and there is seldom a line he carries that needs much introducing. If you are dealing in small goods and serving a lot of customers you will find that plain ticketing pays. Another thing in favor of the practice is that there are many people who are too modest to come in and price goods fearing that the price of it will be beyond their purse. I have found it a success to ticket goods."

CRUDE PETROLEUM BRICKS.

Fuel bricks of crude petroleum are extensively used in the Italian navy, and are, according to an exchange, made as follows: The mixture, which is made in the proportion of 1¾ pints of petroleum, 10 per cent. of rosin, 5½ ounces of soap, and 11½ ounces of caustic soda, is heated and stirred at the same time. Solidification begins in about 10 minutes, and the operation must then be carefully watched. If there is a tendency to remain liquid a little more soda is added. After the mixture has been stirred until the mass becomes nearly solid the thick paste is poured into the molds, which are placed for 10 or 15 minutes in a drying stove. The briquettes, which are of the same size and form as those largely used in France and Germany, are then cooled and are ready for use in a few hours. Sig. Maestracci recommends the addition of 20 per cent. of wood sawdust and 20 per cent. of clay or sand, which makes the briquette cheaper and more solid. In trials made at Marseilles on several tugboats the petroleum briquettes furnished about three times as much heat as coal briquettes of the same size. They were burned in the ordinary boiler furnace without any special preparation, gave out very little smoke, and left little or no ash. The advantages claimed for the petroleum briquettes are the absence of smoke and a large reduction in bulk of fuel which must be carried as compared with coal, while the risks attending the carrying of liquid fuel are avoided.

AN IRON STRIKE POSSIBLE.

A PITTSBURG despatch says that probably the most important business to be considered at the Cleveland Convention of the Amalgamated Association of Iron and Steel Workers is the advisability of a national strike in the iron trade. Such is the report current among the local iron and steel workers, who say that the project has been under discussion in their lodges for several months. According to the same sources of information emissaries have been working with much success among the employes in non union mills. It is well-known that the non-union workers as well as the unionists have become dissatisfied over the present condition of affairs. It is stated that the desire of the Amalgamated Association of Iron and Steel Workers' Organization to co-operate has been eagerly accepted. For the purpose of stirring up a general strike sentiment for higher wages trusted organizers have been sent to Steelton, Harrisburg, Scranton, Philadelphia, Pottstown, Bellefonte and other eastern manufacturing cities, to sound the workingmen and ascertain whether they will join in the movement. This national strike, it is said, will not be ordered immediately. Six months or more may elapse before it is undertaken. In the meantime a part of the plan is to have the convention adopt the 60-day limit wage scale. It is also asserted that in many mills, which are nominally working under individual agreement, secret lodges have been organized and the men are only waiting an opportunity to assert their allegiance to the Amalgamated Association. The recent strikes in non-union mills are indicative of the spirit of unrest now prevalent, and the Amalgamated Association officials are not slow to take advantage of the situation. It is confidently predicted that unless there are radical changes in the plans during the Cleveland convention that a national strike in the iron and steel industries will certainly be ordered.

RAILWAY STATION INDICATOR.

The railway companies which first took up the crude form of a railway station indicator in England, have, according to an exchange, at length succeeded in evolving an appliance of the utmost practicability and value. The apparatus, as tested in its latest form, is automatic, and neither the conductor nor the driver is in any way responsible for its effective working. The machinery of the indicator is so arranged that the glass case containing the names of the stations can be placed either in the centre of the roof of each compartment, or even in the intervening partitions, an alternative which arises out of the peculiar construction of English cars, in which the seats run right across the car, with a partition at the back of each, and a door at each side of the car. The cars are attached to an endless chain carried on two shafts. Each car possesses a complete apparatus. As showing the perfection to which the mechanism has been brought, it is stated that the finer parts of the apparatus withstood in an engineer's shop, the severe test of 1,500,000 revolutions, and that no appreciable wear was found in any section of the machine.

THE ST. MARY'S CANAL.

SECRETARY LAMONT sent to U. S. Congress last week the report of Col. Poe, of the Engineer Corps, in connection with the operation and care of St. Mary's Falls Canal during the season of 1893. The chief of engineers in submitting the report says that it contains much valuable information respecting our lake commerce. The report shows the total miletons, 8,980,319,240; average distance freight was carried, 831.9 miles; number of registered craft using the canal during the season—steamers, 459; sail vessels and barges, 294; unregistered craft, 213; total freight carried by registered craft, 10,757,237 tons; unregistered, 39,335; passengers, 18,860; value of registered craft, $41,133,100; freight carried by Canadian vessels, 44,045 tons. The total freight carried by American unregistered craft amounted to 9,878 tons in 156 passages. The total freight carried by Canadian unregistered craft amounted to 29,457 tons in 57 passages, making an average of 516 per passage. The Canadian freight was 4 1-10 per cent. of the total freight for the season. The total amount of freight paid for was $9,957,483, and the cost per mile one and one-tenth mills. The average distance freight was carried 831 9-10 miles, which was 9 5-10 miles greater than in 1892. The canal was opened to navigation during the season of 1893, 219 days, which is a decrease of 14 days, compared with 1892. The amount of freight carried during the season of 1893 (10,796,572 tons) was a decrease of 417,761 net tons in comparison with the season of 1892.

HAMILTON SMELTING WORKS.

No word has yet been received from the smelting works projectors, whose arrival in the city is being so anxiously awaited, but Solicitor Carscallen says he expects them in a very few days.

It looks as though the projectors are prepared with the money to go ahead with the enterprise, the Hamilton Iron & Steel Company, limited, having secured a chattel mortgage from the Atlantic Trust Company for $250,000.

In regard to the chattel mortgage, Solicitor Carscallen says it is a private matter between the Iron & Steel Company and the Trust Company, but he admits that it is an evidence that the smelting works are going to be built. He also says there has never been any doubt since the bylaw was passed as to the establishment of the smelting works.—Hamilton Herald.

TRADE CHAT

[Importers, wholesale merchants and manufacturers should send any items intended for this department is that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

E. SAUNDERS, of Toronto, has fitted up the old foundry in the east end of Bowmanville. He is doing quite a business, and has overhauled Mr. McKay's machinery at the mill, and John McClellan's machinery down at the wharf. Farmers wanting plow points will do well by giving Mr. Saunders a call.—Port Hope Guide.

Bowmanville merchants will during summer close their shops every evening at seven o'clock.

A ship of steel from her hull through to the standing rigging has been built at Cardiff, Wales.

Wallaceburg citizens have subscribed several thousand dollars towards establishing glass works.

Cowansville is to be asked to vote a bonus of $3,000 to M. Vilas to remove his machine shops from Farnham to Cowansville.

Several dealers in oil at St. John's have been reported by the police for allowing oil casks to lay on the sidewalk over night.

Krupp, the German cannon manufacturer, employs 16,000 men, who, with their families, number 60,000, and constitute the bulk of the population of Essen.

Cameron Bros. have bought from Robert Lillie the old foundry and dwelling, Perth, and W. J. Kirkham has purchased the blacksmith shop part in the rear.

A Patron poet writes: "The chink bug eats the farmer's grain, the bee moth spoils his honey, the bed bug fills him full of pain, but the humbug scoops the money."

Messrs. J. Z. Long and son are applying for a Canadian patent for a shield for a pneumatic tire for Messrs. Geo. K. Crocker, Thos. E. Scott and R. N. Price, all of St. Thomas.

John Roger, blacksmith, of Hamilton, yesterday fell down the elevator shaft in Wood, Vallance & Co.'s hardware store, St. Thomas, a distance of 28 feet, and was severely injured.

An enterprising merchant of a neighboring town rents bicycles at 20c. an hour to the youths of the place, and now finds that his sales of arnica and sticking plaster have largely increased.—Tribune, Deseronto.

Hon. Mr. Wood has introduced a bill in the House of Commons respecting the units of electrical measurements. It provides for the inspection of standards of measure, used by electric lighting companies. Another measure introduced yesterday for the inspection of electric light provides in the interests of customers for the examination of electrical metres in the same manner as in inspection of gas metres.

J. Cameron, representing the J. B. MacLean Publishing Co., of Toronto, was in town on Tuesday in the interest of the various trade journals published by that enterprising firm. He reports business in his line very fair.—Kingsville Reporter.

The Coldbrook Rolling Mill, New Brunswick, management has notified its employees of a reduction in wages after May 12. Mr. Ketchum, in speaking to-night of the reduction, said the management was compelled to take this step on account of the recent tariff changes.

A local boiler insurance company is contemplating the holding of open meetings for the instruction of stationary engineers. If the plan is carried out, lectures will be delivered and lessons on economy in engineering work given. Employers will also be invited to attend.—London Advertiser.

J. Orr Callaghan, superintendent of the Ontario Tack Factory, Hamilton, stated that they had enough coal to last till June 1, having made a contract some time ago, but if the coal strike was still on at that date, he could not see any alternative but to close the factory, which would throw about 70 men out of employment.

One of Mr. Baskerville's hardware delivery teams ran away from in front of the north fire hall, upsetting the wagon and contents. The horse was caught as soon as the wagon turned over in Maple street, near the C.P.R. tracks, and was not injured but the wagon was broken. The driver standing beside the rig had a narrow escape from being knocked down.—Winnipeg Free Press.

Stephen Motta, of Fargo, is working on a model of a standard locomotive. It is one twenty-fourth the actual size of an engine, and is capable of making steam. The little fellow will be finished this week and placed on exhibition. Motta is one of the machinists at the Northern Pacific shops, Fargo, and was formerly in the C. P. R. shops here. —Winnipeg Free Press.

The St. Lawrence & Chicago Navigation Co., with headquarters at Toronto, has been formed. It is composed of Thomas Marks & Co., of Port Arthur; Hagarty & Co., of this city, and others. W. D. Matthews, of Toronto, a director of the Canadian Pacific railway, is president of the new company, and John H. G. Hagarty, of Toronto, is secretary and treasurer. Captain Crangle, Toronto; Thomas Marks and George T. Marks, Port Arthur, and F. W. Kingston are the other directors. It is expected this combination will do away with considerable freight rate cutting.

J. H. Anderson, a smelter in the employ of the Ontario Rolling Mills, has left for British Columbia to work in the Fish River silver and copper mine, owned by eight Hamilton capitalists. He intends shipping a carload of the ore to New York, where it will be put through a smelter, to test whether the metal can be secured in paying quantities or not. S. S. Ryckman, one of the company, spent some months in the mine last year with gratifying results.

Too little advertising is like sowing too little seed. A farmer in planting corn puts a number of grains into each hill, and is satisfied if one good healthy stalk comes from each planting. It's the constant advertiser that is bound to attract attention. It's the succession of bright, catchy advertisements that refuse to be ignored. That the proper time must be allowed for the fruit to grow, ripen and be gathered is as true as that wheat cannot be prepared the day after it is sown.

The Waterous Engine Works, of South Park, St. Paul, were destroyed by fire on Friday night, 18th inst. The loss is estimated at $40,000. The business of the firm was that of manufacturing fire engines and other fire fighting apparatus. The president, Charles H. Waterous, resides at Brantford, Ont. Mr. Frank J. Waterous is secretary-treasurer of the St. Paul company, and associated the management with his brother Fred. L. The works were formerly in Winnipeg. The St. Paul fire does not affect the Canadian business of the company.

A process is said to have been just invented for extracting nitrogen from the atmosphere so economically as to offer sulphate of ammonia for fertilizing purposes at $22 a ton—about one-fourth of its present price—with a good quantity of illuminating gas for a by-product. The gases and vapors of a hydro-carbon are (explains a contemporary) introduced into a retort whose temperature is 2,200 degrees, and the carbon and hydrogen separate. Air is introduced, and lime is sifted through the retort; the hydrogen passes off and may be collected, carbureted, and used for illumination. The carbon and nitrogen and alkali form a cyanide, which may be decomposed by steam, and sulphate of ammonia is the result. If this fertilizing salt can be obtained at $22 a ton it will do much to promote intensive farming, for it will make one of the most valuable fertilizers one of the cheapest, and it may have a marked effect upon agriculture.

SHOP WINDOW PILLARS.

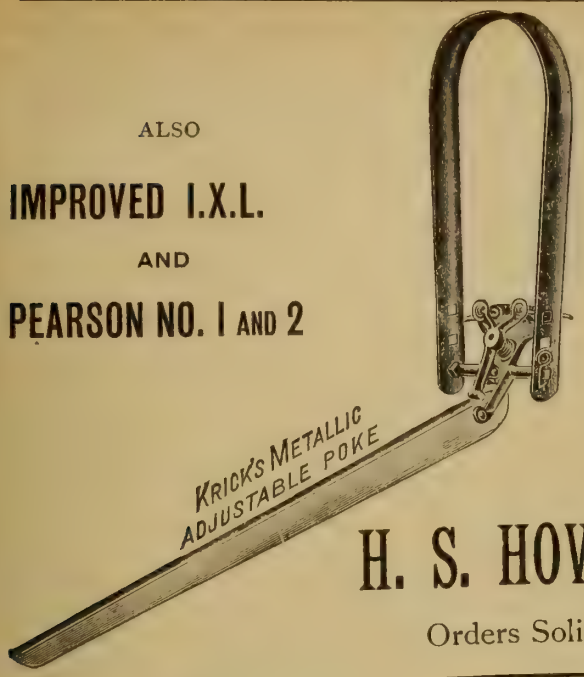
A very simple way of utilizing shop window pillars for the display of small goods is given in Ironmongery. At a suitable distance from each other on the pillar several black straps are fastened. Holes have previously been made in the straps, and in these are inserted small brass hooks. The strap is secured by being drawn tight and buckled in the ordinary manner. This method of using a pillar lends itself capitally to the display of steel toys and small goods.

ALSO

IMPROVED I.X.L.

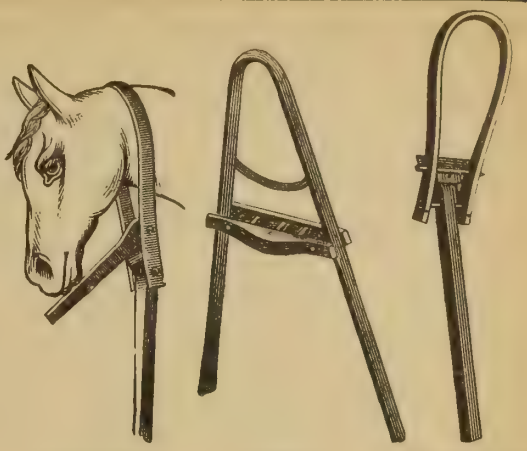
AND

PEARSON NO. 1 AND 2



IN

Stock



DICTATOR CLIMAX CHAMPION

H. S. HOWLAND SONS & CO. Wholesale Hardware Merchants

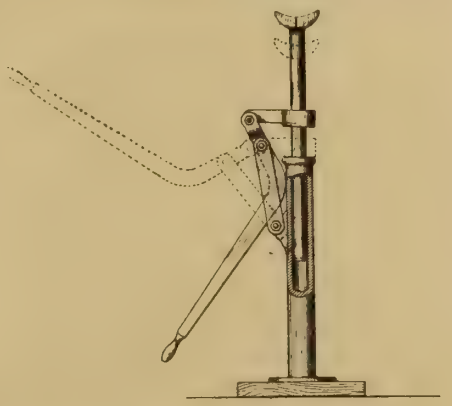
Orders Solicited. . . 37 Front Street West, TORONTO

CHEAP HEATING.

WE are now at the season when winter heating apparatus of all kinds go out of service, says Metal Exchange. A good deal of it, in the natural order of trade, should have gone finally out of service last year; but in view of the panicky feeling which prevailed, and consequent attempts to secure unusual economies, it has been made to hold over by various shifts and devices against the desire for newer and better apparatus. Those who find themselves at the end of the heating season with worn-out boilers or furnaces will do well to consider at once whether there will ever come a more favorable time for replacing it. All sorts of goods seem to have settled down upon the very bed rock price; and contracting firms with comparatively idle facilities are not only looking around very sharply for more work, but are willing to execute contracts at prices quite unprecedented in the trade. It is believed by many that heating contract work will be done in this summer of 1894 more cheaply than it will be possible to get such work done for many years to come. Besides, a worn-out heating plant is not economical of money, comfort or health; and when such plants have reached a certain stage of decreptitude they ought to be summarily replaced by new installments.

LITTLE WONDER WAGON JACKS.

STRENGTH and simplicity are the requisites in order to a wagon jack's usefulness. Samuel, Benjamin & Co., are handling a jack this season which possesses these essentials. It is named the "Little Wonder Wagon Jack," and is simplicity itself. It has no notches, ratchets, or cogs, which, when they become worn, render the machine worthless. The "Little Wonder" is made throughout of the best malleable iron except the foot which is oak. It is made adjustable in a moment to any height of an axle. The vehicle is raised by simply pressing down the lever. The jack is locked simultaneously with the lowering of the lever. Its compactness is as marked as its strength, the jack being easily stowed away under a buggy seat. "It is," says the manufacturer, "preferable to all other jacks for hotel barns, livery barns, etc., because it elevates the vehicle from directly underneath and will not allow it to move either backward or forward, no matter what the condition of the



floor may be. It is sold at a much lower figure than inferior American jacks. It is of Canadian manufacture, and can be sold cheaper than the American article, upon which a heavy duty is charged. The "Little Wonder," after a thorough test, was adopted by the United States Government for use in the army, in preference to all other jacks, either American or foreign. Its durability is unquestionable, as there is nothing that can get out of order. The manufacturers are in possession of a number of testimonials from hardware dealers, carriage manufacturers, etc. One received May 7 from Smith Bros., carriage and wagon manufacturers, Toronto, reads: "We have used the 'Little Wonder' and find it a very handy and useful article. Being fully up to representations, we have pleasure in recommending it to any parties desiring a first-class and convenient jack."

FOLLY AS IT WALKS.

A correspondent sends to an Eastern journal a copy of a St. Paul paper containing what is evidently a reproduction of a patent office drawing of a mechanical horse. This horse's interior economy, as described, consists of various spur wheels, cranks, levers, hinges, springs, etc., all of which, operating severally and conjointly, are supposed to imitate the motion of a real horse in walking, while the motive power is derived from the legs of the rider, who is supposed to sit upon the back of this contrivance and work his feet up and down a la bicycle. Under what theory a patent is granted upon such a thing as a "useful invention" is more than we can find ourselves able to comprehend in the limited time we can permit ourselves to study the matter. It is stated in defense of this monstrosity that the bicyclist does not feel that sense of superiority over ordinary pedestrians as the equestrian does, and this horse is designed to fill this long-felt want. It is stated, furthermore, that when this horse is walking there will be the same action to maintain his perpendicular that there is in the revolving wheels of a bicycle, and that it will be impossible to tip it over. We should judge the whole contrivance to weigh about 1,000 pounds, and the sight of a man mounted upon it and trying to work it up a moderate grade would be a spectacle for the gods. Verily, the fool-killer doth sadly neglect his business.

Five American companies tendered for superstructure of the new bridge over the Assiniboine, but from the figures published, the contract will probably go to the Bridge and Engineering Company of Peterborough.

THE RETAIL JOBBER.

EDITOR HARDWARE, — "Gone Forever," in your journal a couple of weeks ago, was a very expressive article, and the remarks which follow should be read many times over and memorized by the hardware trade. Some people have been sighing for a "cheap country" to live in, and a certain type of politicians have been exhausting the English language to prove that the cheaper everything is, the nearer we will be to the millenium. This sort of talk tickled the ear of the Patrons of Industry until wheat dropped to 55c. per bushel, and then "a change came o'er the spirit of their dream." What your article said was true to the letter, viz.: "Perhaps there is no greater fallacy in business circles than the idea that low prices are beneficial to business men. On the contrary, they are ruinous."

And permit me to say to the hardware trade that everyone knows just now that the chief sinners in breaking down business are the men who call themselves "jobbers." It seems that for some years back some over ambitious young men—whose fathers had, perhaps, accumulated a little money in the old-fashioned way of sticking closely to business and asking fair prices—have thought the old ways are too slow to suit their swift notions, and so they have aspired to become quasi-wholesalers, although financially no stronger than scores of retailers in all parts of the country. But they aspire to do a big trade, turn over a large lot of goods, cover a huge territory, and earn a big name. Well, the records of disaster, so far, are not very assuring, but "the fools are not all dead yet," as an American humorist would say, and so the fun goes on.

These men send out travelers—or I should say, a traveler—who for a few days in a season will wander about quoting prices to carpenters for house furnishings, blacksmiths for iron bolts, etc., and to all sorts of people who ought in all fairness to do business with the local dealer. I have before me a list of prices sent out for the whole range of goods supplied by one of these firms, and no one in his sane moments believes that business can be successfully conducted on the percentage of profit asked by this firm over ordinary wholesale rates. I am aware that in some way—by misrepresentation in many cases—manufacturers have been induced to yield to some of these men cut rates, which leave to them in turn no margin of profit. But I here enter a protest against all such discrimination, and claim that where this is done to these jobbers the regular, honest retail trade is not being honestly dealt with or fairly treated.

The result of the whole system is that in Western Ontario the hardware business is becoming demoralized, and local dealers are being driven to resort to all sorts of schemes to keep their trade going, and very frequently this is done by intrenching on other lines not belonging to our business at all. We are already selling harness, soaps, drugs. How long will it be until some of us set up a line of millinery and dressmaking? How would it do for us to start a Hardware Guild, and endeavor to cultivate a little of that esprit du corps which formerly obtained among the dealers in iron goods? At all events, we, too, might make a combination of retailers to protect ourselves.

Yours, etc.,
IRONMONGER.

Woodstock.

THE INSTALLMENT PLAN.

The economies and financial management of the present day are very different from those of two or three generations back. Buying on the installment plan, from being a temporary resort to tide over hard times, has become the regular rule, and so much is it in force at present that in some instances at least the man who pays ready cash is actually at a disadvantage. The modern method, without any exaggeration, would make a philosopher of the Poor Richard type turn over in his grave, but anything as bad as the following, from the New York Weekly, would cause him to rise up in protest:

Father—This is a fine house you've bought. I don't see how you raised the money.

Son—I am buying it on the installment plan.

"Oh! But where did you get all this handsome furniture?"

"Buying that on the installment plan, too."

"Humph! Must cost something. I don't see how you can spare so much for clothes. Your wife dresses like a princess."

"Yes, get our clothes on the installment plan."

"Won't do, won't do at all. Suppose you should die?"

"I can be buried on the installment plan easily enough."

"But your wife won't have any money to pay the installments."

"Yes. She'll have plenty. I'm insured on the installment plan—pay every week."

U. S. TARIFF ON WOOD SCREWS.

A hard fight for a change in the rates on wood screws is being made in Washington. The house fixed the rate at 35 per cent. This was reduced by the Finance Committee of the Senate to 30 per cent., and no advance has since been made, while iron and steel wire has been raised by specific duties to 40 per cent. or more. This is a handicap which the screw manufacturers fear will not only prevent their competition in the markets of the world with the manufacturers of other countries, but will put their product at a disadvantage in the domestic market as against imported wood screws. One of the officers of the large screw company in Providence has just returned from Europe and found nails made from American steel wire selling there for 1c. per pound. This is lower than the price of the same article in the domestic market. The dissatisfied think that the rate on wire should either be reduced to a point or two below the rate on screws or the latter should at least be advanced to an equality with wire.

FIGHTING FIRES ON BICYCLES.

"THE uses to which the bicycle may be devoted are steadily increasing, and what is especially gratifying to all enthusiasts is that its usefulness has been practically demonstrated in other fields than those of pleasure," said the representative of an Eastern bicycle manufactory recently to the representative of an exchange, in the course of an interview. "About the latest thing in this line is a bicycle intended for use by fire departments. It carries a chemical engine and a light axe, instruments that in many cases are all that are needed to subdue a fire if they are at hand in time. In some cities of Europe a part of the fire department is a swift horse saddled and bridled, and carrying a chemical apparatus for subduing fires, with an axe attached, and an expert rider ready to spring on the horse's back the moment the alarm is sounded and ride swiftly to the scene of the fire. He can reach it in some minutes or seconds before the heavy, lumbering engine can get there, and often this saving of time is of the greatest value, and the rider's services are all that is necessary in checking what otherwise might become a disastrous conflagration. This feature of the fire department is one of the means by which so many fires in Europe are confined to the room or building in which they start. A bicycle has advantages over a horse for this kind of service, as it can travel as swiftly, is more easily handled at the scene of the fire, requires but little care and no food, and is especially adapted to small towns and suburban districts. We believe that if the plan once gains a footing its success will be assured, and to attain this end our house proposes to establish a couple of experimental posts in Boston and sustain them until the plan has been at least given a fair trial."

THE CONSOLIDATED
PLATE GLASS
COMPANY OF CANADA (Limited)

HEAD OFFICE:
73 and 75 Wellington Street West, TORONTO

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FRANK J. PHILLIPS, Toronto, President.
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Special Discount to the Trade.

Brandram Bros. & Co.

ROTHERHITHE, LONDON, ENG.

BRANDRAM'S B. B. GENUINE WHITE LEAD

Manufacturers of

The Celebrated Brand

B. B.

BRANDRAM'S B. B. NO. ONE WHITE LEAD

White Lead

Noted for its Extreme Whiteness of Color, Purity and great Covering Property, rendering it specially suitable for Painting in Enamel White and other Decorative Work. To be had of all the Principal Importers in the United States, and for the Canadian trade.

Manufactured in Halifax, Nova Scotia

For samples and information apply to

HENDERSON & POTTS

Nova Scotia Paint Works, Halifax, N.S.

Star Cycle Works

Wolverhampton, England.



CYCLE RACK PATENTS APPLIED FOR.

FOR the season of 1894 these celebrated Cycles will, for the first time, be obtainable in Canada. Hitherto the entire output of our extensive works has been taken by the English home trade. Large additions to the works and plant have greatly increased our facilities, and we are now ready to supply the Canadian demand. Due consideration has been given to the importance of minimum weight, but we are not prepared to risk our reputation for RELIABILITY by committing ourselves to an extreme course.

We have adopted a larger diameter and lighter gauge of tubing in the construction of our Frames and Handle Bars, improved and detachable Brake-work, further improvements in Ball Head and Handle Bar adjustments, Dust-Proof Crank Bracket and Hubs, a narrow Tread in conjunction with improved Pedal Attachment and dished Chain Wheel, special patterns in Tubular Seat Pillar, Foot Rest, Step, Brake and Steering Lock; all chains will have Hardened Links and be of a higher class than heretofore; a neater and more effective Chain Adjustment; Chain Wheels specially milled to secure free running; Nuts reduced to a minimum of sizes, with Box-Spanner to fit same, parts interchangeable, high standard of finish throughout.

A. A. ALLAN & CO.

51 Bay Street. Canadian Agents, TORONTO.

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Lucas' . . . . Genuine French Imperial Green

DRY AND IN OIL

The Only Permanent Blind or Shutter Green

SANDERSON PEARCY & CO., 130 TO 138 BAY ST., TORONTO.



FOR Parks, Tennis Courts, College Lawns or large Private Grounds this mower is acknowledged the best. Sold complete with shafts and seat. 25, 30, 35, 40 inch cut.

A. R. Woodyatt & Co.

GUELPH, CANADA.

PERSONAL MENTION.

GEO. PEARSALL, Yonge street, visited his summer residence at Cat Fish Point on the Island last Saturday, but owing to the rain and wind he was unable to return until a late hour on Monday. There was plenty in the larder and Mr. Pearsall's goodly proportions did not suffer.

The following merchants were seen in Toronto this week: R. S. Chalmers, Sarnia; Mr. Ballantyne, of Ballantyne & Wilton, Brussels; A. H. Wittmack, Hespeler; W. M. H. Smith, Oakville; John Peaker, of Peaker & Son, Brampton.

Elias H. Lyons, of Chicago, formerly with M. & L. Samuel, Benjamin & Co., paid his parents a short visit this week, en route from San Francisco to New York, where he sails on Saturday next per steamer Campania for Europe on business for his firm. This makes his second trip across in three years.

J. A. Hunter, a successful general merchant in Durham, Ont., won the "old boys" race at Upper Canada College last week. The prize was a valuable piece of Doulton ware. Though but a young man, Mr. Hunter is working into a most prosperous business, which he is certain to hold if he continues along the lines he has laid down for himself. He is gradually turning a long credit business to the modern strictly cash concern.

FREIGHT RATES ON IRON.

THE following appeared in Saturday's Montreal Star, and was signed by "Iron":

The protection given to our iron and steel makers is, to a very considerable extent, discounted by the exceptional freight advantages granted by the railways to foreign producers and to higher rates charged on Canadian as against American roads. To illustrate: An Ontario importer has 100 tons of iron or steel at Liverpool or Glasgow; a common rate to-day via Halifax or Portland through to any central Ontario point, say Toronto, is 22s., or $5.35 per ton; the railway's proportion of which from Halifax has been as low as 50 per cent., which means that the Canadian roads carry this material for the foreign steel or iron makers for $2.63 per ton, while the Nova Scotia iron works are charged practically $5 per ton for the same service, save that in the case of the foreign freight the loading is done at the cost of the railway. The home iron-maker loads the material on the cars, so that in a general way it may be said that the Canadian roads carry foreign-made iron and steel for one-half the rate that they carry domestic material of similar character. The average distance from the Nova Scotia iron works to a central Ontario point is, in round figures, say 1,000 miles. On this material, carried over two roads, each of which has an average haul of 500 miles, the freight rate charged gives them practically 5-10 of a cent per ton per mile. American roads with an average haul of only half the distance are carrying similar material for 33-100 cents, and in the case of Pittsburg to points in New England the length of haul being 871 miles the rate is 24-100 cents per ton per mile. From southern furnaces to the main Ontario points the rate in no case exceeds 35-100 cents per ton per mile. In the latter cases part of the haul is over Canadian roads and it is presumed that they are doing the work for a mileage proportion of the through rate. In the case of the Grand Trunk we know that American iron is hauled from Chicago to Toronto for $2 per ton; the distance being over 500 miles makes the rate less than 4-10 cents per ton per mile. American roads are carrying similar material an average haul of but half the distance for 4-10 cents per ton per mile. In other words Canadian roads, with the advantage of twice as long a haul, charge 25 per cent. higher rates per mile than the American roads on similar material. Within the past few months American roads have been hauling iron and steel for less than 4-10 cents per ton per mile. It will readily be seen that the freight matter is one which may be so fixed that it will to a large extent neutralize the amount of protection given the trade. It may be said by Canadian roads that their traffic agreements with American roads compel them to carry material at a previously arranged proportion of through rates and that they cannot fix rates for business origination beyond their own lines; but this cannot apply to iron carried from Chicago to Ontario points, in which case the whole haul is on Grand Trunk lines. The rates named are those which apply to the shipments of single carloads; when 1000 tons are shipped by one shipper a rebate of 10 per cent. is allowed him. Nor is this all. In the United States the rates for quantities less than car lots are 20 per cent. advance on full car lots, while on Canadian roads the rate on less than car loads is 50 per cent. greater than on full carloads. Again, owing to friction between the Canadian roads, freight between the East and West is not carried through in the cars originally loaded, but is transhipped at the junction of the two roads, with the result of a considerable expenditure of unnecessary labor, and more or less damage to and loss or mixing of the material so transhipped. From this it will appear that Canadian roads, with the advantage of, on an average, twice as long a haul, charge from 25 per cent. to 50 per cent., and in one case about 100 per cent., higher rates per mile than American roads on similar materials. It will be readily seen that the freight rate is a matter that may be so fixed that it will to a large extent neutralize the amount of protection given that trade. It may be said that the American rates are not paying ones, and that a large number of American roads are to-day in the hands of receivers, though the latter fact does not prove the former, because the difficulties of the roads may be caused not by the low rates so much as by a lack of business at these rates. All the Canadian roads have been heavily bonused by the Canadian people. It should be the policy of Canadian roads to, as far as possible, help build up the domestic iron business, for the reason that it is one that contributes very largely to their revenues. For instance, it is said that the two iron and steel companies in the county of Pictou, N.S., alone furnish about one-twelfth of the total freight receipts of the Intercolonial Railway, without taking into account the transportation of the food, clothing, fuel and other supplies necessary to supply probably five thousand persons with these necessaries.

A HEAVY FAILURE.

W. A. Freeman, James street north, Hamilton, has made an assignment to David Blackley and E. D. Cahill, of Carscallen, Cahill & Ross. The liabilities are roughly estimated at $75,000 and the assets about $100,000. It is reported that this failure will result in the breaking down of the brick combine. The brickmakers have in the past sold their output to W. A. Freeman who has regulated the price. The bank of Hamilton is one of the principal creditors. As a consequence of this failure George L. Diehl & Co., Toronto, have assigned to David Blackley, of Hamilton. Their liabilities are $25,000, and assets considerably less.

WHAT CONGRESS HAS DONE.

Known to all men is the dilly-dallying way in which the United States Congress has been dealing with the question of tariff reform. The American Artizan has been keeping a particularly watchful eye on Congressional work in this respect, and it has published a brochure on the result of its observations under the title: "What Congress Has Done." It contains 14 blank pages. That is what Congress has done.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton. Ontario.

SP

ECONOMICAL USE OF COAL.

HENRY BLAND concludes an article in the Safety Valve on the following directions for using the best grades of soft coal :

Moisten the coal slightly when placed in the fire room for use. The result is a more complete combustion of the gases liberated from the coal when in the furnace.

Firing should always be made by placing the coal in the front of the furnace, filling, or partly filling, the doorway.

When there is a good draft the furnace door should be perforated, the holes being not over half an inch in diameter, or the door left slightly ajar for a short time after firing. A supply of fresh air in finely divided streams can be introduced over the fire surface by any convenient method with advantage.

When the fire-bed requires a supply of fuel, place a light three-iron hoe against the upper portion of the coal previously placed in the front of the furnace, and now partially coked and ignited, and push it over the fire, spreading it evenly upon any portion as required. The result is a constantly bright and clear fire surface.

Immediately after the distribution of a charge of coal over the fire, put a fresh charge in front of the furnace, as before, for the next firing.

Avoid stirring up the mass of burning coal, using the slicing bar sparingly. When the surface becomes cooled by the union of the coke, run the bar beneath the fire mass and lift it sufficiently to break it up. A free admission of air will thus be secured and an active combustion of the fuel, while the fire body will not be sufficiently disturbed to allow of a shifting of its finer particles through the grate-bars.

By observing the above rules, it will be found that the labor involved in the care of the fire is not greater than when anthracite is used, while the waste of coal will be less.

The mass of coal in active combustion should never exceed 10 inches in thickness, and 8 inches will be found sufficient in most cases. More than 10 inches is useless and wasteful.

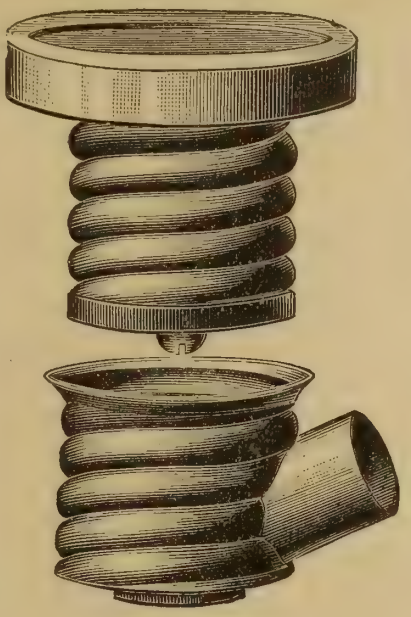
An even surface of fuel should be maintained over the entire grate of surface. The practice of putting coal in a heap in the centre of the fire is wasteful.

There is no necessity for cleaning fires oftener than twice in twenty-four hours when continuous heavy fires are used, while one cleaning in twenty-four hours will be found sufficient with moderate fires.

To bank the fire for the night, cover the surface with fine coal. In the morning, spread the mass, and a steaming fire will be produced in a few minutes.

For exceptional conditions, of course, further directions are required.

The Strathroy Petroleum Co., capital $90,000, has been incorporated by Geo. A. McGillivray, Wm. B. Lindsay, Chas. Grist and others, to carry on an oil industry in Strathroy.



NEW

Steel Creamer Tap

ALL PARTS RETINNED

Superior to Lead taps and much cheaper.

THOS. DAVIDSON & CO.

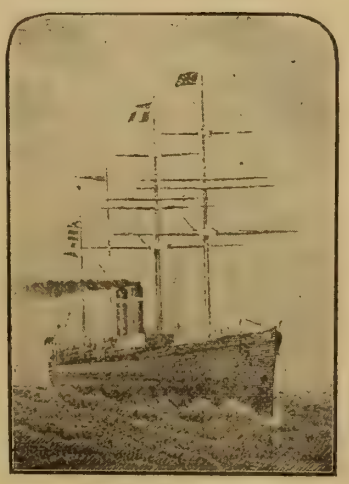
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BRUSHES

Painters'
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Toilet
Stable, etc.

No article handled by the Hardware trade requires more judgment in buying than Brushes. The easiest way is to go to the reliable manufacturer and get value for your money and goods that will suit your customers. We will do our best to serve you well and honestly.

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STEAMSHIPS.	From Montreal.	From Quebec.
MONGOLIAN	26 May	27 May
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*LAURENTIAN	16 "	.....
PARISIAN	23 "	24 June
MONGOLIAN	30 "	1 July
*NUMIDIAN	7 July	.....
SARDINIAN	14 "	15 July

And weekly thereafter.

The Steamers of this service carry all classes of passengers. The Saloons and Staterooms are in the central part where least motion is felt. Electricity is used for lighting the ships throughout, the lights being at the command of the passengers at any hour of the night. Music rooms and Smoking room on the promenade deck. The Saloons and Staterooms are heated by steam. Steamers are despatched from Montreal at daylight on the day of sailing, and sail from Quebec at 9 a.m. on Sundays. Steamers with a * will not stop at Quebec, Rimouski, or Londonderry. **RATES OF PASSAGE:**—Cabin, $50 and upwards, according to location of Stateroom and number of persons occupying same; all having equal privileges elsewhere. Second Cabin, $30 single, $60 return. Steerage to or from Liverpool, London, Glasgow, Belfast, or Londonderry, $24. Steerage passengers are provided with bedding and every requisite for the voyage without extra charge.

H. & A. ALLAN, Gen. Agents, Montreal, or H. C. BOURLIER, 1 King St., Toronto

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, May 25, 1894.

HARDWARE.

THE movement of hardware during the past week has been small, the uncertainty regarding the tariff, to which we have frequently referred before, being the great obstacle to an increase in the volume of business. There is no special change to note in any line, while complaints regarding payments are rather more numerous than is satisfactory. Wire is moderately active, with no change. The same remarks apply to ropes, cutlery, cut nails and other lines of general hardware.

WIRE—There is a moderate movement in wire, oiled and annealed being the principal lines enquired for.

ROPE—Rope is unchanged, and prices are about steady and stocks moderate. We quote as follows: Sisal, 6½c. for 7-16 and upwards, and 14c. for deep sea line. Pure manilla, 9c. for 7-16 and upwards, 9½c. for smaller.

CUTLERY—There is only a fair sorting-up trade doing in this line.

CUT NAILS—There is a moderate jobbing call for these in a small way, but makers complain that trade with them is quieter than usual. The basis is still $1.80 in round lots.

WIRE NAILS—No change is to note in this line, trade keeping up fairly well, as we noted last week.

HORSE NAILS—Quietness is still dominant in this line, the standard of prices remaining unaltered.

HORSESHOES—Horseshoes continue flat, and though an improvement is predicted in the west, not much change is expected in the near future.

GREEN WIRECLOTH—The demand has been fair for this article, good-sized lots going out freely, while, as we noted last week, prices are firmly held.

WIRE SCREENS—The same remarks apply to these goods, though stocks are ample.

TACKS—Nothing doing; prices as before.

CHAIN—Quiet on the whole, a few small orders coming in for trace chains, etc., but the aggregate movement is hardly perceptible.

WARE—Both Peerless and white ware are moving well, as we noted last week.

SPORTING GOODS—Are without feature.

TOOLS—The movement in harvesting and gardening tools is a fairly satisfactory one. The call for lawn mowers continues one of the features of this branch.

PLUMBING SUPPLIES—This line calls for no remarks. It is as dull as ever.

BUILDING SUPPLIES—No changes to note in this line, and no immediate prospect of improvement is apparent.

HINGES—Are quiet; only a small movement to note.

NAVAL STORES—There has been no important feature in the naval store market, except the demand for turpentine, which continues good, and with small stocks values in it are firmly held. In other lines a fair business is reported at steady prices. We quote: Turpentine, 46 to 48c.; resins, $2.50 to $5.00, as to brand; coal tar, $3.25 to $3.75; cotton waste, 5 to 7c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12c.; cordage, sisal, 6½c. for 7-16 and upwards, and 14c. for deep sea line; pure manilla, 9c. for 7-16 and upwards and 9½c. for smaller sizes.

METALS.

There has been very little change in the metal market during the week. Prices are fairly steady with very slight alterations. A notable feature here this spring and one to which we have referred before, is the fact that stocks of heavy metals and hardware are not so well assorted as is usual, importations in many lines having been delayed on account of the tariff changes. The coal and coke strikes continue in the United States, though the opinion seems general that a settlement will be arrived at in a short time. Prices of blooms, billets and slabs in that market have under influence advanced, and if the strike continues any length of time it may possibly lead to heavy importations from English sources if prices advance to the necessary level.

PIG IRON—A striking feature in the pig iron market is the positive bareness of stocks of Scotch pig. A few lots of Eglinton and Summerlee remain. Business in them has transpired at $18.50 and $19 respectively. Nova Scotia iron is unchanged, No. 1 Ferrona being held at $17, and No. 1 Siemens' at $16.75.

BAR IRON—There is no change in bar iron, only a moderate demand being noted. Prices, as we intimated last week, are easy, and have been cut to $1.70 to $1.75, as to quantity.

SCRAP IRON—There is nothing doing in scrap except a few sales of imported wrought iron at $15 per ton in round lots.

SHEET IRON—Remains dull, and prices are unchanged at $2.34 to $2.40.

HOOPS AND BANDS—There is only a small movement on the basis of $2.30.

STEEL—Is quiet under a moderate jobbing demand. We quote: Best cast steel, 9½ to 12c.; spring, $2.50; tire, $2.50 to $2.75; sleigh shoe, $2.40; round machinery steel, $3.

GALVANIZED SHEETS—There is no change in galvanized sheets, which meet a

GASOLINE STOVES

New Process and Single Generator styles, with all up-to-date improvements. These Stoves are simply perfect.

SEND FOR CIRCULAR AND PRICES.

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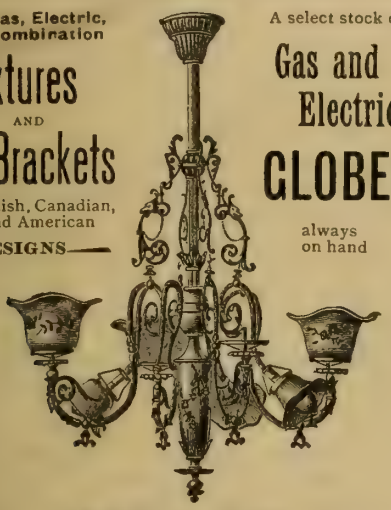
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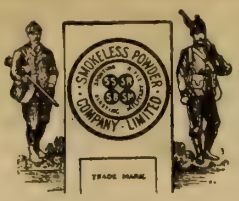
English, Canadian, and American DESIGNS



A select stock of Gas and Electric GLOBES always on hand

JAS. BARWELL, 88 Bay Street, Toronto

Drawings and prices on application.
The trade supplied.



SS. SMOKELESS POWDER Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.

429 Board of Trade Building
MONTREAL, Agents.

SEND FOR PRICE LIST.

CHURCH'S POTATO Finish





NO MORE WATERY POTATOES

READY-FOR-USE-DRY

NO MIXING REQUIRED.

Worth its cost as a fertilizer.

DOES NOT INJURE THE VINES

The only safe way to use a Strong Poison

FOR SALE BY

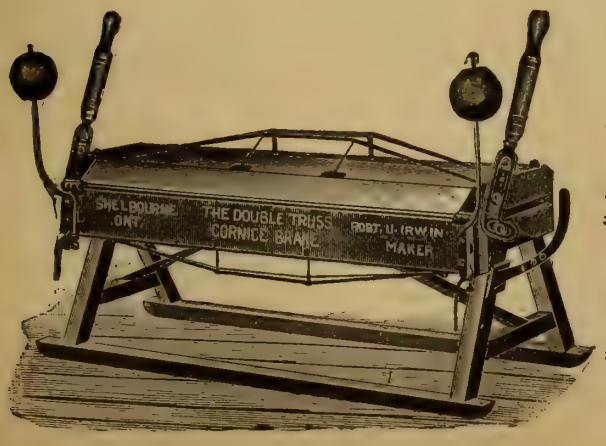
Alabastine Company, Paris, Sole Manufacturers.

HILL & FORBES, 327 ST. JAMES ST., MONTREAL: Agents for the Province of Quebec.
A. M. BELL, HALIFAX: Agent for New Brunswick and Nova Scotia.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, TORONTO

ENGLISH HOUSE: SAMUEL, SONS & BENJAMIN
164 Fenchurch St., London, E. C.



Sole Agents for the Dominion for

Double Truss Cornice Brake

Write for Circulars and Quotations.

MONTREAL MARKETS—Continued

fair demand at firmer quotations. We quote: 4½ to 5c. for ordinary brands; Morewood, 6 to 6¼c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., and the usual extra for larger sizes.

TIN PLATES—As we noted last week, there are large quantities of these on the way which were bought on a lower basis. We quote $2.70 to $2.80 for cokes, $3 for charcoal for future delivery. Spot values are still $3 to $3.10 and $3.50 respectively.

CANADA PLATES—Canada plates are easy, sales having been made at $2 25 to $2.30, and prices are soft at this basis.

COPPER—Quiet and unchanged at 9¾ to 10c.

TIN—Meets a moderate call at 18 to 19c.

SPELTER—Is dull and unchanged at $4.50 to $4.75.

ANTIMONY—Is nominally the same at 10½ to 12c.

LEAD—Is easy at $2.75 with nothing doing.

SHEET ZINC—Is unchanged at $5 to $5.25.

CEMENT—There has been an average business in cement, small lots moving fairly well. Stocks on spot are not heavy. There are fair quantities coming forward. We quote spot prices at $2 to $2.10 for English brands, and $1.85 to $1.95 for Belgian, and to arrive, English brands $2, and Belgian $1.80 to $1.90. A fair amount of business has transpired in firebricks at $18.50 to $22.50 per 1,000, as to brand.

PAINTS AND OILS.

Easiness in seal oil is one of the features of this market, and further business at the decline noted last week has transpired, round lots changing hands at 35c. The bitter feeling noted in linseed is maintained. Prices remain the same. The cutting in leads and colors still continues and prices are very unsettled. We quote: Choice brands white lead Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1 $6.25; No. 2, $5.25; glass, $1.25 first break; $1.35 second break, per 50 feet; $3.25 for first break per 100 feet; linseed oil, round lots, raw, 54c., boiled, 56c.; putty in bulk, $1.85; seal oil, 42 to 44c.

GLASS.

There is no change in glass, which rules quiet. We quote $1.25 for first break; $1.30 second break, per 50 feet; $3 25 for first break per 100 feet; putty in bulk, $1.85.

PETROLEUM.

The demand has been fair for petroleum. The easiness noted in American oil last week has extended to Canada and prices are easier, round lots changing hands at a ¼c. decline. We quote: Canadian refined at 11c. in shed in Montreal for round lots, and 12c. for small quantities. American petroleum, 14 4-5c. in car lots, 15¼c. in 10-barrel lots, 15½c. in 5-barrel lots, and 16c. for single barrels, net cash; American benzine, 23 to 25c.; Canadian benzine, 10¾c. Petrolea; 12¾c. Montreal.

HIDES.

The situation in hides is unchanged, prices being unsettled owing to competition between dealers. Receipts are heavy and prices are easy. Steers' hides are quoted at 4½ to 5c., and butchers' at 3½c. for No. 1, 2½c. for No. 2, and 1½c. for No. 3; lambskins are steady at 15 to 20c. each, and calfskins dull at 5c. per lb.

TALLOW.

There is a fair enquiry for tallow and the market is steady at 6¼ to 7c., as to quality.

MONTREAL TRADE NOTES.

The receipts of cement during the week aggregate 3,000 lbs. The bulk of this was for Wm. McNally & Co.

Further round lots of seal oil, aggregating in all some 500 brls., have been taken on Western account at 34½ to 35c.

Stocks of heavy metals are very ill assorted on this market for the season of the year, and the fact is causing some inconvenience.

It is claimed by importers that it would cost 2c. per gallon more to lay fresh supplies of linseed oil down here than it is selling for at present.

The Government Canal Works have contracted for some 2,000 casks of best Portland cement on this market, and the available stock on spot is consequently small.

During the week almost all the small remaining lots of Eglinton and Summerlee brands of Scotch pig, which are the only kinds here, have been taken from off this market.

The delay in the arrival of the S.S. Memnon, which has quite a cargo of supplies for the paints and oils trade on board, is causing considerable inconvenience to the members of that branch of trade.

Manufacturers here and in the west, have it is said, purchased over 2000 tons of wire rods during the past week. This is owing to the coal strike in the States, makers there not being able to fill their Canadian contracts, some of which were taken at ridiculously low prices.

If this coal strike continues much longer in the States pig iron importers here say that it will open up some interesting possibilities in regard to the supplies of pig iron in Western Ontario, which is in the habit of drawing the bulk of its supplies from Cleveland and Buffalo.

TORONTO MARKETS.

TORONTO, May 25th, 1894.

HARDWARE.

REPORTS are not of a roseate character this week. The weather has dampened trade as well as mother earth, while another factor in the premises is the holiday, in consequence of which some travelers have not gone out at all, while others



are only out for a couple of days. What the weather and the holiday is not responsible for, belongs largely to the difficulty experienced in shipping heavy materials, in consequence of the Grand Trunk Railway refusing to carry any but perishable or light freight because of a shortage of coal. Aside from these influences, which are only of a temporary character at most, the outlook is assuring rather than otherwise. Fruit and cereal crops promise well, taking them all round. Stocks in merchants' hands are not large. A fair amount of building is going on in the country districts, and payments are not bad. There is a firmer feeling in nails, some makers having advanced prices.

WIRE—Plain, barb and fancy wires are still in seasonable demand at unchanged prices.

ROPE—Fair quantities are going out, but prices are still unsettled. We quote nominally: Sisal, 7-16 in. and larger, 6¾c.; ¼, 5-16, ⅜ in., 7¼c.; Manilla, 7-16 in. and larger, 9 to 9¼c.; ¼, 5-16, ⅜ in., 9½ to 9¾c.

CUTLERY—A fair sorting up trade, particularly in pocket knives, is still experienced. It is early yet for trade in carvers, table cutlery, and butcher knives.

CUT NAILS—A western maker announces an advance of 10c. per 100 lbs., and there is a firmer feeling generally, on account of the coal strike, presumably. Jobbers are still quoting $1.80 for carload lots and $1.85 for small lots.

WIRE NAILS—Business, as before, is fairly good without any special feature to note. Discounts are unchanged at 75, 10 and 5 per cent., shipment in 10 keg lots being prepaid.

HORSE NAILS—Business quiet and prices unchanged. We quote: "C" 60 per cent., and "B B" and "M" 60 and 2½ per cent.

GREEN WIRE CLOTH—There is still a good movement at $1.85 per 100 square feet.

SCREEN DOORS AND WINDOWS—Demand continues fairly good, with stocks ample.

TACKS—Dull and featureless is trade in this line.

CHAIN—Demand is still light for coil chain, and a few enquiries are heard for tug and trace chain. Prices are as before.

HORSESHOES—Much as before. We quote $3 80 to $3 85 Toronto.

WARE—The improved demand noticed last week for Peerless and Eclipse ware has been fairly well maintained, while trade in white ware is still not as good as desirable.

LAWN MOWERS—Nothing special has de-

MARKETS—Continued

veloped. The demand continues good at unchanged prices.

PLUMBERS' SUPPLIES—Trade continues dull and featureless.

BUILDERS' SUPPLIES—The improvement noted last week has been fairly well maintained.

MILK CAN TRIMMINGS—Enquiries are still heard for made-up cans, but there is not much doing otherwise.

CLOTHES WRINGERS—Business fair, with Royal Canadian unchanged at $29 per dozen.

STOVE BOLTS—Are lower, the discount now being 60 and 10 per cent. off the list.

HARVEST TOOLS—Business is fairly well maintained, and there is now no difficulty in supplying the demand.

HINGES—Barn door hinges are selling fairly well, but outside this particular kind there is not much doing.

TAR, ETC.—There is a fair trade doing. We quote: Roofing pitch, $2.50 per brl.; pure coal tar, $4 per brl.; refined coal tar, $4.50 per brl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per brl. and 75c. per doz. pint tins; pine pitch, $2.75 per brl.

CEMENT, ETC—Business fair. We quote: Portland cement (English), $3 per brl.; New Brunswick plaster paris, $2 per brl.; Canadian water lime, $1.25 per brl.

FIREBRICK, ETC.—Scotch fire brick, $3.25 per 100; Scotch fire clay, $1 per 100 lbs.

METALS.

There is a firmer feeling in iron in consequence of the coal strikes, and higher prices are being asked in some instances. Some enquiries are heard for pig iron, but the situation does not appear to improve any. Ingot copper is in better demand, but in other lines business remains much as before.

PIG IRON—A few enquiries are heard for small lots of American and domestic, mostly for the former, but from the fact that special shipping rates have been withdrawn and the Grand Trunk refuses to ship such class of freight, practically no business can be done. Canadian iron is quoted lower. We quote: Summerlee, $20 to $20.50; Carnbroe, $19 to $19.50; Siemen's, $18 to $18 25.

BAR IRON—Prices are firmer, the price $1.85 being now firmly adhered to.

SHEET IRON—There is a little doing in small quantities. Quotations are nominally as before. We quote as before: 8 to 16 gauge, $2.50; 18 ditto, $2.50; 20 ditto, $2.50; 22 to 24 ditto, $2.35; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Gorbal's, 26 gauge, 5½c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

IRON PIPE—Quite a number of orders for small lots are reported. We quote 67½ to 70 and 10 per cent.; galvanized iron pipe, 47 to 50 per cent.

BOILER TUBES—Prices are weak and quotations nominal, while orders are small. We quote: 1¼ inch, 7c.; 1½ inch, 7¾c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

SHEET STEEL—Quiet and unchanged. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

GALVANIZED IRON—Business quiet, while quotations are still being shaded under certain conditions. We quote 4½ to 4¾c. for 28 gauge in case lots.

INGOT TIN—Some good sales are reported on country account, ton lots going out at 18½c. and small lots at 19½ to 20c.

INGOT COPPER—Enquiries are freer than a week ago. Prices are unchanged at 10 to 10½c. in cask lots.

SHEET COPPER—Nothing new, demand still being fair with prices unchanged, at 15 to 17c.

ZINC SPELTER—There are only a few calls in this line, and prices are as before. We quote: Foreign, 4½ to 4⅝c.; domestic, 4 to 4½c.

CORRUGATED IRON—Trade is good, particularly in the country, on account partly of damages done by the storm. We quote: "Owl" brand from genuine steel plates, zinc coated, $4.25 to $6 per square; painted steel, same brand, $3 to $4.75, according to gauge.

TIN PLATES—Not much doing, there being some enquiries but not many sales. Prices rule from $3.50 to $3.75 per box for I.C. charcoal, and $3.25 to $3.35 for coke.

TERNE PLATES—Quiet and unchanged at $6.75 to $7.50 per box 20 x 28.

ZINC SHEETS—Quiet and featureless at 4¾ to 5c. in cask lots.

HOOPS AND BANDS—Business is still quiet in this line. We quote base price: English, $2.40, American steel, $2.

CANADA PLATES—A few import sales are reported at $2.30 for half-and-half. Half polished from stock is quoted unchanged at last week's decline, namely, $2.50 to $2.60.

SOLDER—Demand is little better, and some sales of 1,500 lb. lots of half-and-half are reported at 12½ to 13c. Guaranteed half-and-half is quoted at 13½ to 14c., with commoner brands lower according to composition.

PIG LEAD—There is not a great deal doing. Prices are unchanged at 2¾ to 2⅞c. for carload lots.

ANTIMONY—Market dull and prices easy at 9½ to 10c. for Cookson's.

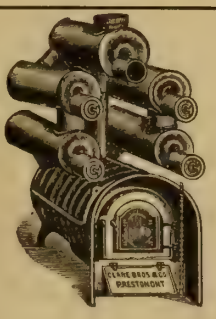
BELTING—Trade good, both leather and rubber belting being frequently called for.

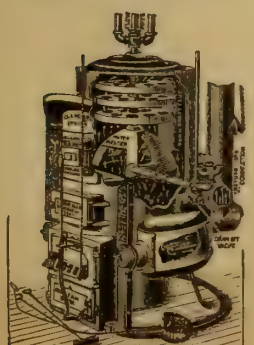
OLD MATERIAL.

Trade is reported dull. Dealers are carrying large stocks and paying very low prices. We quote prices paid by dealers as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 30 to 35c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 6¾ to 7c.; heavy scrap copper 7½ to 7¾c.; old copper bottoms 6 to 6½c.; light scrap brass 4c.; heavy yellow scrap brass 6c.; heavy red scrap brass, 6 to 6½c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 2½ to 2¾c.; country mixed rags, 60 to 75c. per 100 lbs.; clean dry bones, 45 to 55c. per 100 lbs.; borings and turnings, 10c.

GLASS.

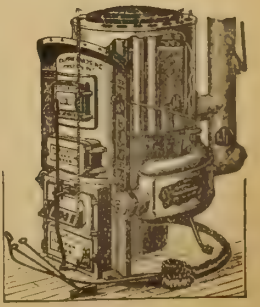
Shipments are arriving, but stocks are still low. A number of import orders are on the way between Montreal and point of destination, while some wanted with the opening of navigation will not be here for another

Best Value  on Earth.



These are the Furnaces that secure the trade for dealers who handle them.
They have no rivals but many imitators.

Clare Bros. & Co. ....Preston, Ont.



week or ten days yet. Prices are unchanged at $1 20 to $1.25 first break. A fairly good trade is reported in plate glass.

PAINTS AND OILS.

Further advances in turpentine have been made in the South, and to lay this article now here at present figures would cost about 41½c. In spite of the cutting that is going on here prices are firmer in sympathy with the American market. Some houses have advanced their prices to 43c. f.o.b., while others are still quoting 41 to 42c. Stocks on spot are low, some jobbers being practically sold out. Demand on the whole fairly good. Prepared paints are moving fairly well in a sorting up way, at $1.05 for pure. There is a good deal of linseed oil moving, at 53 to 53½c. for raw and 56 to 56½c. for boiled f.o.b. Toronto. Demand has fallen off a little for white lead, but there is still a fair trade doing; 4½ to 4¾c. is the ruling range of prices. Paris green is going out nicely, and a number have got their shipments. We quote at 12½c. in drums and 14½ to 15c. in packages. Putty is quiet at $1.90 to $2 in bladders, and $1.80 to $1.90 in bulk. Castor oil is quiet at 6⅝ to 6¾c. in case lots, and 7c. in single tins. Refined seal oil is quoted at 58 to 59c. per gallon, in barrels.

SEEDS.

The season for all early grass seeds and cereals is practically over, and the demand is now for ensilage corn, Hungarian grass, buckwheat and millet seed. We quote jobbing price: Ensilage corn, 58 to 80c. per 56 lb. bushel; Hungarian and millet, 75 to $1 per bushel of 48 lbs.; buckwheat, 60 to 70c.

PETROLEUM.

Trade is fair. No changes in prices are reported. We quote 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; Canadian water white, 16 to 17c.; American water white, 18 to 19c.; photogene, 20c.

The Petrolia Advertiser in its weekly report says: "Crude oil, 92c. per brl.; refined, 6 to 6¼ cents in bulk, or 9 cents in barrels in car lots f. o. b. here. Oil matters are quiet, but crude values are firm with a rising tendency and may be nominally quoted at the above figures."

MARKET NOTES.

Stove bolts are lower at 60 and 10 per cent.

Sanderson Pearcy & Co. have got in stock a fresh shipment of glue.

A. C. Leslie & Co. report a good trade in imported barbed, plain and fancy wires.

Samuel, Benjamin & Co., have a shipment of Hosmer's axle grease in stock. This grease is highly spoken of.

H. S. Howland, Sons & Co. report large large sales of Rexford's harvest tools and Samson's spades and shovels.

Painchaud, Squire & Co. report that their advices from Germany state that makers of enamelled ware there are booked so far ahead that there are fears of some orders not being filled on time.

Francis Hyde & Co. have secured the contract for the supply of cement to the Soulanges Canal works, about 3,000 barrels being involved.

H. S. Howland, Sons & Co. are having a steadily increased sale of the Hartz steel tackle and snatch blocks and hay fork pulleys.

Schultze Smokeless and American Dead Shot gunpowder, for which H. S. Howland, Sons & Co. are sole agents for Canada, are already in good demand and many enquiries for prices.

Shipments of glass direct from Antwerp have arrived in Montreal, and wholesales will have fresh stocks in a few days. Stewart & Wood have 8,900 boxes on one of the steamers.

The prizes that were competed for on the 24th of May by the Q. O. R, at St. Thomas, were manufactured by the Toronto Silver Plate Co., and are being supplied through the Stacey Hardware Mfg. Co.

A daily paper says the works of the Canada Screw Co. at Hamilton are closed down. This is only, it is understood, in part true. It is only some of the departments which have sufficient stock on hand. The works generally are still running.

The Consolidated Plate Glass Co., Toronto, report the receipt of an extensive shipment of large size plate glass. "Trade in the city is quiet, but outside it is moving nicely," said a representative of the firm.

The Metallic Roofing Co. have received the contract to supply their "Owl" brand of pressed double cap roofing for J. & G. Black's lumber mills, Thurso, Que., and for the placing of "Owl" brand metallic ceiling in the Brockville Asylum.

The Toronto Fence and Ornamental Iron Works, Toronto, have received the contract for the erection of an ornamental iron fence around the residences of R. E. Gibson and P. H. Colton, of Gibson & Colton, hardware merchants, Pembroke.

Samuel, Benjamin & Co. have experienced an unprecedented demand for their Double Truss Cornice Brake during the past week. "We attribute much of it to our advertisement in HARDWARE," said a representative of the firm.

The Cleveland Rolling Mill Co., of Cleveland, O., write H. S. Howland, Sons & Co. as follows: "I saw in Toronto HARDWARE an advertisement of yours of an emery wheel grinder for household use. Will you kindly inform us as to the cost of same." The lesson is obvious.

Everybody knows the difficulty there is of keeping flies away from horses and cattle during the hot summer days. Samuel, Benjamin & Co. this season control the sale on this market of the Mexican Fly Exterminator, which is said to effectually do what its name asserts it will. As a hoof ointment it is also said to have no superior.

The winners in the Prize Essay Competition will be announced next week.

The Gurney Foundry Co., Toronto, has shut down owing to its inability to obtain coke for melting purposes. The firm states that it has a large supply of goods on hand, and hopes to be able to fill all orders that it may receive until able to resume work.

Samuel, Benjamin & Co. have made another entry of poultry netting, and are now in a position to fill all back orders. "The season is well advanced for poultry netting," said a representative, "but we are receiving orders for it every day."

The Gurney Foundry Co., Toronto, have received an order for four of their largest Oxford boilers and a carload of radiators for the St. Louis Hotel, Quebec. The Rev. Father Quinn, of Marysville, has placed his order with the firm for one of their Oxford boilers and radiators.

Frankel Bros., dealers in old metal, etc., Toronto, report that they are at present handling a large quantity of old rubber boots and shoes. The firm say: "Anyone desiring to get quotations for these goods will find it advantageous to communicate with us."

The Gutta Percha & Rubber Mfg. Co. report doing a brisk business in "Lion" and "Kink-proof" garden hose. "Never in the history of our business has the demand for garden hose been so great," said a member of the firm. "We have been forced to work overtime, and are severely taxed to keep up with our orders."

John L. Simpson, of the Walkerville Malleable Iron Co., is visiting the jobbing trade, with samples of butts, gate hinges, shelf brackets, clothes reels and general shelf hardware, which they are now putting on the market in malleable iron. Hitherto the bulk of the goods of this character have been made of cast iron, and being very brittle, snap under the slightest strain. Properly made malleable iron, as is well known, bends, but does not break.

The McClary Mfg. Co. will soon place on the market a new range that will be known as the "Famous Active." It will be made in two sizes, and is designed by our own pattern maker," said a member of the firm. "The oven is ventilated and is supplied with a thermometer, which is placed in the door, for which we have the exclusive right in Canada. This range embodies all the latest ideas and improvements, and is exceedingly handsome. We will be ready to offer them to the trade some time next month."

Rogers, Brown & Co., Buffalo, report Toronto market for American pig iron as follows: "There is a firmer feeling in American

iron in this market, due more to the withdrawal of sellers than from an improvement in demand, although in this latter respect some little improvement is shown through an increase of shipments. A well defined scarcity of one or two of the popular grades of Southern iron has developed and furnaces are asking 25c. per ton advance on these. The prospect of an advance in freight has caused sellers to withdraw quotations for future delivery, which were based on existing rates. We quote below on the cash basis f.o.b. Toronto in bond: No. 1 foundry strong coke iron Lake Superior ore, $12.75; No. 2 foundry strong coke iron Lake Superior ore, $12.25; Jackson county silvery, No. 1, $17.80 to $18.30; Lake Superior charcoal, $15.80; Southern soft, No. 1, $11.50; Southern soft, No. 2, $11.25."

UNITED STATES MARKETS.

NEW YORK, May 25, 1894.

PIG TIN—Under the stimulus of about 5s. per ton advance in London prices, the New York market gained slightly in tone. There was stiffer, although not particularly brisk bidding, yet enough of it to carry values above the extreme lowest point to which they went in remote instances during the latter portion of last week. Bids were made yesterday of 19.85c. for 5-ton lots of Straits on the spot. There were offers also of the same price for current month, and 19.80c. for June delivery, all net cash terms; while the market appeared stronger in tone. small jobbing quantities were dealt out at about 20c. on 30 to 60 days time, a fact that is at the least rather suggestive. Consumptive and jobbing demand was, as a rule, referred to as having been only moderate.

COPPER—The market remains in a dull and rather soft condition. Following the rumors last week of "cut" prices on this side of the Atlantic, there were advices by cable of about 5s. decline in London, which, with slow business and spiritless demand, served to add somewhat to previous depression. As matters stand, it is next to impossible to accurately gauge values. The extremes are about 9¼ to 9½c. for Lake Superior ingot, 9 to 9¼c. for electrolytic, and 8⅞ to 9c. for common casting stock.

PIG LEAD—The pressure of soft Missouri was somewhat greater than at the close of last week, and, as offers of carload lots were yesterday made at 3.32½c., the general market wore a rather dejected appearance. There were very few buying orders from any quarter at above the basis of 3.30c. for carload lots of desilverized lead, and only a few at that price. St. Louis wire to the Exchange quoted 3.12½c. The London cable was £9 2s. 6d. for soft Spanish.

SPELTER—Orders come in slowly, and purchases of more than carload lots are strictly the exception. Besides remaining dull the market is rather weak, with 3.45 to 3.50c., apparently full value for ordinary

STEEL

All kinds of Agricultural, Carriage, Machinery and other steels imported promptly and at bottom prices.

Try our special "Dominion Crown" brand of English Tool Steel.

A. C. LESLIE & CO.
MONTREAL AND TORONTO.

Pure Southern TURPENTINE Our Specialty

Remember, we are headquarters for the pure article, and intending purchasers will do well to get our price before placing their orders.
Every barrel of Turpentine we ship is accompanied by our printed guarantee that it is ABSOLUTELY PURE.

We Are Not Members of any Combine.

FRANCIS, FROST & CO., 33 Front St.W., TORONTO

ROBERTSON'S
D. L. & W. TRADE MARK C. L. & W.
READY MIXED
Warranted Absolutely Pure
PAINTS

BEST ON THE MARKET.

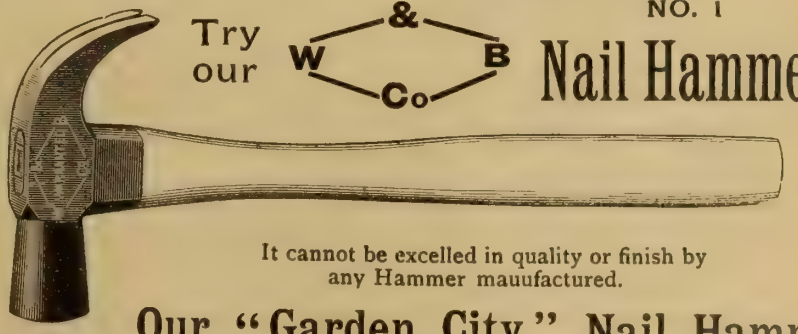
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The James Robertson Co. Ltd., Toronto

THE WHITMAN & BARNES MFG. CO.

Canadian Branch: St. Catharines, Ont.

Try our W & B Co NO. 1 Nail Hammer



It cannot be excelled in quality or finish by any Hammer manufactured.

Our "Garden City" Nail Hammer

GET OUR PRICES AND TRY OUR GOODS

Is the best and cheapest "Solid Cast Steel" Hammer on the market. . . .

We aim to keep in stock a full line of Hammers, Sledges, etc., and will make prompt shipments. . . . . .

MARKETS—Continued

Western brands in carload lots. The Metal Exchange wire from St. Louis was 3.20c. The London cable quoted £15 15s. for good merchant brands.

ANTIMONY—Purchases are still almost invariably on a rather small scale. The demand is also tame and prices remain easy at 10 to 10¼c. for Cookson's, 8¾ to 8⅞c. for Hallett's and 9¼ to 9⅜c. for LX, according to size of lot.

TIN PLATE—Fairly good orders were filled for both prompt and future deliveries and the volume of business compared very favorably with the larger dealings during the latter part of last week, in both prompt and forward deliveries. Generally speaking, however, the market shows little improvement in tone.

IRON AND STEEL—Scarcity of coal is affecting both deliveries and consumption of pig iron in Eastern markets. Furnace men are inconvenienced, not only by present and prospective scarcity of coal, but by poor transportation facilities. Foundrymen, hardware manufacturers and other consumers of American pig iron also experience some difficulty with transportation facilities. The position of buyers and sellers is, in fact, so far neutralized that the market for other than some few lines of iron is not affected sufficiently to cause any radical change in prices. The bulk of the business passing is at practically former rates.

Dealings in old material were on a moderate scale and the negotiation was tame, with buyers' and sellers' ideas on prices about the same as they have been for several days.

Nothing new transpired in the condition of the market for steel rails, fastenings, plates, beams or other heavy material. The market for light forms of manufactured iron and steel was quite as featureless.

BICYCLES AS HARDWARE.

THE hardware dealer has confined himself heretofore almost exclusively to the beaten path of his predecessor. In all other lines of trade the retailer has branched out and ignored the traditions surrounding his special field. He has pulled down the walls of separation and considered the whole field of business open to him if there was profit there. But the hardwareman has seemed to draw a circle about himself beyond which it was difficult to coax him to extend his line.

There are three lines, all of them profitable and closely connected with the hardware trade, that have been ignored by the large majority of hardware dealers:

1. Guns and ammunition.
2. Fishing tackle.
3. Bicycles.

As to guns and ammunition, I can remember the time when this profitable branch was almost tabooed by the retail hardware trade. A little powder and shot, a few caps, a few pounds of bar lead—these were all in that line that could be coaxed upon most dealers, and more than many of them would buy. It seemed to be a matter of business ethics that everything connected with hunting goods belonged of right to the gunsmith.

In fishing tackle one could sell a small assortment of hooks and lines to the hardwareman, and there he would stop, and it is only within a few years that he is learning his mistake in the past in this.

With the coming of base ball goods into prominence one would have supposed that balls and bats would naturally gravitate toward the hardware store, but such has not been the case. Better stocks of these goods are kept by the sporting goods houses, and in some small towns by the grocer or dry goods dealer than by the hardwareman.

The same mistake was made with bicycles. They were looked upon as being entirely outside of any such staple, steady stock as that of hardware. In most cases some bright young fellow managed to buy a wheel at a discount from list prices, and at once set about selling one to a friend. He succeeded and wanted an agency; secured it and pushed his sales.

The retail hardwareman has no excuse to-day for permitting this business to pass his door. Whether general hardware business is better or not, whether trade generally improves or not, this fact is beyond dispute—the bicycle business and trade is here to stay, and machines will sell, be the financial future bright or dark.

The day of fancy prices seems to have passed. Prices have by no means reached their level, but they will get there inevitably, because of the large number of new wheels for which a market must be found, as well as the increased purchasing power of a dollar, owing to declines in wages and prices of all products.

The rising generation are going to ride wheels. They will be used for pleasure and for work. The mechanic will use them in city and country going to his labor. Children must have them. Women will, more and more, claim them for their own. What at first was a mere curiosity, a wonder, a fanciful creation, later became a really useful machine, and is now a necessity. Its horizon will broaden as the price brings it within the reach of the masses, and a wise hardwareman will put himself in touch with this trade at once, and commence to identify himself with some good machine.

What shall he buy? The answer is—the best machine for which he can secure the sole agency for his town or city.

No one machine is so pre-eminent in all points—quality, price and reputation—as to make one feel that if he cannot get that he must get none. If there was such a machine its price would be correspondingly higher, so that the man selling another wheel could offset reputation by concessions in price. We all admit the superior quality of Ames' Shovels, yet we sell large quantities of other brands, too.

Secure the agency for a good machine not already represented in your place. If you are not a good rider, learn to be one. Use a wheel as often as you have occasion to go out of the store. Carry only a small line in store, unless you are able to pay for a larger stock. Secure from your company a large supply of literature of the wheel. Send this where it will do good. Talk your new line to every customer. Fit up a room, or a track in your yard, where wheels can be shown. Teach people to use your wheel.

If you can sell on the installment plan, make your price one that will pay for this. If you sell on credit protect yourself as you would if you were selling a mowing machine.

Do not carry a stock larger than is necessary, even if your factory will send you goods on consignment. Wheels going in and out are a good advertisement. If sent to you on consignment, see that your insurance policy is made to cover such goods.

Do not overstock on the parts and appurtenances belonging to wheels. Buy cautiously till you know your trade as you know it in nails or hinges. But lay in a small, though full, assortment of such goods, for they will sell and should pay large profits.

Do not take the agency of more than two makes of wheels, if you decide to have more than one, but the best result is obtained by the "one idea" man in the long run, providing always that he has a wheel that will do exactly what he claims and expects of it.

In the large cities, where are bicycle clubs and tournaments, the dealer must advertise largely and contribute liberally to prizes and for races.

The cautious country dealer will not copy this except for an occasional event like a local fair, when prizes offered boys will lead to rivalry and trade. The bicycle business cannot be increased profitably by making a bargain counter of it, but must be pushed by learning who in the community are interested in a wheel or are talking of getting one, and then seeing such persons at once.

A considerable business is done in repairing bicycles, and an agent who also has a repair shop has a decided advantage over his competitors, as well as a source of revenue. The hardwareman who employs a tinner can open a repair shop of his own at no expense. If he has no tinner, he should arrange with a mechanic in his town to do repairs for him, unless he is something of a mechanic himself, as most hardwaremen are. In that case it would pay him well and give him prestige as an agent to perfect himself in the work, so that he could do his own repairing.

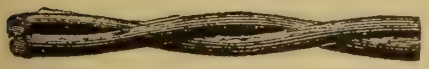
In conclusion, it can safely be said that the bicycle business is one worthy the immediate attention of every hardwareman for the money there is in it and in all things connected with it, but that he should not rush into extravagant stock nor expensive advertising; he should carefully feel his way.—A. H. Hope, in Iron Age.

Two-Ply Twisted Fence Strand



Galvanized Fence Staples
Oiled and Annealed Fence Wire.





Manufactured by

The B. Greening Wire Co., Ltd.

Write for Catalogue.

HAMILTON, CANADA.

GLUE

Write for Sample and Price of

"GEM" BRAND

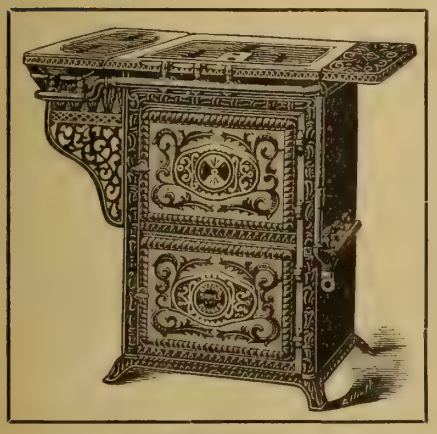
JUST IMPORTED

Strong as French Medal and Cheaper

Toronto Lead & Color Co., Ltd.

SUMMER # OXFORD **STOVES**

ECONOMICAL. EFFICIENT. BEAUTIFUL.



GAS RANGE.

Oxford Gas Ranges

5 SIZES.

Bakes, Boils and Roasts quickly and uniformly.

Are Immense Water Heaters

No Waste. No Odor.

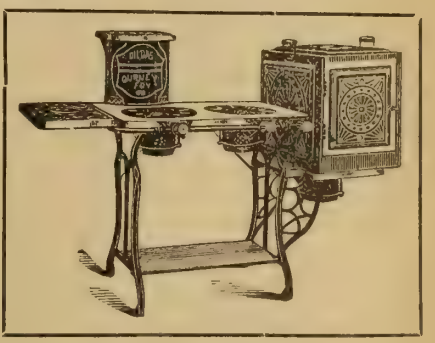
Oxford Oil Gas Ranges

5 SIZES.

Makes its own Gas as it Burns it.

Makes Gas from Ordinary Coal Oil.

Bakes, Roasts and Boils perfectly. Cost of Fuel ½c. per hour.
No Odor. No Wick.



OIL GAS RANGE.

PEOPLE WILL ASK FOR THEM. YOU MUST HAVE THEM.

Send for Price List of our Latest Production THE OXFORD GRADUATE Wood and Coal Cook Stove.

THE GURNEY FOUNDRY CO., LTD., Toronto. **THE GURNEY-MASSEY CO., LTD., Montreal.**

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOHN MacPhee, hardware, Cornwall, has been closed up under a chattel mortgage. Stock is being taken.

D. L. Dwinnell, steamfitter, Montreal, has assigned.

F. W. Fisher, general store, Lundyville, has assigned.

Alex. McDougal, general store, Margaree Harbor, has assigned.

Jos. Pare, general store, St. Vincent de Paul, Que., has assigned.

Donaldson & Lane, blacksmiths, Nanaimo, B.C., have satisfied chattel mortgage for $500.

Isaac M. Miller, general store, Saanichton, B. C., has satisfied chattel mortgage for $900.

E. W. Bickle & Co., general store, Wellington, B. C., has satisfied chattel mortgage for $5,000.

J. K. Glen and wife, fancy goods, crockery and tinware, Ottawa, have assigned to Jas. Bailiff.

A demand of assignment has been made upon J. McManus & Co., general store, Sherbrooke.

J. A. Frigou, Jr., general store, St. Narcisse, Que., is offering to compromise at 50c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

W. E. Sanford, special partner, has withdrawn from the firm of Bowman & Moore, hardware, Hamilton.

H. A. Planche & Co., general store, has dissolved; Henry A. Planche continues, style unchanged.

E. A. Manny, has registered proprietor of the firm of E. A. Manny & Co, mfrs. of furnaces, etc., Montreal.

J. Washlehowsky and J. Camainsky, Montreal, have registered partners to carry on business in rags and metals.

John Creed and Arthur Small, Montreal, have registered partners as plumbers, under the style of John Creed & Co.

Geo. McDonald, general store, Westville, N.S., has admitted — Matheson as partner; style now McDonald & Matheson.

Rose Delima Renaud, wife of E. O. Lesperance, has registered proprietress of the firm E. O. Lesperance & Co., general store, Montreal.

Chas. D'Etremont, general store, etc., Pubinco, N.S., has admitted H. S. Le Blanc as partner, under the style of Chas. D'Etremont & Co.

Co-partnership has been registered by L. Coates and S. Mason, Parsboro, N.S., to carry on business of general storekeepers under the style of Coates & Mason.

E. S. McAlpine and James F. D. Townsend, Louisburg, N. S., have registered co-partnership to do business as general storekeepers; style McAlpine & Townsend.

SALES MADE AND PENDING.

John Wisdom & Son, general store, Dartmouth, are selling off grocery stock at auction.

The assets of J. Lecompte & Fils, plumbers, Montreal, are to be sold by auction on the 28th inst.

McLennan & McFeely, Vancouver, house furnishings, etc., have sold their plumbing department.

J. W. Jones, London, made the following sales last week: The general stock of W. C. Mackie, of Beamsville, valued at $2,973.30, to Jas. F. Earle, of Toronto, at 70 cents on the dollar; stock of A. Smith, tailor, Belmont, valued at $1,602.64, to Henry Macklin, London, at 46½ cents on the dollar.

CHANGES.

J. R. Watson, blacksmith, Austin, is giving up business.

Jas. Shelford, blacksmith, Qu'Appelle, is giving up business.

John A. Gairdner, general store, Orono, is giving up business.

Simpson Bros., general store, Altamont, have sold out to W. Madell.

Thos. Hebblewhite, hardware, Almonte, has sold out to G. A. Moir & Co.

McPhail & Co., general store, Springfield, have been succeeded by R. W. House.

J. Bemrose, blacksmith, Campbell's Cross, has been succeeded by James McKinney.

T. J. Borden, general store, Port Williams, N.S., has been succeeded by S. A. Stephens.

H. McPherson & Co., foundry, Oxford, have been succeeded by McNeil & Langille.

J. M. Donaldson, blacksmith, Nanaimo, B.C., has been succeeded by Craig Bros. & Co.

John Hamilton, agricultural implements, Shelburne, has been succeeded by W. T. McCutcheon.

FIRES.

D. Oke, general store, Holmfield, has been burned out.

W. H. Stafford, general store, Ameliasburg, has been burned out.

S. Allan, carriage maker and blacksmith, Ameliasburg, has been burned out.

The stock of Fiddes & Hogarth, plumbers, steam and gas fitters, Montreal, was partially damaged by fire and water. It was insured.

DEATHS.

R. Craig, blacksmith, Nanaimo, is dead.

John Leet, blacksmith, Port Mulgrave, N.S., is dead.

Jas. Frazer, general storekeeper, Bridgeville, is dead.

H. L. Milton, of Crandall & Milton, general store, Salisbury, N.B., is dead.

Trade at Victoria Harbor, since two of the large mills there have started up, has improved a great deal. It is said that the mills at Victoria Harbor have timber limits under their control which will keep them supplied with lumber for the next twenty years. Prospects are considered bright at Victoria Harbor.

TRIUMPH CORN PLANTER.

There are corn planters and corn planters. The "Triumph," a cut of which is subjoined, is a corn planter. "It is the cheapest and most durable planter in the market," say the agents, H. S. Howland, Sons & Co., Toronto. All the working parts are malleable iron and the blade is of steel. A feature of the "Triumph" is its adaptability to all sorts of soil. It never clogs, and the operator can see the corn deposited in the ground. Its planting capacity is 10 acres per day.



Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price).

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS.

Sent, postpaid, on receipt of price.

HARDWARE MERCHANT
TORONTO.

HOW TO PRICE POCKET CUTLERY.

HARDWARE merchants who handle cutlery are often puzzled how to mark the price on pocket cutlery in such a manner that it will not get rubbed off, and yet can be easily taken out, should the article be sold, without leaving a mark, thereby lessening the article's value.

A correspondent in the Ironmonger furnishes the following suggestions in relation thereto: "To mark one's stock of pocket cutlery involves some labor, but the result amply repays the cost. Nothing is more provoking, when serving, than not to be able to quote the exact price of the goods under inspection. If it is essential that the mark be removable, a gummed ticket must be used, but these are objectionable in many ways. Sportsmen's knives may, however be marked in ink under the corkscrew, and it is easy to erase the writing when desired. The least unsatisfactory plan, however, is to scratch the mark on the back of the large blade, near the heel. This can be done with a graver or even with the tang of a saw-file. If the price is always written in the private mark there is no necessity to erase it, for being on the back of the blade it is no disfigurement, and should it be observed by, say, the person to whom the knife has been presented, he cannot tell what it has cost. I have never met with any objection to this method. It is important to adopt one place for the mark, so that it may be found instantly. It is for this reason that the back of the large blade is suggested."

BEARINGS FOR LATHE WORK.

Piece work has just received a kink in the way of using the tail stock in holding work in place on the live spindle, says an exchange. It is often convenient to set articles on the face plate and hold them in position by the dead centre. If a cap piece is made use of to turn on the centre it soon rusts up and becomes injured, as the centre must be set up solid to give driving force to the work. The cap piece is now made in two parts with about a dozen bicycle balls between them, and is socketed to the tail stock for good. All that is needed now is to place the work in position without stopping the lathe, set the cap against it firmly with the tail screw, and take a cut off in dead earnest. Soft stock can be managed in this way that will rival the wood turner.

Make New Customers and please . . your old ones

BY HANDLING

Work easier, cut better and wear twice as long as any others. . . .

"Clauss Scissors"

CLAUSS SHEAR CO.,

TORONTO.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

Wall Dusters

Our Wall Duster is a common-sense article which only has to be shown to be sold. Send for Price List.

FRANK HOLT, 81 Colborne Street, Toronto

TORONTO PICKET WIRE FENCE CO.
221 River St., Toronto
Picket and Woven
Wire Fencing



Send for New List



THE Eureka Refrigerator,
PATENT.
Manufactured by the
Eureka Refrigerator Co., of Toronto.
54 Noble St.
Wilbert Hooey
Manager

This cut shows our grocer refrigerator in three sizes. We also keep in stock a large assortment for family use.

Send for Catalogue.

Belt Dressing

GOODHUE'S WATERPROOF IS THE BEST.

TRY IT. 5 and 10 lb. tins. TRY IT.

H. D. Simmons & Co.
Western Representatives,
85 York Street, TORONTO.

A full stock of J. L. Goodhue & Co's belting, etc., kept here for ready delivery orders.

In

Portland Cements
Sewer Pipes
Chimney Linings and Tops
Calcined Plaster
Fire Bricks and Clay
Enameled Porcelain Sinks

Mortar Stains, and General Builders' and Contractors' Supplies

W. McNALLY & CO.

Carry the Largest Stocks and Quote Lowest Prices. . . .

MONTREAL

Hints for Retail Advertising.

SIMPLE SIMPLICITY.

BY NATH'L C. FOWLER, JR.

I CAN remember a billhead, a business card, and a circular without twice too much matter upon them, but I have forgotten when and where I saw these remarkable productions.

As about one hundred people out of one hundred say too much in their advertising, so do these people put too much into every class of printed matter they inflict upon the public.

It is presumed that the merchants send out printed matter because they want people to read it. If people won't read it there is no use in having it.

The business man reads it himself, and it reads well. He is familiar in the premises.

Because he reads it, he thinks everybody else will.

Let that business man go into the seclusion of his back office, close the blinds, pull down the shades, sit himself down, and look at himself in the darkness of his own surroundings, and ask himself if he reads other people's circulars and cards.

I present his answer as the strongest argument to my statement that nearly all printed matter is over-done, too long, too technical, and generally falls flat upon the public.

I will discuss the three principal articles of printed ware each by itself.

The billhead is not an advertisement, and has no right to take the place of an advertisement.

The billhead is simply a connection between the seller and the buyer, suggesting that the seller would like to have that part of the buyer's money due him.

There is no room on the billhead for an enumeration of all the things the seller keeps and does.

Use some general title which is supposed to cover the business.

Most concerns sell from a dozen to a thousand different articles.

It is as sensible to print them all upon the billhead as to print a dozen of them.

There is no objection to printing a specialty upon a billhead, but that is not essential.

Terms should be given, and any other information relative to the payment of the bill.

There is no excuse for printing anything other than these upon the billhead.

One-half the billheads are printed in fancy type, frequently so that the name cannot be spelled out, and very often the address appears in some Old English or script letter, so that the receiver does not know for a certainty what the address is.

In one-half of the billheads the state is left out, and as the majority of towns are duplicated in nearly every state, people outside of the state are not sure of the location of the town.

The name should be printed in plain type, because most bills are paid by checks, and it is quite essential that a check be made out properly.

The town and state should be set in equally as plain type, because most folks send remittances by mail, and the town and state are all important.

Script type should never be used on a billhead.

Plate No. 1 presents in reduced size an example of a conventional billhead, set as the majority of billheads are set.

Plate No. 2 presents the same billhead set entirely in one series of type, the different sizes being used.

Smithville, ... 189

M _____

Bought of JOHN SMITH & CO.

Dealer in Everything from Everywhere. Special attention given to all orders. Choice everything constantly on hand. Fine things for everybody.

44 SMITHVILLE AVE.

PLATE NO. 1.

Smithville, N. Y. _____

M _____

Bought of JOHN SMITH & CO.,

HARDWARE MERCHANTS,

Terms: 10 days. 44 SMITH AVE.

PLATE NO. 2.

It is always advisable to use in a billhead one series of type throughout. It makes a neater job. It is more artistic, because it is simple, and simplicity is true art. It is pleasing to the eye, the harmony is perfect, and it gives an always advisable distinctness to the firm's printing.

The ideas suggested for a billhead apply partially to a business card.

A series of types should be used throughout, and the firm name and address must be as distinct as possible.

The business card admits of more printed matter.

The merchant is justified in adding his specialties to the business card, and printing upon it information calculated to present his business in its general entirety.

Plate No. 3 presents a business card of the conventional style, no worse than a large proportion of the business cards now in circulation.

Plate No. 4 presents the same card reset in an effective way.

It will be noticed that in the first example all of the specialties are made prominent, while in the second example the general business is presented in large type, which much improves the appearance of the card.

JOHN SMITH & CO.,

HARDWARE MERCHANTS

Cutlery, Spades and Shovels, Horse Rakes, Guns and Rifles, Ammunition, Mechanics' Tools, Nails, etc.

44 SMITH AVE., SMITHVILLE.

PLATE NO. 3.

JOHN SMITH & CO.

HARDWARE MERCHANTS

Smithville Agents for Jones' Celebrated Table Cutlery.

44 SMITH AVE. SMITHVILLE, N.Y.

PLATE NO. 4.

Circulars are without limit of style, size, and wording. In a subsequent article I will discuss these, and attempt to present examples of effective ones set in the extreme of simplicity and brevity, that the reader may absorb the entire argument at a glance.

Hundreds of mirrors have been ruined by lamps being placed close to them to assist in toilet purposes, and the average glass seems to be exceptionally mean in respect of temperature. Of late years lamp glasses have been made by a secret process which makes them so tough that, even if touched with a red-hot iron, they will seldom crack. Now an inventor has gone a step further, and has produced a glass which will stand a greater heat, without bending or breaking, than iron. If this can be put on the market on a commercial basis it will promptly revolutionize our ideas of building, and enable much larger panes of glass to be used than is practicable now.

THE EXPENSE BILL.

Once upon a time, says an exchange, a certain house sent out its traveling men at the beginning of the season with many injunctions to keep sales up and expenses down; to sell whatever they could, but that no expense for treating would be allowed. By and by the travelers came in and turned in their orders to the manager, who looked them over and complimented the travelers more than he ever had before. The morsel of honey only covered the pill in his next request: Would they show him their expense accounts?

The first man handed his up and it was critically scanned.

"You have got down here 50c. for dinner at Smalltown."

"Yes, sir."

"They only charge you 25c. for dinner there!"

"Yes, but it's worth a quarter extra to eat such a meal."

SITUATION WANTED.

Advertisements under this heading, two cents per word each insertion, payable in advance.

BOOKKEEPER OPEN FOR RE-ENGAGEMENT. Experienced. References. Address E. D., HARDWARE Office, Toronto. (21)



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

MUNN'S LIQUID GLUE
IS THE BEST.

THE ART METROPOLE, Agents.
131 Yonge Street, TORONTO.

OUR SALES OF
"BURHAM" Portland Cement
For the past 8 months have been
25,499 CASKS.
"BURHAM" Brand outranks all others
Try it and be convinced. . . . .

Sole Consignees for Canada,
McRAE & CO., OTTAWA

FRANCIS HYDE & CO.

Builders' Supplies

We make a specialty of Scotch Fire Clay Flint Glazed Sewerage Pipes, Fire Bricks and Fire Clay Agricultural Drain Tiles, White Enamelled Bricks and Tiles for walls. Best brands London Portland Cement.

STORES AND YARDS:
King, Queen and Wellington Sts., Montreal

Best in the Market.



Look for the Trade Mark.

Pearl Steel Ware
Chocolate Steel Ware
White Steel Ware.

WE TROT IT OUT
. . THE . .
Anderson Pneumatic Tire

Made on a scientific principle, which proves in practice to be—well you must see it and try it yourself, then you will catch your breath, when you catch the idea.

It has reciprocating parts, and holds on to the rim with the grip of a bull dog.

It has fits! ! ! Fits almost any rim. You just pump the air in and it adjusts itself. It's resilient like a rubber ball. It neither creeps like a snail nor rolls like a log.

It has all the good qualities which an up-to-date tire must have, and in addition possesses that feature which they all lack, viz:—

You can get it off or put it on the rim without breaking your finger nails, using a screw driver, or sending it to the shop; a child can take it off quickly and put it on easily. It must come into universal use, and with that in view we have put the price as low as any ordinary good tire is being sold in the market.

We guarantee the quality of material used in its manufacture.

THE ANDERSON TIRE CO.
LIMITED
TORONTO

JUST ONE POINTER



GIVEN you through reading a single copy of THE HARDWARE MERCHANT would net you at the very least $2. Wouldn't it?

Fifty-two copies, or one year, should net you $104. Did it ever strike you in this way before? . . . . .

ARE you giving us credit for making you a return of $104 on a $2 investment? Did you ever figure out what you saved or made by a pointer taken from THE HARDWARE? Please do so and credit us up with it

AND SUBSCRIBE . . .

Clothes Wringers

"Leader" Barrel Churns

"Dowswell" Washers

"Queen and Domestic" Mangles

DOWSWELL BROS.

SUCCESSORS TO

Peerless Manufacturing Co.

HAMILTON, - CANADA

Write for Prices and Discounts.

RAMSAY'S PURE WHITE LEAD

PARMENTER & BULLOCH

Manufacturers of

Rivets, Burrs, Wire Nails Of every Description

Carpenters' Braces, and other Hardware lines.

SPECIALTIES:

Tubular, and Bifurcated or Slotted Rivets, Facing Studs, Rubber Arctic and Leather Shoe Buckles, and Shoe Braces. Write for Illustrated Catalogue and Price List.

Head Office and Works: GANANOQUE, ONT.

BRANCH WAREHOUSE:

32 and 34 St. Dizor St., Montreal

ADAM HOPE & CO.,

HAMILTON

Offer for Sale

"Pioneer" and "Sloss" PIG IRON

These are fine foundry irons, being strong and large scrap carriers.

Also all the well-known—

Scotch Brands,

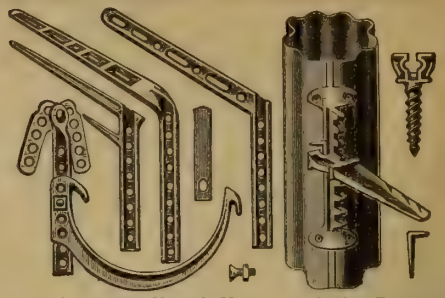
Broken Car Wheels,

and Railway Cast Scrap.

NOT ALWAYS TRUE.

TEN years ago, when a man invented anything in the line of hardware and machinery, the first thing he did, says Business, was to have it photographed and an engraving made showing the thing as it would be put on the market. This was often done as soon as the model was finished and before manufacturing had begun. As soon as the engravings were made they were distributed to all the trade papers with details of construction. The columns of the technical press at that time were full of new goods, and the retail dealer kept watch of the papers week by week to see what novelties were to be had. This plan worked well for a time, but soon developed its own peculiar disadvantages. Among others, it fostered reckless competition on new goods, and now, as the French say, we have changed all that. There are many manufacturers in the stove trade, for example, among others, who will not make an engraving of new goods nor allow a novelty to be illustrated in any way until they have loaded the trade with sample orders at least. They do not any longer pretend even to mention their newest things in the advertisements. Looking over the pages of the technical papers of the current issue, one who is familiar with the different lines of trade is struck with the remarkable dearth of novelties in the advertisements, and in the reading pages as well. Those articles that are illustrated under the head are, in many cases, veritable chestnuts. One that we note in a prominent place in the current journals has been on the market for not less than three years, and the only novelty about it now is the fact that it is illustrated for the first time. The hardware man, it would seem, as soon as he gets an article that is really novel, puts the goods through the factory and rushes them out to the trade without circulars, without cuts, without catalogues. His aim is to have them in the hands of his customers, have them supplied through his agents or salesmen before any rival establishment can get a similar article on to the market in a way to cut into his sales. This is the secret of the more modern method of doing business. It has become necessary to get a new article into the hands of the trade without telling one's rivals in the business what the good thing is. For years the columns of novelties in the trade papers were vastly more useful to the manufacturers, and to pirates who were seeking for new ideas, than they were to the customer. The piratical manufacturer has now to hunt for his novelties elsewhere. The dealer can rest assured that the novelty will come to him, even if he don't read the papers; it will come, no matter what happens. He is the man that the manufacturer is gunning for, and sooner or later, generally sooner, the new goods will be laid in his lap with a very respectful request to make a purchase just as large as his bank account will allow.

BERGER BROS. Tinners' Hardware and Roofers' Supplies.



The best Eave Trough Hangers and Pipe Fasteners on earth. Berger's Long Eave Gutter, Pipe Hooks and Fasteners of every description. Also Ridging, Crestings, Finals, Registers and Ventilators. Don't buy until you have our price. Samples and catalogue free.

237 ARCH ST., PHILADELPHIA, PA.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C. I. F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.

Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

None Genuine without this Brand

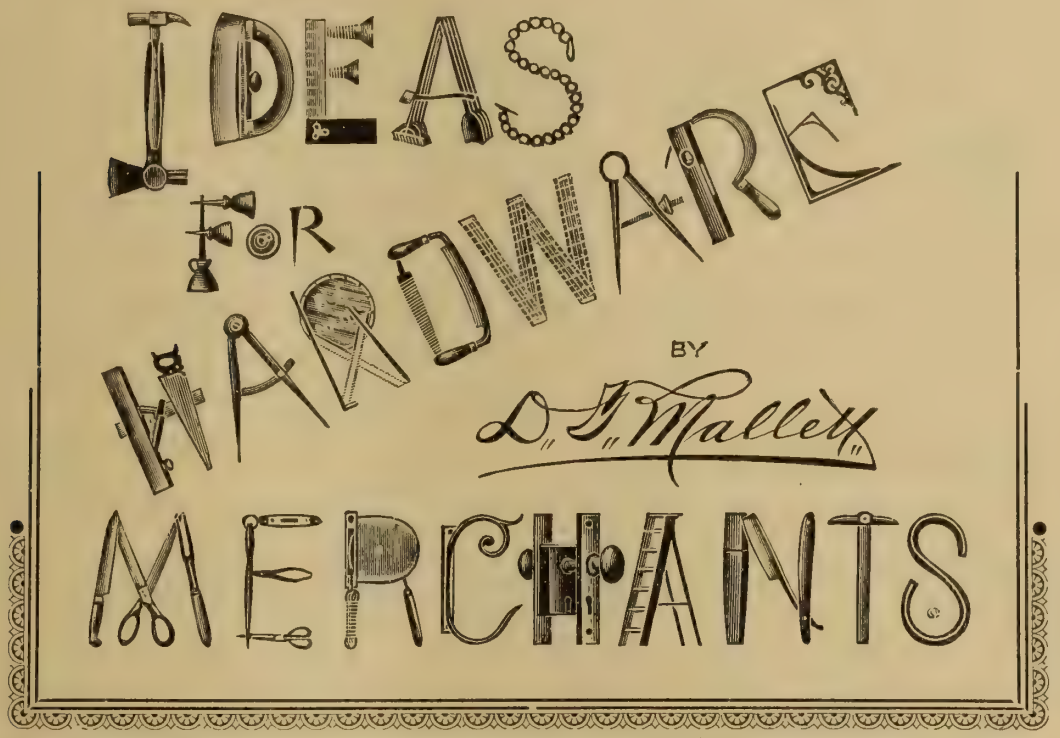


Stamped in head of Every Package.



"Asbestos Stove Pipe Thimble." Light, strong, will not crack with heat, easily placed, fire proof, universally used where known. Manufactured by THE COLLINS MFG. CO., 84 Adelaide East.

Half Price



The original selling price of "Ideas for Hardware Merchants" was $1.00 ; the price now is

50 CENTS

And **only** handled by ourselves. We bought out the publishers at a bargain, hence the exceedingly low price.

> "There is a tide in the affairs of men
> Which taken at the flood leads on to fortune ;
> Omitted, all the voyage of their life
> Is bound in shallows and in miseries."

This is the opportunity of your life. Will you grasp fortune as she rapidly glides past you and within reach? We have only a limited number of copies and they are rapidly going. Mailed on receipt of price, postage prepaid.

THE J. B. McLEAN PUBLISHING CO.
10 Front Street East, TORONTO, ONT.

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.



For Iron Fencing, Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.

CORPORATE MARK



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 50 $5 75
I.X., "	6 75 7 00
I.X.X., "	8 00 8 25
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	4 75 5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 35 3 50
I.C., special sizes	3 60 3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 75 7 00
I.X. Terne Tin	8 75 9 00
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs	6c, 6¼c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 85	1 90
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "		2 40
Hoop " "		2 40
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

½-inch	10½c
¾-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
⅜ " nd thicker	2 25

Sheet Iron,

8 to 20 gauge	2 50
22 to 24 "	2 35
26 "	2 45
28 "	2 65

Canada Plates.

All dull	2 50 2 55
½ polished	2 55 2 60
All Bright	2 85

Iron Pipe.

Wrought 67½ to 70 and 10 p.c.
Galvanized, 45 to 50 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 4¾
28 " "	4¾, 5

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4⅞
" 5-16 " "	4¼ 4½
" ⅜ " "	4⅛ 4⅜
" 7-16 " "	3⅞ 4
" ½ " "	3⅝ 3⅞
" ⅝ " "	2⅞ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10½ 0 11
Lake Superior	0 10½ 0 11

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square 1 to 2 in	0 19 0 21

Note—Complete, lengths abou. fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 15 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 16 0 17

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 18 0 19
" 35 to 45 " "	0 16 0 17
" 50 lb and above per lb	0 15 0 15½

Boiler & T. K. Pitts.

Plain Tinned per lb	0 19
Spun "	0 21

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18 0 20
" " 27 to 30 "	0 20 0 21
" " 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04½ 0 04½

Zinc Sheet.

5 cwt casks	0 05 0 05½
Part casks	0 05½ 0 05½

Lead.

Imported Pig, per lb	0 02½ 0 02¾
Domestic "	0 02½
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 14 0 15
Standard	0 13 0 14
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10½ 0 11
Other makes "	0 9½ 0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4½ 4 75
No. 1 Do. "	4 50
No. 2 Do. "	4 25
No. 3 Do. "	4 00

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.c wt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } " "	1 25 1 90
Canadian " }	
Paris Green, per lb	0 12½ 0 15
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal		0 69
Extra "		0 90
Brown Japan "		0 65
Brown Japan, Turpentine p. gal.		0 85
No. 1 Carriage "		1 30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal		0 53½
Boiled "		0 56½

Turpentine (in bbls)

Selected Packages, per gal	0 41	0 42

Castor Oil.

Best, per lb		0 06⅝ 0 07

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 15 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

Per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount 4 00 4 50
Copper, discount, 40 and 10 to 40 pc. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 per cent.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's,	per doz	0 65	0 90
Diamond, Shell "		1 00	1 50
Nail and Spike, per gross		2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking	9 00	
" 2, " "	4 50	

Blind Rollers.

Annex	per doz.	1 25	1 75
Mascot	"	1 35	1 85
Erminie	"	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 5 00 7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 pc.,
Loose Pins, " 65 & 10 to 70 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz. 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	1	35
" No. 2	2	70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	2	00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz. 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz 4 00
Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1 20–25	2 40	1 75	....
26 to 40	1 40	2 70	2 00	....
41 to 50	....	3 10	....	4 50
57 to 60	....	3 40	....	5 00
61 to 70	....	3 70	....	5 50
71 to 80	....	4 10	....	6 25
81 to 85	....	4 50	....	7 00
86 to 90	....	....	....	8 00
91 to 95	....	....	....	9 00
96 to 100	....	....	....	10 00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary.

1st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	0 50

Picture Glass

Pilkington's ordinary.

1st break	4 0
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	0 30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 88	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80
Lanes, 45 to 47½ p.c. dis		

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p.c

Heavy, per lb	03 3-5	0 04½

Screw hook and hinge—

6 to 10 in., per set	0 00	0 04
12 up "	0 00	0 03

Per doz. set

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		

Per doz. pairs

Spring	1 50	3 50
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 40 to 45 per cent.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.

Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 50 to 55 per cent.

Horse Nails

Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " .. 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy.....	1 85	1 90
40dy.....	1 90	1 95
30 dy.....	1 95	2 00
20, 16 & 12 dy....	2 00	2 05
10 dy.....	2 05	2 10
8 & 9 dy.....	2 10	2 15
6 & 7 dy.....	2 25	2 30

2. Amer. Pattern Only

from 4 to 5 dy ..	2 35	2 40
3 dy. (lath).....	2 85	2 90

3. Canada Pattern Only

from 4 to 5 dy ..	2 35	2 40
3 dy. (lath).....	2 75	2 80
3 dy. A.P. Fine	3 45	3 50

ut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon	3 38	4 00
Diamond.....	12 00	15 00

Netting.

Poultry, 60 per cent dis.
Import 60, 10 per cent.

Oil.

Canada Refined Oil (Toronto)	14	15
Carbon Safety "	0 17	0 18
Canada W W. "	0 20	0 22
American W.W. "		0 25
S R. Seal.....per gal	0 63	0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 1¾ 2
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3¼ 3¾
Lanes, 40 p.c. dis

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 50 per cent.
Burrs, Iron, 50 and 10

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	6¾	9 9¼
¼, 5-16, ⅜ in.....	7¼	9½ 9¾
Cotton, per lb.....		18 20
New Zealand.....		8½ 9
Russia Deep Sea, per lb..		12¾ 13½
Jute ..... " ...		06¾ 07½

Rules.

Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 40 to 40 and 5 per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾

Saws.

Hand, Disston's, dis 10 p. c.
S. & D, dis. 35 per cent. to 40 per cent
Cross Cut, Disston's, per ft. 35 to 55.
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H 70 " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 70 p.c. off

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis. 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ½ or ⅛ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross	7 50	12 00
Dessert " ..... "	21 00	.....
Table " ..... "	30 00	30 00
Dessert Forks.... "	24 00	.....
Medium " .... "	27 00	.....
Table " ... "	36 00	.....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3¼
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enanelled cans, per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2 " " " " 4 80

Stone.

Washita, per lb	0 25	50
Hindostan, per lb.....	0 06	07
" Slips, per lb		9
Labrador, per lb	....	0 13
" Axe, "	....	0 15
Turkey, "	....	0 50
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe, per gross.....	3 50	5 00
Grind, per ton	15 00	18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 55 per cent
" tinned, dis. 57½ per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 60 per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 p. c to 65 p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37 per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 35 to 40 p c

Ties.

Cow, per doz 1 25 2 50

Tinner's Tools.

P. S. & W., net list.
Canadian 15 to 35 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application.
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ p.c. to 35 p.c
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz..... 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb	0 12½	0 20
Wrapp'g, mottl'd, pr. pack.	0 50	0 60
" cotton, per lb ..	0 18	0 20
Mattress, per lb	0 33	0 45
Staging "	0 27	0 35
Broom "	0 30	0 55
Binding, flax, per lb	....	.....
" jute "	....	.....
" Blue ribbon	.....	0 12½
" Red cap.....	.....	0 11½
" Crown.....	.....	0 10½
" Silver Composite		0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50½
Coach, each.....	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz.....	6 50	13 00

Washer Cutters.

Per doz..... 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal
Broom Wire 5½ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart " 4 " 4 & 6 " "	3½	3¾
" Plain twist, all deld	3½	3¾
" Steel thorn and ribbon.....	4½	5
"Lock Barb," 4 point	....	0 04½
Ditto Glidden 2 point	....	0 04½
Galvanized Barb, "Lyman," 2 to 4 points.....	.....	0 04½
Steel staples	.....	0 03½

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 85 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.

Tower's Engineer, each ..	2 00	3 00
" S., per doz.....	5 80	7 00
G. & K.'s Pipe "	....	6 00
Burrell's " each	....	3 40
Pocket, per doz.....	1 25	2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR

SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE HOLLOW WARE

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BLACKSMITHS' TOOLS.



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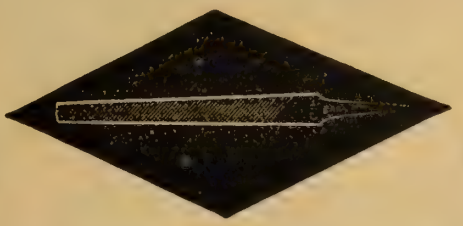
Horseshoe Vises.

Price, No. 1, - $4.00
" No. 2, - 7.50

Will save their cost in a week's sharpening. . . . .

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EVERY OTHER DESCRIPTION OF SAW FILES.

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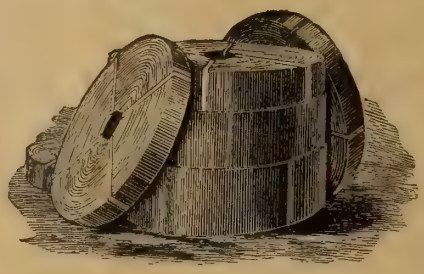
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"RED STRIP"
"LION" brands

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CANADIAN
HARDWARE
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VOL. VI. TORONTO, JUNE 2, 1894. No. 22.

MAGNOLIA METAL

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EIGHT LEADING GOVERNMENTS.

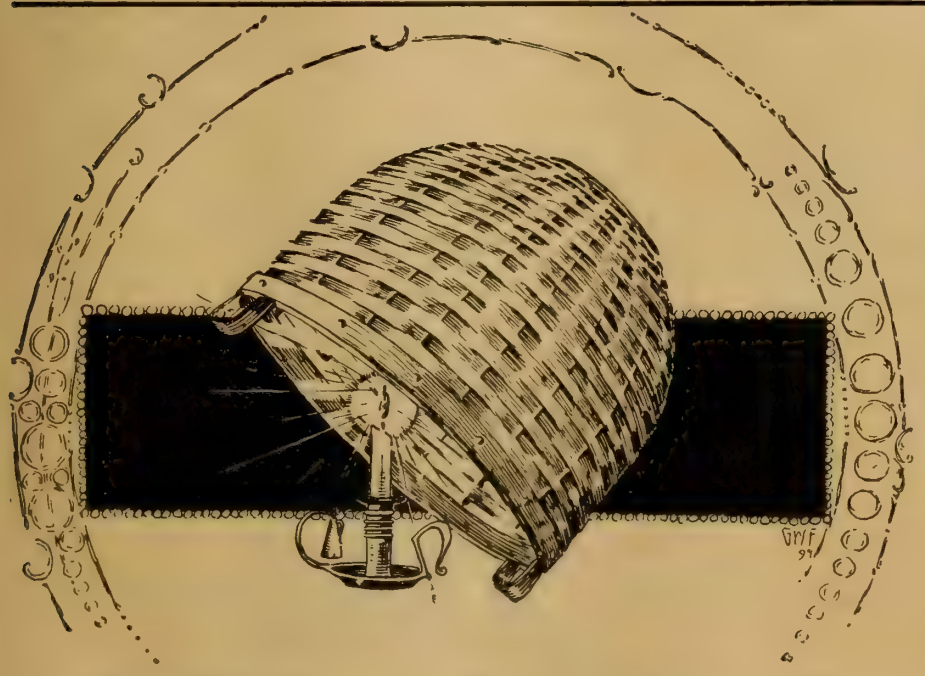
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High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

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know they are the best.
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WRENCHES, NIPPERS, OILERS, LOCKS, ETC.

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Write for prices. Spokes, Nuts, Etc.

RICE LEWIS & SON

LIMITED

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SANITARY

Soap Vase



Press the button

Enough soap discharged for individual use.

Keeps basin clean.

Prevents pipes clogging.

Saves soap.

Saves money.

PATENTED

The Soap used in these Vases is made specially for the purpose, and we guarantee it pure.

Especially desirable in public buildings.

FOR SALE BY

The Toronto Steel Clad Bath and Metal Co.

LIMITED.

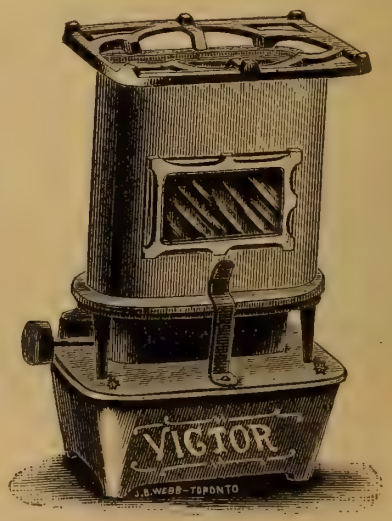
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Improved Patterns for 1894.

"VICTOR"

Iron Bottom



"DAISY"

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One, Two and Three Burner, Ovens and Extension Tops, Finish First-class, No Smoke, No Smell.

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. . HARDWARE . .

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

Vol. VI. TORONTO AND MONTREAL, JUNE 2, 1894 No. 22

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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John Cameron, General Subscription Agent.

IT is a common practice among country retail merchants to address mail orders to the travelers instead of to the house. This is all right as long as it does not cause inconvenience; but the trouble is that it often does. If travelers were in their respective houses every week there would seldom if ever be any delay in getting an order sent in this way filled promptly. But travelers are not in the houses every week. Frequently there are two, three, or more weeks at a time during which they do not see headquarters. The result is obvious should letter orders be awaiting their return, as is frequently the case. In the meantime not only is inconvenience likely to be occasioned, but there is the possibility of loss arising from fluctuation in prices. It is natural that some country merchants should mail their orders to certain travelers. The travelers have probably been calling upon them regularly for years, and consequently know their peculiarities better than it is possible for anyone in the house to know. Then personal friendship and a desire to give the travelers credit for as many sales as possible are further, and, as a rule, paramount, motives. But as far as these latter motives are concerned, they would be just as well obtained if the letter orders were addressed to the firm, accompanied by a request that the traveler, Mr. Blank, be given credit therefor. By this means many of the present inconveniences from delay in filling letter orders would be obviated, while the object—securing credit to the traveler—would be served.

* * *

Oil as a fuel has for some time received more or less attention from manufacturers and scientists. At the World's Fair its utility for this purpose was demonstrated, all the fuel used there for the generating of steam for driving the machinery in the machinery building being crude oil piped to the spot. Now, on account of the coal shortage consequent upon the strike in the United States the use of crude oil as fuel for locomotives is being actively discussed, and with the likelihood that practical results will obtain. No one seems to consider it impractical. Its efficiency for use in stationary engines is beyond question, and if for stationary engines, why not for locomotives? Those who are competent to speak upon the matter aver that crude oil as a fuel for this purpose is feasible; that its cost is less than coal; and that a locomotive can take on a larger supply of oil than it can of coal, thus necessitating fewer stoppages and delays in order to replenish the fuel. This means a saving in a double sense to the railway companies; quite an important matter to shippers as well as to railways. And with the increased attention that is being given to schemes for the enlargement of the canals, the railways will obviously be compelled to eventually devise some means of reducing the cost of running expenses in order to meet the increased competition from that quarter.

* * *

Clearing house returns are accepted generally as the barometer whereby trade conditions may be approximately judged. Gauging trade matters in the United States by this test, the results cannot be said to be satisfactory. A return shows that the clearings of the entire country, during the four months ending April 30 last, were 31 per cent. less than the same period last year, while the decreases for the four weeks in May, ending the 26th ult., were 33, 30, 25 and 15 per cent. respectively. Judging from the returns of the last few weeks it is evident that there is some slight recovery, which would in all likelihood be more pronounced were it not for the demoralizing influence of the unfortunate coal strike, which is proving such a heavy drag upon the wheels of commerce of the country.

* * *

The whole paint and oil trade of this country exhibits at the moment a case of friends falling out and then engaging in the pastime of cutting each other's throats—metaphorically, of course. Six months ago the different jobbers were living together under one roof, as it were. That is, they were practically all dwelling together in trade associations. Although it cannot be said that the family was then altogether harmonious, yet there was no open warfare. Since the associations dissolved, however, the trade has been cutting and slashing prices to such an extent that the combatants make no bones about expressing the opinion that it will be the death of some firms if persevered in. There is no live and let live in the trade just now. It is an eye for an eye and a tooth for a tooth. And as long as this spirit obtains a more sensible way of doing business cannot be expected. With leading staple lines going out at the bare cost or on a margin of profit less than four per cent. on the manufacturers prices, it is good reason some have for prophesying that somebody has got to bite the dust if this thing is allowed to continue. And from the present outlook it is likely to continue. In the meantime much harm is being done, while little or no good is accruing to anybody. It is evident that the members of the paint and oil trade need to read and inwardly digest the motto: "Live and Let Live"; and to begin with they might inscribe it on the lintels of their door posts and frame it in their warehouses.

A REPORT OF A BIG RAILWAY.

HARDWARE'S Montreal correspondent was afforded an opportunity of glancing over the half yearly statement of the Grand Trunk Railway recently issued in pamphlet form.

As some of the facts contained in the statement may be interesting to its readers, we took the liberty of securing an abstract of the information given.

Covering the six months ending Dec., 1893, during the period when the panic and depression were at their height across the lines, the returns of this big Canadian trunk line are far from unfavorable when compared with the reports issued by several other American lines of equal prominence, which latter also includes the whole twelve months of 1893, and thus have the benefit of the normal traffic conditions which prevailed during the earlier portion of the year.

The figures of the Grand Trunk statement for the period mentioned above show gross earnings of £2,155,183, against £2,172,097 for the corresponding period ending December, 31, 1892. Operating expenses in 1893 were £1,553,330, against £1,571,860 in 1892, the ratio of working expenses to gross earnings being 72.36 per cent., compared with 72.07 per cent. in 1892. The net earnings for the half year just concluded were £600,237, against £601,853 in 1892, the net income being £577,505, against £615,061. Interest, rentals and charges absorbed £492,602, leaving a balance of £84,902. The statistics of operation show an increase of passengers carried, the figures being 4,213,222, against 3,644,593 in the December half year of 1892, an increase of 568,629 passengers. This augmentation of business is ascribed to the World's Fair at Chicago.

The Chicago and Grand Trunk, which had been sufficiently prepared for the occasion, carried more passengers to Chicago for a considerable period than any other railway centering there. On the other hand, freight receipts show a decrease of 414,096 tons, as compared with the amount carried in the same portion of 1892, and a loss of £130,780 in the receipts from that class of business. The decrease in the number of tons carried one mile was no less than 71,000,000 ton miles, and the average rate per ton per mile—.0067 per ton per mile—was the lowest on record in the history of the company.

It is intimated in the report that other companies competing with the Grand Trunk suffered even more severely than it did from the depression in business, the falling off in traffic, and the extremely low rates for railroad transportation which accompanied the panic of last autumn in the States.

The conditions in question were severely felt by the American lines controlled by the Grand Trunk. The Chicago and Grand Trunk indeed, thanks to the World's Fair traffic, shows for the six months net profits to the amount of £173,307, against £168,253 for the corresponding half year in 1892. On the other hand the Detroit, Grand Haven and Milwaukee exhibit a decrease in net earnings of over £20,000 for the period under consideration.

STREET DISPLAY OF GOODS.

IT is the habit amongst the hardware trade in Canada, and more especially in the smaller towns, to make a considerable outside display of their goods. In many cases the sidewalks are trespassed upon to the extent that they cause annoyance and inconvenience to pedestrians, which is generally due to the carelessness with which the goods have been placed around the doors and windows.

A sidewalk display, if neatly arranged so as not to obstruct the view of your window, or incommode the passing public, is often the means of attracting much custom. It is easy to arrange goods in front of the store neatly and methodically, and it will be found to much enhance the success of the display.

It is suggested by Ironmonger that the merchant instead of strewing his ware indiscriminately in front of his store, shall place iron bars along the top, sides, and bottom of his store window from which various articles such as sprinklers, pails, coal hods, etc., can be hung.

The basis of the scheme is what may be called a "hook and slot" principle, which applies throughout.

On either side of the doorway may be placed an iron bar made of ¾ inch by ¼ inch, or larger if necessary, which is bent at each end, so as to give sufficient projection from the hooks to be moved in and out of their place. In these same bars are a number of extra holes, so that the position of hook may be adapted to the article being shown. At each end of the window a rack or frame made on the same principle of two uprights and two cross-bars will be found handy. Digging and manure forks may be shown on one and spades and shovels on the other. Along the cornice of the window and down each extreme outer side may be placed bars treated in the same way, with slot and detachable hooks. The hooks within reach should always be detachable, being likely to catch people's clothes, but with those placed higher up it is scarcely necessary.

It is advisable to have nothing but galvanized or enamelled goods on the cornice hooks, while tin, copper, and other goods of similar nature may be shown on the hooks by the door and sides of the windows. I should commend the utilization of the lower hooks for the last named goods, so that they may be more readily taken in when sudden showers appear. For the spades, etc., on the rack, I would advise the making of an oil-sheet with a ring at each corner, so that these particular articles may be readily sheltered. Great care should be taken in wiping perfectly dry any bright article shown on a damp day, because for every spot of moisture left on to dry there is certain deterioration.

In the recessed doorway, which with new buildings should be 4 to 6 feet back, is space that will be found very valuable. Here on one side a lawn mower may be displayed, and a garden vase on the other. I may mention here the imperative necessity of goods harmonizing, which should always be borne in mind. While the stock may be well represented outside, it is a mistake to aim at showing "something of everything." Let it be done thoroughly, but only in sections as each season comes round. By the goods in the doorway there should by all means be a small trough of water on either side, as this is a provision which entirely does away with the dog nuisance, so well known by sad experience to all tradesmen who show goods at all outside.

As the time brings the hay harvest near, the goods in the doorway should be removed, and the vacancy filled with sickles or hay forks. A good way of showing these is by the use of wire netting, which should be placed down lengthwise and the hay forks placed therein — of course, points downwards. By this means the sharp points, which are so dangerous to passers-by, are quite covered, and, moreover, are shown to best advantage; and, further, the points, so quickly damaged when placed on a hard surface, are preserved from this loss.

SEEKING INCORPORATION.

APPLICATION for incorporation has been made by John Pugsley, manufacturer; Robert S. Anderson, manufacturer; A. W. Dingman, manager; Chas. A. Crawford, accountant; and Wilson Alex. Pugsley, of Toronto, as the Anderson Tire Co., Ltd., with all the above persons as first directors, with a capital stock of $40,000, for the following purposes: To buy, sell and manufacture wheel tires, bicycles and other vehicles and parts thereof, and to manufacture and deal in sporting goods generally, with their chief place of business at Toronto.

The Young Brothers Co., Ltd., have applied for incorporation. Its objects are the manufacture and sale of plumbers' and steamfitters' supplies and lamp goods. The operations of the company are to be carried on in Hamilton and Brampton, and the amount of capital stock invested will be $150,000. Robert Young, manufacturer, Brampton, and Wallace Young, merchant, Hamilton, are to be the first directors of the company, and the following are the names of the other applicants: R. J. Young, Dewdney, N. W. T.; G. A. Young, Hamilton; Richard Coleman, Hamilton.



OUR PRIZE ESSAY COMPETITION

A. E. CAMERON.....(Gimlet).....Beaverton.
W. A. HILLHOUSE.....(Adze Eye).....Shelburne.
J. TAYLOR WEBB.....(Scott McKerrow).....Montreal.

THESE are the successful winners, in the order named, of the three cash prizes offered by HARDWARE MERCHANT for the three best essays on the subject: "Causes of Failure in the Hardware Trade, and How Avoided."

The hope of the country is said to be in the young men. And if the successful essayists in HARDWARE'S competition can be taken as a criterion, it is in the young men that the hope of a better business condition is to be found.

A. E. Cameron, the winner of the first prize, is but 21 years of age. He may, however, be said to have been born to the hardware business. His father, the late James Cameron, was a hardware merchant of many years' standing in Beaverton, and, on the death of the latter in 1891, A. E. was placed in charge of the estate by the executor. To-day the business is still under his management. A. E. Cameron graduated from the British American Business College, Toronto, in 1887, entering his father's store as clerk immediately afterwards, and continuing as such till he was placed in his present position by the executor of the estate.

W. A. Hillhouse, the winner of the second prize, is a clerk in a retail store at Shelburne, and the present attempt as an essayist is his initial.

J. Taylor Webb is a traveler with Thomas Davidson & Co., Montreal. His experience as clerk in a retail store, and subsequently traveler for a wholesale house, he has turned to good account.

Those which the judges consider worthy of honorable mention, and entitled each to HARDWARE for one year, are:

HENRY TAYLOR.....(Vulcan).....Perth.
R. J. ROBERTSON.....(Oxford).....Ingersoll.
ED. T. DEAN.....(Tribute).....Toronto.
J. S. BENNETT.....(Beta).....Winnipeg.
ARTHUR M. WATTS....(Semper Paratus).....Toronto.

The order in which the honor list is given is not necessarily the order of merit.

The judges were Fred. Howland, of H. S. Howland, Sons & Co., wholesale hardware; W. J. Whitten, retail hardware and house furnishings; and Wm. Mathieson, retail hardware, was referee to settle any point upon which the judges differed. The task allotted the judges was no light one, and HARDWARE thanks them for the energy and time they expended in order to arrive at an honest verdict.

Nearly all the essayists are to be commended on the careful thought they devoted to the subject and the grasp they had of the question under discussion. Out of the large number submitted there was only one that was unworthy of the consideration of the judges, and that one did not really deal with the subject at all. About the only fault that can be found with any of the essays is not that they were barren of ideas, but that some did not at times stick close enough to the subject, while others might have arranged their points in better order. All these, however, can be improved on by practice. So none, therefore, have reason to be discouraged, and HARDWARE hopes that all will be again found writing on future competitions of a similar character which it is the purpose of this journal to inaugurate. "If at first you don't succeed, try, try again."

FIRST PRIZE ESSAY.

BY GIMLET.

Failures are fewer in this line of business than in most of other businesses, and the causes which lead to failure can generally be easily traced. With the object lesson the unsuccessful hardwareman supplies, his successors should manage to steer clear of the pitfalls which are open to receive him if he should be unwary enough to fall into them. Failures are often attributed to one or more of the following reasons:

Lack of capital.
Carelessness or inattention.
Large private and business expenses.
Overstocking.
Too much credit given.
Lack of knowledge of the business and bookkeeping.
Poor clerks.
Endorsing.

These causes are the most common, and their eradication would make hardware a dead sure money-making business, exceptionable circumstances counted out.

With regard to

LACK OF CAPITAL:

Very often a clerk with a little money saved in years behind the counter, a farmer with the proceeds secured by selling his stock, or some one else takes a dislike to his former mode of life and decides to scrape together all his cash, and either buys out someone else or embarks at a new business stand on the choppy sea of commerce, choosing hardware for his boat. His cash soon becomes sunk in the stock, he gives a small amount of credit, and is left lacking the wherewithal to buy more goods to put on his shelves. He gets and gives credit till his bills become due and he finds himself facing $400 and $500 notes, which haunt him day and night. Perhaps he tides over the first pinch and is more careful for a while, but no retailer lacking capital can buy goods at as low prices as his rival, when that rival has plenty of cash to enforce his demand for low prices. It becomes a matter of being able to get the goods at all, and on pay day to scratch together enough money to settle his unnecessarily large bill, so much the larger because he could not take the discounts. His credit customers who are, some of them, or many of them, good pay, he cannot ask for payment before payment is due, or if he becomes too pressing they will pay up and leave him altogether. Thus, owing to lack of cash, he is hemmed in on either side, afraid of both creditors and debtors. When the wholesale man becomes urgent in his demands, he must raise the "necessary" somewhere. Perhaps in doing this he loses two or three good customers, through urgency, or he may sell a portion of his stock at a sacrifice, and either of these expedients or any other he may adopt has only the effect of still further lowering his financial position.

Lack of capital is a very common cause of failure and it ought to keep the beginner from starting out too big. If you have not the capital for a big business, don't touch it; don't branch out till you have money in the bank, and only then when common sense shows you it will pay. If you haven't capital keep down your book debts and your stock, and leave alone the branches of business which require most capital. Don't put in a $150 safe to keep $50 in, nor invest $50 in a nice new show case and fill it with $200 worth of bright and beauteous silverware. Don't start a tinshop in the rear, nor put plate glass in front. Pay your debts instead, and

after a while the silverware, the tinshop, the safe and the plate glass will come.

CARELESSNESS OR INATTENTION

to business is sure to result in loss of trade. No customer will deal long with a man who doesn't attend to every detail of his wants. The successful business man always is the one who looks after the small things, sees that each customer goes away satisfied, keeps his eye on the trade paper for changes or expected changes in prices, new goods, etc., watches his stock, his books, his clerks, and himself, and sees that his insurance is right, and paid before it runs out. He doesn't get his stock of harvest tools in in January, nor wait till July ; he doesn't get in his axes in August, or wait till the latter part of December. He doesn't go to see a base-ball match when his clerks are busy, and spend the harvest season in Muskoka when the demand for harvest tools and binder twine is on. He neither neglects pushing sales to good men, nor puts off shutting out the bad debts. Success is not attained by taking customers up to the hotel and staying there half a day with the " soaks."

Keep in the straight line of "attention" and success is half secured. "Tippling" reaches the ears of the wholesale houses quicker than your orders.

LARGE PRIVATE AND BUSINESS EXPENSE

contributes another to the list of drawbacks to the accumulation of wealth in business. Many a man possesses a business that would, with economy, make him wealthy or well-to-do in a reasonable time, but, although nothing is neglected to attract trade, the thing is overdone. He unfortunately is never contented till he has the biggest and showiest store in town, which includes a double rent roll. He pays a bookkeeper $400 to $600 a year for the work he could do probably much better himself. He spends dollar after dollar in 25c. cigars, he sets it up to the "boys" after the shop is closed, and thinks he is a model master, whilst the model master knows the best way to do a clerk good is not to teach him to "blow himself." His house contains all the latest and best furniture, his stable the fastest horse around; he takes in all that is going, keeps a yacht if he is near a lake, sports diamonds, and, in short, is the "big daisy" of the place, till bills get big, a bad year along with it, and an assignment is made. And the daisy wilts for a season. Don't be lead away by the glitter of the showy, extravagant hardware man who is making money hand over fist, but does not know how to keep it. Let the fast horse and the grand piano be part of your air castles, but don't let them become reality at the expense of the wholesale houses.

OVERSTOCKING

is an evil which is perhaps not so general as it used to be, better assorted stocks being the rule. Not so many are so foolish as to buy twenty dozen pairs of screen door hinges because a half-dozen pair were sold the day the traveler called, or a barrel of patent cuspidors because the traveler represented a fortune in them and held out the town right as an inducement. This sort of thing leads to ill assortment and locking up of capital in dead stock. There is no necessity for buying large lots of seldom-used sizes of screws or sizes not in demand in other goods. The shelves and store room, by bad assortment and reckless buying, soon fill up and bring about a shortage of money sooner or later. Care should be taken in buying. Don't be ashamed to order one-sixth dozen, even if packages are half-dozens or dozens. Order light and often and with good judgment. Keep records of sales of same lines in different years, and be guided in part by that. It is wise to order less rather than too much, as additions are easily made.

TOO MUCH CREDIT.

The credit system has been decried as much as anything connected with commerce, whether in relation to hardware or any other



A. E. CAMERON, First Prize Essayist.

business. Its evils are direct. The greatest care should be taken in making terms with whoever you may trust, and in selecting the parties to trust. Make terms fast and plain, and when the day of settlement arrives no two ways about the matter is allowable. The account should be paid or settled in some way on the day it is due. The necessity of giving a certain amount of credit cannot be denied, as there are times when the best of customers are short of money ; but the merchant should be able to discriminate between the good man and the dead beat, and be able to say "No!" when he finds his books adding up to more than he can easily carry. Farmers are flush of money at two seasons of the year, spring and fall, and care should be taken not to allow much, or, if possible, any credit to this class at these seasons, only accommodating when he sees the necessity of it to his debtor, and also the means he will have to pay it. Many wealthy men or corporations run bills only as a matter of despatch to save the trouble of running back and forward with change. This class of account should be rendered once a month, or according to some rule, and settled in the same manner. No very long credits should be given, as many changes may take place in the extension given.

LACK OF KNOWLEDGE OF BUSINESS AND BOOKS,

of course, will precipitate failure, as it involves some of the reasons already named for lack of success, such as overstocking, too much credit, the error of not reading the trade paper, injudicious advertising, perhaps even lack of capital. No one should go into the hardware business from the farm. A period of clerking, and, at first, extreme caution, the careful study of each price list, circular, trade paper, etc., that comes your way, and with enough capital, small credits and good clerks, you will soon be launched into the course which leads to success. Extreme caution at first is best, although mistakes are often made in that line, too, but are rectified easier than the others. Careful advertising pays, but the man who advertises carpenters' tools and cross-cut saws in the Ladies' Journal and kitchen utensils in the Builders' Gazette does not deserve returns of any kind. Pithy ads. of seasonable goods in the right papers are what makes advertising show good returns. The grumbler at advertising is the man who once a year puts a list reading spades, shovels, cross-cut saws, nails, hinges, churns, fence wire, etc., ad infinitum, in the local paper. It pleases the opposition to see such ads. over his opponent's name.

POOR CLERKS

are perhaps not so much the cause of failures when the proprietor attends to business as the foregoing, but they destroy a percentage of the chances of success.

Clerks who take no interest in the business but work it for all it is worth—to themselves—should be dismissed and their places filled by honest, trustworthy, intelligent men, who know how each tool in the shop is to be used and take the same interest as if it was their own business. More salary can easier be paid to this class of men than to the selfish, perhaps dishonest, clerk who smokes cigars when the boss is out and works just as much as he has to and no more.

ENDORSING.

A business rule is never to endorse. It is a case of being on the safe side if you don't.

SECOND PRIZE ESSAY.

BY ADZE EYE.

Re "Causes of Failure in the Hardware Trade and How Avoided." You are entitled to the thanks of the hardware trade and especially the clerks, who may soon be

striking out for themselves, for giving the hardware trade in general a chance to express their views on this very important subject, and I have no doubt both merchants and clerks will be greatly benefited thereby. I am a clerk myself, and, although I never wrote an essay in my life before, I feel I would not be doing right if I did not express my views, however simple and worthless they may prove to be, on the subject. That there have been failures in the past and that there will be failures in the future in the hardware trade, regardless of what may be written by myself or any one else, we well know; but I am certain that a competition of this kind, bringing as it assuredly will the experiences and observations of the hardware trade in general of Canada on the subject of "Failure and its Avoidance," and being published in your valuable paper, which is read by all the heads of the wholesale and retail hardware trade and their clerks and assistants in Canada, will have a tendency to reduce the number of failures in the future. The present dealers will profit by the suggestions offered, and those who are clerks to-day and will be the future dealers, will have learned a lesson they will never forget, and consequently will profit thereby.

In my opinion several causes exist why hardware men make a failure of business. Just for a moment glance back at those hardware men you know who have made a failure of business. Size them up. Weigh them well in the balances, and I venture to say you will find a very large percentage of them "wanting." Wherein did they lack? Some, no doubt, were hustlers—always on the move—bright, energetic, business men. This class, you think, ought to get there, but

THEY LACKED MANAGEMENT,

or were poor financiers. Others were of the old school: steady, industrious, canny going men, plodding along from year to year, satisfied with the old style of doing business. Their stores and the system therein plainly told what the masters were. They do not seem to realize that times are changing. They seem to have got into a rut, and there they will stay until they meet a financial death or are aroused to immediate action and shake off the lethargy that surrounds them, and get in the procession. An opposition possessed with sufficient of the go-aheadidness of to-day had a bright and varied stock. All the new specialties were to be found there; his show windows were kept attractive; courteous and intelligent help catered to the wants of his customers; his store got the run, and consequently his plodding rival went to the wall. Others were of

THE INDOLENT, CARELESS,

happy-go-lucky class; never prompt. Their business ran them; their show windows were used as the dumping ground for all sorts of stuff. Their stores, show cases, and stock were seldom dusted. You step into the office of this class of hardware dealers and you will find the same confusion and neglect there—books not posted for weeks, etc., etc. It makes me weary to write about this class. They are "not in it"; to the wall they must go.

Reader, if you have any of the above faults, wake up and exert yourself. Have a place for everything and everything in its place. Be prompt in all things. Keep your show windows clean and attractive. Keep your stock in order. Advertise. We occasionally find

"SPORT" AS A CAUSE OF FAILURE.

Hardware men in general are a little "sporty," but the writer does not intend to censure the trade for this. In fact I am of the opinion that hardware men in general take too little recreation. A day's fishing or hunting now and then is worth a ton of medicine to a tired, worried, business man. It is never that "sport" as a recreation brings failure; it is when carried to excess. When it gets so that a man prefers sport and sporting companions to his business and customers—beware of getting that far.

As I am talking about recreation I might suggest to the hardware dealers in general, close your stores not later than seven o'clock in the evenings (Wednesday's and Saturday's probably excepted in some places), and give your help a chance to get some open air exercise. It is the greatest nonsense in the world to keep a store open until ten or eleven o'clock at night. I have had my experience in that line. Your help will appreciate your kindness in this direction. You will have better health. Yourself and your business will boom along better than ever.

So far, I have only dealt with the man as the cause of failure; but oftentimes there are failures where the man is not alone to blame. I have known cases where

TOO MUCH EXPENSE FOR THE AMOUNT

of business done was the cause. That is, the parties carried too much stock, paid too high rent, taxes, etc., and they did not turn over their stock often enough in a year.

The remedy in this case is to reduce stock and expenses—watch your business.

I am of the opinion the greatest number of failures in the hardware line are from lack of experience and capital, and from locating at a point where there is

NOT THE PROPER OPENING.

When a person concludes to embark in the hardware business he should ponder well the following:

1. Am I qualified to conduct a business successfully in the face of the opposition I will have?

2. Have I capital enough to swing my business?

3. Is there sufficient prospect of making a successful business as far as amount of trade is concerned?

If he can assure himself on these three questions he need not hesitate to open up, and ninety-nine times out of a hundred you will find that man successful. But let that man jump without investigating the matter into a fancied opening with a $5,000 stock and $3,500 capital, the chances are at the end of the first year he has his profit and part of the capital in his books. Now, as a rule, (there are exceptions) this man has placed himself in a hole that is liable to cave in around him—the first he realizes of rocks ahead is the scarcity of cash. When drafts and notes come due he begins to investigate and finds he is carrying his customers for as much or more than his capital was on the start; his stock has increased; he has improved his house or taken money out of the business for something else. In the meantime he has been doing a fair business and is conscious he is making money and thinks, "Well, I can afford to do this or that," but he finds when it is too late he has made a fatal mistake. The drafts and notes keep coming in; he must have money to tide him over, and gets a friend to endorse. This paper comes due. He pays part on it, and renews. He is not taking advantage of the cash discounts on his goods. He is buying on the longest time. He is getting a little slow in payments. His rating has dropped a notch. He finds competition keen now. His opponent is a man who pondered the three questions I have given and is sailing ahead. He is rated A 1. He takes the cash discount on his goods. He gets the benefit of any snap going and shares it with his customers. And, what is the consequence? The more unfortunate calls a meeting of his creditors and the estate pans out in assets only stock and book accounts—the former bringing, say, 60c. on the dollar and the latter 50c.

To those contemplating launching out in the retail hardware business, I would suggest that they consider the three questions I have already given and also to learn to buy right, as buying power gives selling power. Commence your business as you intended to run it. A dealer's customers are what he makes them. Render your accounts twice a year, say, 1st of May and 1st of November, and balance your books at those dates either by cash or notes. Be prompt in everything. Look after the small things. Close your store early in the evening, and be on hand early in the morning. Keep none but intelligent, courteous help around you, and see that your expenses are kept within the bounds. Advertise freely, but not extravagantly. Advertise special lines and change your ad. often. Local notices pay. Make it an object to your customer to pay cash. Be careful in booking orders ahead for import or future delivery. Study well your requirements. Keep a book for the special purpose of keeping track of orders given. Have the traveler enter down therein the quantities, price, when to arrive, when to

date, terms, etc. Unless this is done a person may duplicate.

RE PARTNERSHIP.

The success or failure of a business depends very materially on how the partners work together—whether they are men suited to the different management they assume in the business. I have always thought that a partnership business, when both are men blessed with good common sense, working together in harmony, each giving way to the other in his department, both men of energy and experience. What a combination! Success, I feel certain, is assured in this case. They discuss, plan and devise ways and means, and carry them out toward the success of the business. I think a business of this kind is preferable to a single-handed business. But what a contrast if the state of affairs are the reverse! Failure is inevitable.

To those contemplating partnership, I would advise them to know their man. Be sure before you step. It may save time, money and trouble. Just a word more re partnership: I think it is a wise thing to have a clause in the partnership agreement something like this: That neither of the partners will sign a note, bond or other obligation outside of the business, whereby the credit of the firm might be endangered. It will be found not only a safeguard, but you can refuse your friend without losing a friend by explaining the reason—that is, that it forms part of your partnership agreement not to do so.

Now, to those who are in business and find it up-hill work, and hard to keep their heads above water, cause a thorough investigation to be made and find out where the defect lies. It may be in expenses as compared to sales. It may be in your buying, management or help, or may lie with yourself. Whatever be the cause, remove it if possible. Keep the points impressed on your mind I have mentioned, and I feel certain there will be less failures in the hardware trade in the future.

THIRD PRIZE ESSAY.

BY SCOTT MCKERROW.

Why do hardware men fail? With this pertinent question put suddenly, one is apt to dismiss the subject on which he may have been thinking previously, and, as the full import of the question dawns upon him, he may gradually fall into a reverie, and before his mental vision pass the many causes that have been the means, and are continuing to be the means, resulting in the downfall of many a once prosperous man.

The hardware buyer has not the ever-harassing doubtful question that as a phantom hangs over the purchaser of dry goods, viz.: Is this the latest style? or, Will the style change? etc. Even should he buy a line that is surpassed by some new invention coming into the market, he can always dispose of it at a reduced price, while a dry goods merchant cannot dispose of last year's styles for love nor money.

That the styles do not change in hardware is a great boon. Nevertheless there are many difficulties in the path of the hardware merchant that make it anything but a bed of roses; and while space will not permit me to enumerate them all, a few of the leading ones will be beneficial.

It is human nature to present our strongest reasons first, and I, therefore, think the credit system, with all its defects, stands without a peer.

THE CREDIT SYSTEM.

The credit system has caused the downfall and utter ruin of many a well-to-do merchant, who, having started well, having bright hopes for success, but through misplaced confidence and poor judgment in giving credit, has become hopelessly involved.

To a man of limited capital the credit system becomes the one insurmountable difficulty that blocks the highway to success, and in most cases proves disastrous. For, although he may be endowed with all the qualities that go to make a successful business man—be enterprising, persevering, energetic—yet, with the credit system to battle with, the odds are against him; while, on the other hand, if a cash system were in vogue, the odds would be in his favor.

OMITTING TO ENTER CHARGES.

But the evils of the credit system are not confined to the giving of credit alone. The omissions, on the part of clerks, to charge up a credit sale, not only does away with a large share of the profits, but is often a heavy and serious loss. And, while an overcharge is generally promptly reported by the purchaser, the reporting of an "omission to charge" is not of such frequent occurrence. If a merchant doubts this statement just let him neglect to credit a customer's account with the last ten ($10) dollars he paid you, and at the same time omit to charge the last "barrel churn" he bought, and see which will be mentioned first.

This omission to charge is due both to carelessness and forgetfulness, but more especially the latter. To illustrate: In a store where I clerked in Quebec we did not keep a tinsmith, but had a jobbing tinsmith do our work for us, of which, for our own benefit, we kept a special account. We squared up once a year, and for two years, to my knowledge, we had to send his account back to have about fifty dollars omissions charged up; and the proprietor of our concern said that there was always more or less to charge up. This man and his sons were the hardest workers I have ever met, but he has since failed, and you say "no wonder." Also in our accounts with other firms in the city, we always obtained a bill with the goods and a monthly statement, and frequently we would send statement back to have omissions charged up. The above mentioned instance is anything but an isolated case, and many can trace the cause of their assignment to these omissions.

These omissions generally occur in this way, viz.: A clerk sells a bill of goods, takes a "memo" of same (or oftener thinks he can remember) to charge, often he has served one or two customers who are waiting, but by the time he gets through, he has forgotten all about the "memo," and in time it is lost (and so are the goods for that matter); or later he finds the "memo," but, having omitted to put the name down, goes nearly crazy trying to think of the party's name to whom he sold the goods.

The introduction of "counter check books" has lessened this evil to a great extent notwithstanding. If the losses sustained in this way could be estimated the result would be appalling.

SLIP-SHOD BOOKKEEPING.

The loose, slip-shod manner in which many men keep their books is another cause. Many of the heavy losses of merchants from day to day are owing to the careless way in which books are posted (or lack of posting might be a better way of putting it), so that accounts that are shaky, and that should be kept well in hand, are given too much latitude, resulting in heavy losses that might have been avoided, in many cases, if accounts had been rendered promptly and collections promptly attended to.

How frequently will you hear a merchant say, "that's the second time that man has asked for his account, but I haven't had time to make it out; but there's no hurry, for he is as good as the wheat." Very true, but he may not always be good. Reverses may come, and the money you should have had is gone into the hands of another who looked after his accounts better than you did. Besides, his money would pay off one of your bills and save your cash discount, which is the next important cause.

DISCOUNTS.

It is estimated that a merchant turns his goods over on an average four times per annum, therefore his cash discounts should be worth to him from 12 to 20 per cent. per annum.

The importance of the cash discount is the more significant when we remember that just recently many of the manufacturers have decreased their cash discounts from 5 to 3 per cent. During a conversation with the manager of one of the largest factories in Montreal, the cash discount was discussed. He said: "We have concluded that we cannot afford to pay retailers twenty per cent. for their money. In fact, we think twelve per cent. is still high, and there is no telling how soon the present discount will be lowered to 2 per cent. ten days, as it is across the line."

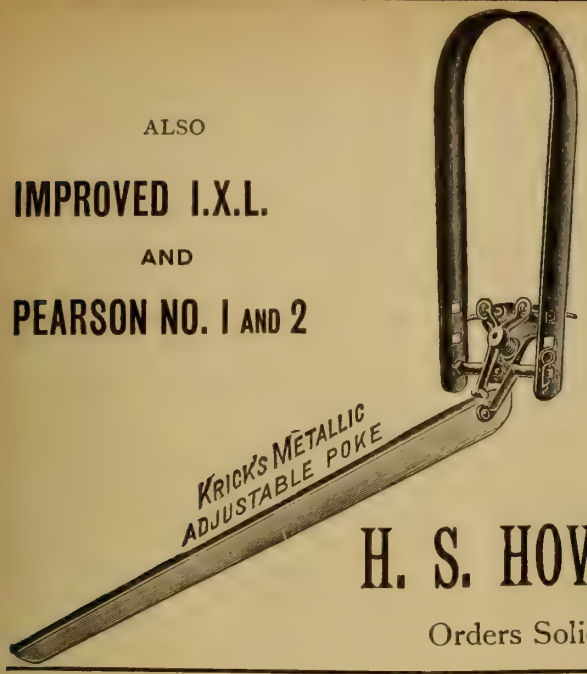
Many merchants fail to see that four months' or six months' time on a bill only

ALSO

IMPROVED I.X.L.

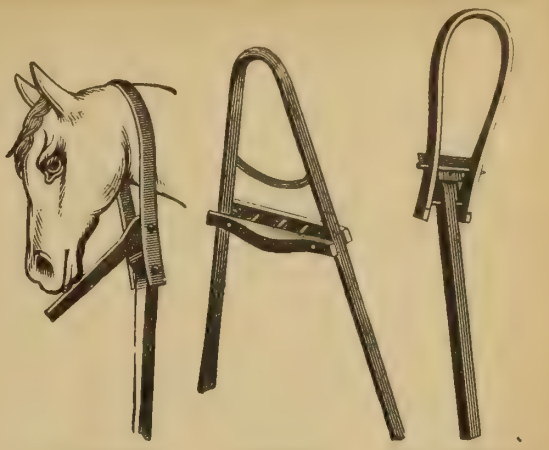
AND

PEARSON NO. 1 AND 2



IN

Stock



DICTATOR CLIMAX CHAMPION

H. S. HOWLAND SONS & CO.

Wholesale Hardware Merchants

Orders Solicited. . . 37 Front Street West, TORONTO

grants immunity for the first four or six months, and after six months, (if purchases have been regularly made during the intervening time) they will find that they are virtually paying cash without receiving any benefit for so doing, besides making their paper harder to handle.

CARELESSNESS IN BUYING.

Carelessness in buying is the next cause that helps to write "failure" upon many a promising concern. "Goods well bought are half sold" is an old saying, and none the less true because it is ancient.

Merchants trust too much to memory as to quotations, and memory cannot always be relied upon. Specially low prices are often imaginary, resulting from the confusion of prices of different goods. I have known men to be so positive in this respect that they would wager any amount that they had received prices or bought goods from me personally at prices I had never heard of, but on consulting their invoices would find it was an entirely different article.

To some men a price book is an unknown quantity. The majority have price books, but having said that, you have said all, for like the large "family Bible" at home in the parlor, they are seldom if ever consulted. Invoices seem to be their only source of information, and while they hunt a price the invoices of other houses are laid open to the scrutiny of the waiting traveler who cannot avoid noting their contents, and with such free invitation can hardly be blamed for so doing. The value of a price book is the more readily seen if an article should not happen to be marked, as customers can hardly be expected to wait till the invoice is hunted up, therefore the sale is lost. But, few men have a price book, systematically kept and consulted, yet these latter are the closest buyers, for generally with a man of the price book species, a close price is sacred and private property. They can ascertain without loss of time what was their last quotation, and by continual reference to a well kept price book they can keep thoroughly posted on current market prices.

TRADE JOURNALS.

Periodicals and journals specially devoted to hardware interests are splendid aids to hardwaremen, not only for the prices they contain, but also for the descriptive advertisements they contain and their comments on the new lines of goods that are continually coming into the market, giving a merchant a chance to decide for himself which are the latest and best lines of goods without having to depend entirely on travelers for his information. Not that I think that travelers would wilfully mislead, but opinions differ, and what would suit one section might not meet the requirements in another.

OVERSTOCKING.

Overstocking ranks next, and it is one of the most needless causes. When travelers called twice a year it was absolutely necessary to stock up sufficiently for six months; but at the present day, with our increased facilities for transportation, the greater frequency of travelers calling, also the prompt attention that letter orders receive, there is really no necessity for carrying too heavy stocks. Nevertheless it is frequently done. A cheap price for a line, taking a certain quantity, will often cause a man to buy, which, if given proper consideration, would convince him that interest on the money invested would more than pay difference between "cut price" and "regular price," with the possibility of a decrease in value of the line in the meantime, besides tying up money that might be better employed. Of course there are exceptions to this, where careful judgment must be used.

One man alone should do the buying, especially in a small store. There is nothing more annoying and unsatisfactory than for two or three to do the buying. Overstocking is the outcome, generally, and prices can not be as closely watched. It is also tedious for traveling salesmen to have to interview two or three men about the sale of a sorting order. In large stores where large lines and varied are stocked, a buyer for each department may be necessary.

SELLING AT COST.

Selling goods at "cost as leaders" is another evil that helps a man on the downward course, and the practise is rapidly increasing, extending to lines that should bear a heavier margin of profit than very staple lines, the sale being much more limited.

Next to the "credit system" this cause is the most disastrous in its effects. Merchants seem to forget that no one man can do all the trade, be he ever so cheap. They also overlook the fact that competitors will have to meet their prices, and eventually everybody is selling a line at first "cut as a leader" at cost, when each might be receiving a legitimate profit on it. Now although these lines may be sold for "cash," yet the interest on money involved, the cost of handling, the percentage for light, heat, rent, etc., is not forthcoming from the sale, but necessitates a heavier margin of expense being placed on goods yielding better margins. But there are many men who never take the above items in when calculating cost of their goods.

Many men of small capital cripple themselves in stocking heavily in such non-yielding profit lines as binder twine, nails, wire, etc., and push strongly the sale of same, in some cases acting as if they considered all cash receipts as profits, when by directing their attention and energy to better paying lines a more profitable trade could be established, and the natural demand for cut staple lines would be forthcoming.

ARRANGEMENT OF THE STORE.

If a carefully arranged price book is one

of the essentials for a successful business, a methodically, tastefully arranged store is none the less important. The proper classification and concentration of different lines of goods are indispensable to transacting business promptly and successfully. There is nothing more disappointing, discouraging, yes, even disgusting, than to enter a store where the rule is to "wash the windows once every six months" whether they need it or not, and see goods piled up in rank confusion—hammers and wrenches, tin egg spoons and molasses faucets, thrown promiscuously together. Packages of bolts and other goods with the corners torn open—to save the trouble of tying up the parcel again, I presume—are strewn over the counters, said counters being dusted by the last man who sat on them (very seldom otherwise cleansed); nails being kicked around the floor, boxes pushed into the shelves any way, with samples dangling ungracefully, and chaos reigns supreme.

The amount of time and trade lost—and, in fact, temper too—in hunting for goods in a stock kept like this is incalculable. Feelings of the very opposite nature are experienced on entering a store where everything is bright and shining, the windows fairly speaking their invitations in their cleanliness and tasty arrangements. Here the goods in the shelves are kept in boxes nicely sampled, and here and there sample boards of specially attractive goods meet the eye. Counters are clean, glass cases are shining, and everything bespeaks cheerfulness and industry. Any merchant adopting this latter plan has found it a paying institution.

Each clerk should have his department, and keep it, whether it be dusting, sweeping, cleaning lamps, stock-keeping, window and store dressing, etc., or whatever it might be, and should be responsible for its being properly attended to. The proprietor should have his work properly defined also, and not do it when it suits him, but do it systematically and carefully, and his example will go far towards creating an interest in his clerks with regard to making each of their departments successful. There are many other minute causes, but space will not permit of their being handled in detail, and the second part of the question demands attention:

HOW TO AVOID FAILURE.

By finding out and repairing the defects. By reducing credit accounts as much as possible. By giving strict attention to collections, and having accounts well in hand—for it does not matter how good a man may be, if he won't pay up he is no good to you, and the chances are that his cash trade is going into other channels. By catering for a cash trade. By having a cash discount, and keeping it well before the public. By buying in small quantities, and buying often, as our improved transportation will readily permit of so doing.

By taking all the cash discounts possible. By keeping careful watch on current prices, raising prices of your goods with the market, not waiting till a new consignment at the advanced rates to do so as it is the custom of many.

By keeping in touch with your customers, and being thoroughly conversant with their requirements. By taking the responsibility of your business and the civility to your customers upon yourself, not leaving it to your clerks, for "as you are" so will your clerks be.

By judicious advertising—not the old, long "rigmarole" chestnuts that appear in some papers from year to year like old "land marks," but something new and bright and changed often. By the free distributions of the circulars of new goods sent from manufacturers from time to time. All these combined, with a bright and tastefully arranged store, also remembering that "keeping everlastingly at it brings success."

DON'T WORK WITHOUT PROFIT.

IT is doubtful if the active competition now in force among the handlers of certain lines of goods is for the ultimate or even present benefit of the several industries, remarks Hardware Reporter. In many cases, and especially among the contractors for house and roofing work, the goods used therein are sold at cost in order, as the contractors say, to keep their men in employment and provide a means of obtaining what are merely wages for themselves. This is commendable from a philanthropic point of view, but it is not business in the strict sense of the term. To a student of business relations and of human nature alike, it would seem as if the best way to provide for the needs of both the man and the employer is to ask a fair price for the work in all cases, irrespective of other competition. This may result in a temporary loss, but one that will be more than regained in time.

People do not always entertain the highest respect for the competency or the shrewdness of a business man who will permit himself to be driven into a contract that cannot produce a profit, and they are very apt to think that he will be slack in his work in order to compensate for the loss of what he had been accustomed to make on his contracts. Working without a profit is very poor policy at the best, and is seldom excusable even on the ground of a keen competition. It not only disturbs present conditions but establishes a basis of prices that will be difficult to advance when there is not such a struggle for work. When a house owner, say, pays a hundred dollars for a line of work which was accepted at that figure because of a seeming trade necessity, he is likely to gauge further contracts in accordance with that price and to refuse the giving of any greater amount. The remedy for this condition of affairs is indicated in the caption of this article. Let every worker apply it to himself!

A NEW MERCANTILE AGENCY.

John W. Lang, wholesale grocer; Orville E. Collins, collector; Herbert B. Andrews, accountant; Chas. R. Hammersby, accountant; W. S. Patterson, detective, all of Toronto, have applied for incorporation as the Union Credit and Protective Association of Toronto, Ltd. Lang, Collins, Hammersby, Andrews and Patterson to be first directors. The capital stock to be $95,000, and the purpose of the company will be the collection of accounts, etc., and carrying on the business of a collecting and mercantile agency; also to purchase stocks in trade and book debts of insolvent debtors and wind up their estates, or enable them to continue in business, as the case may require, so as to protect the wholesale trade from losses and avoid the great expense of winding up estates; and to hold such land and buildings and to do all and every act and thing which be necessary or requisite in connection with such business. The chief place of business to be Toronto.

A FACTORY FROM BOHEMIA.

The Dominion Government has received a letter, written in German, from Josef Wendler, of Haida, Ober Schlesian, Germany, in which he asks information respecting the removal of his large Bohemian glass factory from that town to Canada. He points out that the trade of his house is mainly British and American, but the heavy taxation on his industry in Silesia, and the strong socialistic tendencies of the country, are interfering so disastrously with his business that he is desirous of removing, with 500 families whose heads are employed in his works, to this country. He asks for full information as to the quantity of sand and wood to be obtained and what facilities could be offered toward settling here. The letter has been handed over to Mayor Cox, of Ottawa, who will endeavor to have the council take action in the direction of securing the factory in Ottawa. The manufacture of Bohemian glassware requires a large quantity of wood, as the furnaces are heated entirely with this class of fuel, and the Mayor states that the sand required is found in endless quantities along the Gatineau valley.

THE CONSOLIDATED
PLATE GLASS
COMPANY OF CANADA (Limited)

HEAD OFFICE:
73 and 75 Wellington Street West, TORONTO

BRANCHES:
MONTREAL, 338 St. Paul St. LONDON. OTTAWA.

FRANK J. PHILLIPS, Toronto, President.
WM. R. HOBBS, London, ALEX. RAMSAY, Montreal, } Vice-Presidents
Correspondence Solicited. Estimates Given
Special Discount to the Trade

Brandram Bros. & Co.

ROTHERHITHE, LONDON, ENG.

Manufacturers of

BRANDRAM'S B. B. GENUINE WHITE LEAD

The Celebrated Brand

B. B.

BRANDRAM'S B. B. NO. ONE WHITE LEAD

White Lead

Noted for its Extreme Whiteness of Color, Purity and great Covering Property, rendering it specially suitable for Painting in Enamel White and other Decorative Work. To be had of all the Principal Importers in the United States, and for the Canadian trade.

Manufactured in Halifax, Nova Scotia

For samples and information apply to

HENDERSON & POTTS

Nova Scotia Paint Works, Halifax, N.S.

Star Cycle Works

Wolverhampton, England.



CYCLE RACK PATENTS APPLIED FOR.

FOR the season of 1894 these celebrated Cycles will, for the first time, be obtainable in Canada. Hitherto the entire output of our extensive works has been taken by the English home trade. Large additions to the works and plant have greatly increased our facilities, and we are now ready to supply the Canadian demand. Due consideration has been given to the importance of minimum weight, but we are not prepared to risk our reputation for RELIABILITY by committing ourselves to an extreme course.

We have adopted a larger diameter and lighter gauge of tubing in the construction of our Frames and Handle Bars, improved and detachable Brake-work, further improvements in Ball Head and Handle Bar adjustments, Dust-Proof Crank Bracket and Hubs, a narrow Tread in conjunction with improved Pedal Attachment and dished Chain Wheel, special patterns in Tubular Seat Pillar, Foot Rest, Step, Brake and Steering Lock; all chains will have Hardened Links and be of a higher class than heretofore; a neater and more effective Chain Adjustment; Chain Wheels specially milled to secure free running; Nuts reduced to a minimum of sizes, with Box-Spanner to fit same, parts interchangeable, high standard of finish throughout.

A. A. ALLAN & CO.

51 Bay Street. Canadian Agents, TORONTO.

GOLD LEAF

Silver Leaf, Imitation Gold Leaf, Aluminum Leaf,
Bronzes (all shades), Chamois Skins, Tube Colors,
ETC., ETC.

SANDERSON PEARCY & CO., 130 TO 138 BAY ST., TORONTO.

THE BEST
Lawn Mower
IN THE MARKET.

The WOODYATT

Improved for 1894.

10½ in. Wheel.

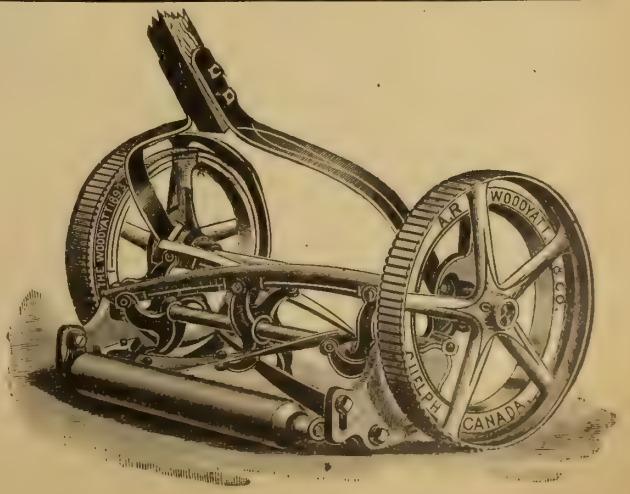
12, 14, 16, 18 and 20 in.

Patented in England May 15th, 1893
" " Canada " 29th, "
" " United States Dec. 12th, 1893

For Sale by all Wholesalers.

Manufactured by . . . .

A. R. WOODYATT & CO.
GUELPH, CANADA.



MANUFACTURERS IN SESSION.

REPRESENTATIVES of some of the Canadian manufacturing industries relating to iron and hardware are meeting in Toronto this week.

Among those present from outside cities are: Cyrus A. Birge, vice-president of the Canada Screw Co., Hamilton; James Peck, of Peck, Benny & Co., Montreal; Mr. Whitten, of the Ontario Tack Co., Hamilton; George McAgeg, of the Pillow, Hersey Co., Montreal; the E. B. Eddy Co., Hull, Que.; Cane & Sons Mfg. Co., Newmarket.

The discounts on tinned and black rivets have been raised from 55 per cent. off to 55 and 10 per cent. off.

Large sizes of wire spikes and eave-trough nails will in future be discounted from the regular list, and the list will be based on the gauge of wire from which the nails or spikes are made.

It was decided to make no change in wire nails, carriage bolts or burrs.

A well authenticated rumor is going the rounds that the manufacturers are making an effort to establish a better price on nails.

It is also understood that there is a movement on foot to raise the price of horse nails. "The idea now," said HARDWARE'S informant, "is to try and fix prices at which retailers shall sell horse nails, in order that they may have an equal opportunity with the wholesalers of making a profit. It is to be hoped that when the prices are named the retailers will join in the movement to establish them on a reasonable basis. W. M. Mooney, of the Canadian Horse Nail Company is now in Toronto, conferring with the leading retailers, with this end in view."

The members of the Canadian Wooden Ware Association decided upon some changes, among which were reductions in the price of pails, tubs and wooden pickle cans.

PERSONAL MENTION.

N. COURTEMANCHE, Penetang, was in Toronto this week. He reports trade good.

J. Dorken, representing the Vereinigte de Pinsel Fabriken, and other German houses, was working up business in Toronto this week.

M. Mayer, who has sold out his cutlery business to Samuel, Benjamin & Co., will leave for New York next week, where he intends to go into business again.

S. Samuel, with M. & L. Samuel, Benjamin & Co., who, it will be remembered, fractured his ankle a couple of weeks ago at the Toronto Athletic Club, is back to business again, although he has not yet been able to throw away his crutches.

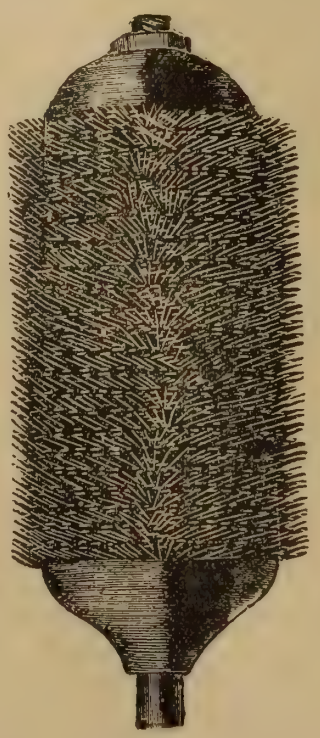
These are among the country merchants who have been in Toronto during the week: James Hamilton, Port Credit; Fred. Hatch, of Hatch Bros., Whitby; Mr. Shurley, of Shurley & Detrich, Galt; T. Black, of E. R. Patmore & Co., Elora; W. Cowan, Burkton.

W. Padget, of Padget & Hay, Unionville, made one of his regular visits to Toronto this week. "Trade," he said, "has been good with us this spring, and, although there are not many new buildings going up there has been a good deal of repairing going on, the farmers being able to get an early plant."

Mr. Little, of the Goodell Manufacturing Co., Antrim, New Hampshire, was in Toronto this week. He has about closed arrangements with H. S. Howland, Sons & Co., whereby the latter are to take agency for Canada for the apple parers made by his firm. "The Goodell Co. have not sent many machines into this country for some years on account of the low prices ruling here," said a representative of the Howlands'; "but now, owing to the dulness in the States, they have decided to place a limited quantity of their machines with us."

AN IMPROVED FLUE BRUSH.

Rice Lewis & Son are introducing a new pattern of steel wire flue brush. It is claimed to have several advantages over the old kinds, principal among which are the large



collars at end of brush, thereby ensuring better protection. The wire composing the brush is of special manufacture. The brush, although of high grade, is being sold at a low figure.

E. Halliday, of Port Perry, has purchased the general stock of Thos. Dawon, Raglan, and will continue business there.

TARIFF CHANGES.

THE following changes in duties were announced by the Minister of Finance in the House on Tuesday:

Ingot moulds, bisulphate of soda and blast furnace slag were placed on the free list.

Silvered glass changed to 27½ per cent., instead of 30 per cent. Bevelled silver glass was changed from 35 per cent. to 32½ per cent.

Brass in bars, rods, and bolts, drawn, plain, and fancy tubing, not bent or otherwise manufactured, in lengths of not less than six feet, was added to the free list.

After the words copper, old and scrap, and copper in pigs, bars, rods and bolts, was added "in lengths of not less than six feet."

Wrought iron or steel pipe fittings and chilled iron or steel rolls, 35 per cent. ad valorem.

Switches, frogs, crossings, and intersections for railways, 30 per cent. ad valorem.

Hammocks, lawn tennis nets, and other articles manufactured of twine, n.e.s., were placed in the 30 per cent. list.

Window shade rollers, 35 per cent.; window shades, in the piece or cut or hemmed or mounted on rollers, 35 per cent. ad valorem, but not less than 5c. per square yard.

Nitro-glycerine, giant powder, and nitro and other explosives, 4c. per pound.

Mosaic flooring of any material, 30 per cent. ad valorem.

The following new item was also adopted: Canvas and sail twine of hemp or flax, used for boat or ship sails, 5 per cent. ad valorem.

A "DEAL" IN CUTLERY.

M. & L. Samuel, Benjamin & Co., of Toronto, have purchased the stock, brands and special rights of the Toronto Cutlery Co. The Toronto Cutlery Co. has worked up during the past five years an excellent trade in this particular line, having given almost exclusive attention to that branch of the hardware business. The brands will continue to be held in stock by M. & L. Samuel, Benjamin & Co., and which are all well-known to the trade, especially the Non-XLL manufactured by Jos. Allan & Sons, of Sheffield.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton. Ontario.

SP

SLAVES OF WEALTH.

A MAN of weak will power is apt to become, says American Artizan, what is termed in common parlance the slave of some degrading habit. Drinking, gambling, laziness, nervousness, hesitancy, may grip their tentacles so powerfully around his life that he is powerless to resist his besetting sin. The man of iron will, who has perfect self-control, and whose nerves neither prosperity nor adversity can effect, and whose course in life has been fortunate, is generally quoted by moralists and others as the antithesis of his weak brother; but is he not after all as much a slave as the weak man who cannot keep away from the bottle or the card table? Is he not a slave to acquisitiveness? All his life your powerful and successful man has been slowly accumulating a fortune. Year by year his financial status becomes stronger and his wealth of stocks and bonds greater. At thirty he pays into a syndicate to buy and subdivide a small plot of ground near a city. At forty he forms such a syndicate himself, only on a more extensive scale. At fifty you see him in close contact with New York capitalists, London bankers and French financiers. Perhaps our successful man has devoted himself to manufacturing rather than stocks and bonds. The small shop where he first started out in a very small way, doing a major part of the work himself, and hiring but one assistant, has grown by successive stages into a large shop, a small factory and a great plant, with branches everywhere, and a force of thousands of employees.

Your successful man may scorn his weaker brother who has fallen by the wayside in the great battle of life, and yet he is as much a slave himself.

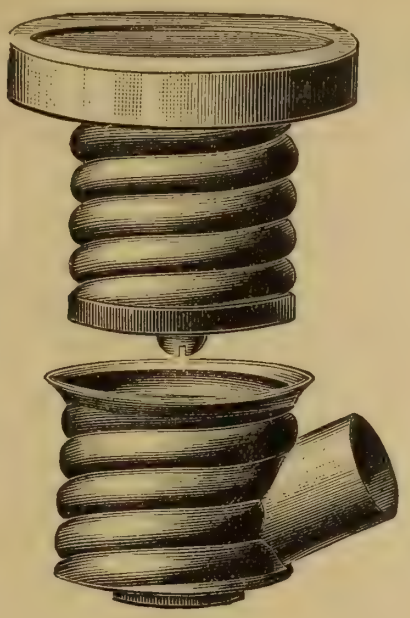
The habit of acquisition grows gradually, like the habit of drink, and it is a common thing for men once under its dominion, if urged to retire and rest, to say that it is too late; that if they break off the habit of working and scheming they will die at once. And most of them do.

In the old days, when an ample competency had been acquired, it was the rule for men to retire and leave the active field to younger men. The passion for acquisition has riveted its chains upon men until, now, they retire only when they break down or die.

None the less are those of them who stop to think at all aware of their slavery—painfully aware of it—and yet, like the drink victim, or the morphia victim, or the pleasure victim, they are powerless to break the chains.

J. C. A WELCOME VISITOR.

J. Cameron, representing THE HARDWARE MERCHANT, THE CANADIAN GROCER, BOOKS AND NOTIONS, THE DRY GOODS REVIEW, and THE PRINTER AND PUBLISHER, is in the city. Mr. Cameron is one of the most energetic business men that comes this way. He is a welcome visitor in every city, town and village in the west.—Advertiser, London.



NEW

Steel Creamer Tap

ALL PARTS RETINNED

Superior to Lead taps and much cheaper.

THOS. DAVIDSON & CO.

MONTREAL

BRUSHES

Painters'
Household
Toilet
Stable, etc.

No article handled by the Hardware trade requires more judgment in buying than Brushes. The easiest way is to go to the reliable manufacturer and get value for your money and goods that will suit your customers. We will do our best to serve you well and honestly.

CHAS. BOECKH & SONS, MANUFACTURERS, TORONTO

MUNN'S LIQUID GLUE

IS THE BEST.

THE ART METROPOLE, Agents.

131 Yonge Street, TORONTO.

OUR SALES OF

"BURHAM" Portland Cement

For the past 8 months have been

25,499 CASKS.

"BURHAM" Brand outranks all other Try it and be convinced. . . . .

Sole Consignees for Canada,

McRAE & CO., OTTAWA

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price)

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS

Sent, postpaid, on receipt of price.

HARDWARE MERCHANT

TORONTO.

FLOUR AND FEED

MONTREAL MARKETS.

MONTREAL, June 1, 1894.

HARDWARE.

THE week has been much duller in general hardware, and the volume at present passing is small. This is largely attributed to the excessively rainy weather, the fact of one or two holidays intervening, and the uncertainty caused by tariff tinkering. As a consequence, there is nothing special to report in any line, as business in all is restricted to the very smallest hand-to-mouth movement. Up to the present week dealers generally admit that considering all the conditions, the turnover has been fair, but that the current week has been a very disappointing one indeed. Payments are not what they ought to be, either. In the matter of values no change is noted in any of the leading lines.

WIRE—There is very little doing in wire, either in plain, barbed or other kinds.

ROPE—Business in this line has not been brisk, but an advance in prices of ½c. all round has been one of the leading features of the week. Sisal has advanced ½c. to 1c., and pure manilla ¼c., recent sales of sisal having transpired at 7 to 7½c. for 7-16 and upward, and pure manilla 9¼c. for 7-16 and upward, and 9¾c. for smaller sizes. We advance our quotations accordingly. Sisal, 7 to 7½c. for 7-16 and upwards, and 14c. for deep sea line. Pure manilla, 9¼c. for 7-16 and upwards, 9¾c. for smaller.

CUTLERY—There is only a moderate sorting trade in staple lines of pocket cutlery to note this week. Other lines are inactive.

CUT NAILS—Though advices speak of advances by a western maker there is no change in spot price of nails, and leading makers here disclaim any intention of any. Business is very dull at the former basis, $1.80, and no doubt this would be cut in the case of a round lot.

WIRE NAILS—There is no change in wire nails, and what business there is is restricted to a small trade in five keg lots or so of the staple sizes.

HORSE NAILS—Prices unchanged, and the article practically motionless.

HORSESHOES—Remain dull as before.

TACKS—Continue inactive and unchanged.

GREEN WIRE CLOTH, ETC.—There is a fair trade in a moderate jobbing way, and same is to remark about wire screen doors, etc.

CHAIN—Only a small business doing under a light demand for coil and trace chain.

WARE—Quietness is to note in this line this week, there being only a few straggling orders for Peerless and white ware.

SPORTING GOODS—Remain featureless.

TOOLS—Business is rather quieter than it was, and only a few lots of lawn mowers and some small parcels of harvesting and gardening tools have changed hands.

PLUMBING SUPPLIES—No improvement to report.

BUILDERS' SUPPLIES—There is little or no business doing in this line.

HINGES—There has been some lots of T and strap hinges moving but business is very small.

NAVAL STORES—There has been very little change in naval stores.

TURPENTINE—Is rather easier at 46 to 47c. We quote: Turpentine, 46 to 48c.; resins, $2.50 to $5, as to brand; coal tar, $3 25 to $3.75; cotton waste, 5 to 7c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12c.

CEMENT—Since our last there has been a rather better movement in cement under an improved demand, both from local and Western buyers. Values are steady and unchanged, several round lots changing hands at last week's basis. We quote spot prices at $2 to $2.10 for English brands, and $1.85 to $1.95 for Belgian, and to arrive, English brands $2, and Belgian $1.80 to $1.90.

FIREBRICKS—Demand for firebricks continues good, and the market has ruled fairly active at $15.50 to $19.50 per 1,000, as to brand.

METALS.

The fact of the coal strikes is said to have occasioned a firmer feeling up west, but if so, such a change in disposition is lacking on the market, and offers of Canadian pig have been made and accepted at the former low prices. Western buyers can therefore depend on having their wants filled at this end in the event of any radical advance in the price of American pig iron.

PIG IRON—The absolute scarcity of pig iron here has led to further sales of Scotch pig iron here, 300 ton lots of Summerlee being placed at $18.70. In Canadian brands No. 1 Siemen and No. 1 Ferrona are freely offered at former prices, viz., $16.75 to $17 respectively, while round lots of both have, it is said, been turned over at a considerable concession on these prices.

BAR IRON—There is no change in bar iron which continues dull, ranging from $1.70 to $1.75 as to quantity.

SCRAP IRON—There are ample supplies of wrought scrap offering here at $15 to $16 with demand quiet.

SHEET IRON—This line presents nothing new except that it is stated that American

GASOLINE STOVES

New Process and Single Generator styles, with all up-to-date improvements. These Stoves are simply perfect.

SEND FOR CIRCULAR AND PRICES.

THE McCLARY MFG. CO.

London. Toronto. Montreal. Winnipeg. Vancouver.

GUARANTEE

FROM THE

TORONTO CUTLERY COMPANY

Toronto, ... *189*.....

To M.....

.....

We hereby authorize you to WARRANT *every Knife bought of us bearing the brand of Messrs. Joseph Allen & Sons, Sheffield, Eng.*

TRADE NON-XLL MARK

JOSEPH
ALLEN & SONS
SHEFFIELD, ENG.

This business and brands are now controlled by M. & L. Samuel, Benjamin & Co., who will give all enquiries prompt attention.

We agree to REPLACE *any Knife found soft or not tempered to hold an edge.*

We do NOT *warrant them against mis-use or breakage,* EXCEPT *from* FLAWS.

Each blade is made of Wardlow's best Cutlery Steel, and HAND *hammered from the bar.*

Respectfully,

TORONTO CUTLERY COMPANY

Signed.....

Witnessed.....

.....

MONTREAL MARKETS—Continued.

importations are being brought on this market. Prices remain as before, $2.34 to $2.40.

HOOPS AND BANDS—This line is dull at $2.30.

STEEL—A moderate movement is to note. We quote: Best cast steel, 9½ to 12c.; spring, $2.50; tire, $2.50 to $2.75; sleigh shoe, $2.40; round machinery steel, $3.

GALVANIZED SHEETS—There is little local demand for these, and heavy importations of American goods in the west is preventing any call from that quarter. We quote: 4½ to 5c. for ordinary brands; Morewood, 6 to 6¼c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., and the usual extra for larger sizes.

TIN PLATES—There is little movement in these from stock on spot, but further sales of cokes to arrive are noted less than $2.90. We quote cokes $2.95 to $3, and charcoals $3.35 to $3.50 according to brand.

CANADA PLATES—There is not much activity to note in this line, but further sales are noted at $2.25, and we quote $2.25 to $2.30.

COPPER—There is no activity to report in copper, which is unchanged at 9½ to 10c.

TIN—Only a quiet trade doing at 18 to 19c.

SPELTER—There is no life in this line, which is nominally steady at $4.50 to $4.75.

ANTIMONY—Inactive and unchanged at 10½ to 12c.

LEAD—The lead market continues easy, and we shade our quotations a trifle to $2.60 to $2.75.

SHEET ZINC—Featureless, with prices as before at $5 to $5 25.

PAINTS AND OILS.

Business in this line continues quiet, and there have been few changes to note. Linseed oil has a rather firmer tendency, and a trifle higher price has been realized in some cases. Leads and colors are unchanged. We quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1 $6.25; No. 2, $5.25; glass, $1.25 first break; $1.35 second break, per 50 feet; $3.25 for first break per 100 feet; linseed oil, round lots, raw, 54 to 55c., boiled 57 to 58c., seal oil, 42 to 44c.

GLASS.

There is little or no change in glass, which is only moving in a small way. We quote $1.25 for first break; $1.30 second break, per 50 feet; $3 25 for first break per 100 feet; putty in bulk, $1.85.

PETROLEUM.

The petroleum market has shown no improvement or change during the past week. A fair volume of business is reported, but sales are in small lots to fill actual requirements. Prices are steady. We quote as follows: Canadian refined at 11c. in shed in Montreal for round lots, and 12c. for small quantities. American petroleum, 14 4-5c. in car lots, 15¼c. in 10-barrel lots, 15½c. in 5-barrel lots, and 16c. for single barrels, net cash; American benzine, 23 to 25c.; Canadian benzine, 10¾c. Petrolea; 12¾c. Montreal.

HIDES.

Since our last the market for green hides has been without any feature of importance. Receipts have been light, but the demand continues slow and prices are unchanged. Lambskins are increasing as the season goes on. Calfskins are dull and unchanged. We quote: No. 1, 3½c.; No. 2, 2½c.; and No. 3, 1½c.; steers', 5 to 5½c.; lambskins, 15 to 20c.. sheepskins, 75 to 80c.; and calfskins, 5c.

TALLOW.

The tallow market is quiet and easy, with prices tending downward. There has been some enquiry for round lots, but as buyers are bidding ⅜c. lower than previous sales, holders will not let go. We quote 6¼ to 6¾c.

ASHES.

The ashes market remains unchanged with little business to note. We quote: first pots, $4.10 to $4.15; second, $3.60 to $3.65; pearls, $5.40 to $5.50.

MONTREAL TRADE NOTES.

Advices from Great Britain state that the pig iron market is very easy in tone.

Coke tinplate to arrive is being quoted to importers here at considerably under 9s.

W. M. McNally & Co. have made some large shipments of cement and firebrick to the west this week.

Francis Hyde & Co. are now engaged in forwarding their large order for cement for the works of the Soulanges canal.

Drummond, McCall & Co. have placed some round lots of Ferrona pig iron in the west. Canadian pig can now compete with anything in the matter of price and quality.

Receipts of cement during the past week were 7,000 casks of English and 2,200 casks of Belgian, making a total for the season so far of 15,250 casks English and 7,625 casks Belgian.

W. H. Cottingham & Co., are just now receiving large supplies of Louis Berger & Sons' Paris green, and their travelers are offering these well known goods now for prompt shipment.

The agent of a Buffalo house was in Montreal this week offering brands of American pig iron, which he said was equal to the best Scotch, at $12 per ton f. o. b. on the cars. This of course was exclusive of duty.

The Wm. Johnson-Dickson Co. are pushing their well-known brand of "Bulldog" paints. These paints are all manufactured under the personal supervision of Wm. Johnson, whose capacity and knowledge of the essentials of paint manufacture are known from one end of the Dominion to the other by the trade.



Henry Clarke, of London, England, a partner in the well known firm of Mander Bros., varnish manufacturers, was in town last week. He is on a trip round the world, and during his stay here was a guest of Sir Donald Smith.

TORONTO MARKETS.

TORONTO, June 1st, 1894.

HARDWARE.

TRADE is not so brisk as it was, orders sent in by travelers being considerably smaller. House furnishings are going out nicely, and the demand for lawn mowers is kept up well. Sporting goods are showing slight signs of improvement, and carvers in cases are experiencing a better sale. Scythes are beginning to move, and there are a good many wool shears going out. Poultry netting and green wire cloth are showing signs of the approach of the end of the season as far as jobbers are concerned. A feature of the trade is a scarcity in oiled and annealed wire and wire nails, jobbers experiencing great difficulty in getting supplies to fill orders. Some of the manufacturers are meeting in Toronto this week, and some changes have been made, particulars of which are found elsewhere. An increase has been made in the discounts on lead pipe.

WIRE—The demand for barbed and truss wire is not so good as it was a few weeks ago, and in oiled and annealed wire the jobbers find it difficult to supply the demand, being unable to procure a sufficiency from the manufacturers.

ROPE—Previous prices still rule, although the jobbers were counting upon an advance. There is still a fair amount going out. We quote: Sisal, 7-16 in. and larger, 6¾c.; ¼, 5-16, ⅜ in., 7¼c.; Manilla, 7-16 in. and larger, 9 to 9¼c.; ¼, 5-16, ⅜ in., 9½ to 9¾c.

CUTLERY—There is a fairly good trade doing, the feature being a demand for carving sets, presumably for presents for June weddings.

SPORTING GOODS—Are begining to open up a little again, but the volume of business does not yet amount to much.

CUT NAILS—A fair trade is reported and prices are being maintained a little better than they were, although quotations are still $1.80 for car lots, and $1.85 for smaller quantities.

MARKETS—Continued

WIRE NAILS—Demand is exceptionally good in this line, but manufacturers are in the same position as the wire men, being behind in their orders, and there has been a great deal of delay in shipment of full quantities ordered by customers in consequence. Discounts are unchanged at 75, 10 and 5 per cent., shipment in 10 keg lots being prepaid.

HORSE NAILS—There is a little business doing, but it does not amount to much. We quote as before: "C" 60 per cent., and "B B" and "M" 60 and 2½ per cent.

GREEN WIRE CLOTH—Trade is keeping up fairly well, but so far jobbers have not had any difficulty in supplying all sizes called for. We still quote $1.85 per 100 square feet.

SCREEN DOORS AND WINDOWS—Trade in this line has fallen off owing to the cold weather, and jobbers have still a lot on hand, but a reaction is looked for as soon as warmer weather sets in again.

TACKS—Trade in this line has not been nearly as good as the two past seasons for some unaccountable reason.

CHAIN—Coil chain is quiet and featureless, and there is nothing of interest in other kinds worthy of mention.

HORSESHOES—A few are being called for daily, but trade cannot be said to have improved. No large quantities are being called for.

WARE—The improved demand previously noted has been maintained, but white ware has yet to show a similar inclination.

LAWN MOWERS—Shipments have been going out freely, both in Canadian and American makes; in fact for the latter it has been necessary to send repeat orders owing to their being so much cheaper than the Canadian, although not as well finished.

PLUMBERS' SUPPLIES—Country trade is keeping up well, but city trade is still quiet.

LEAD PIPE—The discounts have been changed from 25 per cent. to 30 per cent. in small lots and from 25 and 10 per cent. in ton lots to 30 and 10 per cent.

BUILDERS' SUPPLIES—Demand has increased a little on country account, but in the city business is still exceedingly dull.

MILK CAN TRIMMINGS—An occasional order is still being received, although the season is over.

CLOTHES WRINGERS—Figures have been reduced $1 per dozen where full cases are taken. Demand continues good.

HARVESTING TOOLS—Trade is keeping up well in this line, and up to the present compares favorably with last season.

HINGES—Trade has fallen off considerably in barn door, and "T" and heavy strap hinges. An improvement is expected, however, in the course of the next few weeks.

TAR, ETC.—There is a fair trade doing. We quote: Roofing pitch, $2.50 per brl.; pure coal tar, $4 per brl.; refined coal tar, $4.50 per brl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per brl. and 75c. per doz. pint tins; pine pitch, $2.75 per brl.

CEMENT, ETC.—Business fair. We quote: Portland cement (English), $3 per brl.; New Brunswick plaster paris, $2 per brl.; Canadian water lime, $1.25 per brl.

FIREBRICK, ETC.—Scotch fire brick, $3.25 per 100; Scotch fire clay, $1 per 100 lbs.

METALS.

There has been no material change in metals. Trade is still handicapped to some extent by the coal strikes.

PIG IRON—Market is still slow, the users of pig iron being doing scarcely anything, and the price of American iron has fallen so low that that article has practically control of the Canadian market at present, the proportion of domestic and foreign selling being small compared to what is coming in from across the lines. A few small orders at quotations are reported as being from Western Ontario. We quote: Summerlee, $20 to $20.50; Carnbroe, $19 to $19.50; Siemen's, $18 to $18.25.

BAR IRON—Prices are still ruling at $1.85, Toronto, and $1.75, Montreal. Business keeps quiet.

SHEET IRON—There has been a falling off in the movement in sheet iron, demand now being only fair, but prices are being held at virtually last week's prices. Tinned iron is going out fairly well at quotations. We quote as before: 8 to 16 gauge, $2.50; 18 ditto, $2.25; 20 ditto, $2.25; 22 to 24 ditto, $2.35; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Gorbal's, 26 gauge, 5½c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

IRON PIPE—While a good trade has been done, orders have been small. No carload lots appear to have changed hands. We quote 67½ to 70 and 10 per cent.; galvanized iron pipe, 47 to 50 per cent

BOILER TUBES—There is a fair quantity going out at former quotations. We quote: 1¼ inch, 7c.; 1½ inch, 7¾c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

SHEET STEEL—Trade is moderate only, a number of American firms selling direct to Canadian consumers. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

GALVANIZED IRON—Business has picked up a good deal during the past week, and quite a number of case lots have been forwarded. Import orders are being freely taken. We quote 4½ to 4¾c. for 28 gauge in case lots.

INGOT TIN—Is in fairly good demand, although the volume of business is not as large as a short time ago. Prices are same as quoted last week. Ton lots are going out at 18½c., and small lots at 19½ to 20c.

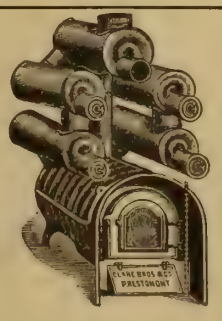
INGOT COPPER—Only a few shipments have gone forward during the week, and while several good contracts have been booked lately, they have been for smaller quantities than usual. Prices are unchanged at 10 to 10½c. in cask lots.

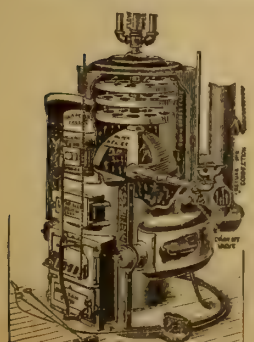
SHEET COPPER—Is in little better demand, and prices rule from 15 to 17c. according to price and quality.

ZINC SPELTER—Enquiries have been confined to small lots. We quote: Foreign, 4½ to 4⅝c.; domestic, 4 to 4½c.

CORRUGATED IRON—Business continues good at unchanged prices. We quote: "Owl" brand from genuine steel plates, zinc coated, $4.25 to $6 per square; painted steel, same brand, $3 to $4.75 according to guage.

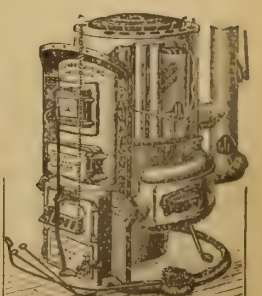
TIN PLATES—These have shown some improvement, especially in the larger sizes,

Best Value  on Earth.



These are the Furnaces that secure the trade for dealers who handle them. They have no rivals but many imitators.

Clare Bros. & Co. ....Preston, Ont.



MARKETS—Continued

20 x 28, both in coke and charcoal. Prices rule from $3.50 to $3.75 per box for I.C. charcoal, and $3.25 to $3.35 for coke.

TERNE PLATES—The demand is increasing, and prices now rule from $6.50 to $6.75 per box for I.C.

SHEET ZINC—Trade continues quiet and featureless at 4¾ to 5c. in cask lots.

HOOPS AND BANDS—Trade is still quiet, although shipments have been larger this week than for some time. English is being quoted at $2.30 to $2.40 base price, and American steel at $2.

CANADA PLATES—Shipments from stock are exceedingly small, but import orders are being freely taken at $2.35 for good half polished and for all bright at $2.85 to $2.95 according to quality. Half polished from stock is quoted at $2.50 to $2.60.

SOLDER—Business is keeping up well with prices held at last week's quotations, namely, 13½ to 14c. for guaranteed half-and-half, with commoner brands lower according to composition.

PIG LEAD—There is not much doing and prices are unchanged at 2¾ to 2⅞c.

ANTIMONY—There have been a few orders shipped this week, but trade on the whole continues dull in this line at 9½ to 10c. for Cookson's.

BELTING—Trade is fairly good at unchanged prices.

OLD MATERIAL.

Business has improved, and a slight advance is reported in the price of scrap rubber and dry bones. We quote prices paid by dealers as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 30 to 35c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 6¾ to 7c.; heavy scrap copper 7½ to 7¾c.; old copper bottoms 6 to 6½c.; light scrap brass 4c.; heavy yellow scrap brass 6c.; heavy red scrap brass, 6 to 6½c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3 to 3¼c.; country mixed rags, 60 to 75c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10c.

GLASS.

Shipments are now arriving freely, and it will only be a matter of a few weeks before stocks will be complete. In the meantime shipments to the country are small, as most of the merchants are receiving their import orders. Trade is therefore of an assorting nature, except with the dealers who had not placed import orders. Prices are unchanged at $1.20 to $1.25 for first break. For plate-glass the demand has fallen off somewhat in the city, but there are a few enquiries from the country.

PAINTS AND OILS.

The linseed oil manufacturers have advanced prices 1c. per gallon, but jobbers are still, with perhaps an exception here and there, selling raw at 53 to 53½c., and boiled at 56 to 56½c. per gallon. Demand is fairly good, but jobbers are not anxious to push business at present prices. White lead is in fair demand only at 4½ to 4¾c. Turpentine is going out fairly well at 41 to 42c., although some claim to be getting 1c. more than prices here quoted. Trade in Paris green has been curtailed somewhat on account of the cold weather, a few lots only going out. There is some delay in the deliveries of English Paris green. We quote at 12½c. in drums and 14½ to 15c. in packages. Putty is quiet at $1.90 to $2 in bladders, and $1.80 to $1.90 in bulk. Castor oil is quiet at 6⅝ to 6¾c. in case lots and 7c. in single tins. Refined seal oil is quoted at 58 to 59c. per gallon in barrels. There is a good demand for the higher class of imported varnishes—better, in fact, than usual. Prepared paints are still moving out fairly well in a sorting-up way at $1.05 for pure.

SEEDS.

Trade is quiet and featureless, and practically over for the season. Jobbing price: Ensilage corn, 58 to 80c. per 56 lb. bushel; Hungarian and millet, 75 to $1 per bushel of 48 lbs.; buckwheat, 60 to 70c.

PETROLEUM.

Trade is reported fair, and prices remain the same. We quote 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; Canadian water white, 16 to 17c.; American water white, 18 to 19c.; photogene, 20c.

The Petrolia Advertiser in its weekly report says: "Crude oil, 92½c. per brl. offered, 93c. per brl. wanted; refined, 6 to 6¼c. in bulk, or 9c. in barrels in car lots f.o.b. here. The crude market is firmer, and sellers are scarce at market prices. There have been no transactions on 'Change worthy of mention during the week. Premiums are freely offered to 'call' the balance of the year at a dollar a barrel. It is confidently asserted in well-informed quarters that crude will go to $1.25 before the end of the year."

MARKET NOTES.

M. & L. Samuel, Benjamin & Co. have just got in a new and full line of cartridge belts and gun covers.

H. S. Howland, Sons & Co. are in receipt of a shipment of O. B. North's "Triumph" snaps in all sizes from 1 in. to 1¾ in.

M. & L. Samuel, Benjamin & Co. have shipped six of their double truss cornice brakes during the week.

A large consignment of "Perfection" and "Keen Cut" horse clippers has been received by H. S. Howland, Sons & Co.; also seat springs and window glass.

M. & L. Samuel, Benjamin & Co. are opening up a new line of dessert knives and forks in walnut cases.

Attention is called to the unique advertisement of Walter H. Cottingham & Co., Montreal, setting forth the Sherman-Williams colors, for which they are the sole agents for Canada. "Don't hide your light under a bushel," is the sage advice they give, which it will be found advantageous for many to follow.

H. S. Howland, Sons & Co. have a large shipment of O. and A. fence wire on the way, and report that they will be able to fill all orders on sight.

A shipment of James Elliot & Sons' "Try Me" razors has just been received by H. S. Howland, Sons & Co. "We have yet to hear a complaint regarding these razors from dealers," said a representative.

Sanderson Pearcy & Co., are in receipt of their spring shipment of "Star," "Double Diamond," and fancy enamelled glasses. The shipment is an extensive one, it taking the firm five days to get it into the warehouse.

"Some small shipments of galvanized iron from the American markets are arriving," remarked a jobber to HARDWARE, "but it will not compare, either in quality or weight with the English article, the gauges being much heavier."

The Mineral Wool Co., Toronto, have shipped two car loads of their mineral wool to R. Dunsmuir & Son, for use in the large coal storage warehouse that they are erecting in Victoria, B.C.

The Collins Mfg. Co., Toronto, report that they are unable to keep pace with their orders for Hathaway fence wire, owing to their inability to obtain galvanized steel wire for the purpose of manufacturing the same. The coal strike is the cause,

The Consolidated Plate Glass Co. of Canada have this week placed in Oak Hall clothing store, Toronto, two fine sheets of plate glass, one of them being the largest ever brought into Canada. It is 132 in. by 196 in., and weighs about 1,000 lbs.

Coulter & Campbell, coppersmiths, Toronto, report that they are placing on the Canadian market various grades of brass spelter for brazing purposes. "We have this week made a large shipment of our 'Superior' Range boilers to Brockville, and have received a large order for them from Montreal," says the firm.

The Metallic Roofing Co., Toronto, have received the contract to supply Haye's Patent Steel Lathing for the Sacred Heart Convent and Mount Royal School, Montreal. They are also supplying Eastlake steel shingling for the E. B. Eddy Co.'s mills, Hull, Que.

Chas. Boeckh & Sons, brush manufacturers, Toronto, are making a specialty of the manufacture of fine varnish brushes of camel, fitch and badger hair. The firm says: "These goods have been imported to a large extent up to the present time, but we find we can manufacture a better article at a lower price than those hitherto imported. We are also manufacturing a complete line of stable and yard brooms; also deck scrubs,

MARKETS.—Continued

squeegees, etc., for marine use. Dealers in lake and sea ports will do well to handle a line of these goods, and should communicate with us before stocking up."

The Canadian Mineral Wool Co., of Toronto, have started the manufacture of mineral wool, having secured commodious premises at Dundas for that purpose. The firm state that it is surprising to note the numerous uses to which this material is being put, as its non-conductor properties are daily opening up new fields for its use.

The McClary Mfg. Co., Toronto, report a run on their Monarch vapor stoves and the receipt of a large number of sorting up orders for milk can trimmings. "We will not be affected by the coal strike, as we are supplied with sufficient to carry us through till August, so it is our intention to run our works in London all the summer as usual, without shutting down," said a representative of the firm.

UNITED STATES MARKETS.

NEW YORK, June 1, 1894.

PIG TIN—Speculation was extremely flat in this market. The buying for account of consumers and interior dealers was also on a very moderate scale. Prices were fairly well maintained, however, and the market at the close showed some signs of firmness, although having no better foundation than 2s. 6d. advance in London quotations. For five-ton lots the net cash price was about 19.90 to 19.95c. Jobbing parcels realized 20.10 to 20.15c., thirty days time in some instances, but as low as 20c. was reported to have been accepted by some dealers.

COPPER—The market is without change in any particular. Business is slow, the demand from all sources continues lifeless and prices more or less in buyers' favor, although showing no positive decline. The range quoted is 9¼ to 9½c. for Lake Superior ingot, 9 to 9⅛c. for electrolytic and 8.80 to 9c. for common casting brands.

PIG LEAD—Soft Missouri was offered at 3.27½c. for prompt and June delivery, and the bear interest seemed slightly aggressive, although making public bids of 3.25c. Consumers were very indifferent buyers, not only of this but other classes of the metal, and it looked as though 3.32½c. or possibly a shade less would have been accepted for desilverized in carload lots.

SPELTER—There were no further advices of change in the West, and the local market was again extremely flat, with 3.50c. the common quotation for ordinary brands.

ANTIMONY—Dealings are moderate, yet sufficient to hold prices at about 10 to 10¼c. for Cookson's, 8¾c. for Hallett's and 9¼c. for LX and similar brands.

TIN PLATE—Neither prompt or future deliveries were in particularly brisk demand,

STEEL

All kinds of Agricultural, Carriage, Machinery and other steels imported promptly and at bottom prices.

Try our special "Dominion Crown" brand of English Tool Steel.

A. C. LESLIE & CO.
MONTREAL AND TORONTO.

Pure Southern TURPENTINE Our Specialty

Remember, we are headquarters for the pure article, and intending purchasers will do well to get our price before placing their orders.
Every barrel of Turpentine we ship is accompanied by our printed guarantee that it is ABSOLUTELY PURE.

We Are Not Members of any Combine.

FRANCIS, FROST & CO., 33 Front St.W., TORONTO



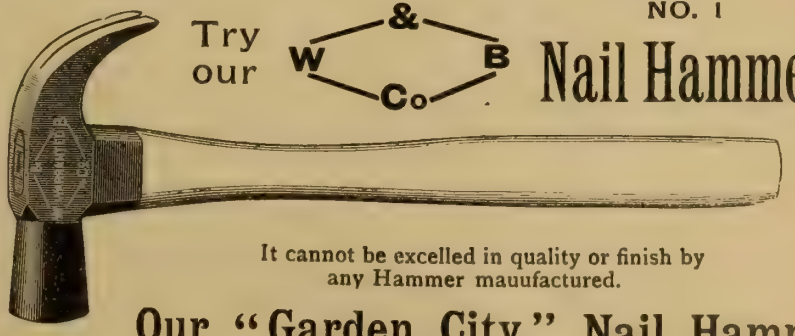
BEST ON THE MARKET.

Manufactured by Write for sample cards and prices.

The James Robertson Co. Ltd., Toronto

THE WHITMAN & BARNES MFG. CO.

Canadian Branch: St. Catharines, Ont.



Try our W & B Co NO. 1 Nail Hammer

It cannot be excelled in quality or finish by any Hammer mauufactured.

Our "Garden City" Nail Hammer

GET OUR PRICES AND TRY OUR GOODS

Is the best and cheapest "Solid Cast Steel" Hammer on the market. . . .

We aim to keep in stock a full line of Hammers, Sledges, etc., and will make prompt shipments. . . . . .

and the moderate business effected was chiefly at former prices.

IRON AND STEEL—Business is dull all along the line, and more or less seriously affected by the scarcity of fuel. The drawback is experienced by consumers as well as producers, however, and the relation of supply and demand is such that prices are merely kept steady.

CASTOR OIL PRODUCTION.

INDIA'S backwardness in ability to use her profusion of products to the best industrial advantage is well exemplified in the relative condition of the export trade in castor oil and castor seed. According to Calcutta Capital, for the 24th January, the aggregate bulk of last year's shipments of castor oil, viz., 2,578,992 gallons, was practically identical with that of ten years ago, while within the same period the quantity of seed exported has advanced from 222,156 cwts. to 989,534 cwts., the highest record. In the "Handbook of Commercial Products" devoted to castor oil, the unprogressive nature of the outward trade in this article is accounted for by the fact that the more economical and higher skilled methods of extraction practised in Europe render competition on the part of indigenous manufactures with their crude appliances and petty establishments, consisting generally at the best of a single or double bullock mill, out of the question, especially as the latter endeavor to supplement their small gains by recourse to adulteration. The history of the jute trade is pointed to as establishing the propriety of this contention ; the moral, of course, being that were European technical knowledge and capital brought to bear on the development of the oil-pressing industry, the same success that has attended the establishment of jute mills in India would in all likelihood be achieved. If the Hindustani castor seed crushers carried on their operations in large factories, there might be some chance of getting the proprietors to see the short-sightedness of the policy of turning out an adulterated article, but under existing conditions the evil must go on, until the day shall arrive when it will be judged expedient for the Legislature to deal with the question of adulteration generally. For the present the art of sophistication, applied as it is to almost every commodity manufactured in the country, constitutes an industry of no trivial importance in itself, in the means of livelihood it holds out to a not inappreciable section of the community. This, however, setting aside the question of morality, affords small compensation for the retarding influence thus brought to bear on the growth of a large business in native-made Indian oils, or for the depreciated value of, say, cotton and wheat in the European markets. Although it is probable that the use of castor oil was known, and that the plant was cultivated in India hundreds of years before the Christian era, yet it was from the West and not the East Indies that Europe first derived its supply. On the latter continent the properties of the oil seems to have been known as far back as the thirteenth century, but it was not until about the end of the eighteenth that the first small shipments were obtained from Jamaica, after which supplies from the West were gradually displaced by the production of Hindustan. To comprehend the value of the castor plant, "Ricinus communis," it is only necessary to look to the number of uses to which it is put. In India the oil is extensively used as an illuminant, and there is none better, provided it is "cold drawn," and has been subjected to a proper and carefully conducted method of preparation ; moreover, owing to its slow combustion, a saving of ¼ to ½ is said to be effected by using it, as compared with other oils. It forms an excellent lubricant, although for this purpose it has been to a great extent superseded by mineral oils. For the dressing of tanned hides and skins it has a high reputation, and the natives employ it largely for preserving water buckets, agricultural appliances, harness, etc., made of leather ; and an estimable attribute of the oil, in a climate like that of India, is that it repels rats and other vermin. Country dyers utilise the oil in certain of their processes, as for example in coloring with Al. In Assam the plant is widely cultivated as a food for the eri silkworm. It has been suggested that where the crop is largely grown in the vicinity of paper mills the stems might be more profitably disposed of for paper-making (an excellent pulp is said to be made from the stems with their bark), than as now used for fuel or for thatching houses. The oilcake is largely consumed as fuel. It also constitutes a valuable manure ; and although it is considered by European cattle breeders to be highly injurious as a fodder, the same opinion is not by any means prevalent in India. On the contrary, we find that in Mysore a decoction prepared from the cake is given to buffaloes to increase the flow of their milk. In Madras the leaves are given to the milch cattle for the same object. Elsewhere, however, we read of the leaves being applied to stop the secretion of milk. This would appear to be a point of considerable importance to clear up, and, as remarked, it might very well form the subject of investigation by the Agricultural Departments in their capacity of consulting chemists and veterinary surgeons. The cake is, or was not long since, used by the East India Railway Company, at Allahabad, for gas making. In Jeydore the palace, public offices and streets are lighted by gas produced from a cheap variety of castor oil grown for the purpose. The oil is further said to be capable of forming, with copal, dissolved in alcohol, an excellent varnish. The one great thing in which India fails as regards this product is to turn out a good, or, rather, marketable medicinal oil. In this she loses a very large trade ; and it is estimated that could such an oil be produced in India and placed in the market precisely similar to that now imported from Europe, a profit of Rs. ten per maund would be realized. As regards the destination of the limited exports of castor oil from India, the greater portion of which is shipped from Bombay, the United Kingdom still heads the list, but the trade has considerably declined during the last ten years. That with Australia, which offers the next important outlet, has fluctuated a good deal during the same period, but in 1892-93 fell below the average. France takes, roughly speaking, about half of the total exports of castor seed ; in fact, that country and Belgium together absorb fully fourteen times more Indian oil seeds (excepting linseed) than does Britain, which renders it all the more unsatisfactory that this country should lose the economic and financial gain accruing from the manipulation of so much raw material.

PURCHASING POWER OF WHEAT.

A writer in a contemporary figures out that not all the Western farmers are complaining that they must be going to ruin because they do not get as much for their wheat now as they did twenty years ago. Mr. R. R. Lambert, of Rush City, Minn., he adds, has recently published a letter which shows that he has thought the matter out and reached a different conclusion. He tells his brother farmers that the question is not so much what wheat brings as what the wheat crop will buy. When "dollar wheat" was the rule in the seventies, he could buy only eight pounds of sugar with a bushel, while now he can buy twelve. A hundred weight of nails required six bushels of wheat twenty years ago, now it can be got for four. It used to take 120 bushels to pay the cost of a mowing machine, while now it only requires seventy-five. Mr. Lambert declares his firm conviction that the farmers of Minnesota get as many things with a bushel of wheat at sixty cents as they formerly did when the price was one dollar.

ALUMINIUM CABS.

Aluminium cabs, or fiacres, are, according to an exchange, about to be tested in Paris by the cab company, "L'Urbaine," which owns the largest number of fiacres circulating in the French capital. The company is using now tinplate cases or bodies for its cabs, and it is reckoned that an ordinary coupe weighs about 500 kilogrammes, a little more than 1,000 pounds. It is expected that this weight will be greatly reduced if experiment shall prove that aluminium cabs are a feasible and practical thing.

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works



Next in Importance to the Axe, comes the Handle.

Our shaved pattern is pronounced by choppers to be just right. If you do not sell them it's time you did, because they are what the people want who use axes. If you do not get them from your wholesale house send direct to

GARDNER BROS. & CO.,
Manufacturers all kinds of Handles and Wood Turning
ESSEX, ONT.

Wire Ropes

Crucible Cast Steel, for heavy hoisting, inclines, mining, etc. Seimens-Martin for transmission of power. Swedish Charcoal for Elevators, Hoists, etc. . .

Write for Catalogue.

Galvanized Ropes for stays, ships' rigging, etc.

WIRE ROPE

MANUFACTURED BY

The B. GREENING WIRE CO., Ltd.,
Hamilton, Canada.

WIRE ROPE

In

Portland Cements
Sewer Pipes
Chimney Linings and Tops
Calcined Plaster
Fire Bricks and Clay
Enameled Porcelain Sinks

Mortar Stains, and General Builders' and Contractors' Supplies

W. McNALLY & CO.

Carry the Largest Stocks and
Quote Lowest Prices. . . .

MONTREAL

SUMMER **OXFORD** STOVES

ECONOMICAL. EFFICIENT. BEAUTIFUL.



GAS RANGE.

Oxford Gas Ranges

5 SIZES.

Bakes, Boils and Roasts quickly
and uniformly.

Are Immense Water Heaters

No Waste. No Odor.

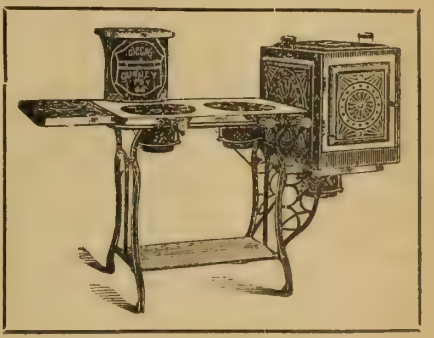
Oxford Oil Gas Ranges

5 SIZES.

Makes its own Gas as it Burns it.

Makes Gas from Ordinary Coal Oil.

Bakes, Roasts and Boils perfectly. Cost of Fuel ½c. per hour.
No Odor. No Wick.



OIL GAS RANGE.

PEOPLE WILL ASK FOR THEM. YOU MUST HAVE THEM.

Send for Price List of our Latest Production THE OXFORD GRADUATE Wood and Coal Cook Stove.

THE GURNEY FOUNDRY CO., LTD., Toronto. THE GURNEY-MASSEY CO., LTD., Montreal.

SEND US YOUR IMPORT ORDERS.



IN STOCK IN OUR ANTWERP WAREHOUSE

All the leading patterns in Guns and Rifles for the Hardware Trade.
Illustrated List on application—To the Trade only.

PAINCHAUD, SQUIRE & CO.
Agents for Dumoulin Freres, Liege. Montreal and Antwerp.

TRADE CHAT

[Importers, wholesale merchants and manufacturer should send any items intended for this department is that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

FROM the continued long rain a few of the Simcoe merchants have to remove the water from their store cellars.

Over two-thirds of the writs issued at Osgoode Hall are to foreclose mortgages.

The Calvin Co., Kingston, Ont., has contracted for 1,000 tons of soft coal to be brought from Scotland.

The Metropolitan Plate Glass Insurance Company have been authorized to do business in Canada. The headquarters of the firm are in Montreal.

Many of the merchants who signed the early closing petition are wondering what progress is being made in the matter by the association.—Free Press, Winnipeg.

A number of Montrealers are seeking incorporation as the Melbourne Steamship Company, Ltd. The headquarters are to be at Toronto, and the capital stock $45,000.

James Robertson has a very pretty Queen's birthday window. The principal feature is the large oil painting of the Queen, painted by R. H. Whale. There are stacks of rifles, swords, etc., the whole producing a very pretty effect.—St. Thomas Journal.

Commercial travellers doing business in P. E. Island must pay a licence of $25 or be subjected to a fine of $200. The law went into force yesterday. Yesterday a number of commerical men in this city telegraphed to their Island customers to come on here, and offering to pay all expenses.—Halifax Chronicle, 18th.

The British steamship Ambrose, which arrived in Manchester recently, was the first steamer to make a direct shipment of oil from an American port to Manchester. She sailed from Philadelphia on April 18th, with a cargo of lubricating oil. The cargo was quickly sold and arrangements have been made for other steamers to follow. The Ambrose accomplished the navigation of the canal with ease and safety, without the assistance of a tug.

Work in the coal mines at Anthracite is temporarily suspended while the H. W. McNeil Co. are making arrangements to increase their siding accommodation. The number of switches is to be doubled and a second weigh scales will be added. The output of coal for the next twelve months will be increased to 60,000 tons, the past average having been 30,000.—Free Press, Winnipeg.

The Waterous Engine Works company have leased a shop of the South Park Bridge and Bolt works, adjoining their (Waterous') burned buildings, and will go ahead with their orders at once. C H. Waterous, general manager of the company, is here from Brantford, Can. F. L. Waterous left last night for Chicago to buy a complete set of new tools and machinery for their works. —St. Paul Dispatch.

Solicitor Carscallen, for the Hamilton Smelting Works projectors, is responsible for the statement that the projectors are prepared to commence operations immediately, the company having secured a chattel mortgage from the Atlantic Trust Company for $250,000. The information is received with delight, as everyone is anxious that another industry should be added to the number now in the city. J. J. Morehouse is expected in the city this week to engage men and commence work.

It is understood that Caleb Goodmurphy's cannery, situated on Dinsmore s Island, in the centre arm of the Fraser, near the Gulf of Georgia, will be completed in a few days. The establishment will be entirely refitted with a new set of the latest improved machinery, manufactured by the B. C. Iron Works. A steamer left Vancouver with some 120 tons of tin and solder for the cannery in question, and it is expected that 25,000 cans per day will be manufactured this season. Mr. F. L. Lord, one of the most successful packers on the Fraser River, with eighteen years' experience, has been engaged to put up the pack of fish. The new brand will be known as the Moss Rose brand, and Evans, Coleman & Evans have been appointed to act as agents to handle the pack for 1894. Twenty thousand cases of salmon will probably be put up this season.—News-Advertiser, Vancouver.

The statement of a contemporary recently that the Gurney-Tilden Co. would be forced to shut down this week is incorrect. J. H. Tilden says they have a supply on hand sufficient to run the foundry for a few weeks, but in order to be prepared to take a large contract in the event of the strike continuing, they had decided to work about four days a week, at ten hours a day. Mr. Tilden regretted the necessity for pursuing such a course, but said they did not want to consume all their coal now and have to shut down the foundry entirely when the supply gives out. They employ about 200 men.—Hamilton Herald.

Last Saturday morning eight of our merchants were summoned to appear in court and answer a charge, preferred by Alderman Drew, of obstructing the sidewalk. One of the delinquents was fined a dollar and costs on pleading guilty, and at the request of ex-Mayor Blinkley an enlargement until Monday was granted in the other cases. After hearing the eloquent excuses offered by the remaining seven offenders on Monday morning, the magistrate considered the charge as one too conflicting with our mercantile interests to sustain, and accordingly dismissed the seven sinners.—Niagara News.

THEY ARE DEPENDENT UPON HIM.

"Business is quiet owing to the rainy weather, but it is to be hoped that it will soon improve again," said Geo. Pearsall, Yonge street. "Some demand is being felt for summer goods, such as wire cloth, etc. Wire cloth is not so much in demand owing to the extremely low prices at which the made up screen doors and window frames are being sold. Speaking of cheap goods, did it ever occur to you how much the buyer of hardware is dependent on the honesty of the dealer? There is a lot of cheap tools, etc., at present on the market, and many of them find sale in the department stores. Hardware is different from other lines, and few people know a good tool by the appearance. They go by the label and rely on the recommendation of the dealer. It therefore pays a man to deal with a merchant who is desirous of retaining his custom and not with the department store, where the clerk's sole object is to make a sale."

TALKS WITH RETAILERS.

"WE are selling a great many vapor oil stoves," said Mr. Gibson, of Gibson & Thomson, Yonge street. "There are also some gas ranges moving, but the weather has been against the sale of them. The rain that we had this week will no doubt settle the weather and tend to make the demand more brisk."

"We are finding sales quiet in the store," said B. Ibbotson, Queen street. "There has, however, been a fairly good amount of jobbing work coming in. We are handling a few second-hand bicycles, and are doing quite a lot of repairing. The rain last week made the bicycle business rather quiet. We are contemplating moving to more commodious premises."

"We have been doing a nice trade in fishing tackle lately," said W. L. Murray, Yonge street. "We always carry this line in season and find it a profitable line to handle. There are quite a lot of rods selling. Common bamboo rods find sale with the small boys, but the larger demand is for jointed rods. We have done a large paint and brush trade this spring, much of which I attribute to the attention we have paid to the display of this line in the show window. Business was a little quieter during the latter part of last week, but it seems to have revived again, and our sales the last few days have been very good."

"Yes, there is plenty of business doing, but the trouble is to get money," said E. Clapp, of Clapp & Moses, Yonge street. "I do not think I have ever found collections so hard to make. There is a fair amount of work doing in the shop, and enquiries for gas ranges and lamp stoves are quite numerous; a few refrigerators are also selling. We are getting nicely settled down in our new store, and I consider it better than the old stand. The weather has had a somewhat depressing effect during the past week, but I have no fear that it will be lasting."

"Sales are rather slow," said T. Wilson, Queen street west. "There have been some enquiries for gas ranges, but the chilly weather has set all summer lines back, and there are but few sales. There were more of these goods selling a month ago than there are now. We are doing a great many small jobs, such as roofing, eavetroughing, etc., and though you would hardly believe it, we have had calls to put up pipes and furnaces, recently taken down. The fine weather that we had previous to this cold snap deceived people into removing their stoves."

"For about two weeks trade was good with us, but it has dropped off considerably during the past week," said J. Caslor, Queen street west. "Yes, I believe in marking goods in plain figures, but not in ticketing them with their prices for exhibition in the window or store front; nor do I believe in piling a lot of stock in the front of the store so ticketed. It is not business to let everyone know your prices, and it has a tendency to cause rivalry amongst neighboring merchants handling the same class of goods, and a temptation for them to ticket their goods just a little lower than that of their neighbors, even if it is only half a cent. Smith exhibits an article and tickets it with the price—15 cents. Jones sees it, and puts the same article in his window, and tickets it 14 cents. Robinson sees both these, and goes them one better, and so the profit on this article is lost to all three, and trade is demoralized. It may be a good idea to ticket some lines of goods that are not selling well, and that you wish to get rid of. There are also a lot of people who would only take a passing look at a ticket, and resolve to buy it at some future period, who, if they had entered the store to make inquiry, might have been persuaded to buy."

ELECTRICALLY DRIVEN TOOLS.

IT would be difficult to find in machine shop methods of the past a more rapid and radical change than the one produced by the electric motor, says Iron Age. We meet it in every industry, above ground and under ground, driving machinery of every description, sometimes devoting all of its energy to driving one tool requiring large power, and at other times operating a short line shaft from which a gang of small tools is driven. Considering the wide field it now occupies and the diversified duties it performs, it seems wonderful that so few motors are discarded because they have failed to do what was expected of them. The practical trial of the motor has created confidence in its general capability. That this did not exist two years since, even in the minds of progressive manufacturers, is shown by the following incident: The head of one of the largest establishments in the country, when asked why he did not put in an electric traveling crane instead of a square shaft crane, in the changes he was then making in his plant, said: "If, when we made our plans, we had been as convinced as we are now of the reliability of the electric motor, we should certainly have provided an electric crane." The rapidity of the introduction of the motor is shown by the fact that there are now some large plants driven by motors exclusively.

Advocates of the electric motor have always claimed that its most important advantage as compared with the method of transmitting power by shafts and belts, has been in economy. It has been stated that the efficiency of both dynamo and motor is high, that the loss in conductors is nominal, and most important, that there is no wasted energy, since when the machine stops all expenditure stops and the saving is traced direct to the coal pile. To verify these claims we need reliable data giving power consumed by tools of widely varying character and doing work of all kinds, and compare these results with like ones obtained from tools driven in the usual way. Steps are now being taken in order to obtain this information in the case of electrically driven machines.

As bearing on this question we take the following from an address recently delivered by the president of the Institution of Mechanical Engineers, Prof. A. B. W. Kennedy:

"I have found, from information kindly given me by several large engineering firms, that the actual cost to them of power, including coal, stores, wages and depreciation, generally lies between 2 and 5 per cent. of their total costs. In any given factory running on the ordinary system there is a large continuous waste of power, due to the running of the whole shafting, no matter how many or how few machines are at work. Under such conditions the waste work in shafts and belts may well be even 25 per cent. of the average useful work, and the distribution of total work may be approximately:

	Horse-power.
Average useful work	100
Wasted in belts and shafting	25
Wasted in engine friction, the engine being supposed large enough to give 150 horse-power at tools as a maximum (at about 10 per cent. of maximum horse-power)	20
Total	145

Now, if all the machines in such a case were driven by separate motors, each having an electrical efficiency of 88 per cent., and these motors worked from a dynamo having an efficiency of 92 per cent. (both of which are high figures for ordinary work at two-thirds output), the figures would stand as follows:

	Horse-power.
Average useful work	100
Wasted in motors and dynamo	24
Wasted in leads (say 2 per cent)	2
Wasted in engine friction (as above)	20
Total	146

It will be seen that the two sets of figures are practically the same as to amount of power required. As the electrical efficiencies which I have assumed are not likely to be exceeded, I think it may be said that there is no saving to be obtained in horse-power, and none therefore in any of the items of cost directly dependent on horse-power, in cases where the power wasted in shafting and belts does not exceed 25 per cent. of the whole average useful power."

The above might apply to machinery running continuously, but the time during which a machine is idle and from which the greatest item of economp is derived is not considered. This point is most essential, and it is one concerning which there is but scant knowledge.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

ECREMENT & CO., general merchants, St. Gabriel de Brandon, Que., are offering to compromise at 25c. on the dollar, cash, and a demand of assignment has been made upon them.

A meeting of the creditors of Joseph Pare, general store and butter factory, St. Vincent de Paul, has been called.

J. McDonald & Co., furniture, Nelson, B. C., is offering to compromise.

R. & A. Beauvaise, blacksmiths, have compromised at 25c. on the dollar, cash.

A demand of assignment has been made upon Louis Bedard, contractor, St. Faye.

Boursier & Co., general store, St. Martine, have compromised at 40c. on the dollar, cash.

The Drury Nickel Mining Co., Ltd., has been declared insolvent by the court and a winding up order granted.

SALES MADE AND PENDING.

W. B. Mills, general store, Arden, stock advertised to be sold by auction on 5th inst.

The stock of the late Mrs. R. Young, general store, Arnprior, is advertised by executor for sale.

The stock of E. Camieraud, general store, St. Monique, Que., has been sold at 45c. on the dollar.

Thos. Hulbert, blacksmith, Falkland, was advertised to be sold out by the sheriff on the 1st inst.

The stock of M. Vachon & Co., general merchant, Mongenais, Que., has been sold at 54c. on the dollar.

The assets of W. J. Nicholson, general store, Riceville, are advertised to be sold by auction on the 7th inst.

The assets of the Wightman Sporting Goods Co, Montreal, are advertised to be sold by auction on the 6th inst.

The stock of Thibaudeau & Co., general store, St. Eulalie, Que., is advertised to be sold by auction on the 6th inst.

The property, plant, etc., of the Toronto Pressed Brick and Terra Cotta Co., Ltd., is advertised to be sold by auction on the 2nd inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Arthur Chaput and Chas. Madore, have registered partenrship as plumbers, Granby, Que.

E. Hammond has registered proprietor of the Montreal Woven Wire Fence Co., Cote Visitation, Que.

Amanda Labrecque, wife of Jas C. Dussault, has registered proprietress of the firm J. C. Dussault & Co., Levis, Que.

Jas. A. Gagnon and Intern A. Charlebois, have registered proprietors of the Three Rivers Iron Works Co., Three Rivers, Que.

P. C. Blouin & Frere, general merchants, St. Jean de Orleans, have dissolved, and have been succeeded by Adeline Blouin & Fils.

Simon P. and Abraham W. Myers have registered a partnership in Montreal to carry on business as general merchants under the style of Myers Bros.

CHANGES.

J. J. Bryan, implements, Souris, has sold out to David Gibson.

Cleveland Bros., general store, Coaticooke, Que., are closing up.

Oliver Buck, Jr., general store, Norwood, has been succeeded by Shields & Rutherford.

FIRES.

St. Pierre & Gamache's foundry, Bic, Que., has been burnt.

Urbane Belleveau, general store, Bellaveau, has been burned out.

The blacksmith shop of M. J. Joyce, Joyceville, was destroyed by fire on Monday; insurance, $200.

Edward Forrester, general merchant, Sicamous, B.C., has been burned out; partially insured.

W. H. Thorn & Co., wholesale and retail hardware, St. John, N.B., have been burned out. They were insured.

Last fall fire destroyed the glue works of J. T. Huber at Berlin, doing $50,000 damages. The place was rebuilt, and on Tuesday the structure and the machinery were completely ruined by fire. The loss will be very heavy.

DEATHS.

Wm. Bowser, general storekeeper, Kingston, is dead.

Alex. Girvan, general storekeeper, Kingston, is dead.

E. Gamble, late accountant for the Massey-Harris Co., Winnipeg, is dead.

NATURAL GAS CONSUMPTION.

The annual report of Special Agent Joseph D. Weeks, of the United States Geological Survey, for the year 1893, discloses the fact of the growing confinement of the consumption of natural gas to domestic use, says Metal Worker. The only State in which the use of natural gas for manufacturing purposes increased last year is Indiana. This State contains by far the most important gas field, its estimated area of productive gas territory being about 2,500 square miles. Moreover, while the supply falls far below the demand in other gas fields, it is stated to be well maintained in Indiana, and supplies are even obtained from thence by factories in other gas territories. The value of the product consumed in Indiana in 1893 was $5,718,000, against $4,716,000 in 1892. The total value of natural gas consumed in all parts of the country last year was $14,346,250, as compared with $14,800,714 in 1892. This decrease is attributed to the higher prices charged for the gas in 1893. The falling off in the value of the gas consumed has been steady since 1888—the banner year—when $22,629,875 worth of the fuel was used. Of this output Pennsylvania alone produced the value of $19,282,375. Last year the output of that State had sunk to $6,488,000, and all the other States, except Indiana, showed a like decline.

THE "COMING" WOMAN.

We give below, says Iron Age, a letter received by a prominent cutlery firm from a Western woman, and it not only tells its own story but tells it exceedingly well:

——, IOWA, April 5, 1894.

DEAR SIRS: I have come in possession of your address and I know your cutlery by reputation. Do you employ traveling agents on the road? You will perhaps say, "No; not women." I have been in the business a greater part of the time for several years and I have always had good success, for I always deal with the men, and that is where the secret of my success lies. I never deal with the women; a woman can't do that. I leave that part to my husband and I take another line.

If you have never employed a woman to travel for you, you don't know of the success they have and the advantage they have over men. My husband is on the road all the time for a Chicago firm, and I adopt this business from choice rather than necessity. I am 25 years old, a graduate of —— College in the class of '91.

I have never been in just your line of goods, but I think undoubtedly I would make a success of it, for I can hustle and make people buy to get rid of me.

Should you possibly consider my proposal favorably, let me hear from you at once. I do not mean to say that I would canvass, for that is out of my line; but I can sell as much to reail dealers as any man that ever carried a grip.

My address for two weeks will be: ——, etc.

SUBSTITUTE FOR PIPE TONGS.

The man who is full of expedients is the one who gets along in the world, says an exchange. If what he wants is not at hand, something else is substituted, and matters progress as though every facility were available. This applies especially in mechanics, where it is impossible to provide a tool for everything, and when just the tool required —even though there be such a tool—is not at hand. A mechanic who, desiring to unscrew a pipe, and not having pipe tongs or any of the usual appliances for such work, picked up a wrench and a piece of a round file and applied the file between the pipe and the outer jaw of wrench. In an instant, and without difficulty, the pipe was loosened.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

Gas, Electric, Combination

Fixtures AND Brackets

English, Canadian, and American DESIGNS



A select stock of Gas and Electric GLOBES always on hand

JAS. BARWELL, 88 Bay Street, Toronto

Drawings and prices on application.
The trade supplied.



SS. SMOKELESS POWDER

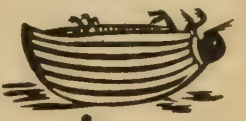
Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.

429 Board of Trade Building
MONTREAL, Agents.

SEND FOR PRICE LIST.

CHURCH'S POTATO Finish





NO MORE WATERY POTATOES

READY-FOR-USE-DRY

NO MIXING REQUIRED.

Worth its cost as a fertilizer.

DOES NOT INJURE THE VINES

The only safe way to use a Strong Poison

FOR SALE BY

Alabastine Company, Paris, Sole Manufacturers.

HILL & FORBES, 327 ST. JAMES ST., MONTREAL: Agents for the Province of Quebec.
A. M. BELL, HALIFAX: Agent for New Brunswick and Nova Scotia.



THE Eureka Refrigerator, PATENT.

Manufactured by the Eureka Refrigerator Co., of Toronto. 54 Noble St.

Wilbert Hooey
Manager

This cut shows our grocer refrigerator in three sizes. We also keep in stock a large assortment for family use.

Send for Catalogue.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.



"Build to-day then, strong and sure, With a firm and ample base." —Longfellow.

DO YOU?

WISH THUS TO BUILD, an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors.

Wall Dusters

Our Wall Duster is a common-sense article which only has to be shown to be sold. Send for Price List.

FRANK HOLT, 81 Colborne Street, Toronto

TORONTO PICKET WIRE FENCE CO.

221 River St., Toronto

Picket and Woven Wire Fencing



Send for New List

Best in the Market.



Look for the Trade Mark.

Pearl Steel Ware
Chocolate Steel Ware
White Steel Ware.

Roofing and Building Paper

Tarred Felt,
Dry and Tarred Sheeting
Building Paper,
2 and 3 Ply Ready Roofing,
Pitch, etc.,

In stock here for the convenience of the Trade.

Alex. McArthur & Co., Montreal

H. D. SIMMONS & CO., Western Representatives

85 York Street, TORONTO.

TELEPHONE 2164.

Clothes Wringers
"Leader" Barrel Churns
"Dowswell" Washers
"Queen and Domestic" Mangles

DOWSWELL BROS.
SUCCESSORS TO
Peerless Manufacturing Co.
HAMILTON, - CANADA

Write for Prices and Discounts.

RAMSAY'S
PURE
WHITE LEAD

PARMENTER & BULLOCH
Manufacturers of
Rivets, Burrs, Wire Nails
Of every Description
Carpenters' Braces, and other Hardware lines.
SPECIALTIES:
Tubular, and Bifurcated or Slotted Rivets, Lacing Studs, Rubber Arctic and Leather Shoe Buckles, and Shoe Braces. Write for Illustrated Catalogue and Price List.
Head Office and Works: GANANOQUE, ONT.
BRANCH WAREHOUSE:
32 and 34 St. Dizor St., Montreal

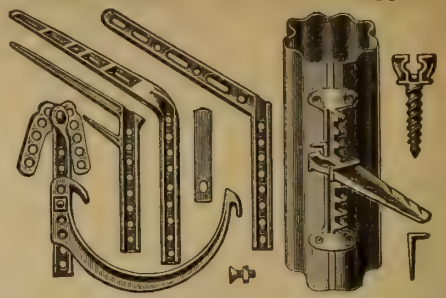
ADAM HOPE & CO.,
Offer for Sale HAMILTON
"Pioneer" and "Sloss"
PIG IRON
These are fine foundry irons, being strong and large scrap carriers.
Also all the well-known—
Scotch Brands,
Broken Car Wheels,
and Railway Cast Scrap.

SOUND TRADE PHILOSOPHY.

EVERY now and then I hear of some dealer getting angry, and writing his wholesaler to that effect because the latter followed a good business rule and sent him a statement of account, says a writer in a contemporary. It seems rather strange, in this systematic business age, that any man dealing in merchandise is not well enough informed to know that a statement is not a "dun." It is also strange that men will insist that they deserve credit based upon what their possessions are supposed to be, in face of the fact that their ability and willingness to pay is the first thing the grantor of credit takes into consideration. The majority of business men who fail are those supposed to own property of value in excess of their liabilities. Having secured credit on the basis of property in their possession they over-reach themselves, and find it impossible to convert property into cash at actual value when the rub comes. But business men who are granted credit on account of their promptness in paying their debts seldom fail. They have friends whose confidence means money at a critical moment. Then, men of limited means who are good buyers and careful sellers, at the same time being diligent collectors and prompt payers, are generally worthy of all the credit they ask. It follows that such men want less than those who expect to make less satisfactory returns and that their demands are on business lines, strictly. Such dealers do not boast of their credit nor fly into a rage and straightway write insolent letters because statements of account are sent them. Only those who overestimate their own importance and ability call attention to it by emphasizing their ignorance. I am glad there are but few of this class left, and hope the trade may some day be rid of them all, for they are to a man price cutters and demoralizers of trade, owing to their slipshod methods.

It seldom, but sometimes, happens that traveling salesmen think they can make capital out of abuse heaped upon a competitor or his employees. In order to make, as they think, a startling contrast between their own and the line of goods offered by a competitor, or, to draw a comparison between the personality of the calumniator and his subject, the salesman who follows this course will invariably paint the present white and the absent black, assuming that his listener knows no better and that he will be believed. It is hardly worth while for me to say so, but every man who is smart enough to keep out of the poor house knows that the man who will wantonly abuse one man will abuse as many as his field of action will permit, and that he is remembered best on that account. It don't pay a salesman to talk about his competitors or their lines at all, but if he must say something, by all means say something good. There is hope of some returns for so doing,

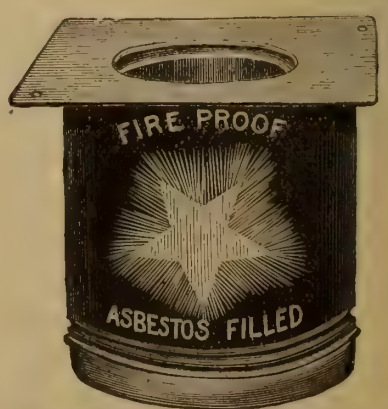
BERGER BROS. Tinners' Hardware and Roofers' Supplies.



The best Eave Trough Hangers and Pipe Fasteners on earth. Berger's Long Eave Gutter, Pipe Hooks and Fasteners of every description. Also Ridging, Crestings, Finals, Registers and Ventilators. Don't buy until you have our price. Samples and catalogue free.
237 ARCH ST., PHILADELPHIA, PA.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C.I.F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.
GEO. E. DRUMMOND,
Managing Director and Treasurer

REST YOUR EYES
All oculists and practical scientists in general agree that it is a good thing to rest the eyes occasionally during the day by looking at a GREEN DISC for 20 seconds, at intervals of 2 to 3 hours. Drop us a postal and we will mail you a GREEN DISC.
JOHN LUCAS & CO.
Paint Manufacturers.
Philadelphia
New York
Chicago



"Asbestos Stove Pipe Thimble." Light, strong, will not crack with heat, easily placed, fire proof, universally used where known. Manufactured by THE COLLINS MFG. CO., 84 Adelaide East.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, TORONTO

ENGLISH HOUSE: **SAMUEL, SONS & BENJAMIN**
164 Fenchurch St., London, E. C.

Terne Plates, I.C. AND I.X., special brands
Taggers' Tin and Iron
Sheet Zinc for Refrigerators
Sheet Steel, Dead Flat

but no dividend was ever declared on abuse. Business don't require it and business won't permit of it. It takes some men a good while to find this out, but they all come to it if they live long enough. I never knew a smooth, good natured, truth-telling salesman to get the worst of it and, likewise, I never knew one who always has something ill to say of others to get the best of it. If you think I'm wrong get some friend to go around and secure the truth from a customer to whom a tale of abuse has just been told. Experience is an infallible teacher, I find, and thus he puts it.

SELLING STOVE REPAIRS.

"WE have any number of amusing experiences, although some of them would try the patience of a saint," said a Chicago dealer to a newspaper reporter. "People will come to us who think we have enough information if they give us the name of their stove. An Irishman walked into our place the other day. He was one of those positive Irishmen who think it impossible to make a mistake.

"'Good mornin',' he began. 'Oi was laid off yisterday, an' Oi just came down to git some fixins for the stove. The ould woman's been lackin' for a new back this long toime.'

"'What kind of a stove is it?'

"'O, just a common ivery day stove.'

"'Does it burn coal or wood?'

"'It's a coal stove an' burns a divil of a lot of coal. Sure, it takes the best part of me wages buyin' coal.'

"'What is the name and number of it?'

"'No. 8 Star.'

"'Are you sure?'

"'Am Oi sure? Of course Oi'm sure. D'ye suppose Oi've sat in front of it for the last eight years an' not know what kind of a stove it is? Phat do you t'ink Oi am, a choomp?'

"'But there is no such stove made.'

"'Is that so? Maybe you t'ink you know more about it than Oi do, an' ye niver sane the stove at all, at all.'

"'Are you sure it isn't a Star No. 80?'

"'Sure? Of course Oi'm sure. Oi wouldn't have come down onless Oi knew phat Oi wanted. If you haven't got a No. 8 give me what you have got and Oi'll make it fit.'

"'But there are several kinds of Stars. Who is the maker, what is the date of the patent, and what is the size of the oven?'

"'An' do you have to know all that? Sure, the next toime Oi come down for a job loike this Oi'll sind some one else.'

"Then there is the 'handy' man, who comes in with a piece of string or a stick. There are knots in the string and nicks on the stick to show that the stove is 'so long and so deep.' When we tell him what is necessary before he can be accommodated he beats a hasty retreat. And there is the lady who thinks we are 'just horrid' when we tell her that we don't know what kind of a stove she has, that there are between 70,000 and 80,000 for which we have repairs, and that hers might be any one of them.

"The other day a German who keeps a second hand store was in here for some parts to two stoves that he had bought. He could not speak English very well, and as near as the clerk could make out the names of his stoves were the 'Sausage' and the 'Maggots.' As no such stoves were made to our knowledge, we were somewhat puzzled. Finally the catalogue was resorted to and the German triumphantly pointed out the names of his stoves. They were the Success and the Magnetic.

"Occasionally a man of the Spoopendyke order comes in. He wants a water front. He has the name and the details all right, and we give him the part and suggest that we send a man to put it in for him. He declines our assistance, says he is used to these little jobs. He enjoys them. Besides, he isn't as big a fool as some people, who pay a man to do a simple little piece of work when they could save the money by doing it themselves. Next day he comes in crazy and wants to know what we mean by giving him the wrong front. Upon investigation it appears that he has taken out the fire brick all right, but has neglected to remove the shell, which makes the water front too large by about an inch.

"If people would be more particular to give us the right information they would have less trouble in having their stoves repaired."

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.



For Iron Fencing, Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.



W. & S. BUTCHER, Sheffield, England, Makers for over *ONE HUNDRED YEARS* of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND.

OR



OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 50 $5 75
I.X., "	6 75 7 00
I.X.X., "	8 00 8 25
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	4 75 5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 35 3 50
I.C., special sizes	3 60 3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 75 7 00
I.X. Terne Tin	8 75 9 00
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7½ 7½

Iron and Steel.

	Base Price
Common Bar, per 100 lb	$1 85 1 90
Refined " "	2 35 2 65
Horse Shoe " "	2 60 2 75
Band " "	2 40
Hoop " "	2 40
Swedish " "	4 00 4 25
leigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 11
Tank Plates1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

½-inch	10½c
¾-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 50
22 to 24 "	2 35
26 "	2 45
28 "	2 65

Canada Plates.

All dull	2 50 2 55
½ polished	2 55 2 60
All Bright	2 85

Iron Pipe.

Wrought 67½ to 70 and 10 p.c.
Galvanized, 45 to 50 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4¼, 4½
26 gauge, "	4½, 4¾
28 " "	4¾, 5

Note—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4½
" ⅜ " "	4¼ 4⅝
" 7-16 " "	3⅝ 4
" ½ " "	3⅝ 3⅞
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10½ 0 11
Lake Superior	0 10½ 0 11

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square	
1 to 2 in	0 19 0 21

Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 15 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 16 0 17

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 18 0 19
" 35 to 45 " "	0 16 0 17
" 50 lb and above per lb	0 15 0 15½

Boiler & T. K. Pitts.

Plain Tinned per lb	0 19
Spun "	0 21

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18 0 20
" " 27 to 30 "	0 20 0 21
" " 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04¼ 0 04½

Zinc Sheet.

5 cwt casks	0 05 0 05½
Part casks	0 05½ 0 05½

Lead.

Imported Pig, per lb	0 02½ 0 02¾
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04¼ 0 04½
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04¼ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 14 0 15
Standard	0 13 0 14
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10½ 0 11
Other makes "	0 9½ 0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4½ 4 75
No. 1 Do. "	4 50
No. 2 Do. "	4 25
No. 3 Do. "	4 00

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.c wt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian "	
Paris Green, per lb	0 12½ 0 15
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 69	
Extra "	0 90	
Brown Japan "	0 65	
Brown Japan, Turpentine p. gal.	0 85	
No. 1 Carriage "	1 30	
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 25

Linseed Oil (in bbls)

Raw, per gal	....	0 53½
Boiled "	....	0 56½

Turpentine (in bbls)

Selected Packages, per gal	0 41	0 42

Castor Oil.

Best, per lb	0 06⅝	0 07

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear	.....	0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 15 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 85
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each	....	4 50

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's per doz.	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 50
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

Per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	4 00	4 50
Copper, discount, 40 and 10 to 40 pc. off Revised list.		
Steel Clad 20 p.c. dis.		

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 per cent.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c,
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	5 00	4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc, and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 pc.,
Loose Pins, " 65 & 10 to 70 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	....

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.		
Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	....	1 35
" No. 2	....	2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70.
Canadian, dis. 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz		1 70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto FileCo., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	4 00	

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c:

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1 20-25	2 40	1 75	....
26 to 40	1 40	2 70	2 00	....
41 to 50	....	3 10	....	4 50
57 to 60	....	3 40	....	5 00
61 to 70	....	3 70	....	5 50
71 to 80	....	4 10	....	6 25
81 to 85	....	4 50	....	7 00
86 to 90	....	....	....	8 00
91 to 95	....	....	....	9 00
96 to 100	....	....	....	10 00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary.

1st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	0 50

Picture Glass

Pilkington's ordinary.

1st break	4 0
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., tree of duty. Net list on application.

Glue Pots.

Tinned, each	0 30	.....
Enamelled "	0 55	.....

Grindstone Fixtures.

P. S. & W., per doz	3 88	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 45 to 47½ p.c. dis

Hatchets.

Can., dis 40 to 42½ p c.		

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p.c

Heavy, per lb	03 3-5	0 04½
Screw hook and hinge—		
6 to 10 in., per set	0 00	0 04
12 up "	0 00	0 03

Per doz. set

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		

Per doz. pairs

Spring	1 50	3 50
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mor ar, etc., discount 40 to 45 per cent.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.

Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 50 to 55 per cent.

Horse Nails

Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " " 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
ome, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)
1. Either Canada or American Pattern.
Basis—50 to 60 dy..... 1 85 1 90
40dy..... 1 90 1 95
30 dy..... 1 95 2 00
20, 16 & 12 dy.... 2 00 2 05
10 dy..... 2 05 2 10
8 & 9 dy..... 2 10 2 15
6 & 7 dy..... 2 25 2 30
2. Amer. Pattern Only
from 4 to 5 dy .. 2 35 2 40
3 dy. (lath)..... 2 85 2 90
3. Canada Pattern Only
from 4 to 5 dy .. 2 35 2 40
3 dy. (lath)..... 2 75 2 80
3 dy. A.P. Fine 3 45 3 50

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.

German & American 1 85 3 50

Nail Sets.

per gross
Square, round and octagon 3 38 4 00
Diamond 12 00 15 00

Netting.

Poultry, 60 per cent dis.
Import 60, 10 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carton Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S R. Seal ..... per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

Picks

Per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.

Corn, square, per doz 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys

Hothouse, per doz 55 1 00
Axle 22 33
Screw 27 1 00
Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 1½ 2
Tins, 1bs 2 50 2 75

Rail.

Barn Door, per foot 3 3½
Sliding Door, " 3¼ 3¾
Lanes, 40 p.c. dis

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 50 per cent.
Burrs, Iron, 50 and 10

Rivet Sets.

Canadian dis. 30, 35 per c.

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger ..	6¾	9¼
¼, 5-16, ⅜ in.	7¼	9¾
Cotton, per lb	18	20
New Zealand	8½	9
Russia Deep Sea, per lb ..	12¾	13½
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 40 to 40 and 5 per cent.
Emery, per quire 55 90

Sash Cord

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.

Sectional, per lb 1¾

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent. to 40 p c.
Cross Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each 75 2 75
" frame only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B S. & M. dis. 40 p. c.

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H 70 " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz 3 25 4 00
Bench iron per doz 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 70 p. c. off.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis. 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ½ or ¼ gross boxes, per grs. 11 30

Soldering Irons.

Per lb 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3¼
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enanelled cans, per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2 " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 55 per cent
" tinned, dis. 57½ per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 60 per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 p. c to 65 p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks and Nails, dis. 37 per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 35 to 40 p.c.

Ties.

Cow, per doz 1 25 2 50

Tinner's Tools.

P.S. & W., net list.
Canadian 15 to 35 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ p.c. to 35 p.c.
Game, H & N., P. S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D. & S., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " ..... 0 30 0 5[illegible]
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap 0 11½
" Crown 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50

Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal
Broom Wire 5½ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	3½ 3¾
" 4 " 4 & 6 " "	
" Plain twist, all deld	3½ 3¾
" Steel thorn and ribbon	4½ 5
"Lock Barb," 4 point	.. 4½
Ditto Glidden 2 point	.. 4½
Galvanized Barb, "Lyman," 2 to 4 points	.. 4½
Steel staples	... 3¼

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Genuine, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz 1 25 2 00

SIMPSON, HALL, MILLER & Co.,

TRADE MARK FOR

SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE HOLLOW WARE

16 and 18 DeBresoles St., Montreal.

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WM. ROGERS. KNIVES, FORKS, SPOONS.

Manufacturers of the

Finest Quality Electro-Plated Ware.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.

THE

Best Upsetter

A Poor Upsetter means to the blacksmith who buys it money thrown away. In the long run it don't pay a merchant to handle goods that are not satisfactory to his customers. Jardine's Patent Tire Upsetter is reliable and durable, and moderate in price.

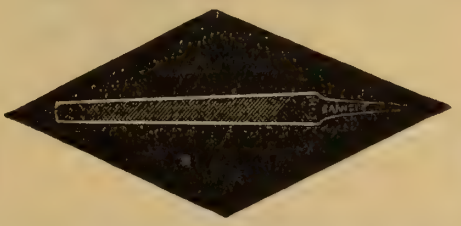
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Manufacturers Blacksmiths' Tools

HESPELER, ONT.

BLACK DIAMOND FILE WORKS,



21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. **Gulletting Sawfiles.**
Climax Sawfiles. — AND — **Lightning Sawfiles.**

EVERY OTHER DESCRIPTION OF SAW FILES.

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HARDWARE MANILLA
LEATHER MANILLA

SPECIAL Paper for the Hardware Trade; different kinds; different weights; different sizes; different prices. No matter how much you want, or of what grade, write us for prices and samples. We are out for the business.

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A. ALLAN, Pres. J. O. GRAVEL, Sec.-Treas.
F. SCHOLES, Man. Director.

THE CANADIAN RUBBER CO'Y

Of Montreal and Toronto.

CAPITAL, - - $2,000,000.

MANUFACTURERS OF



First Quality Rubber Boots and Shoes, Superior Quality Rubber Beltings, including The Forsyth (Boston Belting Co.) Seamless Rubber Belting. For which we are Sole Agents and Manufacturers in Canada.

We hold the Patent and Right to Manufacture in Canada.

THE PATENT PROCESS SEAMLESS TUBE HOSE

We Make all Our Hose by this Process.

ASK THE MERCHANT YOU DEAL WITH FOR IT AND TAKE NO OTHER.

Rubber Packings, Valves, Gaskets, etc.

Head Office and Factory, Montreal. **J. J. McGILL, Man.**

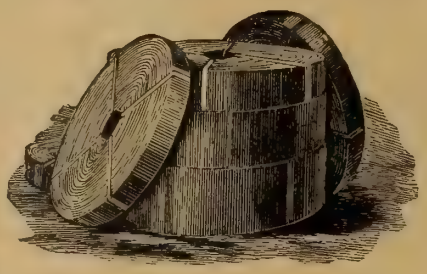
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Cor. Front and Yonge Streets, TORONTO.

J. H. WALKER, Manager.

FINEST QUALITY

RUBBER BELTING





"MONARCH"
"RED STRIP"
"LION" brands

PARTICULAR ATTENTION GIVEN TO ORDERS FOR LARGE SAW MILL BELTS, ENDLESS OR STRAIGHT . . . .

THE GUTTA PERCHA & RUBBER MFG. CO.

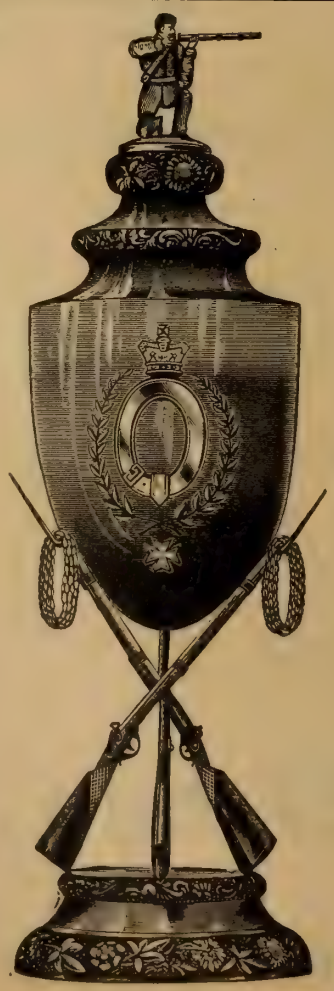
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61-63 FRONT STREET W., **Toronto.**

When a fire comes to a man who has a Taylor safe, he has no need to be anxious concerning the contents; — they will come through all right. If you are without a safe, you know what to buy.

J. & J. Taylor

Toronto



Prize Cups Trophies AND Medals

Are a specialty with us. Our new illustrated catalogue gives a great deal of valuable information in reference to this class of goods. If you have not received a copy advise us.

The Toronto Silver Plate Co.

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TORONTO, CANADA.

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HARDWARE
AND METAL MERCHANT

VOL. VI. TORONTO, JUNE 9, 1894. No. 23.

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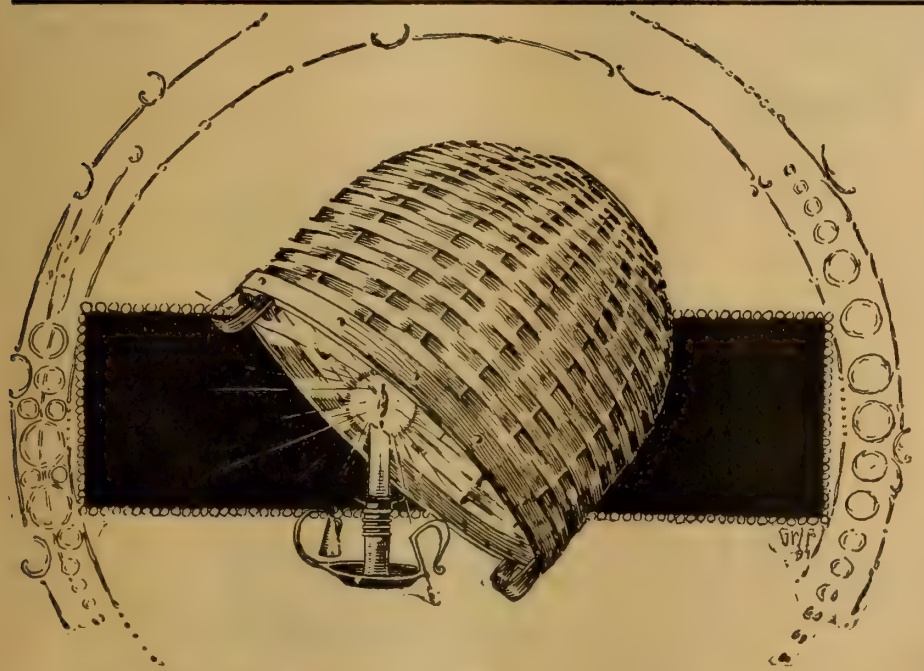
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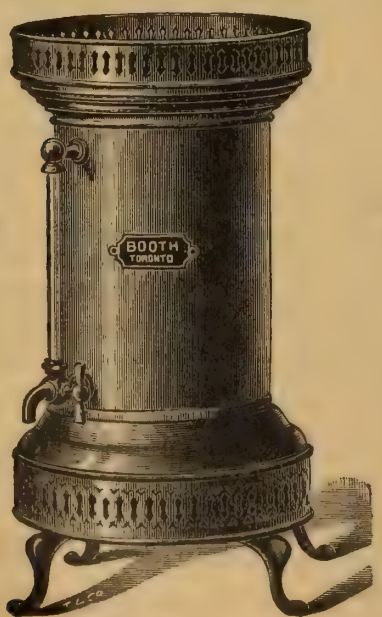


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. . HARDWARE . .

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Published Weekly. $2.00 a Year.

Vol. VI. TORONTO AND MONTREAL, JUNE 9, 1894 No. 23

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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WHEN the price of an article is kept for a length of time at a figure which does not net a living profit, the manufacturers thereof are not infrequently driven to sacrificing the quality. As the trade is well aware, at the prices at which turpentine and linseed oil are now selling a living profit is not possible; in fact there have been instances of late where sales have been made at and even below the cost of the pure article. And now the assertion is going the rounds that some jobbers are resorting to adulteration in order to secure what reckless cutting is taking from them. How far the trade is warranted in making the assertion in question HARDWARE knows not, but it is natural to suppose that some should do the unnatural thing under the present abnormal condition of prices. People cannot afford to do business for nothing in this day and generation. But nothing can justify adulteration. To adulterate is to practice deceit. The adding of a foreign substance to turpentine or linseed oil is not wrong in itself so long as the fact is not concealed from the buyer or the consumer. If they are acquainted with the fact and then choose to purchase, instead of paying a higher price for the pure article, all well and good. But the trouble is that a knowledge of the real condition of affairs is as a rule kept from those who should know it, and there is where the wrong is done.

* * *

Speaking of adulteration brings to mind a recent case of adulteration ventilated in the courts at Cincinnati. It was of a unique character. Manufacturer A had reason for thinking that manufacturer B was adulterating white lead. He procured a sample and had it analyzed. The results proved that his suspicions were well founded; and he was not slow to advertise the fact. Manufacturer B then sought a restraining order from the courts and instituted suit for damages. In court the defendant proved adulteration, the analyses, some forty-five in number, practically agreeing on the extent of the sophistication. The court held that the publication of the analysis was justifiable, and the plaintiff's claim for damages and an injunction was accordingly denied. The importance of this decision centres in the fact that it is within the province of one dealer or manufacturer to publish a truthful analysis of another's products. Commenting on the result, a contemporary considers it of unusual interest and value, and will doubtless stimulate the close examination of other makes of white lead, and, in fact, of paints and oils generally, to enlighten the buyer as to which is pure and which is adulterated. In Canada the law seems to be sufficiently rigid to prevent adulteration of white lead, the nearest approach to it being when manufacturers use inferior qualities of dry lead and oil when grinding.

* * *

There is probably no piece of purely commercial legislation which has been so much sought after during the last few years outside tariff reform than an Insolvency bill for the Dominion. This has been particularly so the past three years. But, on one pretence or another, the matter did not reach the form of a bill until this session, when Hon. Mackenzie Bowell, Minister of Trade and Commerce, introduced his Insolvency bill in the Senate, through which it has since passed. But just as the measure is in sight of the promised land of actual law, the prospect of its entering this year, at least, is dimmed by a statement made in the House a few days ago by the Premier, "that if there was time this session the Government would introduce the Insolvency bill." In the light of past experience there is good reason to fear the shelving of the measure for a more convenient season. An intimation of this kind is usually a modified way of saying that there will not be time. Days, however, will probably be found for wasting the time of the House and the money of the country in useless discussions, and in dissecting unimportant measures, while it is possible that time may not be found for disposing of a bill of the importance of the Dominion Insolvency bill. That such a law is wanted is beyond doubt in the minds of a great majority of the business men of the country. It is wanted for the protection of our own merchants; it is wanted for the protection of foreign merchants who do business with Canada. And to defer final dealing with it till next session would be reprehensible and and an unwarrantable ignoring of the commercial interests of this country. In short, if the Government is really desirous of passing the Insolvency bill it can find the time. Its pros and cons have already been well weighed, and the Premier himself acknowledges that its passage through the House of Commons is not likely to take long. If, therefore, the worst fears are realized and the House closes without disposing of the bill one way or the other, the plea that there is not time to deal with it will be looked upon largely as mere subterfuge and will as such be remembered.

* * *

The Canadian tariff has passed the committee stage, and work upon it is now practically finished. Whatever difference of opinion there may be regarding the character of the new tariff, few will assert that much time has been wasted in dealing with it since it was introduced to the House, March 27th

last. At any rate one must come to this conclusion if the time which Congress has already exhausted in tinkering with the United States tariff can be taken as a basis of comparison. Congress took up the practical work on the tariff some eight or nine months ago, and although it passed, after much labor, through one branch of that institution, its day of final settlement is not yet in sight, although it has been before the Senate for three months. The Canadian House of Commons, on the other hand, only had the tariff bill submitted for its consideration some ten weeks ago, but it is now practically through with it. At any rate those interested have the satisfaction of knowing that "what is done is done," and that is worth a good deal. It is not so much the changes made in the tariff as the uncertainty as to what the ultimate character of the changes will be that upsets the trade of the country. During the ten weeks—it was really less, taking into account adjournments—the matter was before the Canadian Parliament, some seven or eight hundred items were scrutinized and disposed of, while over two hundred changes were made in a list of 468 dutiable articles. One thing is evident, American legislators are not in the race with Canadian legislators in reforming the tariff.

* * *

Things are a good deal what we make them. This applies to trade as much as to anything else. The merchant that makes a wry face and talks incessantly of hard times will spread the infection to his neighbors in a short time. There is probably no disease more contagious. Akin to it, however, in this respect, paradoxical as it may seem, is the influence of the man who looks on the bright side and tells those with whom he comes into contact what he sees. He may not be as contagious as he who looks on the dark side, but he is contagious nevertheless. This is no new doctrine. It is preached often, if practiced seldom. Just now a number of Torontonians are putting it to a practical test, and they have adopted a unique way of doing so: They have formed what they term a "Good Times Club." The society was hardly born before it had, it claimed, a membership of over a thousand; and each member not only agrees to promote good times and to discountenance "hard times" talk, but to secure ten new members. "What will the harvest be?"

AMERICAN PIG IN MONTREAL.

THE fact that the agent of a Buffalo house was in Montreal last week offering No. 1 American pig iron at a very low figure, has directed considerable attention to the Canadian pig iron situation at the big Canadian port.

This is the first time in over fifteen years that Canadian buyers of pig iron as far east as Montreal have ever been made an offer on the American material.

With regard to the possible results, the consensus of opinion among the trade, as gleaned by HARDWARE'S correspondent, was that though the offer was low comparatively, the Buffalo people would have to come still lower if they wished to compete with Canadian pig in the Montreal market with any hope of success.

The reasons for this belief are easily understood.

The American agent's offer was $12.50 f.o.b. in bond on the cars in Montreal. This, when the duty is paid, is equivalent to $17 per ton; and as the want of ready cash is the reason for the low American offer, the terms are certain to be net 30 days.

Now these terms cannot be compared for an instant with the cost of Canadian pig iron in Montreal.

There is no doubt that at a pinch, and if it was a question of keeping the market, either the Ferrona or the Siemens Nova Scotia irons would be sold at $16, and as the Canadian terms are usually 4 months or 3 per cent, the advantages possessed by the domestic article in a case of serious competition are obvious at a glance.

It is figured also that the two concerns in question must have 15,000 tons of iron lying idle awaiting a buyer, so that if American sellers really want to get into the Eastern Canadian markets, they will have to be content with selling their iron for much less than it costs them to manufacture it, and they can hardly do business permanently on any such basis. In this connection it may be interesting to note also that the market at Montreal is positively bare of all grades of Scotch pig iron, a thing which has never happened before.

This, in itself, is an evidence of how thoroughly the Canadian furnaces have secured control of the market there.

Of course a certain quantity of the superior grades of Scotch iron will probably always be imported, but when it is a question of supplying the rank and file of the demand the domestic goods have it practically to themselves. At present the British pig iron markets are easy in tone, and with declining prices negotiations are pending between sales' agents and Montreal importers for the future delivery of a round quantity of Scotch iron.

DISCRIMINATING FREIGHTS.

SIR,—It is a common saying that "there is no friendship in business," but among Canadians it can well be said there is neither friendship nor patriotism in business. Manufacturers in this country know that the Canadian merchant, as a result too often of political bias, will give the preference every time to the American manufacturer. In the United States our American cousins prefer their own countrymen every time. Just now, when the fellow from over the line offers to do a little "slaughtering" to raise ready money, he finds a ready listener in every jobber, and when the latter cannot make anything for himself he not unfrequently helps consumers to buy special lines direct, in order if possible to beat out the Canadian manufacturer or thwart a rival dealer.

This sort of cut throat business seems to be the field in which jobbers delight to revel, to judge from the letter in your last from Ironmonger. Everyone of them is trying to get the better of the others without regard to profit, and all of them unite in beating out the unfortunate retailers and manufacturers. It may be necessary for the latter to come more closely together than they have done in the past and leave the jobbers out.

But while all this is true, there is another phase of the question which is operating seriously against manufacturers in this country. Our railroads, by the system of through freights, are laying down goods at Canadian points from 30 to 50 per cent. cheaper than the local freight rates given to us. Goods delivered at Niagara Falls or Detroit from American manufactories are carried at rates so much below what are given to Canadians as to "practically nullify the protection given by the tariff." We may wonder but we have no right to object to Americans selling goods below cost. That is their business. But we have a right to ask for equal freight charges, and when we do not get fair play in this way we are warranted in saying that they are assisting our competitors to crush us out of existence. We have to pay the Grand Trunk freight on our raw materials and are then handicapped on the sale of our goods. How long can we stand with railroad corporations fighting against us?

MANUFACTURER.

Galt, 31st May, '94.

FAILURES AND HOW AVOIDED.

BY HENRY TAYLOR, PERTH.

TO the busy man actively engaged in his hardware store daily, the task of endeavoring to comply with your request for an essay on the above named subject is not an easy one; but as your conditions indicate that it is just by such and not by professional writers you require the competition to be carried out, I venture to send you an article on it.

In starting out to jot down my ideas I have to confess I hardly know how to handle the question, as you admit "Failures in the hardware trade are not numerous," and that being the case, information regarding them is no doubt limited, while the field of enquiry is very wide. I think, therefore, a way to meet my difficulty is to treat the subject in a general way, and no doubt, whatever influences are the cause of failures in general trade, will be found to include our especial trade also.

There are many reasons which may have an influence on a failure, but the direct cause is often hard to determine. Those who compile statistics in regard to failures endeavor to give the cause to which they are primarily due, and we find that insolvents may be divided into two classes—the one "being due to their own faults," the other "being due to faults they could not control." Suppose we treat the subject for a little along these lines. It will be found without doubt that the large proportion of bankrupts are in the first mentioned class, and the reason is, to my mind, they were deficient in one or more of three great wants, and which it may be profitable to say something on.

1. WANT OF CAPITAL.

This is a serious want, and, according to published reports, leads the list. No man should go into the hardware business without a sufficient capital. This word of course may mean little or much according to circumstances, but in order to have a fair measure of success he should have at his command a sufficiency of cash to meet his liabilities as they mature, and of that cash he should have actually of his own (except under some special circumstances), certainly 50 per cent. of the total. Less than that will be sure to cause him to feel the "pinch" in the near future, and the more cash he has the greater his chances for ultimate success. Take a case for example of a young man making a start on his own account in the hardware trade. He is say 25 years of age; he has been employed in one of the old fashioned solid towns in Ontario, in one of its hardware stores. He began as the boy, and is now leaving as managing clerk, and is as yet unmarried. He has accumulated savings from salary of say $1,500. He has no bad habits, and the hardware business of the town is not overdone. If that young man works along economical lines, gradually increasing his stock, and being careful of his credit accounts, his chances of success are good. But, on the other hand, suppose that same young man had only $500 cash capital, and endeavored to attain the same result in given time, his chance of failure would be quite as likely, simply because his cash capital was not sufficient to enable him to conduct his business properly.

2. THE WANT OF EXPERIENCE.

In these days of close competition it is useless to expect success, even with a sufficient cash capital, unless one has the experience only to be gained in the hardware trade by a steady, persevering application to the study of the various lines of goods which go to make up the stock of the regular hardware store. The experience to fit one to enter the lists of the retail hardware men of to-day in Canada is much more exacting than was formerly the case, for as years roll on and the country improves, the lists of goods enlarge, and a more general knowledge is needed. Then, in addition to this kind of knowledge, that of book-keeping is absolutely necessary.

It is occasionally the case, when a failure occurs, to hear it said of the bankrupt that he did not keep books, and to that fact alone it could be ascribed without doubt the true cause of his failure.

Here lies the source of many business disasters, and we are quite satisfied that no permanent success is ensured without some system of books. Book-keeping should be known, theoretically at least, by every merchant and intending merchant. In these days, when education is to be had so easily and well, in connection with our schools and business colleges, there is no excuse for anyone not having a knowledge of book-keeping. It may not be required in all cases to follow the approved methods, but there should be in every business, large and small, a clear, orderly record of all transactions as they occur. That is the only way for satisfactorily ascertaining the condition and progress of a business. Many a man has come to grief by either being unable to keep books himself, or too careless to have some one do so for him.

In this connection we may say, too, that an experienced man will take stock at least once a year, so as to know exactly how he stands. A close examination of one's business yearly is demanded in the interest of those concerned, be it creditors or simply proprietor. The man who regularly takes stock has a decided advantage over his competitor who does not do so, in finding out the weak spots which are in all businesses. For instance, there will be found, perhaps, some unsaleable stock, or too heavy a line of some goods, or some goods too high in price, all of which have a bad influence and require correction, and in a general way he will find a thorough turning over in all departments of his business at stated times to be beneficial.

3. WANT OF PRINCIPLE.

Principle embraces everything which goes to make the man. Men fail who probably have a sufficiency of cash and also experience, but are deficient in principle. Their character is without foundation. Money-capital alone will not secure confidence requisite in the transaction of business. Principle will keep a man from speculating outside his regular business. Failures often occur through a haste to enrich oneself by speculating in a commodity of which the buyer knows nothing. Principle will keep a business man out of gambling rooms. Neglect of business follows the infatuation of card playing for stakes, indiscreet drinking and other loose habits. Personal extravagance is a rock which wrecks many a man. The fine house, the fast horse, the steam yacht, and other pleasures without being sure of being able to afford them, has brought men face to face with bankruptcy. All these and much more in the same line may be classed under the head of want of principle, and experience has shown that many failures can be traced to that cause in every department of trade—the hardware included.

We may now notice briefly the other class—those who fail from causes over which they have no control. The disaster of fire is probably the most common. But no merchant should carry the risk of fire on his own shoulders. It is too heavy a load for one individual or firm to carry. If a merchant has bought stock on credit there is all the more reason for insuring that stock against fire. There are plenty of companies able and willing to carry the risk, and an amount should be included in the trade charges of every hardware merchant for this purpose. There may also be the disaster of bad crops, commercial crisis, and unexpected failures of those considered solvent, which may overtake anyone, and the unfortunate man who has to succumb under any of these circumstances, has a greater sympathy extended to him than if he belongs to the class who fail from causes they had under control.

Then, again, the manufacturers and wholesale trade may be held responsible for the failure of some dealers, by reason of causing undue competition. Not only do they by their agents and other means increase the number of dealers in a community more than are sufficient to handle the trade profitably, they also demoralize the trade by the manner in which they dispense credit, and they are usually too ready in the case of an insolvency occurring to make a settlement

and hand back the stock to the bankrupt at a price on the dollar much less than is exacted from others in the same locality. This places the hitherto solvent man often in a precarious position. These dispensers of credit, too, are not particular to whom they sell. They take their chances—if unable to sell the legitimate trade—then sell the customer and cause the trader to fail.

This way of doing business has been going on for some years, and it has been found that under the law some creditor smarter than his neighbor succeeded in getting the lion's share of the scramble which follows failure.

Now, there is an agitation in certain quarters to have an insolvency law again in operation ; but there is sure to be great opposition to its enactment, as many people feel that it is largely the case when creditors can rely on the operation of a law to get a pro rata share of the assets, failures increase, as, when no such law is in force these dispensers of credit have to depend on themselves, and from that point of view will exercise more care in giving credit. There are other reasons on which we might enlarge, such as undue competition taking hold in a town amongst its traders and the weaker had to give up ; but we cannot well extend.

There are very many rocks to be steered from in the course of a business life, and an extended experience has taught us that "It is not luck but labor that makes men," and with labor comes difficulties. But if there were no difficulties there would be no success, and no one need imagine that mercantile success is easily won. It is well known, notwithstanding all the opportunities afforded to improve in business knowledge, and the many examples of an apparently successful business career which we have in the present age, that only a small proportion of traders (said to be about five per cent.) escape failure, so that to most men the "battle of life" must be fought uphill. But while that is the case one may make the journey easier by being guided by principle, live within his income, don't give or take accommodation paper, never borrow if possible to avoid it, be punctual in payments and everything else, and know that "honesty is the best policy."

So that if a business man starts out with a sufficiency of capital, experience and good principles, he will avoid many direct causes of failure, and his chances of being amongst the few finally successful traders are good.

[The above received honorable mention in HARDWARE'S Essay Competition.—ED.]

For the past three months there has been a large decrease in the customs receipts at the port of Hamilton. The duties collected in May, 1893, amounted to $72,232.48. The duties collected in May, 1894, amounted to $43,937.93, showing a decrease of $28,294.55.

HANDLING GAS STORES.

IN days gone by gas was dearer than it is at present, and was regarded as a lighting medium only.

The gas companies have in the past handled gas stoves for the purpose of educating the public into the advantage of using gas for heating and cooking purposes.

The advantages of gas for these purposes is, however, now generally recognized. The demand for gas ranges and stoves has greatly increased, and is still increasing, and the plain, featureless article that has been offered the public by the gas companies in the past is out of date.

The gas companies say they were compelled to go into the stove business for the reason that nobody wished to undertake the sale of them in the first place. Possibly so, but it does not stand to reason that they should be the sole medium through which the present greatly increased demand should be supplied. The man who makes a business of selling stoves is far better qualified to handle these goods with success than the gas company. He has a better chance of exhibiting them to advantage, and comes more in contact with the users of stoves.

The hardware merchant to be successful must be progressive, and it will be his aim to handle the latest and most improved range or heating stove on the market.

Unlike the gas manager, his interest is centered on the success of the stove itself and not on the amount of gas that it will burn.

The demand for gas ranges during the coming summer promises to be much larger than it ever has been, and a great many improvements have been made in them. The enquiries for them have been numerous, and manufacturers have, in many cases, been hard pushed to supply the demand. Sales have been kept back somewhat by the unsettled weather, but the season is well advanced, and when the warm weather sets in sales bid fair to be very brisk as dealers are stocking up in anticipation.

Now, though the gas range is not in any way new to the public, it is not such a very long time since they came into general use, and the salesman should be capable of explaining to a customer their different parts and adjustments. He should be acquainted with the prices of gas both for lighting and heating purposes, and should be able to give an estimate of the cost of fuel gas as compared with coal or wood.

While it is generally known that the price of gas for fuel is 15 per cent. cheaper than when used for lighting purposes, there are many, who have not before used gas stoves, who are ignorant in this respect, and a customer should be reminded of the fact. There are many, also, who would willingly purchase a gas range, but are deterred from so doing by the fear of the expense, and these people should have it pointed out to them that while the gas stove may cost more while it is in actual use, there is no waste of fuel, as in the case of a wood or coal stove. It costs only when actually in use.

There are many other little points in the favor of gas stoves that may be advanced to induce the customer to buy ; the reduction in the price of gas, and the probability of a further reduction ; its cleanliness and the lack of labor needed in attending to it ; the quickness with which a meal can be prepared, etc. All these perfections should be impressed upon the customer by the dealer who wishes to push this line.

Like every other article that runs into money, they must be talked about and explained, often more than once before a sale is made.

Many dealers in Canada as well as Europe and the United States have taken up the sale of gas stoves this summer. Some of these made a profitable business out of their sale last year, and are going more extensively into the business this season.

It is a profitable trade, which essentially belongs to the hardware merchant and stove dealer.

With reference to the handling of these stoves by gas companies, the Journal of Gas Lighting, in a recent editorial, has this to say :

"Except within narrow limits, the trade in gas stoves has become fossilized. The object of the average gas manager who has to do with the hiring out of gas stoves is to restrict his stock patterns to the narrowest range. If he does not disbelieve in the possibility of improvement in these articles, he is at any rate averse to letting his people get a sight of any new fashioned fancy article that will have the effect of causing a number of the old stoves to be returned upon his hands. Thus progress is discouraged, and the makers of the stoves that have the run of the different hiring out establishments care for little else than to cut down prime costs and emulate one another in the production of a featureless article. Progress is discountenanced by the fact that, whether he sells or lends out the stove, the gas manager does not want anything too new or

strange in the showroom. The usual seasonable brightening up on the part of the accredited dealers is expected. To put an extra bit of copper here or there, or a tile of some fearful and wonderful color somewhere else, is the bounden duty of the stove maker what time he sends out his circulars announcing the new autumn patterns. But let anybody who has been rash enough to venture off the beaten track call for orders at a gasworks and see what his reception will be?"

FREIGHT CHARGES ON EXPORTS.

A TRANSACTION, of interest, perhaps, to out of town manufacturers and shippers who do occasional direct export business, recently came to our notice. A manufacturer in New England received an order from an English correspondent which, in shipping order, consisted of 11 cases, weighing 1,486 pounds. Merchandise of this identical character had in the past regularly gone by the same line, to the same place, for the customary minimum rate at which steamer bills of lading are signed—viz., 1 guinea, or about $5. Thinking to economize time and catch the regular weekly steamer, the goods were shipped, care of the steamship agent, without first corresponding for a rate. In the manifest for clearance at the New York Custom house the value was put at $600 and document sent to the steamer agent. After the goods were stowed and the ship had sailed, the manufacturer received his set of bills of lading filled out at £5 sterling, or approximately $25. Naturally he protested vigorously at such a rate, amounting to over 4 per cent. of the invoice for ocean carriage alone. In reply he received a note stating that the ship was privileged to charge any rate it chose, and if unsatisfactory, in the future shipments could take some other channel, knowing full well that any other route would be roundabout and involve railroad charges. Inquiry develops the fact that the regular rate by this line on this and similar merchandise has been and is now 17s. 6d. per ton, ship's option weight, or measurement. Therefore, had this shipment aggregated 5½ tons, it would have cost about the $25 charged for less than ¾ ton. The excuse offered for the overcharge was that it was a small and valuable consignment, which, if any part were lost from port to port, might involve the refunding of more money than was originally received for freight. It is difficult, however, to see wherein it differed from the risks assumed by all common carriers, except when goods are sent released or owner's risk at reduced rates. Inquiry has been made of forwarders in this city having no knowledge of this transaction as to the outside cost for delivering into the consignees' possession a similar lot, with the following results: One concern doing a foreign express business would handle the shipment as freight from depot in New York via Cunard Line, involving railway charges for about 150 miles, covering cartages at both ends and customary incidentals, for $12.50. Another firm similarly situated would forward by the direct line under discussion for one guinea plus the ordinary cartages, adding $1 as their profit. A third concern offered substantially the same terms as the second.

The remedy in such cases is to solicit a rate before shipping from one or more responsible houses if practicable, giving number of cases and gross weight, adding cubic measurement and value perhaps. If time is a consideration a rate can be sent for as soon as details are known, meanwhile shipping the goods to port of departure to shipper's order. This gives the manufacturer control of the goods while awaiting replies. When it is known to whom the shipment will be intrusted an order on the railroad, steamboat or express company can be sent the ship agent or forwarder, which will enable them to get the goods. The rapidity with which mail matter is transmitted makes the latter plan entirely feasible.—Iron Age.

WINDOW DISPLAY.

THE importance of attractive window display in connection with a hardware store is evidently being more and more recognized, and the trade are giving increased attention to this matter. Dull times and active competition doubtless do something to stimulate efforts in this direction, as the trade find it necessary to use all legitimate methods for holding and extending their business. It is more generally conceded than heretofore that it is not necessary for a hardware store to be the disorderly and uninviting place which it has so frequently been, and the feasibility of making it tasty, attractive and even decorative in its arrangement is being recognized. We have recently received a photograph illustrating the arrangement of the window in the hardware store of Benjamin Quillman, Norristown, Pa., which gives evidence of the care and skill with which the display was arranged.

The window was draped with orange and black material; and suspended from its front and side at the top with brass chain in festoons. A board covered with black velvet was hung against the curtain at the back of the window, and on this a representation of the American eagle was arranged, measuring 3 feet 3 inches from tip to tip of wings. The eagle was composed of 12 dozen tea spoons, 5 dozen table knives, 13 padlocks, 7 pair of shears, and 6 saw blades. The head and feet were of raised tin, nickel plated. A pyramid at the back corner of the window, rising about half of its height, was covered with pocket cutlery, razors, shears, nut cracks, towel holders, and key rings, arranged in different designs. The display on the wall side of the window included table cutlery, knives and forks, bird and game carving sets, etc. The centre piece of this design was in the shape of a fan made of knives and forks. The wall display was surrounded by a border of tufted material in colors. On the floor of the window were shown carving sets in cases, spoons, nickel bells, table cutlery. The whole arrangement was originated and executed by the clerks in the establishment and has proved a splendid advertisement, demonstrating that window dressing plays an important part in building up a business.—Iron Age.

TEST OF ARMOR PLATE.

At the proving ground of the Bethlehem Iron Company recently a severe armor test was carried out under the supervision of Captain Sampson, Chief of the Bureau of Naval Ordnance. A test plate representing the turret armor of the "Maine," "Puritan" and "Monadnock" was the object fired at by 6-inch and 8-inch guns. The plate was Harveyized and curved as it would go on the ship, and was 8 inches thick. To cause the acceptance of the armor which it represented it had to receive a blow from a 100-pound 6 inch shot at 1678 foot seconds velocity without cracking, and a blow from another 6-inch shell at a striking velocity of 1978 foot seconds without being penetrated. The penetration by each of the shots was from 2 to 3 inches. As the projectiles were broken and the pieces remained welded in the holes it was impossible to accurately measure the penetration. The plate was not cracked. Captain Sampson then ordered the 8-inch gun to be fired at the plate with 1835 foot seconds velocity. A 250-pound armor piercing projectile was fired, when the plate was cracked, but not penetrated. The tests were regarded as highly satisfactory.

ECONOMICAL SPELLING.

"If every person starting in business would give as much consideration to minor details as did an old German who was on trial in the United States Court recently," said a gentleman to a reporter, "there would be many less failures. How many of us would ever think of editing our name, taking out all unnecessary letters, to save money? But this man did. Joseph Bude was on trial for some alleged offense against Uncle Sam in obtaining money upon a money order intended for another Bude. When upon the stand he testified that while living in Germany he spelled his name Budde, but when he started in business in America he dropped one of the d's. 'Why did you do that?' was asked by the attorney. 'Why did I change my name?' he repeated. 'Because it made one letter less for the painter to make upon the sign over my store, and I got it done cheaper.' There is a great deal more in a name than the man who wrote about the rose would have us believe—there's money in it, if we are as thrifty as the old German."

TRADE CHAT.

THE Imperial Oil Company is renewing its application to establish a barreling station within the city limits at Hamilton. It is being strongly opposed by the Hamilton Oil Co., and also by the manufacturers and citizens in the vicinity where they intend to establish their plant, owing to the likelihood of an increase in insurance rates should the request be granted.

It is said the Petrolea oil men want the flash test reduced from 90 to 80 degrees.

The capital stock of the Provincial Natural Gas and Fuel Company of Ontario has been reduced to $510,000.

The London Advertiser says that the Hobb's Hardware Co., London, pay out $52,000 a year for wages.

Lumber shipments from Ottawa so far this season are not as great as last year, owing to the depression in the United States.

The Nanaimo Gas Co. are calling for the supply of 125,000 good hard bricks, to be made use of in the construction of a new gas holder.

The St. John Foundry Co. have got the premises on Brussels street, St. John, N.B., formerly occupied by the late Mr. Everitt, in thorough order and are ready for business.

A good illuminating oil is now made in Italy from grape seeds, the product being from 10 to 15 per cent. of the raw material. The oil is clear, colorless and inodorous, and burns without smoke.

The Kingston Life Underwriters' Association have organized, and elected the following officers : President, J. P. Gildersleeve ; First Vice-President, F. White ; Second Vice-President, T. Mills ; Sec.-Treasurer, J. M. Sherlock.

The following postoffices have been opened in Ontario : Glenorchy, Halton ; Holleyford, Addington ; Latta, East Hastings ; Narva, East Bruce ; Portal, East Bruce ; Pine Hurst, Kent ; Ridley, West Elgin ; Southcote, North Brant.

John Darrow has recently placed a new engine in his foundry on Brick street, Tilsonburg, which he thinks works to perfection, and is also a great saving in power and fuel. The engine is one of Mr. Darrow's own make and is an excellent piece of mechanism, showing artistic as well as skilful workmanship.

Tuesday morning smoke was seen emanating from the second floor of the Walker block, in Walkerville, over Morton & Christie's hardware. There was a supply of water close at hand, and the fire was extinguished, but not before a large hole in the floor was burned and a quantity of goods damaged by smoke.

E. H. Brown, who went to Montreal to represent the views of the Hamilton merchants as to the injustice of the Richelieu and Ontario Navigation Co. taking the steamer Magnet off her present route, has returned, and says the chances are the boat will continue to run to Hamilton.

Practical tests of an electric plow are being made by Siemens and Halske on a German estate. It is believed that such a plow would prove successful in Java, where the cattle plague has destroyed the draught animals, and large tracts of fertile land are being permitted to lie uncultivated in consequence.

Owing to the extreme weakness in ocean freights and the dulness in shipping generally, the Hamburg-American Packet Co., which has been running a weekly service to Montreal, has taken off halfits steamers, and will hereafter only run one boat every two weeks. It is also stated that some of the Glasgow steamers will be withdrawn from the Reford lines.

The largest order for mining machinery ever given in British Columbia was placed with the B. C. Iron Works this week by a syndicate of Duluth and New York capitalists who are engaged in extensive mining operations on the Fraser River. The order will run into the thousands of dollars and will take some weeks to fill.—News, Vancouver.

An appeal, arising out of the jailing of an absconding bookkeeper of Hiram Walker & Sons, at Sandwich, months ago, was considered by the Court of Queen's Bench the other day. To raise money for his defence the bookkeeper transferred certain stocks he then held in the Oshawa Malleable Iron Works to Robert Morton. But the stock became the property of John Cowan, vice-president of the company, under an execution on a claim against the prisoner. The matter went to trial, with victory for Mr. Morton.—Journal, St. Thomas.

PERSONAL MENTION.

THESE country merchants were in Toronto during the week : J. A. W. Allan, Newmarket; W. Ough, Aurora; James Clarke, Brechin ; C. Shaw, Kleinburg ; Mr. McNab, Claremont ; J. W. Peaker, of Peaker & Son, Brampton.

Mr. Nelson, representing Lockwood Bros , Sheffield, Eng., was in Toronto this week looking up business.

James Peck, of Peck, Benny & Co., Montreal, is in Toronto this week on business.

A. F. McPherson, representing the Montreal Rolling Mill Co., dropped off at Toronto Thursday.

Mr. Dunsmore, of Dunsmore & Carslake, Stratford, representatives for the Gurney Foundry Co., was in Toronto Tuesday. He reports trade quiet up Stratford way.

Geo. M. Collins, of the Collins Mfg. Co., was in Buffalo Wednesday looking after and hurrying up a carload of wire which has been delayed for a few days. He also intends taking a business trip west.

REST THE RECUPERATOR.

THE man who does not do his work with verve never does it really well ; and the man who does not stick to it until success is victoriously achieved, is not made of stuff of the first quality. With those who are worth anything, the task of life, however tough it may be, and however long, has got to be completed, as the Americans put it. In these times of manifold competition the task is pretty certain to be long. It follows, therefore, that the man who cannot "stay" cannot complete it. He will have to be written down among the failures. Is life worth living for a capable man if it is to be a failure in the long run? Hardly ! If this be the general feeling, it is obvious that "recuperators" of energy and capacity become of great importance to the man who is minded to avoid the paralysis of his career. Of all the recuperators of intellectual energy and freshness there is one which is chief and has no second. That recuperator is rest. Let him who questions the superlative value of rest, try to do without the rest of sleep for a single week. Rest, to produce its full result, must be absolute—not merely the cessation of work, but the abandonment of care; the laying aside of responsibility also, as of a coat which is not to be worn for a period. The man whose brain is very tired must give his body rest as well as his intellect. A weary brain will not supply the muscles with energy for long walks or fatiguing toils. A large sofa in a large and airy room for a lounge in the winter, with two or three short and easy walks in the fresh air, is the ideal to be sought after; in the summer a hammock in a quiet corner of the orchard or coppice where the breezes are gentle aud the rustling of the leaves is soft. A mild and very occasional smoke for those who like it, and a tame novel to read for a few minutes at a time, three or four times a day, may help the sense of quiet and repose. Two, or three, or four weeks spent in this way will make any fairly healthy man young again, however worn out he may be. The intellectual worker should have two such seasons of complete rest every year. The freshness of his work would soon show the soundness of his philosophy.—The Hospital.

TO KEEP WINDOWS CLEAR.

The London Queen is authority for the statement that steam will not gather on windows if they are rubbed when clean and clear with glycerine. The glycerine is to be applied with a cotton cloth when the glass is rather warm and entirely dry. The window is then to be polished with another cloth of cotton or canton flannel until it shines and the glycerine is no longer visible. It should not, however, be entirely removed from the glass if it is to answer the purpose for which it is applied.

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE

37 Front Street West - Toronto

Scythes, Forks,	Horse Pokes,	Plyers, Spades, Shovels,
Hoes, Rakes,	Handles,	Lawn Mowers,
Manure Drags,	Post Hole Augers,	General Hardware,
Snaths, Cradles,	Fence Wire,	Etc., Etc.

ORDERS FILLED PROMPTLY

BERGER'S PURE ENGLISH

PARIS GREEN

Strongest and best in the market. (56 and 112 lb. drums.)

Sanderson Pearcy & Co. 130 to 138 Bay Street Toronto.

SURE TO BLAME THE TRAVELER.

"A TRAVELING man must put up with all sorts of crankiness on the part of merchants to whom he would sell goods," said one of the fraternity at the Morton House a few evenings ago. "If trade is dull, or collections slow, or crops poor, or taxes high, we are held in some way to blame for it, and are punished accordingly. It requires quick wit to be always able to say just the right words at the right time. There is a good old German keeping store, in a town not far from Saginaw, to whom I sell goods. It doesn't matter what bad luck befalls that man, he tries to get even by not buying goods of me. I had successfully combatted his various theories that I had anything whatever to do with backward springs, poor crops, drouths, early frosts, hard winters, high taxes, or changes of the administration, but last week when I called on him for the first time in several months he had a kick-a-coming that was so new and original that I just couldn't say a word on my own behalf. As I entered his store I saw there was trouble on his mind.

"'How are you to-day?' I asked, reaching for his hand, which he seemed to extend rather unwillingly.

"'Pooty bad,' answered he.

"'What's wrong now?' I continued.

"'Vell, I tell you vat it is,' said he, 'I don'd got no goot lucks since you come py my store. Trade vas poor und people don't pay me, und the crops was bad, und all dot. I don't say you vas to blame, but it vasn't dot vay von dime pefore you don'd come. Now my vife, shust ven we was pooty hard oop, she haf two dwin papies ven we don'd care for neider. She don'd nefer haf dwins pefore dis time, und I guess you needn't come py my store some more.' And I picked up my sample case and left."—Michigan Tradesman.

ANTHRACITE COAL AT JAMES' BAY.

It is said that a company is being organized at Ottawa to develop the anthracite coal deposits of the James' Bay region. The intention of the promoters is to subscribe and expend $10,000 or $15,000 in prospecting, and if the explorations prove successful as expected, to organize a joint stock company with a large capital. Since 1875 hard coal has been known to exist in the James' Bay region, but it is only lately that its existence has been brought into prominence. In 1875, Dr. Robt. Bell, F.R.S.C., of the Geological Survey, went into the James' Bay region. On his return he reported he had discovered the presence of anthracite, which under examination proved to contain 94.91 per cent. of fixed carbon, and only .25 per cent. of ash. The deposits discovered by Dr. Bell are in the East Main district, and not far from the coast of James' Bay.

Works: St. Helens, England

PILKINGTON BROS.

MANUFACTURERS OF

Polished Plate

AND

Window Glass

Bevelled Plate and Mirrors,
Rolled Plate, Ornamental, Cathedral, etc.

Depot: Busby Lane, Montreal

SUB-CONTRACTING.

COMPARATIVELY few will disagree with the assertion that the plumbing, sanitary and hot-water work in the majority of buildings is less satisfactory than it ought to be, writes a correspondent of London Ironmonger. And when it is remembered that there are a large number of efficient plumbers, both among ironmongers who undertake that work and also among those who are plumbers only, this result demands some enquiry, for it is a rare thing for an efficient man of his own accord to do his work other than well.

In endeavoring to discover the cause we need to enquire as to the conditions under which the plumber usually works, for it is probable that when these are considered some light will be thrown upon the question at issue. What, then, is the relationship of the plumber to the proprietor (i.e., the person for whom the building is being erected) and the architect? It is that of a sub-contractor.

The position of a sub-contractor is rarely a satisfactory one, because his relationship to the contractor is controlled by many considerations which are absent when he is working for the proprietor himself. The sub-contractor is engaged by one who has no permanent interest in the goodness of the work, and who is satisfied if everything is sufficiently good on the surface to pass the scrutiny of the inspector who grants the certificate for payment. And many a contractor who even takes what is called a "pride" in his work—that is to say, those portions of the work which are executed directly by himself—is culpably indifferent with regard to those other portions which are executed by his sub-contractors. This, perhaps, may arise through ignorance of what really is good work, or, more probably, from the fact that should anything be amiss there is a ready-made excuse to screen the contractor, if not exactly from responsibility, yet at any rate from injury to his reputation for efficiency in his own line of business. Is the sub-contractor's work defective, the contractor waxes indignant that after engaging a presumably competent tradesman, and paying more than he ought to have paid, seeing "the low rate at which he took the contract, etc.," this man has not performed the conditions of his sub-contract, and so forth. He will see him at once, and have the matter set right.

But what transpired between the contractor and the sub-contractor previous to the latter undertaking the work is not known to the parties most concerned—viz, the proprietor and his architect. A flood of light could be let in on the subject by showing the numerous devices practised by the contractor to procure an abatement in price, and thereby to secure more profit for himself. The contractor gets the order because his is the lowest tender, but the sub-contractor is not necessarily in like case. He has to deal with one whose only chance of making a profit is to economise in every conceivable way, and who is not content to accept the lowest tender, but who makes use of it in a way well understood by keen bargainers to obtain a lower quotation still. If the lowest tender is by Tomkins, the bargainer goes to Brown and offers him less, and then back again to Tomkins to offer him less again. I should be sorry to convey the impression that all contractors do this—indeed, it would be easy to cite examples to the contrary—but it is obvious that many do so, not only because of the actual cases which fall within one's own experience, but because it is only a natural result that a man having taken a contract should endeavor to make as much by it as possible, and it is equally natural that his economical (or rather, parsimonious) proclivities should be chiefly directed to that portion of the work for which he is not directly responsible.

This is true of sub-contracting generally, and it is none the less so when the contractor is a builder and the sub-contractor a plumber. There is, however, in this particular case an added drawback which aggravates the position of the sub-contractor exceedingly. It is the financial status of builders. That trade has not gained the unenviable reputation of being bad paymasters without some cause. Two circumstances are sufficient to explain it—the one being the fact that most of their work is obtained only by direct competition, and the other that while competent enough as mechanics, they are, as a class, wanting in sufficient business knowledge to enable them to ascertain with certainty the exact position of their monetary affairs. The gazetted list of bankruptcies is, however, sufficient evidence on this head. The sub-contractor, then, after taking work at the very lowest price, perhaps being induced to do so to provide occupation for his men during a quiet season, or in the hope of getting some additional work arising indirectly out of his contract, finds that at the best he must give long credit, and even then cannot be sure of getting his money at all.

It is plain, then, that comparatively few competent men care to occupy the position of sub-contractor under such circumstances as these. And the result is just what we find—that a large proportion of plumbing work is done by tradesmen who cannot be called first-class—in fact, chiefly by those whose necessities compel them to take anything that is offered. And every now and then a case comes under notice of a poor fellow reduced to poverty through one large bad debt made by an unfortunate sub-contract.

The parties concerned would all be better off if the plumbing in a building formed a separate contract, the plumber occupying a position of direct responsibility to the architect, tendering direct to him and looking to him for payment, just as the general contractor does at present. This plan is followed in large contracts frequently, and in small ones the same result may be obtained by the insertion in the contract of a "provisional sum," thereby leaving it in the architect's discretion to treat directly with the plumbers unrestricted by the medium of the general contractor, whose intervention causes many of the most competent tradesmen to decline to tender. It is unlikely that the standard of sub-contractors' work will be raised to its proper level until the architect sees his way clear to relieve him of the disadvantage of working under those who use him so hardly; but, once placed in the position of dealing directly with the architect, the plumber would have every inducement to do his best, and, better still, a large number of competent tradesmen would compete for the new work which now is done, and done badly, by those the majority of whom, apart from other considerations, are not really in a position to execute work in a first-class manner.

THE POWER OF MACHINERY.

The largest press in the world, which is used in the forging department of the Bethlehem Iron Company, is employed just now according to an exchange, in forging an enormous ring for the Cataract Construction Company, of Niagara Falls. The ring weighs 60,000 pounds, and was cut from an ingot weighing twice that figure. It was compressed into the required dimensions by the 14,000 ton press as if made of the most malleable material, instead of the hardest of steel. The outside diameter of the ring is 141¾ inches, and it will form part of the machinery used in chaining Niagara Falls.

IT DELIVERS FROM TEMPTATION,

Paying of debts is, next to the grace of God, the best means of delivering you from a thousand temptations to vanity and sin. Pay your debts, and you will not have wherewithal to buy costly toys or pernicious pleasures. Pay your debts, and you will not have what to lose to a gamester. Pay your debts, and you will of necessity abstain from many indulgences that war against the spirit and bring you into captivity to sin, and cannot fail to end in your destruction, both of soul and body.—Delaney.

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PLATE GLASS
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WE TROT IT OUT

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Anderson Pneumatic Tire

Made on a scientific principle, which proves in practice to be —well you must see it and try it yourself, then you will catch your breath, when you catch the idea.

It has reciprocating parts, and holds on to the rim with the grip of a bull dog.

It has fits ! ! ! Fits almost any rim. You just pump the air in and it adjusts itself. It's resilient like a rubber ball. It neither creeps like a snail nor rolls like a log.

It has all the good qualities which an up-to-date tire must have, and in addition possesses that feature which they all lack, viz :—

You can get it off or put it on the rim without breaking your finger nails, using a screw driver, or sending it to the shop ; a child can take it off quickly and put it on easily. It must come into universal use, and with that in view we have put the price as low as any ordinary good tire is being sold in the market.

We guarantee the quality of material used in its manufacture.

THE ANDERSON TIRE CO.
LIMITED

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Star Cycles

Are a recognized thoroughly reliable make at **POPULAR PRICES.**

They embrace the best procurable workmanship and material. They will maintain the reputation of our Trade Mark and give full and lasting satisfaction to all concerned. They comprise—

PATH RACERS ROAD RACERS

"Tourists'" Business Wheels,
Light, Staunch and Graceful Ladies' Wheels.

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SEND US YOUR IMPORT ORDERS.

IN STOCK IN OUR ANTWERP WAREHOUSE



All the leading patterns in Guns and Rifles for the Hardware Trade.
Illustrated List on application—To the Trade only.

PAINCHAUD, SQUIRE & CO.
Agents for Dumoulin Freres, Liege. Montreal and Antwerp.

THE BEST
Lawn Mower
IN THE MARKET.

The WOODYATT

Improved for 1894.

10½ in. Wheel.

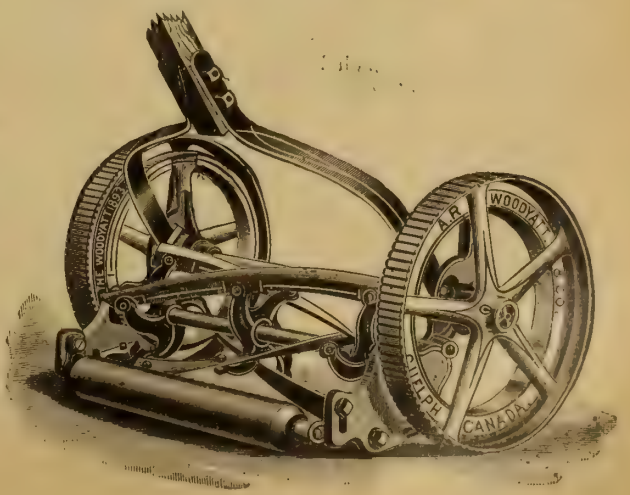
12, 14, 16, 18 and 20 in.

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" " Canada " 29th, "
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For Sale by all Wholesalers.

Manufactured by . . . .

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GUELPH, CANADA.



WELL ADVERTISED SPECIALTIES.

It is a mistake not to keep some standard lines of well advertised specialties, the margin of profit on which is very small, says House Furnishing Review. The commodity itself may not pay for the handling, but to relinquish its sale will almost certainly react to your disadvantage. If you tell a customer there is not sufficient profit on the article to make it worth your handling, he will go to another store where it is kept, and may transfer the whole of his custom to your rival. The customer will probably reason with himself that if he can get one article cheaper from your rival he can get all, and the logical sequence will be that you will lose a customer. The keeping of unprofitable articles in stock does not, of course, pay from a direct standpoint, but it does from an indirect one. Suppose you make no money on one sale, you have given the customer what he wanted, and it stands to reason he will return and purchase something which it will pay you to sell him; whereas, if you turn him away unsatisfied, while a rival gives him what he is seeking, the likelihood is that his future patronage will be given to him, and not to you. It is an absurd idea that if you sell a specialty at a low figure customers will rush to your store for that article, and for that article only. They will look upon you as the best man from whom to buy all their house furnishing goods.

NICKEL ALUMINUM.

At the last meeting of members of the Society of Mechanical Engineers specimens of nickel aluminum were exhibited which had been sent in by a Pittsburg firm. One specimen was a rectangular bar, 18 inches long, 1 13-16 x ¼ inch, which was bent in the middle and had a permanent set of 1½ inches. This had been tested under transverse test, it taking 400 pounds to deflect the sample to the amount given, the distance between the supports being 16 inches, center to center. A similar piece of 66,000 pounds tensile strength steel, with 23 per cent. elongation in 8 inches, took exactly the same load—400 pounds—to deflect to exactly the same amount. Another sample of nickel aluminum had a ¾ inch hole bored into it and enlarged by blows of a sledge upon a drift pin to 2 inches. This is a test which steel would by no means have stood.

THE LATEST THING IN BRUSHES.

Miniature brushes are the latest fad of the dressing-table, according to Housefurnishing Review, and they promise to run into some extravagances that seem extreme. The brush proper is of silver, and the miniature is set as in a frame. Ideal heads and historic heads are both in use, and are both charming as need be, but the extreme is reached when a portrait is so presented and kept in daily view. Within the past two months the correct thing in brushes has changed quite often enough to become a strain on any ordinary purse. And if now these miniatures are to gain any considerable vogue there will surely be gnashing of teeth. Their cost is necessarily a big one, and many girls will be doomed to go without, but it is doubtful if even the finest ivory or the daintiest Dresden china will compensate for failure to possess the last new thing.

HARD IRON.

"As to lime hardening iron," said an assayist at the recent meeting of the Western Foundrymen's Association, "I have often heard that it will, but have been unable to find that it does, as far as my experience goes, after using it for years. My rule is to use as much as will make the slag run freely. I have found that limestone varies, requiring more of some kinds than it does of others to accomplish the same result. In running heats of the same kind of iron, with or without limestone, I could not discover any difference in the hardness of the iron. I think that water does harden iron. One way to prevent the boiling of iron in a brick lined ladle that is not thoroughly dried is to drill small holes around the lower part and bottom of the ladle, so that the steam from the damp lining will have a chance to escape through the bottom of the ladle, instead of coming up through the iron. I think that wet molds make castings harder than dry ones, especially small ones. I think also that a test bar cast in a dry mold will stand a greater test than one cast in a wet one."

HARD WOOD.

A recent issue of the Timberman contains the following legal decision in regard to what constitutes "hard wood." A certain man had a contract with a railroad company to deliver "hard" cord wood, and he delivered poplar in part fulfillment of the contract. The railroad company objected, but the contractor won his case in court in consequence of the judge's decision that botanically any tree that had a leaf as distinguished from a needle was a hard wood, regardless of what the actual texture of its fibre might be. This is, as far as we know, along a new line, but it is strictly in accord with other decisions based upon the technical and commercial nomenclature of the wood. There may be no particular reason for saying that Lombardy poplar, or basswood, or cotton-wood is a hard wood, but such it is commercially, as decided by the courts, and those dealing in timber may as well understand it. If this new decision, based upon botanical considerations, is sustained, it will merely add strength to the old position.

MAKING A CELLAR WATERPROOF.

A cellar can be so constructed as to be waterproof, says a writer in one of our exchanges, if the bottom or the floor is first covered with cement, the walls built thereon laid in cement and the exterior of the walls covered with cement. This makes practically a water tight basin. The cement used must be the best Portland cement, one part; clean, sharp sand, one part. After a cellar is built it is not so easy to make it water proof. Still it can be done. Cover the exterior of the wall with the above cement, ditto the bottom, and work the cement in under the bottom of the wall. If these directions are followed you will succeed. But if cheap materials are used and the work badly done you will be sure to fail. A drain put around the outside of the wall, or even inside, below the cellar floor, may be efficient in carrying off the water if you can give it a good delivery.

TIN STATISTICS FOR MAY.

The total visible supply shows an increase of 476 tons over last month—this is accounted for by the falling off in the consumption in England of exactly 465 tons. The shipments from the Straits show an increase of 600 tons, but all this increase and 100 tons more goes to the continent, and for the first time on record the continent takes more tin than England. We have several times called attention to the heavy increase in the shipments to the continent, but it is impossible to find out whether the stocks are accumulating or not—last week shipment tin from the continent was offered for sale, and that looks as though the continent was rather overbought or that stocks were being shipped there to relieve the London market—anyway the visible supply for the London market is 900 tons less than last month, while the surplus on the continent is an unknown quantity. For America there is a visible supply of 3,195 tons this month against 2,495 tons last month—N. Y. Metal Market Report, June 4.

The Hamilton and Toronto Sewer Pipe Company, which had to shut down for lack of coal, has resumed operations, using wood as fuel.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton. Ontario.

SP

THE APPLE CROP.

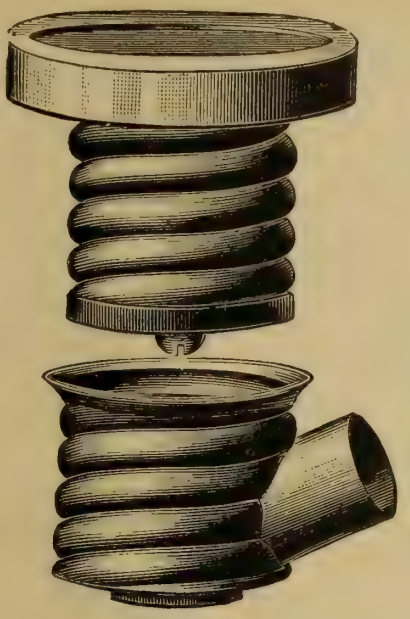
AN abundant apple crop is what the present prospects indicate. This applies not only to our own country but to nearly all countries where apples are grown extensively. In Canada the prospects for an abundant crop were never better, and little or no damage was done by the recent rain storms, the blossoms having already fertilized. Reports from the apple growing centres of the United States indicate much the same condition of affairs. Last year, it will be remembered, was a lean year for apples both in Great Britain and on the continent of Europe, but, according to data gathered by an exporting house in Toronto, the reverse is promised this season. It is of course yet too early to make a definite forecast, but, taking what can be seen at home and what is heard from abroad, the apple season of 1894 is likely to be a fat one. Still, there may be a large crop and at the same time only a small percentage of choice table fruit, as was the case in Canada last year. But, then, this is only supposing.

EXPANSION OF GIRDERS.

A writer on strains in girders, referring to the amount of movement of iron girders due to expansion and contraction under extreme variations of temperature, observes that for iron and steel the co-efficient or rate of expansion is nearly 1 inch for 100° F. of heat for every 100 feet in length. Thus a girder 60 feet in length will expand 6-10 inch for 100° increase of temperature and contract the same amount for 100° decrease of temperature; or a girder 75 feet long will vary 75-100 inch or ¾ inch, for a variation of 100°. He says: "In order to provide for all contingencies it is the general practice to allow for a vibration of 100° F., or a movement equal to 1½ inches for every 100 feet in length." A girder 60 feet long will therefore require to have an allowance for movement in the moving end equal to 9-10 inch or 1 inch, the other end being fixed. It is only necessary to put the rollers under one end of the girder, so that the movement of the girder may be at that end only.

A new universal clock consists of a terrestrial globe, which revolves once daily over a base divided into 24 hours—12 whites and 12 black. The time for any part of the world can be seen at a glance without calculation.

The new street sprinkler operated by electricity by the Toronto Railway Company was tested the other day and worked satisfactorily. The reservoir, which is built on a platform car with trolley attachments, holds 2,800 gallons of water. It takes five minutes to fill the tank from a hydrant. The sprinkler throws a stream of water over one track and the devil strip. One trip was made along King, Yonge and Queen streets without emptying the reservoir. Street Commissioner Jones thinks the scheme will be a success.



NEW

Steel Creamer Tap

ALL PARTS RETINNED

Superior to Lead taps and much cheaper.

THOS. DAVIDSON & CO.

MONTREAL

CEMENT

FOR

Bridges
Cellars
Cisterns
Foundations
Sewers
Concrete
Mill Dams

We manufacture the

Thorold Cement

Endorsed and used by the leading Architects, Engineers, Builders and Contractors. Low in price; High in quality; Always fresh; Always reliable.

Estate of John Battle

..... Thorold, Ont.

Window Brushes
Ceiling Dusters
Feather Dusters
Yard and Stable Brooms

All Qualities and Prices.
Orders Filled Promptly.

CHAS. BOECKH & SONS, MANUFACTURERS, TORONTO

OUR SALES OF

"BURHAM" Portland Cement

For the past 8 months have been

25,499 CASKS.

"BURHAM" Brand outranks all other
Try it and be convinced. . . . .

Sole Consignees for Canada,

McRAE & CO., OTTAWA

MUNN'S LIQUID GLUE

IS THE BEST.

THE ART METROPOLE, Agents.

131 Yonge Street, TORONTO.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, June 8, 1894.

HARDWARE.

THE movement in general hardware continues of moderate proportions, and the week under review has witnessed little or no improvement. The demand at present is confined to small parcels of shelf goods, a few orders for harvesting tools, lawn mowers, etc. At the meetings in Toronto last week some changes were decided upon which have already been given. With regard to the report that makers are endeavoring to establish a better price on nails, the trade here hold that this is an old story. Agreements have been entered into before, and the trouble that was had to secure their proper observance has become historical. For this reason people here are not disposed to believe anything until it has become an accomplished fact. The same view is taken with regard to the future of horse nails, and at the time of writing so far as the position here is concerned, there is nothing new to report. Payments still furnish ground for complaint.

WIRE—There is nothing special to report in the wire market. Demand for oiled and annealed wire is the main feature, but it is not by any means brisk.

ROPE—The advance in rope to which we referred last week is fully maintained, and business during the week has been of fair demand. We quote: Sisal, 7 to 7½c. for 7-16 in. and upwards, and 14c. for deep sea line. Pure Manilla, 9¼c. for 7-16 and upwards, 6¾c. for smaller.

CUTLERY—There has been little change in the position of this line. A fair demand of a sorting character is reported.

SPORTING GOODS—Little or no change to note in this line, which continues quiet on the whole.

CUT NAILS—Makers still report quietness in this line, and jobbers protest that there is no encouragement for them in the shape of demand. Prices are unchanged on the basis of $1.80 to $1.85.

WIRE NAILS—There is a moderate call for wire nails, and discounts are the same.

HORSE NAILS—Business in this line does not present any improvement, ruling quiet as before. There is no change in the basis of value to note at present.

HORSESHOES—Only a few small orders are coming in, trade ruling very quiet.

TACKS—There is no improvement to note in this line.

GREEN WIRE CLOTH—A moderate movement is still to note, and the same is to note in regard to screen doors, etc.

CHAIN—Featureless and unchanged.

WARE—Trade in these goods has continued much the same as it was, and the volume of business is not large.

TOOLS—There is a fair call in a small way for harvesting tools and lawn mowers

PLUMBERS' SUPPLIES—Nothing special to report, as trade continues dull.

LEAD PIPE—As already noted discounts have been slightly altered.

BUILDERS' SUPPLIES—Business continues very dull, as it has been for some time back.

HINGES—There is nothing new to report in these. T and strap hinges are the only kinds moving in a small way.

TAR, ETC.—There has been little change in this line, demand ruling fair on the whole. We quote: Rosins, $2.50 to $5 as to brand; coal tar, $3.25 to $3.75; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton do. 10 to 12c.

CEMENT—The continued wet weather has interfered with business in cement, and trade is smaller than it was last week. The feeling is steady and values show no change. We quote spot prices at $2 to $2.10 for English brands, and $1.85 to $1.95 for Belgian, and to arrive, English brands $2, and Belgian $1.80 to $1.90.

FIREBRICK—There has been a fair amount of business transacted in firebrick at $15.50 to $19.50 per 1,000, as to brand.

TURPENTINE—The feeling on this material is firmer, and prices are 1c. per gallon higher, which is due to the small receipts. A feature in connection with this market has been the difference between Montreal and Toronto values, as far as buyers are concerned. Montreal houses allow 3 per cent off for cash thirty days, and, besides give an allowance of one gallon on each barrel; while Toronto terms are nett cash in thirty days, and no allowance. We quote turpentine firm this week at 47 to 48c.

METALS.

There has been no improvement in either heavy iron or metals during the week, and buyers' wants seem to be very limited indeed in all lines. Any changes in value that have occured have been trifling, but the general tone is easy.

PIG IRON—There are fair supplies of Canadian pig available, but stock of Scotch are nil. Some is on the way, however, and there has been buying of Summerlee for importation. We quote: Summerlee and equal brands, $19; Carnbroe, $18; Ferrona, $17; and Siemen's, $16.50 to $18.75.

SCRAP IRON—A few sales of 100-ton lots of wrought scrap have transpired at $15.25. Supplies are ample.

BAR IRON—Bar iron continues inactive. Sales have been made at $1.70, but it is claimed that this figure would be shaded for round lots.

SHEET IRON—There has been little business doing in this line, and prices remain at $2.34 to $2.40.

HOOPS AND BANDS—These continue quiet and unchanged at $2.30.

STEEL—No change to report. We quote: Best cast steel, 9½ to 12c.; spring, $2.50; tire, $2.50 to $2.75; sleigh shoe, $2.40; round machinery steel, $3.

GALVANIZED SHEETS — No important change to note, business quiet. We quote: 4½ to 5c. for ordinary brands; Morewood, 6 to 6¼c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., and the usual extra for larger sizes.

TIN PLATES—Tin plates continue dull, and it is predicted that bottom prices have

GASOLINE STOVES

New Process and Single Generator styles, with all up-to-date improvements. These Stoves are simply perfect.

SEND FOR CIRCULAR AND PRICES.

THE McCLARY MFG. CO.

London. Toronto. Montreal. Winnipeg. Vancouver.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

Gas, Electric, Combination

Fixtures AND **Brackets**

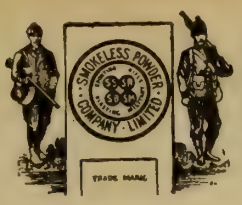
English, Canadian, and American **DESIGNS**



A select stock of **Gas and Electric GLOBES** always on hand

JAS. BARWELL, 88 Bay Street, **Toronto**

Drawings and prices on application.
The trade supplied.



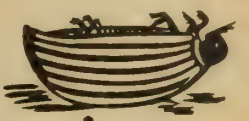
SS. SMOKELESS POWDER Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.

429 Board of Trade Building
MONTREAL, Agents.

SEND FOR PRICE LIST.

CHURCH'S POTATO Finish





NO MORE WATERY POTATOES

READY-FOR-USE-DRY

NO MIXING REQUIRED.

Worth its cost as a fertilizer.

DOES NOT INJURE THE VINES

The only safe way to use a Strong Poison

FOR SALE BY

Alabastine Company, Paris, Sole Manufacturers.

HILL & FORBES, 327 ST. JAMES ST., MONTREAL: Agents for the Province of Quebec.
A. M. BELL, HALIFAX: Agent for New Brunswick and Nova Scotia.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, **TORONTO**

ENGLISH HOUSE: **SAMUEL, SONS & BENJAMIN**
164 Fenchurch St., London, E. C.

Terne Plates, I.C. AND I.X., special brands

Taggers' Tin and Iron

Sheet Zinc for Refrigerators

Sheet Steel, Dead Flat

MONTREAL MARKETS—Continued

not yet been touched. We quote: Cokes, $2.95 to $3.10; charcoal, $3.35 to $3.50.

CANADA PLATES—Prices of Canada plates have been shaded in the case of some round lots during the week, but we quote $2.25 to $2.30 for ordinary business.

COPPER—Very little doing in copper, and only a few small lots are moving on the basis of 9½ to 10c.

TIN—There is a small business doing, but of a quiet character. We quote 18 to 19c.

SPELTER—No change either in business, which rules dull, or prices which are as before, $4.50 to $4.75.

LEAD—The market continues dull and unchanged at $2.60 to $2.75.

ANTIMONY—A small jobbing business is to note at 10½ to 12c.

SHEET ZINC—Quiet and unchanged at $5 to $5.25.

PAINTS AND OILS.

There has been no improvement in paints and oils. Demand rules very slow. Cutting in the price of lead is still going on. In oils the chief feature is the advance in linseed, which we quote 1c. higher than last week, due to the stronger advances from abroad. Recent sales on spot have been made at 54 to 55c. for raw, and 57 to 58c. for boiled. Seal oil has been offered around the trade pretty freely of both, but buyers do not show any intimation to take hold at present. We quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1 $6.25; No. 2, $5.25; glass, $1.25 first break; $1.35 second break, per 50 feet; $3.25 for first break per 100 feet; linseed oil, round lots, raw, 55c., boiled, 58c., sealoil, 42½ to 45c.

GLASS.

There has been no improvement in the glass market. We quote $1.25 for first break; $1.30 second break, per 50 feet; $3 25 for first break per 100 feet; putty in bulk, $1.85.

PETROLEUM.

Demand both for American and Canadian oil has been slow and the market has ruled quiet. Prices are steady, there being no change to note. We quote as follows: Canadian refined at 11c. in shed in Montreal for round lots, and 12c. for small quantities. American petroleum, 14 4-5c. in car lots, 15¼c. in 10-barrel lots, 15½c. in 5-barrel lots, and 16c. for single barrels, net cash; American benzine, 23 to 25c.; Canadian benzine, 10¾c. Petrolea; 12¾c. Montreal.

HIDES.

There has been a better demand for butchers' hides during the week, and sales have been made of about 3,000 skins at pretty high figures, which dealers claim will not show a profit. We quote: No. 1, 3½c.; No. 2, 2½c.; and No. 3, 1½c.; steers', 5 to 5½c.; lambskins, 15 to 20c., sheepskins, 75 to 80c.; and calfskins, 5c.

TALLOW.

The demand for tallow has continued slow and the market is quiet and easy at 6¼ to 6¾c. as to quality.

MONTREAL TRADE NOTES.

An importer here who placed an order for the importation of several thousand boxes of coke tinplate some weeks ago, said to HARDWARE that he could duplicate it to-day at considerably less money. At the time he gave his order he thought prices were at bed rock.

Advices from Great Britain continue easy on Scotch pig, recent cables quoting the price of Summerlee 1. 6d. lower on the other side.

Import orders for scrap steel plate clippings for a round amount have been placed at 72s. 6d. cost and freight Montreal.

Cables from England state that owing to the low price of oil cake linseed oil makers don't care to crush and higher prices are anticipated.

Southern advices to members of the paints and oil trade here state that turpentine has advanced 1½c. per gallon at primary markets and that the tendency is higher.

The city corporation has contracted for over 6,000 brls. of cement at firm prices, and this cuts down stocks sensibly, in fact English cement is quite scarce and hard to get here.

The coal strike in the States is having a stiffening effect on the price of caustic soda, as it has curtailed the manufacture across the lines and supplies have to be drawn from England.

W. H. Cottingham & Co. are the sole Canadian agents for the well known paints and colors manufactured by the Sherwin-Williams Co., of Cleveland, Chicago and New York.

Thos. Davidson & Co. note a good enquiry for the various dairy appliances and essentials that they manufacture.

Walter Grose, dealer in hardware specialties of all kinds, has moved from the old stand occupied by him for a number of years past at the corner of Paul and St. Francis Xavier streets. He is now established in larger premises on St. Dizeer street.

EASTLAKE GALVANIZED STEEL SHINGLES



Patented April, 1885. March, 1887. January, 1894.

The Shingle that others TRY to imitate. Has no equal in any particular. The EASTLAKE is in use on more roofs than all other shingles combined. Never fails to give satisfaction.
We protect the trade, and will quote liberal prices to those who mention that they saw our advertisement in HARDWARE.

Sole Manufacturers BEWARE OF CHEAP IMITATIONS

The Metallic Roofing Co. of Canada, Limited, 82 to 90 Yonge Street, TORONTO, ONT.

TORONTO MARKETS.

TORONTO, June 8, 1894.

HARDWARE.

BUSINESS is a little better than a week ago, although the improvement is only slight. Hay forks are being enquired after more often and there is a rushing business doing in horse pokes. The improvement in trade has extended to table cutlery of the better class, and oil stoves are showing more inclination to move. For scythes, a brisk enquiry is reported. Demand is not so good for barb wire, and there is still the same scarcity to note in oiled and annealed wire. Rope, green wire cloth, screen doors and windows are among the articles in which a falling off in the demand is reported.

OIL STOVES—Are going out well, although the unfavorable weather has deterred the movement to some extent.

WIRE—The demand for barbed wire has fallen off somewhat. The scarcity already noted in oiled and annealed wire still obtains, and it is almost impossible to make shipments of large quantities. Dealers will therefore be compelled to put up with inconveniences until such time as supplies can be had from manufacturers. In galvanized and ordinary bright the same difficulty does not exist.

ROPE—Trade is not so good in this line as it was. There is a certain amount being sold all the time, but quantities are small. We quote as before: Sisal, 7 16 in. and larger, 6¾c.; ¼, 5-16, ⅜ in, 7¼c.; Manilla,

MARKETS—Continued

7-16 in. and larger, 9 to 9¼c.; ¼, 5-16, ⅜ in., 9½ to 9¾c.

CUTLERY — Carvers in cases are still going out fairly well, and table cuttlery of the better class is beginning to move.

SPORTING GOODS—Trade is still quiet and featureless in this line.

CUT NAILS—Trade is keeping up well, although not many car load lots have changed hands during the week. Prices are still being maintained at $1.80 Toronto for carload lots and $1.85 for small lots, with 10c. per keg less f.o.b. Montreal.

WIRE—Business is still keeping up, and manufacturers are in little better position than they have been to supply the wants of the trade. Discounts are unchanged at 75, 10 and 5 per cent., shipment in 10 keg lots being prepaid.

HORSE NAILS—There is very little doing, and prices are unchanged. We quote as before: "C" 60 per cent., and "B B" and "M" 60 and 2½ per cent. Negotiations are still in progress with a view to creating a uniform price, as noted in last issue.

GREEN WIRE CLOTH—Business has fallen off considerably on account of the unfavorable weather. As soon as warm weather sets in, however, quite a reaction is expected to take place. Jobbers are still carrying heavy stocks, and would not in consequence be at all adverse to seeing an improved demand spring up. Prices are unchanged at $1.85 per 100 square feet.

SCREEN DOORS AND WINDOWS—The same remarks apply to these as to green wire cloth.

TACKS—These remain as before, quiet and unchanged.

COIL CHAIN—Business remains light without any change in quotations.

HORSESHOES—Very few are being forwarded, and prices are being well maintained at $3.80 Toronto, $3.85 London, and $3.65 Montreal.

WARE—Peerless and Eclipse ware are still going out freely, but white ware is extremely flat.

LAWN MOWERS—Trade is keeping up exceeding well, especially in high wheel four-blade mowers. A number of enquiries have also been received for the low-wheeled mower, which line jobbers have not generally kept in stock. Some shipments, however, are in transit, and in the course of a few days they will be able to supply the demand. The low-wheeled is being quoted about $1 lower than the high-wheeled mower.

PLUMBERS' SUPPLIES—If anything have shown a little improvement during the week on country account, but in the city trade is much as before.

LEAD PIPE—Owing to the reduction in prices announced last week, an improved demand has developed. Jobbers are now quoting shipments Toronto and the west 30 per cent. off in small lots and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots and 35 and 10 per cent. off in ton lots.

BUILDERS' SUPPLIES—The improvement noted in the country trade is being maintained, but there is no special feature to note in connection with city trade.

MILK CAN TRIMMINGS—Outside of railroad cans trade in this line is featureless, nothing of any account being done.

CLOTHES WRINGERS—Are still moving freely, the demand being altogether for the Royal Canadian at $28 per dozen.

HARVEST TOOLS—Although the volume of business is not as large as jobbers would like, there is not a great deal of reason for complaint. The unfavorable weather has had a depressing effect however upon purchases throughout the country, preventing them from laying in more than was wanted for present requirements. Hay forks are beginning to move freely.

HINGES—While there is a certain quantity of them going out, trade is not altogether satisfactory. The principal business is in barn door hinges.

TAR, ETC.—There is a fair trade doing. We quote: Roofing pitch, $2.50 per brl.; pure coal tar, $4 per brl.; refined coal tar, $4.50 per brl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per brl. and 75c. per doz. pint tins; pine pitch, $2.75 per brl.

CEMENT, ETC.—Business fair. We quote: Portland cement (English), $3 per brl.; New Brunswick plaster paris, $2 per brl.; Canadian water lime, $1.25 per brl.

FIREBRICK, ETC.—Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

BELTING—There are not many large lots moving, on account of the comparatively few new concerns starting up, but there is a large number of small orders going out.

RIVETS AND BURRS—A new discount list has been issued. They are: Iron rivets, 55 and 10 per cent.; iron burrs, 50 and 10 per cent.; copper rivets and burrs, 50 per cent. Terms, 4 months or 3 per cent. cash, 30 days.

METALS.

There is little more apparently doing in pig iron, but prices are easier. Generally speaking trade in metals is much as before.

PIG IRON—Transactions are more numerous, but for small lots and principally American. One or two large contracts are announced for Scotch pig on Western Ontario account at firm figures, and a few carload lots of Nova Scotian iron have changed hands. We quote: Summerlee, $20 to $20.50; Carnbroe, $19 to $19.50; Siemen's, $18 to $18.25.

Rogers, Brown & Co., Buffalo, report Toronto market for American pig iron as follows: "Shipments of iron into Canada have been quite heavy during the past two weeks. Demand, however, is very light, many foundries being closed through lack of fuel. The action of the railroads in withdrawing all commodity rates and placing pig iron on sixth-class basis will of course have an important effect. We quote for cash in bond f.o.b. cars Toronto for shipment prior to June 15: No. 1 foundry strong coke iron Lake Superior ore, $12.95; No. 2 foundry strong coke iron Lake Superior ore, $12.45; Jackson county silvery, No. 1, $16.80 to $18.30; Lake Superior charcoal, $15.70; Southern soft, No. 1, $11.50; Southern soft, No. 2, $11.25."

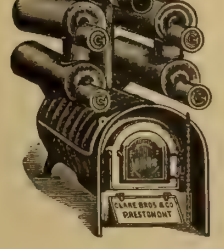
BAR IRON—There is no change in prices, and very little business is being done; but small as the demand is, jobbers find difficulty in satisfying it, so many manufacturers having been compelled to shut down for want of fuel. Ruling prices are $1.85 Toronto and $1.75 Montreal.

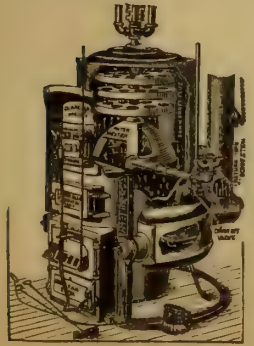
SHEET IRON—There has been no noticeable improvement during the week. Demand is fair and prices are being well maintained. Demand has fallen off for tinned iron, which is to be expected, as the bulk of this business is done in connection with milk can trimmings. We quote: 8 to 16 gauge, $2.50; 18 ditto, $2.25; 20 ditto, $2.25; 22 to 24 ditto, $2.35; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Gorbal's, 26 gauge, 5½c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

IRON PIPE—Trade is fairly satisfactory, for while orders are not large there are a good many of them. We quote 67½ to 70 and 10 per cent.; galvanized iron pipe, 47 to 50 per cent.

BOILER TUBES—Trade is rather quiet this week, but quotations remain as before: 1¼ inch, 7c.; 1½ inch, 7¾c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

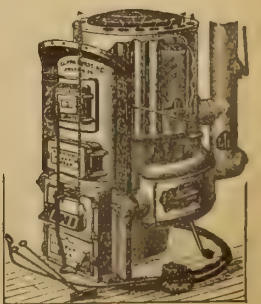
SHEET STEEL—Trade is light in ordinary kinds, but there is considerable call for

Best Value  on Earth.



These are the Furnaces that secure the trade for dealers who handle them.
They have no rivals but many imitators.

Clare Bros. & Co. ....Preston, Ont.



MARKETS.—Continued

a higher quality sheet steel than is usually found on this market, a good many orders for highly polished, said to be equal to Russian iron in finish, have been filled. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

GALVANIZED IRON—Business is keeping up well. Principal demand is 28 x 26 gauge. The roofing season being on throughout the country, merchants are compelled to purchase fair quantities. We quote: 4½ to 4¾c. for 28 gauge, in case lots.

INGOT TIN—The volume of business in this line is not as large as it was, orders being considerably smaller, while no round lots have been called for. Ton lots are going out at 18½c., and small lots at 19½ to 20c.

INGOT COPPER—Is quiet and featureless. Prices are unchanged at 10 to 10½c. in cask lots.

SHEET COPPER—Is only in fair demand. A number of case lots have been forwarded during the past week at prices ranging from 14¾ to 16c. according to weight and quality.

ZINC SPELTER—Trade in this line has been flat for some time, and there is not yet any appreciable improvement. Both domestic and foreign are held in stock at prices quoted last week, namely 4½ to 4⅝c. for foreign, and 4 to 4½c. for domestic. For quantity orders, however, these prices can be shaded.

CORRUGATED IRON—Business continues good at unchanged prices. We quote: "Owl" brand from genuine steel plates, zinc coated, $4.25 to $6 per square; painted steel, same brand, $3 to $4.75 according to guage.

TIN PLATES—Business has been fairly satisfactory for the season in both coke and charcoal, principally 20 and 28 gauge. Prices rule from $3.50 to $3.75 per box for I. C. charcoal, and $3.25 to $3.35 for coke.

TERNE PLATES—Demand continues to increase, and prices rule from $6.50 to $6.75 for I. C. according to quality.

SHEET ZINC—There is no improvement to note either in regard to business or prices. We quote 4¾ to 5c. in cask lots.

HOOPS AND BANDS—While trade is not large in volume, it has shown some improvement during the week at old figures. English is being quoted at $2.30 to $2.40 base price, and American steel at $2.

CANADA PLATES—Not much doing, there being no shipments for immediate wants. Most dealers have placed their orders for import to arrive August or September, by which time the season for this article will be on. We quote half polished at $2.45 to $2.55 from stock and $2.35 to $2.45 for import.

SOLDER—Business is still keeping up fairly well at prices ruling at 13 to 14c., according to quality.

PIG LEAD—No large lots have changed hands and business generally is quiet at 2¾ to 2⅞c.

ANTIMONY—Continues exceedingly dull at 9½ to 10c. for Cookson's.

GLASS.

Import orders are not all in store yet, there still being a few to come forward that were booked for shipment later than the bulk of them. Glass from stock is in good demand, but stocks as a rule are still light. Prices are unchanged at $1.20 to $1.25 first break. Trade in plate glass is quiet.

PAINTS AND OILS.

The weather has interfered materially with the paint and oil trade. White lead is dull and easy at 4½ to 4¾c. Turpentine is still advancing in the South, another gain of ½c. per gallon being announced Wednesday, but there is no change here beyond a firmer tone. It now costs within a small fraction of 41c. per gallon, net spot cash, to lay turpentine down here, but jobbers are still selling at 41 to 42c. f.o.b. Toronto, and there is not much demand at these figures. Linseed oil is quiet and unchanged at 53 to 53½c. f.o.b. for raw and 56 to 56½c. f.o.b. for boiled. Prepared paints are going out in a small sorting-up way, at $1.05 for pure. Stocks of English Paris green have arrived and jobbers are all well supplied, but there is not much demand. We quote: Ordinary, 12½c. in drums and 14½ to 15c. in packages; English, 112 lb. drums, 14c.; ditto, 56 lb. drums, 14½c.; ditto cases, 16c. Putty is quiet at $1 90 to $2 in bladders, and $1 80 to $1.90 in bulk. Castor oil is quiet at 6⅝ to 6¾c. in case lots and 7c. in single tins. Refined seal oil is unchanged at 58 to 59c. per gallon in barrels.

MARKET NOTES.

Stocks of copper June 1 were 47,540 tons against 49,920 tons same date a year ago.

H. S. Howland, Sons & Co. report an increasing sale for "Sensible sad irons."

Sanderson Pearcy & Co. have in stock a shipment of Berger's English paris green.

The McClary Mfg. Co. report ice cream freezers and refrigerators moving fairly well.

J. H. Farr & Co. report a steady trade and good prospects for an active summer's trade.

The Kemp Manufacturing Co. report a steady trade in all summer lines, particularly in oil stoves.

The Art Metropole, agents for Munn's Glue, report an active and steadily increasing trade in that article.

A. C. Leslie & Co. report a steady trade in metal fencing wire, both barb and plain, which they are carrying in stock.

The Gurney Stove Co. have just shipped one Oxford Boiler and a carload of radiators to the St. Louis Hotel, Quebec City.

Stewart & Wood report that their sales during May were 97 per cent. larger than during the corresponding month of last year.

M. & L. Samuel, Benjamin & Co. are experiencing an improved demand for hay rakes this week; also for better class of table cutlery.

The Gutta Percha & Rubber Co. say that the continued wet weather has knocked business cold in hose, but has put fresh vigor in the sale of mackintosh.

H. & S. Howland, Sons & Co. are in receipt of a consignment of Putz-Pasta Polish for such metals as gold, silver, silverplate; also mirrors and window glass.

The Toronto Steel-Clad Bath Co. report that although an excellent trade has been doing in their line for several weeks previous, business is not quite so brisk at the moment.

The Metallic Roofing Co. has received the contract for covering the warehouses of the Richelieu & Ontario Navigation Co. in Montreal with the "Owl" brand galvanized corrugated iron.

H. S. Howland, Sons & Co. anticipate a good season for hay forks in consequence of the heavy crop of hay, and they have a large number of Rickford's make in stock to supply the demand.

The Metallic Roofing Co. has supplied a large quantity of the "Eastlake" steel shingles for covering the extensive buildings of the General Mining Association, Sydney Mines, Cape Breton.

The Toronto Picket and Wire Fence Co. report trade good; in fact, they have been unable to supply the demand this week, owing to their inability to secure pickets. They expect a sufficient supply at an early date.

The Metallic Roofing Company have lately supplied 5,000 square feet of Eastlake fireproof steel shingles and siding for Mr. Denesha's cold storage building, Morrisburg, said to be the largest building in America.

"Poison in the Pot," is the title of a neat little brochure issued by Manning, Bowman & Co., New York, setting forth the danger from using cheap copper pots and safety of using white porcelain lined pearl agate ware, as manufactured by that firm, for tea and coffee.

Frank Holt, who has for some time been in the wall duster manufacturing business, 81 Colborne street, has sold out to W. McGee, who will continue to supply the trade with wall dusters, etc. Mr. Holt has returned to Chicago, where he was formerly in business with The Holt-Thompson Mfg. Co.

The copper statistics as cabled to New York market show a decrease in the stocks since May 1 of 520 tons. Compared with the same month last year the stocks to-day are 4,000 tons less, while the price last year was £43 against £39 10s. to-day.

The hardware business heretofore carried on in the village of Tweed under the firm name and style of White & Fisher has through the limitation of time been dissolved, and a new partnership has been formed by Chas. J. White and Wilber Gordon under the firm name of White & Gordon.

D. A. McKillop, well known to the hardware trade through the province, is starting on the road for A. C. Leslie & Co., devoting special attention to the cutlery trade. This firm is showing a full range of samples for the fall trade, and claim to have extra value in carvers in both cheap and high grades.

Dowswell Bros., successors to the Peerless Manufacturing Co., Hamilton, have issued a neat catalogue illustrating their washing machines, wringers, hand trucks, churns, mangle machines, etc. This business was established about twenty years ago by the Industrial Works. It was afterwards conducted by the Peerless Mfg. Co., who were succeeded by the present manufacturers.

The Vokes Hardware Co., corner Yonge and Adelaide streets, are making extensive improvements in their store. On entering from Adelaide street a fine sample room greets the eye with its artistic walls and ceiling of oak; back of the sample room is the shipping department with every convenience. The main entrance—which is off Yonge street—shows the customer into the retail department, where is displayed a fine selection of hardware.

The Ironmonger, London, Eng., of April 21, had the following: "Lord Morpeth, the eldest son of the Earl of Carlisle, was married on April 17th, and amongst the costly presents for the event was a splendid cabinet of best Sheffield cutlery, being a complete table service for eighteen persons. Geo. Butler & Co., of Trinity Works, Eyre street, Sheffield, are the manufacturers. The pattern selected is similar to that recently made by the same firm for the Royal wedding. The knives are of the finest ivory, mounted with silver (hall-marked). Included is a set of their registered game eating knives and

MARKETS—Continued

forks, also of the Royal pattern. Each piece is finely engraved with the family crest and motto. The cabinet stands nearly 3 feet high, of elegant design, known as the 'Cavendish,' with folding doors, sunk panels, etc., and is of rich pollard oak. This present is from the tenants of Naworth Castle estate." The Butler & Co. mentioned in the paragraph is the same firm that is represented in Canada by A. H. Symonds.

UNITED STATES MARKETS.

NEW YORK, June 8, 1894.

PIG TIN—The temper of the market was practically the same as on Monday, and hardly any movement in prices took place. Speculation was dormant, and the sales to consumers and interior dealers were generally referred to as having been commonplace. For five-ton lots the price stood at about 19.80c. net cash, and there were offers at that on the Exchange for June and July deliveries. Small parcels out of store went at 20c. cash and 20c. thirty days. There were arrivals of 175 tons, making a total of 500 tons received thus far this month.

COPPER—The market was very quiet and without change in any particular. Consumers as a rule seem to have ample supply under engagement, and European markets are well stocked from late heavy shipments. Producers offer somewhat reservedly at present, and several claim that their output is closely taken up in deliveries to customers. Values are somewhat uncertain at present, with the range of 9⅛ to 9¼c. quoted as the nominal prices for Lake Superior, 9c. for electrolytic, and 8¾ to 8⅞c. for ordinary casting stock.

PIG LEAD.—It is estimated that 800 tons, if not more, of common western were sold during the past few days, a good portion at 3.25c. The market has now the appearance of being steadier, since sellers at less than 3.30c. are fewer, but the demand is rather slow, with 3.25c. the best bid for either prompt or forward deliveries. St. Louis wire to the Metal Exchange was 3.05c. London cable quoted £9 2s. 6d. for soft Spanish.

SPELTER—Western common was quite freely offered for prompt or forward shipment at 3.40c. delivered here or at common points. The price, however, proves to be unattractive in this quarter, and the market still wears a dull appearance. St. Louis wire to the Metal Exchange was 3.20c. London cable quoted £15 13s. 9d. for good merchant brands.

ANTIMONY—The market remains steady but quiet at about 8¾ to 8⅞c. for Hallett's and 10 to 10¼c. for Cookson's, in store.

TIN PLATE—Spot sales were on a moderate scale, and orders, besides being few, were almost invariably for unimportant quantities. Business in futures continues uneven, and is hardly up to fair average volume for this season of the year.

IRON AND STEEL—Pig iron is unchanged. Orders come along rather slowly, and are generally small, while the business passing is chiefly at old prices. Deliveries are more or less backward owing to poor car service at some points, but Eastern consumers seem to secure enough supply for immediate wants.

STEEL

All kinds of Agricultural, Carriage, Machinery and other steels imported promptly and at bottom prices.

Try our special "Dominion Crown" brand of English Tool Steel.

A. C. LESLIE & CO.
MONTREAL AND TORONTO.

Pure Southern TURPENTINE Our Specialty

Remember, we are headquarters for the pure article, and intending purchasers will do well to get our price before placing their orders.
Every barrel of Turpentine we ship is accompanied by our printed guarantee that it is ABSOLUTELY PURE.

We Are Not Members of any Combine.

FRANCIS, FROST & CO., 33 Front St. W., TORONTO

ROBERTSON'S
READY MIXED
Warranted Absolutely Pure
PAINTS

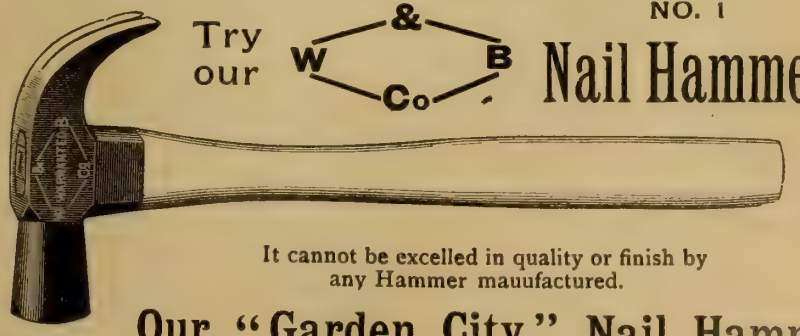
BEST ON THE MARKET.

Manufactured by The James Robertson Co. Ltd., Toronto
Write for sample cards and prices.

THE WHITMAN & BARNES MFG. CO.

Canadian Branch: St. Catharines, Ont.

Try our W & B Co NO. 1 Nail Hammer



It cannot be excelled in quality or finish by any Hammer manufactured.

Our "Garden City" Nail Hammer

GET OUR PRICES AND TRY OUR GOODS

Is the best and cheapest "Solid Cast Steel" Hammer on the market.

We aim to keep in stock a full line of Hammers, Sledges, etc., and will make prompt shipments. . . . . .

TARIFF CHANGES.

THE Canadian Tariff Bill passed through Committee of the Whole on Friday last, which practically disposes of the measure, the Minister of Finance announcing that there would be no further changes in the dutiable list. The tariff has been materially changed since it was submitted to the House, March 27, and as far as it relates to the hardware and allied trades is now as follows:

Sand paper, glass, flint and emery paper, twenty per cent. ad valorem.

Paper, tarred, twenty-five per cent. ad valorem.

OILS AND PAINTS.

Cod liver oil, twenty per cent. ad valorem.

Oils, essential, ten per cent. ad valorem.

Oils, coal and kersosene distilled, purified or refined; naptha and petroleum, n.e.s.; products of petroleum, not elsewhere specified, six cents per imperial gallon.

Lubricating oils, composed wholly or in in part of petroleum, and costing less than twenty-five cents per imperial gallon, six cents per gallon.

Crude petroleum, fuel and gas oils (other than naptha, benzine or gasoline) when imported by manufacturers (other than oil refiners) for use in their own factories for fuel purposes or for the manufacture of gas, three cents per gallon.

Paraffine wax, two cents per pound.

Lubricating oils, n.e.s., and axle grease, twenty-five per cent. ad valorem.

Barrels, containing petroleum or its products, or any mixture of which petroleum forms a part, when such contents are chargeable with a specific duty, twenty cents each.

Linseed or flaxseed oil, raw or boiled, lard oil, twenty per cent. ad valorem.

Olive oil, prepared for salad purposes, thirty per cent. ad valorem.

Vaseline, and all similar preparations of petroleum for toilet, medicinal or other purposes, thirty-five per cent. ad valorem.

Dry white and red lead, orange mineral zinc white, five per cent. ad valorem.

Ochres, ochrey earths, raw siennas, and colors dry, n.e.s., twenty per cent. ad valorem.

Oxides, dry fillers, fire-proofs, umbers and burnt siennas, n.e.s., twenty-five per cent. ad valorem.

Paints and colors, rough stuff and fillers, n.e.s., twenty-five per cent. ad valorem.

Paints and colors, ground in spirits and and all spirit varnishes and lacquers, one dollar per gallon.

Turpentine, spirits of, five per cent. ad valorem.

Varnishes, lacquers, japans, japan driers, liquid driers, and oil finish, n. e. s., twenty cents per gallon and twenty per cent. ad valorem.

Paris green, dry, ten per cent. ad valorem.

Putty, fifteen per cent. ad valorem.

GLASS, ETC.

Common and colorless window glass and plain colored, stained or tinted or muffled glass in sheets, twenty per cent. ad valorem.

Plate glass, not colored, in panes of not over twelve square feet each, four cents per square foot, and when bevelled two cents per square foot additional.

Plate glass, not colored, in panes of over twelve and not over thirty square feet each, six cents per square foot, and when bevelled two cents per square foot additional.

Plate glass in panes of over thirty and not over seventy square feet each, eight cents per square foot, and when bevelled, two cents per square foot additional.

Plate glass in panes of over seventy square feet each, nine cents per square foot, and when bevelled, two cents per square foot additional.

Silvered glass, n e.s., twenty-seven and one-half per cent. ad valorem.

Silvered glass, bevel ed, thirty-two and one-half per cent. ad valorem.

Stained glass windows, thirty per cent. ad valorem.

All other glass and manufactures of glass, n.o.p., including bent plate glass, twenty per cent. ad valorem.

Show cases, thirty-five per cent ad valorem.

Cement, including Portland or Roman, and hydraulic or water lime, forty cents per barrel, including the duty on the barrel.

Plaster of Paris, or gypsum, ground, not calcined, fifteen per cent. ad valorem.

Plaster of Paris, calcined or manufactured, forty cents per barrel of 300 pounds.

Grindstone, not mounted, and not less than twelve inches in diameter, one dollar and seventy-five cents per ton.

Emery wheels and manufactures of emery, twenty-five per cent. ad valorem.

Belting of leather or other material, n.e.s., twenty per cent. ad valorem.

Whips of all kinds, including thongs and lashes, thirty-five per cent. ad valorem.

Rubber or gutta percha belting, hose, packing, matts and matting and cotton or linen hose lined with rubber, thirty two and and a half per cent. ad valorem.

METALS, ETC.

Wrought scrap iron and scrap steel, being waste or refuse wrought iron or steel, fit only to be remanufactured, the same having been in actual use, not to include cuttings or clippings which can be used as iron or steel without remanufacture, and steel bloom ends and crop ends of steel rails, three dollars per ton; and on and after the 1st day of January, 1895, four dollars per ton.

Iron or steel being pieces, punchings or clippings of boiler plate or other plates, sheets or bars of iron or steel, whether the same have had the ragged or cropped ends or edges sheared off or not, and crops from iron or steel rails having both ends sawn or sheared off, the same not having been in actual use and being fit for re-rolling or remanufacture only, four dollars per ton.

Iron in pigs, iron kentledge and scrap iron, four dollars per ton.

Ferro-silicon spiegeleisen, ferro-manganese, five per cent. ad valorem.

Iron or steel ingots, cogged ingots, blooms and slabs, billets and puddle bars, loops or other forms less finished than iron or steel bars but more advanced than pig iron, excepting castings, five dollars per ton.

Bar iron, or steeled, rolled or hammered, comprising rounds or squares; shapes of rolled iron or steel, not more than four inches in diameter, and flats not thinner than number sixteen gauge whether in coils, bundles, rods or bars, n.e.s., ten dollars per ton.

Iron or steel plates or sheets, sheared or unsheared hoop, band, strip and skelp iron or steel, sheared or rolled in grooves, and iron or steel in all widths not thinner than number sixteen gauge, n.e.s., ten dollars per ton.

Universal mill or rolled edge steel plate, less than thirty inches wide, and plates or sheets of iron, or steel thirty inches wide and over, and one-quarter of an inch and over in thickness, twelve and one-half per cent ad valorem.

Iron or steel sheets, hoops, bands, and strips, or other iron or steel of all widths, sheet iron common or black, smoothed, polished, coated or galvanized and Canada plates, number seventeen gauge and thinner, five per cent. ad valorem.

Plough plates, mould boards, landsides and other plates for agricultural implements, when cut to shape from rolled plates of steel but not moulded, punched, polished or otherwise manufactured, and being of greater value than four cents per pound, five per cent. ad valorem. Provided that on all iron or steel bars, rods, strips or steel sheets of whatever shape, and on all iron or steel bars of irregular shape or section, cold rolled, cold hammered or polished in any way in addition to the ordinary process of hot rolling or hammering, there shall be paid one-sixth of one cent per pound in addition to the rates imposed on the said materials.

Forgings of iron and steel of whatever shape or size or in whatever stage of manufacture, not elsewhere specified, thirty-five per cent. ad valorem, but not less than fifteen dollars per ton.

Rolled iron or steel angles, channels and other sections, weighing less than thirty-five pounds per lineal yard, n.e.s., thirty-five per cent. ad valorem, but not less than ten dollars per ton.

Rolled iron or steel angles, channels and special sections, weighing not less than thirty-five pounds per lineal yard, and rolled iron or steel beams, joists, girders, column sections, trough sections, and other building or bridge structural sections, weighing not less than twenty-five pounds per lineal yard, and rolled iron and steel bridge plate not less than ⅜ of an inch thick nor less than 15 inches wide, and flat eye bar blanks, not punched or drilled, twelve and one-half per cent. ad valorem.

Iron bridges and structural iron work, thirty per cent. ad valorem, but not less than one cent. per pound.

Iron or steel railway bars or rails of any form, punched or not punched, not elsewhere specified, for railways, which term for the purpose of this item shall include all kinds of railways, street railways and tramways, even although the same are used for private purposes only, and even although they are not used as intended to be used in connection with the business of common carrying of goods or passengers, thirty per cent. ad valorem.

Railway fish plates and tie plates, ten dollars per ton.

Swedish rolled iron rods, under one-half inch in diameter and of not less than one and three-quarters of a cent per pound value, and Swedish rolled iron nail rods under half an inch diameter, for the manufacture of horseshoe nails, fifteen per cent. ad valorem.

Axles, springs and parts thereof, axle bars and axle blanks of iron or steel for railway or tramway vehicles, $20 per ton, but not less than thirty-five per cent.

Axles, springs and parts thereof, axle bars and axle blanks of iron or steel not else-

Wire Ropes

Crucible Cast Steel, for heavy hoisting, inclines, mining, etc. Seimens-Martin for transmission of power. Swedish Charcoal for Elevators, Hoists, etc. . .

Write for Catalogue.

Galvanized Ropes for stays, ships' rigging, etc.

WIRE ROPE

MANUFACTURED BY

The B. GREENING WIRE CO., Ltd.,
Hamilton, Canada.

WIRE ROPE

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Portland Cements
Sewer Pipes
Chimney Linings and Tops
Calcined Plaster
Fire Bricks and Clay
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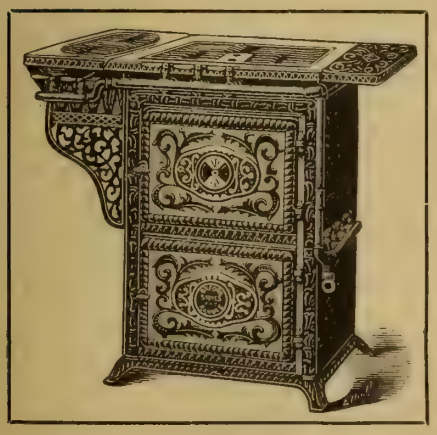
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Carry the Largest Stocks and
Quote Lowest Prices. . . .

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SUMMER **OXFORD** STOVES



GAS RANGE.

ECONOMICAL. EFFICIENT. BEAUTIFUL.

Oxford Gas Ranges

5 SIZES.

Bakes, Boils and Roasts quickly
and uniformly.

Are Immense Water Heaters

No Waste. No Odor.

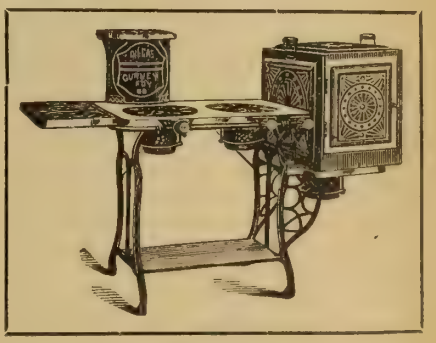
Oxford Oil Gas Ranges

5 SIZES.

Makes its own Gas as it Burns it.

Makes Gas from Ordinary Coal Oil.

Bakes, Roasts and Boils perfectly. Cost of Fuel ½c. per hour.
No Odor. No Wick.



OIL GAS RANGE.

PEOPLE WILL ASK FOR THEM. YOU MUST HAVE THEM.

Send for Price List of our Latest Production THE OXFORD GRADUATE Wood and Coal Cook Stove.

THE GURNEY FOUNDRY CO., LTD., Toronto. THE GURNEY-MASSEY CO., LTD., Montreal.

where specified, one cent per pound and twenty per cent. ad valorem.

Malleable iron castings and iron or steel castings, n.e.s., twenty-five per cent ad valorem.

Cast iron vessels, plates, stove plates and irons, sad irons, hatters' irons and tailors' irons, twenty-seven and one-half per cent ad valorem.

Boiler tubes of wrought iron or steel, including corrugated tubes or flues for marine boilers, seven and one-half per cent, ad valorem.

Lap-welded iron or steel tubing, threaded and coupled or not, one and one-quarter to two inches inclusive in diameter, for use exclusively in artesian wells, petroleum pipe lines and petroleum refineries, under regulations to be made by the Governor in Council, twenty per cent. ad valorem.

Tubes not welded, not more than one and one-half inch in diameter, of rolled steel, fifteen per cent. ad valorem.

Other wrought iron or steel tubing, or pipes five-tenths of one cent per pound and thirty per cent. ad valorem.

Chains (iron or steel) five-sixteenths of an inch in diameter, and over five per cent. ad valorem.

Nails and spikes, wrought and pressed, galvanized or not, horseshoe nails, and all wrought iron or steel and other nails not elsewhere specified, and horse, mule or ox shoes, thirty per cent. ad valorem.

Composition nails and spikes and sheathing nails, fifteen per cent. ad valorem.

Wire nails, one cent per pound.

Cut nails and spikes of iron or steel, including railroad spikes, three-fourths of one cent per pound.

Shoe tacks, ½ ounce to 4 ounces to the thousand, one cent per thousand.

Cut tacks, brads or sprigs, not exceeding sixteen ounces to the the thousand, one and one-half cents per thousand ; exceeding sixteen ounces to the thousand, one and one-half cents per pound.

Screws, commonly called "wood screws" two inches and over in length, three cents per pound ; one inch and less than two inches, six cents per pound ; less than one inch, eight cents per pound ; provided that the duty shall not be less than thirty-five per cent. ad valorem.

Screws of iron, steel, brass or other metal, not otherwise provided for, thirty per cent. ad valorem.

Wrought iron or steel nuts and washers, iron or steel rivets, bolts with or without threads, nut and bolt and hinge blanks, n e.s., and "T" and strap hinges, one cent per pound and twenty per cent. ad valorem.

Wrought iron or steel nuts and washers, iron or steel rivets, bolts with or without threads, nut and bolt and hinge blanks, less than three-eighths of an inch in diameter, one cent per pound and twenty-five per cent. ad valorem.

Skates, ten cents per pair and thirty per cent. ad valorem.

Clothes wringers, twenty-five cents each and twenty per cent. ad valorem.

CUTLERY, TOOLS, ETC.

Cutlery, not otherwise provided for, twenty-five per cent. ad valorem.

Celluloid, moulded into sizes for handles of knives and forks, not bored nor otherwise manufactured ; also, moulded celluloid balls and cylinders, coated with tinfoil or not, but not finished or further manufactured, and celluloid lamp shade blanks, ten per cent. ad valorem.

Knife blades or knife blanks, in the rough, for use by electro-platers, ten per cent. ad valorem.

Cast iron table forks, not handled or ground, or otherwise manufactured, ten per cent. ad valorem.

Picks, mattocks, grub hoes, adzes, hatchets and eyes or poles for same, and tools of all descriptions, n.e.s., thirty-five per cent ad valorem.

Track tools, wedges, crowbars and sledges, thirty per cent ad valorem.

Axes of all kinds, scythes, hay knives, lawn mowers, pronged forks, rakes, n.e.s., and hoes, and other agricultural tools or implements, n.e.s., thirty-five per cent ad valorem.

Shovels and spades, shovel and spade blanks and iron and steel cut to shape for same, fifty cents per dozen and twenty-five per cent. ad valorem.

Files and rasps, thirty-five per cent. ad valorem.

Steam engines, boilers and machinery composed wholly or in part of iron or steel, not elsewhere specified, twenty-seven and a half per cent. ad valorem.

Mowing machines, self-binding harvesters, harvesters without binders, binding attachments, reapers, sulky and walking plows, harrows, cultivators, seed drill and horse rakes, twenty per cent. ad valorem.

Portable machines, portable steam engines, threshers and separators, horse-powers, portable saw-mills and planing mills, and parts thereof in any stage of manufacture, thirty per cent. ad valorem.

Pumps of all kinds and wind mills, thirty per cent. ad valorem.

Barbed wire fencing of iron or steel, three-fourths of one cent per pound.

Buckthorn and strip fencing of iron or steel, one-half of one cent per pound.

Wire cloth of brass or copper, twenty per cent. ad valorem.

Wire cloth, n.e.s., thirty per cent. ad valorem.

Copper wire, fifteen per cent. ad valorem.

Wire covered with cotton, linen, silk, or other material, thirty per cent. ad valorem.

Wire of brass, ten per cent. ad valorem.

Galvanized iron wire, No. 12 gauge, when imported by makers of barbed wire for use in their factories, fifteen per cent. ad valorem.

Wires of all kinds, n.e.s., twenty-five per cent. ad valorem.

Wire rope of iron or steel, not otherwise provided for, twenty-five per cent. ad valorem.

Fire-arms, twenty per cent. ad valorem.

Manufactures, articles or wares not specially enumerated or provided for, composed wholly or in part of iron or steel, and whether partly or wholly manufactured, twenty-seven and a half per cent. ad valorem.

Bells of any description, except for churches, and gongs, twenty-five per cent. ad valorem.

Brass and copper nails, rivets and burrs, and manufactures of brass or copper not elsewhere specified, thirty per cent. ad valorem.

Zinc, manufactures of, not elsewhere specified, twenty-five per cent. ad valorem.

Babbit metal, ten per cent. ad valorem.

Phosphor bronze, in blocks, bars, sheets, and wire, ten per cent. ad valorem.

Lead, bars, block and sheet, sixty cents per hundred pounds.

Lead, old, scrap and pig, forty cents per one hundred pounds.

Lead pipe and lead shot, four-tenths of a cent per pound and twenty-five per cent. ad valorem.

Lead, manufactures, n.e.s., thirty per cent. ad valorem.

Cans and packages made of tin or other material, containing fish of any kind admitted free of duty under any existing law or treaty, not exceeding one quart in contents, one cent and one-half on each can or package ; and when exceeding one quart, an additional duty of one cent and one-half for each additional quart or fractional part thereof.

Stamped tinware, japanned ware, galvanized iron ware, including signs made from these materials, and all manufactures of tin, n.e.s., twenty-five per cent. ad valorem.

Enamelled iron or steel ware, including signs and letters enamelled on any metal or agate ware, thirty-five per cent ad valorem.

Chrome steel, fifteen per cent. ad valorem.

Asbestos in any form other than crude, and all manufactures thereof, twenty-five per cent ad valorem.

Bicycles and tricycles, thirty per cent. ad valorem.

Fibre ware, kartavert, indurated fibre ware, vulcanized fibre ware and all articles of like material, twenty-five per cent ad valorem.

Lampwicks, twenty-five per cent.

Cordage, n.e.s., one and one quarter cents per pound and ten per cent. ad valorem.

Twine and cotton cordage, of all kinds, twenty-five per cent. ad valorem.

Rove, when imported for the manufacture of twine for harvest binders, ten per cent. ad valorem.

Twine for harvest binders of hemp, jute, manilla or sisal, and of manilla and sisal mixed, twelve and a half per cent. ad valorem.

Canvas, and sail twine of hemp or flax when to be used for boats' and ships' sails, five per cent. ad valorem.

Hammocks and lawn tennis nets and other articles manufactured of twine, n.e.s., thirty per cent. ad valorem.

Sails for boats and ships, twenty-five per cent. ad valorem.

Bags or sacks of hemp, linen or jute, and cotton seamless bags, twenty per cent. ad valorem.

All manufactures of hemp, flax or jute, n.e.s., or of flax, hemp and jute combined, twenty per cent. ad valorem.

Jute cloth, not otherwise finished than bleached or calendered, ten per cent. ad valorem.

Fireworks, twenty-five per cent. ad valorem.

Gun, rifle and pistol cartridges, cartridge cases of all kinds and materials, percussion caps and gun wads of all kinds, thirty per cent. ad valorem.

Blasting and mining powder, two cents per pound.

Cannon, musket, rifle, gun and sporting powder and canister powder, three cents per pound.

Nitro-glycerine, giant powder and nitre and other explosives, four cents per pound.

FREE LIST.

Aluminum, or aluminum sheets and alumina and chloride of aluminum or chloralum, sulphate of alumina and alum cake.

Anchors.

Antimony salts ; antimony, not ground, pulverized or otherwise manufactured.

Bells, when imported for the use of churches.

Bismuth, metallic, in its natural state.

Brass scrap, and brass in sheets or plates.

Brass in bars, rods and bolts, drawn plain and fancy tubing, not bent or other-

(Continued on page 22)

THE REPAIR SHOP.

A GENTLEMAN connected with the trade who has had experience in bicycle repairing makes the following comments and suggestions regarding repairing in the store, which will be of interest to those who are studying the advisability of running a repair shop in connection with their business.

Nearly all repair work on standard makes of cycles can be done in any hardware store. The tin shop usually has a man who takes pleasure in doing jobs of this kind. There are certain kinds of work that should not be attempted, however, as in the case of serious accidents when frames are broken, although frames that are only sprung can usually be made right by careful work. Broken frames should be sent to some factory or repair shop where the brazing can be done perfectly. The repairman should understand thoroughly the principle of the bearings in every cycle that he repairs and be sure that the means for keeping the cones from turning are properly used and before letting the wheel leave his shop. The goods to be carried in stock for repairs depend entirely upon the number and make of wheels in use and amount of business done in this line. Spokes of such sizes and styles as are most used, nipples, a few rims, valves, and valves and stems complete, balls, cement and materials for repairing all makes of tires should always be on hand for immediate use. A point that dealers and repairmen often lose sight of is putting entire new wheels into machines that now have solid or cushion tires. There are thousands of good wheels of this class in use, and by putting in light wheels with pneumatic tires they become all their owners want; and for such jobs a good price can be obtained. The old wheels will also be of value in making repairs on similar machines. The weight can usually be reduced about 10 pounds by substituting wheels with pneumatic tires for the old ones, and with one less tooth on the rear sprocket will usually give about the right gear for the new wheels, there being about that difference in cushion and pneumatic tires. High priced wheels should not be used for changing from cushion to pneumatic. Dealers should never let customers impose upon them by claiming repairs should be made free of charge when breakages are the fault of riders.

GLASS BRUSHES.

An American glass manufacturer has, according to an exchange, now begun to make glass brushes such as are used by china decorators for burnishing the gilding on china after it comes from the kiln. These brushes now come from Bohemia. They are marvels of glass spinning. They are made of glass fibres so fine that they look like spun silk. These fibres are rolled up in bundles about six inches in length and in three sizes in diameter, half-inch, three-quarters, and one inch. The bundles are wound with cord to within about three quarters of an inch of each end, each end being used as a brush. The brushes are cut square across the ends, and so extremely fine are the glass fibres that in the face of the brush the compact centre presents a velvety appearance. The brushes are flexible and silky to the touch. They wear away in use, and as they wear the cord is cut away to leave the end of sufficient length.

GOOD HUMOR IN BUSINESS.

THERE was no trait of our own inimitable Franklin, remarks an exchange, that so helped to carry him through in whatever station he was placed like his unfailing good humor. It was this which made him such a favorite in the gay and fastidious French Court, despite his home-made tall stockings and his home-spun suit. His strong good sense and keen talents made him respected, but his good humor made him beloved and sought after by all who delight in cheery society.

You know how it brightens you all up in the store when the cheery member of the establishment comes in, if he does not say six words. It seems good to have him around. You know there is sunshine somewhere, and he can find it if any one. There are people who radiate happiness when they merely walk along the street. They can't help it, so Mark Tapley would think; there was no merit in it. But it does good just the same.

"Take my arm, sir," said a cheery voice to a poor old man, trembling to cross an icy street. Thankfully the offer was accepted and each went his way, one to forget the next moment the small charity he rendered, the other never to forget the kindly word and deed while life lasts.

It is not the "funny man" who is the one most acceptable. Some latter-day philosopher says "the world tires of the eternal grin," and it is very true that sound happiness is no laughing matter. Good cheer that expressed itself in hopeful words even in the darkest times, a sunny-side philosophy that can turn around a peculiarly trying experience and absolutely find some good in it, make up just the kind of friend one rejoices to lean on in his difficulties.

It is worth while to cultivate the disposition of seeing the best instead of the worst side of everything, if only on the score of personal comfort. I do not think perpetual detractors are ever very happy. They don't look so, and they certainly do not impart much to others. To preserve this sunshine of the soul, one must lead a temperate life. Industry and good health are powerful allies, but the best foundation must ever lie in a kindly, loving heart. One must be a true well-wisher of his fellows, and quick to see when they stand in need of his help. "A merry heart doeth good like a medicine," but it must be genuine. One who affects a beaming style is more likely to awaken a feeling of ridicule and aversion.

Roofing and Building Paper

Tarred Felt,
Dry and Tarred Sheeting
Building Paper,
2 and 3 Ply Ready Roofing,
Pitch, etc.,

In stock here for the convenience of the Trade.

Alex. McArthur & Co., Montreal

H. D. SIMMONS & CO., Western Representatives
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TELEPHONE 2164.

FRANCIS HYDE & CO.

Builders' Supplies

We make a specialty of Scotch Fire Clay Flint Glazed Sewerage Pipes, Fire Bricks and Fire Clay Agricultural Drain Tiles, White Enamelled Bricks and Tiles for walls. Best brands London Portland Cement.

STORES AND YARDS:
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THE OAKVILLE BASKET CO.,



Manufacturers of
1, 2, 3 Bushel
Grain
AND
Root
BASKETS

THE OAKVILLE BASKET CO.

1879—ESTABLISHED—1879
Essex Handle and Wood-Turning Works



Next in Importance to the Axe, comes the Handle.

Our shaved pattern is pronounced by choppers to be just right. If you do not sell them it's time you did, because they are what the people want who use axes. If you do not get them from your wholesale house send direct to

GARDNER BROS. & CO.,
Manufacturers all kinds of Handles and Wood Turning
ESSEX, ONT.

(Concluded from page 20)

wise manufactured, in lengths not less than six feet.

Britannia metal in pigs and bars.

Celluloid, xylonlite or xyolite in sheets, and in lumps, blocks or balls in the rough.

Coal, anthracite, and anthracite coal dust.

Coal tar and coal pitch.

Coke.

Copper, old and scrap, and copper in pigs, bars, rods and bolts, in lengths not less than six feet, copper ingots, sheets, plates and sheathing, not planished or coated.

Copper seamless drawn tubing.

Copper, precipitate of, crude.

Fish hooks, nets and seines, and twines to be used in making nets or seines, and fishing lines, not to include sporting fishing tackle or hooks with flies or trawling spoons, or threads or twines commonly used for sewing or manufacturing purposes.

Fire bricks, not to include stove linings, for manufacturing purposes.

Flint, flints and ground flint stones.

Hoop iron, not exceeding three-eights of an inch in width and being No. 25 gauge or thinner, used for the manufacture of tubular rivets.

Iron sands or globules, and dry putty for polishing glass or granite.

Iron or steel beams, sheets, plates, angles and knees for iron, steel or composite ships or vessels.

Lead, nitrate and acetate of, not ground.

Manganese, oxide of.

Nickel.

Ores of metal of all kinds.

Pitch (pine), and pine tar in packages of not less than fifteen gallons each.

Platinum sheets and wire, and retorts, pans, condensers, tubing, and pipe made of platinum, when imported by manufacturers of sulphuric acid for use in their works in the manufacture or concentration of sulphuric acid.

Saddle jiggers, stirrups, and saddle-trees of all kinds.

Scrap iron and scrap steel, old and fit only to be re-manufactured, being part of or recovered from any vessel wrecked in waters subject to the jurisdiction of Canada.

Spelter, in blocks and pigs.

Steel bowls for cream separators.

Steel for the manufacture of files, when imported by file manufacturers for use in their factories.

Steel No. 20 gauge and thinner than No. 30 gauge, to be used in the manufacture of corset steels, clock springs and shoe shanks; and flat wire of steel of No. 16 gauge or thinner, to be used in the manufacture of corset wire and dressed stays, when imported by the manufacturers of such articles for use in their own factories.

Steel, rolled rods of, under half an inch in diameter or under half an inch square, when imported by knob or lock manufacturers or cutlers for use exclusively in such manufactures in their own factories.

Steel rails weighing not less than forty-five pounds per lineal yard for use in railway tracks; but this item shall not extend to rails for use in tracks of railways used or intended for private purposes only, nor shall it extend to rails which are not used or intended to be used in connection with the business of common carrying of either goods or passengers, nor shall this item extend to rails for use in the tracks of street railways or tramways.

Steel for saws and straw cutters, cut to shape, but not further manufactured.

Steel valued at two and one-half cents per pound and upwards, for use in the manufacture of skates.

Steel of No. 12 gauge and thinner, but not thinner than No. 30 gauge when imported by manufacturers of buckle clasps and ice creepers to be used in the manufacture of such articles only in their own factories.

Tin crystals, tin strip waste, and tin, in blocks, pigs, bars and sheets and tin plates, tin foil and tea lead.

Tree nails.

Turpentine, raw or crude.

Ultramarine blue, dry or in pulp.

Varnish, black and bright for ships' use.

Wire rigging for ships and vessels.

Wire, crucible cast steel.

Wire or iron or steel, No. 13 and 14 gauge, flattened and corrugated, used in connection with the machine known as the wire grip machine for the manufacture of boots, shoes and leather belting, when imported by manufacturers of such articles to be used for these purposes only in their own factories.

Yellow metal, in bolts, bars and for sheathing.

Zinc, in blocks, pigs and sheets, and zinc seamless draw tubing.

Zinc, chloride, and sulphate of.

Brass cups, being rough blanks, for the manufacture of paper shells or cartridges, when imported by the manufacturers of brass and paper shells and cartridges, for use in their own factories.

Brass, iron or steel rolled, round wire rods under three-eighths of an inch in diameter, and rolled copper rods one inch or under in diameter, when imported by wire manufacturers for use in making wire in their own factories.

Crucible sheet steel, eleven to sixteen gauge, two and one-half to eighteen inches wide when imported by manufacturers of mower and reaper knives, for the manufacture of such knives, in their own factories.

Copper rollers, for use in calico printing, when imported by calico printers for use in their factories in the printing of calicoes and for no other purpose (such rollers are not being manufactured in Canada).

Platinum and black oxide of copper, for use in the manufacture of chloride.

Rolled iron tubes not welded, under 1½ inch in diameter, angle iron, 9 and 10 gauge, not over 1½ inch wide, iron tubing, lacquered or brass covered, not over 1½ inch in diameter, all of which are to be cut to lengths for the manufacture of bedsteads, and to be used for no other purpose; when imported for the manufacturers of iron bedsteads to be used for these purposes only in their own factories, until such time as any of the said articles are manufactured in Canada.

Steel for the manufacture of hammers, augers and auger bits, when imported by the manufacturers of such articles for use in their own factories only.

Steel of Nos. 24 and 17 gauge, in sheets 63 inches long and from 18 inches to 32 inches wide, for the manufacture of tubular bow sockets, when imported by the manufacturers of such articles for use in their own factories only.

Steel strip and flat steel wire when imported into Canada by manufacturers of buckthorns, plain strip or other fencing, and safety barb wire fencing for use in their own factories in the manufacture thereof.

Steel wire, Bessemer soft drawn spring, of Nos. 10, 12 and 13 gauge respectively, and homo steel spring wire of Nos. 11 and 12 gauge respectively, when imported by manufacturers of wire mattresses to be used in their own factories in the manufacture of such articles.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

P. WILTSE & CO., general merchants, Athens, are offering to compromise at 50c. on the dollar.

L. Lacroix, general merchant, Mirabel, Que., has assigned.

Fairgrieve & Co., hardware, Queen street west, Toronto, have assigned.

Stokes & Stover, general merchants, Sombra, are offering to compromise.

A meeting of the creditors of T. Delage, hardware, Montreal, is called for 13th inst.

J. McD. Haines has been appointed curator of the estate of D. L. D. Winnell, steamfitter, Montreal.

R. K. Holland & Co., wholesale smallwares, Montreal, are offering to compromise at 33⅓c. cash or 37½c. on time.

David Parker, master carter, Montreal, has assigned, on demand of James Earl, liabilities about $15,000. Principal creditors: Alph. Malletthe, $2,000; A. Langevin, $2,000; James Earl, $2,900; Arthur Jenning, Lachute, $665.

The Thomas McDonald Mfg. Co., Montreal has assigned on demand of John Watterson; liabilities about $15,000. Principal creditors: C. J. Chisholm, $1,705; T. L. Clark, $1,707; rent, etc. (A. C. Ramsay & Son), $4,418; judgment for damages, about $2,000.

Theodore Delage, hardware merchant, Montreal, has assigned on demand of E. Tougas, with liabilities of about $12,000. Principal creditors: P. D. Dods & Co., $1,774; A. Ramsay & Son, $850; J. P. Seybold & Son, $700; National Wall Co., $500; Succession Jas. D. Gibb (mtg.), $750; Wilson & Prentice (mtge.), $4,500. A meeting will be held 13th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Chisholm & Co., plumbers, Montreal, copartnership registered; Almira J. Chisholm only.

Henry and Napoleon B. Simpson have registered a partnership in Montreal to carry on business as machinists under the style of Simpson Bros.

Eli Ruiter and James McIntosh have registered a partnership to carry on business in Freeport, Que., as founders, under the style of Ruiter & McIntosh.

Blouin, Desforges & Latourelle, plumbers, Montreal, have dissolved and a new partnership registered composed of Pierre Desforges and Telesphore Latourelle; style unchanged.

SALES MADE AND PENDING.

John McPhee, hardware, etc., Cornwall, is advertising business for sale.

The stock of Deslongchamps & Co., general store, Montreal, has been sold.

The stock of McKenzie Bros., general merchants, Buckingham, Que., is to be sold

by auction June 12th. The general stock of L. Cadieux, St. Felix de Valois, Que., is to be sold the day following.

The stock of the Whitman Sporting Goods Co., Montreal, has been sold at 32c. on the dollar.

CHANGES.

F. Charon has registered proprietor of the Chambly Woven Fence Wire Co., St. Hubert, Que.

Joseph W. R. Brunet has been registered proprietor of the Steel Wire Rope Mfg. Co., Montreal.

FIRES.

R. H. Pye, general merchant, Tidnish, N.B., has been burned out; partially insured.

The mill of the British Columbia Mills Timber & Trading Co., New Westminster, B.C., has been burned; partially insured.

DEATHS.

Samuel Downes, of Dunlap, McKim & Downes, general merchants, Wallace, N.S., is dead.

ELECTROLYTIC ACTION ON PIPES.

A VERY valuable paper has been presented by J. H. Farnham before the American Institute of Electrical Engineers on the corrosion of water and gas pipes through the electrical currents of trolley lines. He summarizes his conclusion as follows:

1. All single trolley railways employing the rails as a portion of the circuit cause electrolytic action and consequent corrosion of pipes in their immediate vicinity, unless special provision is made to prevent it.

2. A fraction of a volt difference of potential between pipes and the damp earth surrounding them is sufficient to induce the action.

3. Bonding of rails or providing a metallic return conductor equal in sectional area and conductivity to the outgoing wires is insufficient to wholly prevent damage to pipes.

4. Insulating pipes sufficiently to prevent the trouble is impracticable.

5. Breaking the metallic continuity of pipes at sufficiently frequent intervals is impracticable.

6. It is advisable to connect the positive pole of the dynamo to the trolley lines.

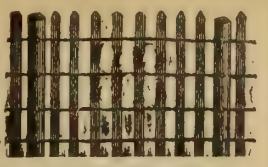
7. A large conductor extending from the grounded side of the dynamo entirely through the danger territory, and connected at every few hundred feet to such pipes as are in danger, will usually insure their protection.

8. It is better to use a separate conductor for each set of pipes to be protected.

9. Connection only at the power station to water or gas pipes will not insure their safety.

10. Connection between the pipes and rail or rail return wires outside the danger district should be carefully avoided.

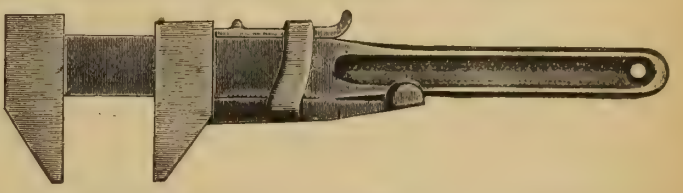
11. Frequent voltage measurements between pipes and earth should be obtained, and such changes in return conductors made as the measurement indicates.

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221 River St., Toronto
Picket and Woven
Wire Fencing

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Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon


THE
Eureka Refrigerator,
PATENT.
Manufactured by the
Eureka Refrigerator Co., of Toronto.
54 Noble St.
Wilbert Hooey
Manager
This cut shows our grocer refrigerator in three sizes. We also keep in stock a large assortment for family use.
Send for Catalogue.

The Houghton Patent Key Lock Wrench

Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

Make New Customers and please . . your old ones
BY HANDLING
Work easier, cut better and wear twice as long as any others. . . .
"Clauss Scissors"
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ROYAL MAIL STEAMSHIPS
Liverpool, Londonderry, and Montreal Mail Service

STEAMSHIPS.	From Montreal.	From Quebec.
SARDINIAN	9 "	10 June
*LAURENTIAN	16 "	.....
PARISIAN	23 "	24 June
MONGOLIAN	30 "	1 July
*NUMIDIAN	7 July	.....
SARDINIAN	14 "	15 July

And weekly thereafter.

The Steamers of this service carry all classes of passengers. The Saloons and Staterooms are in the central part where least motion is felt. Electricity is used for lighting the ships throughout, the lights being at the command of the passengers at any hour of the night. Music rooms and Smoking room on the promenade deck. The Saloons and Staterooms are heated by steam. Steamers are despatched from Montreal at daylight on the day of sailing, and sail from Quebec at 9 a.m. on Sundays. Steamers with a * will not stop at Quebec, Rimouski, or Londonderry. RATES OF PASSAGE:—Cabin, $50 and upwards, according to location of Stateroom and number of persons occupying same; all having equal privileges elsewhere. Second Cabin, $30 single, $60 return. Steerage to or from Liverpool, London, Glasgow, Belfast, or Londonderry, $24. Steerage passengers are provided with bedding and every requisite for the voyage without extra charge.

H. & A. ALLAN, Gen. Agents, Montreal, or H. C. BOURLIER, 1 King St., Toronto

POINTS FOR YOUNG MEN.

FROM a letter once written to his son by Mr. Beecher, an exchange takes the following wise hints for all young men:

You must not go into debt. Avoid debts as you would the devil. Make it a fundamental rule: No debt, cash or nothing.

Make few promises. Religiously observe the smallest promise. A man who means to keep his promises cannot afford to make many.

Be scrupulously careful in all statements. Accuracy and perfect frankness, no guesswork. Either nothing or accurate truth.

When working for others, sink yourself out of sight, seek their interest. Make yourself necessary to those who employ you, by industry, fidelty, and scrupulous integrity. Selfishness is fatal.

Hold yourself responsible for a higher standard than anybody else expects of you. Demand more of yourself than anybody expects of you. Keep your own standard high. Never excuse yourself to yourself. Never pity yourself. Be a hard master to yourself, but be lenient to everybody else.

Concentrate your force on your own business; do not turn off. Be constant, steadfast, persevering.

The art of making one's fortune is to spend nothing; in this country any intelligent and industrious young man may become rich if he stops all leaks and is not in a hurry. Do not make haste, be patient.

Do not speculate or gamble. Steady, patient industry is both the surest and the safest way. Greediness and haste are two devils that destroy thousands every year.

DID YOU LOCK THE DOOR?

DID you ever stop, as you had reached your own gate, and try to recall if you had locked the store door? says Iron Age. The city merchant, who never locks his door, cannot understand this question as we do who often are the last out of our stores at night.

The process of thought is always the same. From some corner in the laboratory of the brain, apropos of nothing whatever, the question is suddenly shot at you: Did you lock the store door?

You remember distinctly closing the safe; bolting the back doors; fastening the shutters; turning out the lights, except the one you leave lit all night; going out the door and closing it; but there you are at a standstill. You went in and out that door a great many times during the day, but whether you locked it this time or not you cannot recall. If you did, it is as effectually brushed from your memory as if it was not.

Then you begin to reason: Of course you locked it; you must have done so. You could not go away without locking it. Hold on! you once did do that very thing. Just once from the thousand times that you never missed. Perhaps this is the next time. But no; you don't believe you omitted it tonight. You are sure you locked that door, and you are going to drop it out of your mind and trust to luck. So you go home.

You find, however, that you cannot dismiss the question. It comes before you as you read your evening paper. It intrudes itself between you and your family. It destroys the story in which you were so much interested the previous evening, which you expected to finish with greater pleasure tonight. In the middle of the most touching passage you find yourself asking again, did I lock the store door?

At last, just as your wife, for the third time, has reminded you that you are sitting up very late, you clinch your teeth and say you will not stand it a moment longer; you will go back to the store and see if the door was locked, otherwise you will be tortured by the doubt all night.

So you catch a car if you can, or you tramp back to the store, and you grasp the latch, hoping that you will find the door unlocked, for then you will have more respect for yourself in making this trip.

But of course the door is locked. No man ever went back on such an errand and found it otherwise. He calls himself several very derogatory names, hurries home as fast as he can, goes to bed and sleeps all the better for his trip.

Does this cure him of doubting about the same thing when again it comes into his mind? By no means. You and I know that previous experience counts for nothing. We pass through the same questioning to the same end, always to find the same answer: We had locked the door.

But one night we were so mightily disgusted with ourselves for permitting the doubt to enter our mind that we sturdily refuse to be led back to the store, and we compel ourselves to sleep. And this proves to be the one night that we did not lock the door, and we are either robbed, or, what is often much worse to bear, the clerks discover we are not the pattern of perfection we have aimed to be considered.

A REMARKABLE KEY.

The ancient church of Bromley, in Kent, once had perhaps the most remarkable lock and key on record. The lock, believed to be of English make, was of equal age with the door, and dated from the fourteenth century. It was a stock lock, 2 feet 6 inches in length, 7½ inches wide, and 5 inches thick. The bolt was one inch wide and 1½ inch thick, and, on the application of the remarkably rude and heavy key, shot out two inches. Except for its size and clumsy look, it is unlike most of the English made keys of the same period. One striking peculiarity of it is that the key barrel, which in modern articles is always round, is of oval shape.

PROCRASTINATION.

BUSINESS and manufacturing houses, like men, have their characteristics, their vices and their virtues, remarks Metal Worker. Generally these can be traced to the managing man and his character found reflected in all the actions of the concern as a corporate body. But frequently, through years of continuance in certain methods and customs, the entire establishment becomes saturated with the spirit of him who governs, and remains so long after his departure, notwithstanding the earnest efforts of his successors to turn it from its course. Procrastination, that everlasting habit of putting off things until some other time, whereby everything is always just so far behind, stands out as prominent in many a concern as it does in a multitude of men. The delay of the cobbler and the tailor we somehow take as a matter of course, but the otherwise reputable concern that delays and exasperates us in the greater things of life we frequently set down as unworthy of confidence and our further patronage. The strange thing about procrastination is that it seems only necessary to catch up once for all and then orders would continue thereafter to be filled on time. But the habit once formed is not so easily conquered, and the concern is soon back in the old rut again. Some managers appear to work on the principle that it is best to be just a little behind time, so that there may be urgent cause for rushing the men and thereby getting more work out of them. It takes but a short time and a very moderate intellect to see through the game, however, and therefore the workman's actions are governed accordingly. The waste of material through haste, the poorer resulting workmanship, the additional cost of explanatory letters and telegrams or the time spent in making personal apologies for delay, go far to show the disastrous financial effects of procrastination. The habit will be hard to break and rules will be difficult to follow, but success will attend only when: 1. No promises are made that cannot be fulfilled. 2. A sufficient stock of material is kept on hand or the same is ordered promptly enough to cause no delay for lack of it. 3. One thing at a time is completely finished, instead of dropping one job to take up another, because of the importunity of a customer. 4. A thing is put out of sight as soon as it is completed. And finally by such careful planning of the work no time is lost; jobs are started in time to be completed at the desired date and a man's abilities are always utilized to the best advantage.

"Hit doan' pay," said Uncle Eben, "to lose yoh tempuh; good natur' am a gre't blessin' to a community. But dah am 'casions when er man has ter git mad or be a hypocrite."—Washington Star.

DOWSWELL BROS.

HAMILTON, ONTARIO

MANUFACTURERS OF

Clothes Wringers, Mangles, Churns, Washing Machines, and Household Specialties

Prices are low but you will find our goods first-class. Send for Catalogue. . . . .

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RAMSAY'S PURE WHITE LEAD

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Manufacturers of

Rivets, Burrs, Wire Nails Of every Description

Carpenters' Braces, and other Hardware lines.

SPECIALTIES:

Tubular, and Bifurcated or Slotted Rivets, Facing Studs, Rubber Arctic and Leather Shoe Buckles, and Shoe Braces. Write for Illustrated Catalogue and Price List.

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ADAM HOPE & CO., HAMILTON

Offer for Sale

"Pioneer" and "Sloss" PIG IRON

These are fine foundry irons, being strong and large scrap carriers.

Also all the well-known—

Scotch Brands, Broken Car Wheels, and Railway Cast Scrap.

HE WAS THE RIGHT MAN.

A HARDWARE firm, says Ironmonger, who advertised for a bookkeeper to go out to Africa, received, amongst the numerous applications, the following amusing letter, written in blacklead :—

London S. W.

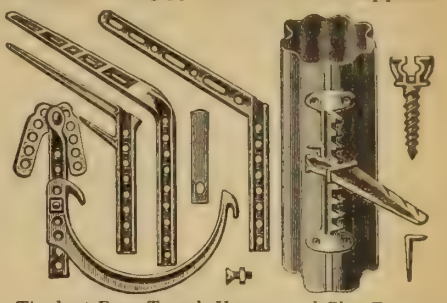
DEAR SIR,—Having noticed your advertisement in the London Telegraph. I offer myself to you to go to Africa to keep your Book. I have no encumbrency, therefore i can start at once. You require to be careful who you fix on. I am a man of my word, and i can be depended on. I am a Scotchman, or, to be more correct, a Scotch Highlander, a native of the Island of Arran, Buteshire. i am between thirty and forty years of age, A shipwright by trade, but i don't care about it, i prefer the Pen. I have been blessed with a good mother, and thanks be to the giver of all good. He has kept me from drink from childhood till now. I am a total abstainer and non-Smoker. The right man for such a post is a respectable, sober, honest, upright, and absolutely trustworthy man. You will find me the right man for you should you fix on me. I will expect you to deal faithfully with me, and give me encouragement and every assistance. I have now been in London some time, therefore i am well known, so that i can give you any amount of references, also Police references. Although i am willing to go out, still i will not go if the climate is such as to put me into an early grave. You must also promise me to deal faithfully with me, and to attend to my comfort, should you do so all is well. i will do my duty. Should you decide on me, and you want me to start at once, you will have to send me suitable clothing and also money, as i have neither the one nor the other, as i am out of work at present, but no debt to pay. give me every particular, such as lodgings, how far is the grocers and butchers shop away, his there coals to be got, drinking water, milk, is there any churches, his the people savages or civelized, can you carry a revolver or sword on your person, is Sabbath day observed there. in hopes to here from you, etc.

It is needless to say that the firm are not likely to be represented by the applicant, who in one line asks if the Sabbath is observed, and in the next is anxious to know if he can go about with a revolver and sword on his person.

THE FREEMAN FAILURE.

A meeting of the creditors of W. A. Freeman, coal merchant, James street north, Hamilton, was held Tuesday. The statement of affairs showed that the liabilities are $63,421.41, made up of $42,784.41 ordinary liabilities, $20,000 indirect liabilities and $637 preferred liabilities. The largest creditors are the Bank of Hamilton, Traders' Bank, Toronto, and the Bank of Toronto. The assets are estimated at $51,063.71, consisting of $12,188.40 stock on hand, $7,605.51 miscellaneous, $20,611.61 machinery, $9,705.50 book accounts, and $952.69 real estate, over and above encumbrances. The James street property and the fertilizing works are valued at $23,100. Upon them are a first mortgage for $17,000 and a second mortgage of $10,000. The bad debts are estimated at $33 750.

BERGER BROS. Tinners' Hardware and Roofers' Supplies.



The best Eave Trough Hangers and Pipe Fasteners on earth. Berger's Long Eave Gutter, Pipe Hooks and Fasteners of every description. Also Ridging, Crestings, Finals, Registers and Ventilators. Don't buy until you have our price. Samples and catalogue free.

237 ARCH ST., PHILADELPHIA, PA.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C. I. F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

REST YOUR EYES

All oculists and practical scientists in general agree that it is a good thing to rest the eyes occasionally during the day by looking at a GREEN DISC for 20 seconds, at intervals of 2 to 3 hours. Drop us a postal and we will mail you a GREEN DISC.

JOHN LUCAS & CO. Philadelphia
Paint Manufacturers. New York
Chicago

BEST



IN THE MARKET.

Pearl Steel Ware
Chocolate Steel Ware
White Steel Ware

Lead for fine quality.

H. BOKER, Manufacturer.

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.

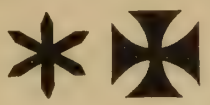


For Iron Fencing, Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.

CORPORATE MARK



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 50 $5 75
I.X., "	6 75 7 00
I.X.X., "	8 00 8 25
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	4 75 5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	3 35	3 50
I.C., special sizes	3 60	3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	6 75	7 00
I.X. Terne Tin	8 75	9 00
Old process I.C.		13 00
" " I.X.		16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X., 14x56, 50 sheet bxs	6c, 6½c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½	6½
26 "	6¾	7
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 85	1 90
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "		2 40
Hoop " "		2 40
Swedish " "	4 00	4 25
Ieigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

¾-inch	10½c
1-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
⅜ " nd thicker	2 25

Sheet Iron,

8 to 20 gauge	2 50
22 to 24 "	2 35
26 "	2 45
28 "	2 65

Canada Plates.

All dull	2 50	2 55
½ polished	2 55	2 60
All Bright		2 85

Iron Pipe.

Wrought 67½ to 70 and 10 p.c.
Galvanized, 45 to 50 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head

16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼

Gordon Crown—

16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 4¾
28 " "	4¾, 5

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¾ 4¾
" ⅜ " "	4¾ 4⅝
" 7-16 " "	3¾ 4
" ½ " "	3⅜ 3½
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2¾
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10½ 0 11
Lake Superior	0 10½ 0 11

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square	
1 to 2 in	0 19 0 21

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 15 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 16 0 17

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 18 0 19
" 35 to 45 " "	0 16 0 17
" 50 lb and above per lb	0 15 0 15½

Boiler & T. K. Pitts.

Plain Tinned per lb	0 19
Spun "	0 21

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04¼ 0 04½

Zinc Sheet.

5 cwt casks	0 05 0 05½
Part casks	0 05½ 0 05¾

Lead.

Imported Pig, per lb	0 02¾ 0 02¾
Domestic "	0 02¾
Bar, 1 pound	0 04¼
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 14 0 15
Standard	0 13 0 14
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10½ 0 11
Other makes "	0 9½ 0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4½ 4 75
No. 1 Do "	4 50
No. 2 Do "	4 25
No. 3 Do "	4 00

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } " "	1 25 1 90
Canadian " }	
Paris Green, per lb	0 12½ 0 15
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal		0 69
Extra "		0 90
Brown Japan "		0 65
Brown Japan, Turpentine p. gal.		0 85
No. 1 Carriage "		1 30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal		0 53½
Boiled "		0 56½

Turpentine (in bbls)

Selected Packages, per gal	0 41	0 42

Castor Oil.

Best, per lb	0 06⅝	0 07

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 15 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

Per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	4 00	4 50

Copper, discount, 40 and 10 to 40 pc. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 per cent.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, "		4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	500	4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 pc.,
Loose Pins, " 65 & 10 to 70 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 pc. } to 50 and 5
Plate dis. 50 pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*
American, dis 70 per cent.
Canadian, dis 35 per cent.

Tanged Firmer per doz	0 85	4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz	8 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0		1 35
" No. 2		2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p. doz		1 70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz		4 00

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1 20–25	2 40	1 75	....
26 to 40	1 40	2 70	2 00	....
41 to 50	....	3 10	....	4 50
57 to 60	....	3 40	....	5 00
61 to 70	....	3 70	....	5 50
71 to 80	....	4 10	....	6 25
81 to 85	....	4 50	....	7 00
86 to 90	....	....	....	8 00
91 to 95	....	....	....	9 00
96 to 100	....	....	....	10 00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary.

1st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass

Pilkington's ordinary.

1st break	4 0
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	0 30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 88	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 45 to 47½ p.c. dis

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p.c

Heavy, per lb	03 3-5	0 04½

Screw hook and hinge—

6 to 10 in., per set	0 00	0 04
12 up "	0 00	0 03

Per doz. set

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis 50 to 60 p.c

Per doz. pairs

Spring	1 50	3 50
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 40 to 45 per cent.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 65
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Car. dis. 40 and 5 to 40 and 10 per cent.

Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 50 to 55 per cent.

Horse Nails

Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis per cent. dis. 00 to 25
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy.....	1 85	1 90
40dy.....	1 90	1 95
30 dy.....	1 95	2 00
20, 16 & 12 dy....	2 00	2 05
10 dy.....	2 05	2 10
8 & 9 dy.....	2 10	2 15
6 & 7 dy.....	2 25	2 30

2. Amer. Pattern Only

from 4 to 5 dy ..	2 35	2 40
3 dy. (lath).....	2 85	2 90

3. Canada Pattern Only

from 4 to 5 dy ..	2 35	2 40
3 dy. (lath).....	2 75	2 80
3 dy. A.P. Fine	3 45	3 50

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.

German & American 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond 12 00 15 00

Netting.

Poultry, 60 per cent dis.
Import 60, 10 per cent.

Oil.

Canada Refined Oil (Toronto)	14	15
Carbon Safety "	0 17	0 18
Canada W W. "	0 20	0 22
American W.W. "	....	0 25
S. R. Seal ....per gal	0 63	0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

Picks

Per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p. c.
Button's Imitation, per doz 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.

Corn, square, per doz 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys

Hothouse, per doz 55 1 00
Axle 22 33
Screw 27 1 00
Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 1⅞ 2
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot 3 3½
Sliding Door, " 3½ 3¾
Lanes, 40 p.c. dis

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 50 per cent.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10

Rivet Sets.

Canadian dis. 30, 35 per c.

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	6¾ 9	9½
¼, 5-16, ⅜ in.....	7½ 9½	9¾
Cotton, per lb.....	18	20
New Zealand.....	8½	9
Russia Deep Sea, per lb..	12¾	13½
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 40 to 40 and 5 per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.

Sectional, per lb 1¾

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each 75 2 75
" frame only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B S. & M. dis. 40 p. c.

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H 70 " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz 3 25 4 00
Bench iron per doz 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent
B. & W. N. P., dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 70 p. c. off.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis. 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ¼ or ½ gross boxes, per grs. 11 30

Soldering Irons.

Per lb 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enanelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 55 per cent
" tinned, dis. 57½ per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 60 per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 p. c to 65 p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks and Nails, dis. 37 per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 p.c

Thimbles.

Asbestos, filled, per doz., 35 to 40 p.c.

Ties.

Cow, per doz 1 25 2 50

Tinner's Tools.

P. S. & W., net list.
Canadian 15 to 35 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ p.c. to 35 p.c.
Game, H & N., P. S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D. & S., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " ..... 0 30 0 5[illegible]
Binding, flax, per lb..... ....
" jute " ....
" Blue ribbon 0 12½
" Red cap 0 11½
" Crown 0 10½
" Silver Composite..... 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal
Broom Wire 5¾ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	3½	3¾
" 4 " 4 & 6 " "		
" Plain twist, all deld	3½	3¾
" Steel thorn and ribbon.....	4½	5
"Lock Barb," 4 point	..	4½
Ditto Glidden 2 point	..	4½
Galvanized Barb, "Lyman," 2 to 4 points	..	4½
Steel staples	...	3¾

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth

Ordinary, discount 25 p.c.
Painted Screen, p.100 sq.ft 1 85 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz 1 25 2 00

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Horseshoe Vises.

Price, No. 1, - $4.00
" No. 2, - 7.50

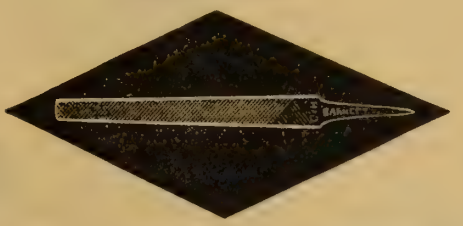
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Climax Sawfiles. Lightning Sawfiles.

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"Lion," "King," "Leader," "Fairy," (Cotton).

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White Lead

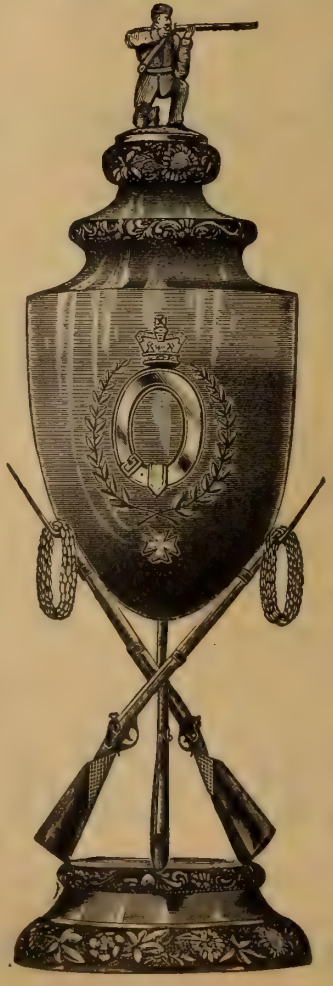
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CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VI. TORONTO, JUNE 16, 1894. No. 24.

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BEST ANTI-FRICTION METAL FOR

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Ice Picks, Shredders, Tongs

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Keeps basin clean.

Prevents pipes clogging.

Saves soap

Saves money.

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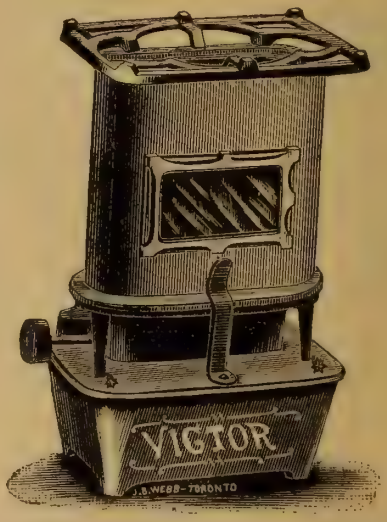
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Iron Bottom



"DAISY"

Tin Bottom

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TORONTO.

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Published Weekly. $2.00 a Year.

Vol. VI. TORONTO AND MONTREAL, JUNE 16, 1894 No. 24

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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IT is well for the retail merchant to be on as intimate terms as possible with his customers ; but there are some things which it is not politic to talk about to them. Department stores is one of them. If a customer broaches the subject the merchant perhaps cannot always ignore it, but he should not be the one to launch it. There are too many, however, who do. The less that is said about the department stores the better. Every remark anent them, whether it be in condemnation or not, is so much free advertising for them. This no merchant would willingly do. The more they are talked about, the better these department stores like it. Of course, when a customer contends that he can buy such and such an article at Blank's department store for so much, it is well for the ordinary merchant to be fortified with an explanation, and the best way he can fortify himself for such an occasion is to study closely the methods of these abnormal developments in trade. But it is most unwise to bemoan, in the presence of customers, the evil that is being wrought by the department store : it is implying that there is a place where goods are sold cheaper than the ordinary merchant sells them ; and customers will not be slow to comprehend it as such. The duty of the merchant is to devote all his energies to his own business—to buy as well as possible, to sell at as near a fair profit as possible, to save his discounts, to advertise judiciously, to originate new ideas that will attract attention. In a word, to get up and hustle. That is the only way to combat the influence of the department stores.

* * *

The prospects for the consummation of the idea for a fast Atlantic service between Canada and Great Britain, such as is now being projected by Mr. Huddart and endorsed by the Dominion Government, are not bright. Nearly every business man who has given the subject any consideration conceives that the present service is in need of improvement as far as speed is concerned ; but that the country is going to the expense of giving a subsidy that would induce the creation of a fleet of ocean greyhounds of the speed of a Campania, a Lucania, or a City of Paris, they are not altogether agreed. Much to be desired as is a twenty knot service, the general opinion is that a seventeen knot service would be more in keeping with the length of our purse and the requirements of the country. At any rate the English capitalists, whose co operation Mr. Huddart is seeking, are showing litttle or no intention of complying in spite of the $750,000 subsidy which the Government of the Dominion offers. At least this is what is asserted by Lord Mountstephen ; and he would not make such a declaration unless he had good grounds for so doing. His interest in the C. P. R. is too great for that. Canadian steamship lines will eventually play a more important part in Atlantic ocean traffic than they do at present. The geographical situation of the country decrees it. But we cannot get into the van at a bound. We will have to advance at a rate in keeping with our possibilities. But some day when other conditions now wanting are present, Canada will have ocean greyhounds competent to hold their own with those running from United States ports ; and then the Canadian routes will be more attractive than United States routes to passengers to and from Europe in respect to shortness of voyage as they now are in picturesqueness, although the deficiency in the one respect does not now make up for the excellency in the other.

* * *

Economy in fuel has long been an interesting subject with manufacturers. The enormous waste there is in this respect has necessarily made it so. In England experts have been particularly busy of late devising means whereby more economical conditions might be obtained. In what is known as the Black Country these efforts have been crowned with considerable success ; and it has been brought about in every case by the substitution of crude fuel by its products in the shape of gas, steam or hot air. In order to accommodate themselves to the new conditions several companies have had their furnaces constructed on a new principle, the crude fuel hitherto used being superseded by gas and hot air. By this means not only has a saving of fuel being obtained, but there has been a reduction in the cost of stoking as well. Though utilizing the new methods, some of the iron foundries have been able to reduce the fuel cost of annealing to a minimum, while in the matter of heating japanning stoves, the application of steam has been found to be all-sufficient for a storing heat of 350 degrees. The greatest and most important of all economies in this direction, however, is said to be in the substitution of gas engines for steam. The fact that the cost of gas engines has been reduced something like 50 per cent. during the last couple of years has assisted materially in the premises. When the electric light appeared there was not wanting those who boasted that gas would have to go. And although its use for illuminating purposes is being superseded by "harnessed lightning," its utility is being applied to even a more important purpose than originally intended it should be. And the cheaper gas becomes the more expanded will become its usefulness, both for manufacturing and domestic purposes.

COMMON SENSE IN ADVERTISING.

J. M. WHEELER, SEC.-TREAS. ALABASTINE CO., PARIS.

A merchant or manufacturer who is expending a reasonable percentage of his gross receipts (not profits) in advertising, and is not reaping satisfactory results may well stop to consider why his failure. That certain well laid rules in advertising will bring success is as self-evident as that the sowing of seeds is necessary to raise crops. That a merchant or manufacturer exercise skill in advertising is as important as that he have financial ability to make a retrospective balance sheet at the end of his business year. This skill may be largely acquired, and no branch of his business can be more profitably studied.

The selection of advertising mediums is an important and first consideration. We are as surely building character in our advertising as in our associations with men. The higher the class of publications you use the better the class of people you will reach, and a corresponding benefit will be derived. The advertiser who indulges in cheap stickers posted in out-of-the way places, or who is contented with advertisements printed on the fences of some country by-road, will hardly impress the better class of people that he has anything worth their attention. They may well be classed "Tombstone Advertisers", as those advertisements are simply sleeping as it were in the grave. Using live newspapers and journals proves that they are on deck to-day and have goods that are abreast of the times. Use publications that are read by the class of people you want to reach, and scrutinize closely the typographical make-up of the paper, as well as the quality of the paper used. We do not expect to have our watches repaired by blacksmiths or workers in the coarser metals. Neither can we get the best possible results from a badly made up paper, although it may claim a stated circulation. No ad. should be given as a matter of compliment—one to Jones because he is a good fellow, or one to Smith because he is a Presbyterian and goes to our church, or to Jenkins because he runs a Grit paper and we are agin' the Government—unless we are getting the worth of our money, as we would expect to if we were buying tea or coffee or boots or shoes from them. In other words, use common sense in advertising as you would in any other business transaction, and know no politics or religion in your advertising. Do not expect to make a fortune in advertising a fake, but faithfully carry out all you advertise as you would in any other agreement. Keep faith with the people, and they will pour dollars into your coffers. Do not expect that after you have contracted to pay the printer $100 for a stated space for your advertisements that he can bring results without your help. Bring your leading articles to notice in timely season, and in such catchy display that shrewd buyers will read about them. The manner of writing up advertisements has been well covered by numerous experts in this line, and they can be read with profit. But care should be taken not to plagiarize. Above all things be original. He who imitates either in the naming of his goods or in writing up his advertisements acknowledges that he is simply following where others lead, and pays unwittingly a compliment to the originator. A very large class of people, and they the most intelligent people too, who are on the alert for good things at right prices, read advertisements with more regularity than the average school-girl looks for sentimental poetry.

In trade papers buyers are looking for money-making goods as well as novelties on the market and where to get them. Many dollars are wasted in advertising because the advertiser fails to give the necessary attention to aiding the printer in making his advertisements attractive reading. Above all, be brief. Leave some things unsaid for clinchers when readers call or write. People who have money are too busy to read long-winded advertisements; they will suppose that it is going to end in some patent-medicine advertisement. Do not let up advertising because it is a hard year and times are close. By vigorous advertising in dull times a live merchant gains prestige that is worth more than capital. While thus competitors are bemoaning the hard times and waiting for brighter prospects of trade, the live advertiser is selling his goods. General Grant in his campaigns always took advantage of the enemy's quiet by ordering an advance; he did not wait for the enemy to move first. The young doctor who hangs out his shingle and quietly waits for a call will be a long time working up a practise. Let him move about, and move in a hurry too, and he will soon attract attention and have calls. The liberal use of local papers by retail dealers cannot be too strongly commended. The advertisements in local papers are largely an indication of the business character of the citizens in the town, and by scrutinizing their columns anyone can judge as to who are the progressive business men. It has been said that it is a compliment to anyone's intelligence to be called upon by a book agent. It might also be said that to be called upon by the representative of a first-class publication is also a compliment to a business man. First class publications do not send out other than well-bred solicitors. The advertiser should always remember when offered advertising space, that it is the printer's capital stock and worthy of his full consideration as well as the offer of a man to sell the goods in his warehouse. Giving them advertisements on that rule, and not on the basis that we are doing them a personal favor, would lead to better results, and fewer complaints that we were not getting the worth of our money.

ABOUT SEAL OIL.

IT has been customary in previous springs to witness more or less speculation at Montreal in seal oil by operators there. This season, aside from some moderate buying of new stock for future delivery, there has been little or nothing done this spring in new oil.

During the early part of the spring, when reports commenced to arrive of a poor catch, etc., and the speculative element failed entirely in making any move, it was almost a foregone conclusion that business this spring was going to be conducted on very conservative lines; and the course of trade since then at Montreal has entirely borne this out.

In former seasons reports of the kind received this spring would set the speculative ball rolling almost immediately.

In this respect the course of business in new seal oil, like many other things, is only another strong exemplification of the careful way traders are proceeding this year in order to be in a good position to meet any future developments that the present trend of events in the business world render likely to happen.

Caution is predominant everywhere, and though it may tend to check the volume of business for the time being, it is perhaps as well that it should.

If seal oil, for instance, is wanted, it will be secured, and the probability is that the aggregate turnover will be just as large as though speculators had rushed in only on more legitimate lines.

As a matter of fact, it has frequently happened before that the stuff has had to be carried two seasons before the holder could get out with anything like what it cost him. This was the case in one or two instances last year, and this no doubt had a considerable influence in checking speculative buying this spring.

So far any goods that have been bought to arrive have been on the basis of 35c. laid down in Montreal; but as a matter of fact the actual market value is problematical. A fair-sized lot of new oil is near at hand, however, and as soon as it arrives some reliable idea of the market will be had when it is actually offered at spot terms in Montreal.

CEMENT FOR GLASS.

This receipt for making cement for glass is given by Metal Worker: Melt carefully 160 parts, by weight, of finely pulverized collophony; 40 parts of white wax and 80 of colcothar. Add to the melted mass 20 parts, by weight, of Venetian turpentine. Remove from the fire and stir cement until cold with a wooden spatula. Apply the cement when warm.

FAILURES AND HOW AVOIDED.

BY ED. T. DEAN, TORONTO.

FAILURES in the hardware business are generally reported as resulting from one or more of the following causes: 1. Want of capital; 2. Ignorance of the business; 3. Over competition; 4. Criminality; 5. Extravagance. There are, however, not included in this list some other causes that might be mentioned, although not in themselves, perhaps, the actual and immediate cause of failure, are nevertheless the source from which the latter spring.

WANT OF CAPITAL.

First, there is the ease with which a man starting in business can get credit and the length of time given him, not only on his opening, but on subsequent purchases also. It is a well known fact that an utter stranger may announce his intention of commencing business, and he is at once besieged by the travelers of wholesale houses anxious to secure his opening order. It is just possible that the firm whose traveler is fortunate (?) enough to bring in the order may question the desirability of the man's trade; but the traveler assures them that he seems a very decent fellow, and everybody speaks well of him, etc., etc., and the result is that the goods are shipped on, probably, six months' time. The account so opened will run on, and by the time the payment of the first bill is due the amount of the man's indebtedness is doubled or trebled. This easy start may result in almost any of the causes named above. It can readily be seen that if a man could not get credit without proof of his ability to safely carry on the business—and the best proof, I think, would be his paying cash for the greater part, if not the whole of his opening order—men would not be in such a hurry to get into business—would not attempt it in fact—without the necessary backing; and, moreover, when they did start, it would be on a more moderate scale, and so come within their limit. Starting under these circumstances would lessen, if not wipe out entirely, failures through lack of capital. With this requirement, too, knowing that he had a larger amount at stake, a man without a thorough knowledge of the business would not venture recklessly into it and cause No. 2,

IGNORANCE OF THE BUSINESS,

would be met. For the same reason, one about to start would be more careful of the location and not rush into a district already well supplied with stores of the kind, spoiling the trade of those already there and minimizing his own chances of success. The carefulness occasioned by this would do much to reduce the number of failures from undue or excessive competition, though, of course, this is always sure to be more or less keen. The other causes—criminality and extravagance—I embrace to some extent, the latter being, in my estimation, a mild edition of the other. These would decrease immediately were my suggestions as to shorter credit and cash payments adopted. It is hardly likely that anyone would go into business with the intention of defrauding his creditors if he had to make such a deposit as would be required (in cash paid for first stock), and had also a shorter time in which to pay his current debts. His ability to defraud, and the amount he could gain by so doing, would be so reduced as to render the attempt barely worth making. The knowledge, too, that a settlement had to be made sooner, would be a great check to extravagance. Knowing, as he may do now, if starting in February, that his "big" bill for opening stock has not to be met till (likely) in August or September, and that if necessary a half or more can be renewed then, he will not be as careful in making provision for it as he would be if part had to be met in one month and the balance in three or four. Further, a man's liabilities under the cash system would not reach such an amount as they do under the credit system, and wholesalers would not need to ask so often for security. The statements of affairs in bankrupt estates would then, to a certain extent at least, be rid of the objection which they now generally contain—secured creditors. As is pretty generally known, these latter often gobble up the entire assets, leaving the others with a dividend of nothing on the dollar.

CHATTEL MORTGAGES MAY BE BLAMED

for not a few of the failures that occur. It sometimes happens that a retailer who is getting a little behind will be forced to give a chattel mortgage to his principal creditor without consulting the others at all, and when, as is likely to be the case, failure follows shortly, there is one firm who get paid in full and the rest get little or nothing at all. There are other ways in which these chattel mortgages play a part in the business life. For instance a wholesale firm are not doing the trade they think they should in a certain town, perhaps because the man already there prefers dealing elsewhere, or, as is quite possible, he has been put there by another firm. Being first on the field he is working into a fair state. Well, our wholesale friends will start a man there, when he has little or no capital of his own. Whether he succeeds or not bothers them but little. All he is for is to buy from them and sell if he can, but buy anyway. They fit him out with a fair stock, and to secure themselves from loss take a chattel mortgage for the full amount of his first bill. Handling, as he must, some goods in other lines, he buys to a limited extent from other wholesalers, and probably carries a stock of $3,000, while his mortgage is $2,500. He buys subsequently as far as possible from the firm who started him, and hearing little about other quotations and being under a compliment to them, he is not likely to question prices, and in all probability pays from five to ten per cent. more for his goods than he would have to were he free to purchase where he chose. He is thus at a manifest disadvantage to his competitor unless he too is similarly situated. In order to secure his share of the trade in the town he will cut prices finer than the other man has had to do hitherto. Then, working on too small a margin and giving credit indiscriminately, he finds, after being in business for a couple of years, that he has made no headway, his expenses having eaten away all of his profits. His chattel mortgage is renewed, however, the amount being probably increased to say $2,800. During the past he has managed to pay fairly well, outside of his principals, who are of course quite lenient with him, and he now enjoys some credit. His stock and accounts he values at $3,500, and are worth $3,000, while his liabilities are $3,400. Although insolvent he can continue for a while, and does so until the mortgagees think it time to wind him up. They demand payment and he is forced to assign. His estate does not realize quite sufficient to satisfy the mortgage, but the mortgagees are well paid and will probably give the man a situation or start him afresh in another place. The outside creditors as usual get nothing. The mischief this little man has worked in his short career is enormous. Some who were unfortunate enough to sell him goods will lose a few hundred dollars, and consider him anything but an honest man. But this is not all. The other dealer in the town, who had always done a fairly lucrative business before, has been almost if not quite ruined by the competition of this irresponsible opposition, and it may be that, after losing all his own money and struggling against the inevitable for a year or more, he too has had to meet his creditors, and they also must be numbered amongst those who have lost money through this ill-advised piece of business.

Of course it is only natural that large creditors should desire some security, and as long as it is lawful nobody can blame them for insisting on it. Still it would be more in the interest of the general trading public if this security were given in the shape of a mortgage on something outside the business and which he owned before he started. It would be better still if the

SECURITY WERE NOT GIVEN

at all. This is just where the cash system would remedy the whole evil, the liabilities, as stated above, being so much smaller that no merchant could need to ask security.

But even as things are at present, why should any particular firm have security? Although, as I have already said, it is only natural that large creditors should desire it, it does not follow that they should have it. They may argue that as they stand to lose a large sum, they should be protected; but while this may be correct, is it not also true that the largest creditors are in nearly every case the firm with whom the bankrupt has dealt mostly? Having reaped the profits of the largest business, are they not in a position to lose just as large a proportion of the shortage in the estate? Let us take an example: A storekeeper buys from A, B & Co. $1,000 worth per year, and from C & D $500 worth. After being in business for some time he fails, owing A, B & C $600 and C & D $300. The former, if not secured, may think themselves martyrs, but considering the account all through, supposing the percentage of profits to be even, who has lost or made the most after all?

So far I have treated the question chiefly from the wholesalers' point of view, believing that the matter lies very largely with them.

THEY HAVE THE KEY

to the position. No man can start in business without consulting them in some way, and they can encourage or discourage as they see fit, any start or extension that does not promise to be successful. There should be on their part less jealousy and more co-operation and good feeling than at present exists. Let one firm enquire of another as to their opinion of So-and-so, and let those asked give an honest reply, and everybody will know better how to go about their business in opening new accounts.

A WORD WITH RETAILERS.

Now for a word with retailers. Before commencing business consider well what an undertaking you are attempting. Don't start till independent of assistance. Be sure you have the capital required, so that you can pay cash for what you want and bid defiance to the wholesaler who may make offers of unlimited credit in exchange for security. Having started by paying cash, continue to do so, insisting on the lowest prices and best possible discounts at all times. Never rest satisfied with one firm's quotations, but study well the prices current as given in trade journals, verifying them before ordering any quantity of goods. Of course, this might be carried too far, and prove a hindrance rather than a help, but a great deal can be lost by indifference and carelessness in this respect. Do not, however, spread your trade too largely. Having assured yourself of the honesty and good intentions of one or two firms, confine yourself as much as possible to them, always watching prices, etc., for fear of mistakes.

NEVER OVERSTOCK;

but don't allow yourself to run out of goods that are constantly being asked for. Travelers will call sometimes, perhaps, with a new article that they report as selling like hot cakes. At such a time the drummer will advise you to take a gross, but you will do well to order two dozen instead, so as to find if it is going to take well in your town. Watch the demand for goods, and if possible keep a memorandum book that will show you how much of a certain article you sell. This will help you when ordering fresh supplies, and you will thus be able to steer clear of dead stock, which has often proved such a millstone round the necks of dealers.

DON'T ALLOW GOODS TO ACCUMULATE.

If you find an article, of which you have quite a stock, does not go off well, make a push and get rid of it even at the slightest advance on cost. Although you get no profit on it, you make room for something else that will sell and get your money back to invest in that something else. Keep your store clean and attractive, and always treat your customers—small as well as large—with courtesy.

DON'T DRIVE AWAY TRADE

by arguing on politics or other knotty subjects. If you can, do a strictly cash business. If it is not possible to confine yourself to cash transactions, be very careful who you credit and look well after your collections. When you give a customer goods without payment, tell him what time you will allow, and then see that he pays in that time.

BE ECONOMICAL IN LIVING,

and learn early what your profits are, so that you may not be in danger of living right up to or beyond them. Every year that you spend less money than you make you are adding to your capital, while, on the other hand, if you allow yourself to spend more than your income, you are just as surely decreasing it. As capital is generally almost, if not entirely, used either in stock or accounts, any decrease is apt to pinch a little, and you will find it necessary to take longer time on your purchases. This is the beginning of failure in many cases. The cessation of cash payments attracts the notice of those from whom you buy, and your prices are not cut so fine as formerly. Then you lose your discounts, and so decrease your profits again, and as it is not so easy to reduce your expenses, your capital is drawn upon every year and disappears by degrees, until at length you have to acknowledge yourself a bankrupt. The old adage, "Honesty is the best policy," is another good thing to remember and live up to in your dealings with those you buy from as well as those you sell to. You will find it pay in the long run, although at times it may seem otherwise.

Strict adherence to these few rules, and careful avoidance of the pitfalls I have mentioned, will, I think, do much to reduce the number of failures in this particular line of trade at least.

FAST ATLANTIC SERVICE.

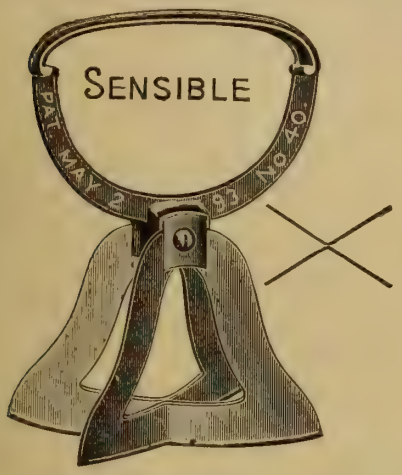
A RETURN comprising all the departmental papers in connection with the proposed fast Atlantic service was laid on the table of the House on Wednesday. It appears that Mr. Huddart's proposal is to float a company with a capital of two million pounds sterling, which shall operate jointly the Atlantic and Pacific services. Four vessels of a tonnage of from eight to ten thousand are to be placed on the Atlantic service. Their speed is to be twenty knots per hour. On the Pacific service two new vessels are to be placed, the subsidy for which is one hundred and twenty-five thousand dollars. The subsidy for the Atlantic, as agreed upon between the parties, is to be seven hundred and fifty thousand dollars. The Dominion Government agrees to guarantee the interest on the debenture issue of a million and a half pounds, at four per cent., for twenty years, and to renew the contract at the end of ten years, both conditions being contingent upon the service being to the satisfaction of the Government. Mr. Huddart, in reply to a query from Mr. Mackenzie Bowell, cabled that the steamers which it was proposed to place on the Atlantic service, would have a cold storage capacity of four thousand quarters of beef in a chilled condition, or the equivalent of one thousand head of cattle. All the agreements and conditions set forth in this correspondence as having been arrived at between the Dominion Government and Mr. Huddart await, of course, the sanction of Parliament before they can take practical shape.

RESTRICTED CREDIT.

ANNOUNCEMENTS are repeatedly appearing in the trade press testifying to the general tendency that prevails towards an improvement in the credit system. Iron Age in commenting upon this tendency remarks that the depression in business should not be viewed by the retail trade as an unmitigated evil having no redeeming features. It has taught many lessons from which additional prosperity should result when entering upon the period of prosperity which is looked for in the near future. Recent circumstances have necessitated a more conservative method of conducting business, resulting in cutting down expenses, carrying more limited but possibly better assorted stocks, and a diminution in the amount of credit asked and extended. The stress of necessity has been felt by the merchant and has given backbone when refusing credit to customers who were known to be poor pay, or who would have to be carried indefinitely. The present is undoubtedly an auspicious time to follow up the practice of restricting credit, and thereby get nearer to a cash basis of selling and buying; if not to abolish the credit system altogether. Customers and merchants have become somewhat accustomed to the altered conditions in business, and this opportunity which has been so dearly purchased should not be recklessly thrown away.

A LIST OF NOVELTIES.

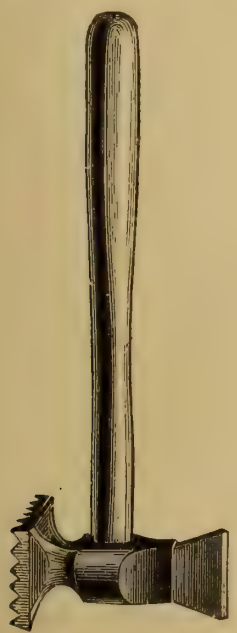
H. S. HOWLAND, SONS & CO., are placing upon the market several novelties, cuts of which are submitted. The No. 40 Mincing Knife, illustrated, has more cutting surface than the ordinary straight blades. The blades can



THE NO. 40 MINCING KNIFE.

be removed very easily when they need sharpening or cleaning.

The Sensible Can Opener is claimed by its makers to be the only perfect universal can opener in the market. It will open cans of any size or shape, cuts the top entirely off and turns the tin outwards, which is important for canned meats, fish, or jelly, as the contents can be turned out in a solid mass.



SENSIBLE MEAT HAMMER.

The blades are made of the best steel and oil tempered. One of these can openers will last a life time.

The Sensible Ice Tool. This article is a combination of an ice pick, chisel, pulverizer, and hammer, and for either of the purposes it is a very superior tool. The points are made of tempered steel.

Sensible Meat Hammer. This is a useful invention for making meat tender, has an indented face for puncturing sinews, and a steel knife for cutting meat and bone.

The Sensible Vegetable Masher and Kettle Tilter. There has not, it is claimed, been an article introduced in the kitchen in years that has as many points of practical



THE SENSIBLE CAN OPENER.

value to the house keeper for the amount invested as this one. The "Sensible" is as great an improvement over the wire masher as that was over the old wood masher, as it does the work cleaner and better, and improves the quality of the vegetables wonderfully, as all the lumps are taken out; and soggy vegetables can be made light and delicious by the use of this article. The Tilter attachment will save the chance of



COMBINED POT CHAIN AND SCRAPER.

burning or scalding the hands. It is made of malleable iron and well tinned.

Combined Pot Chain and Scraper. The cut shows the different ways in which this article can be used for washing, scouring, or scraping pots, kettles, griddles, frying pans, or bake tins.

Sensible Rat Trap No. 20. The No. 20 trap is unexcelled for catching rats, mink, muskrats, rabbits, or any game of like size. The No. 20 is specially designed as a rat trap, and as a rat trap it cannot be excelled.

The above are articles which it is claimed will yield the hardware trade good profits.

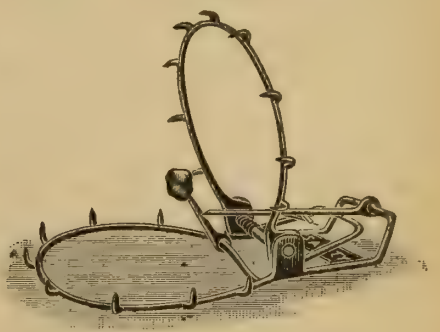
SHIP BUILDING IN THE STATES.

The records of the Bureau of Navigation show that during the first three quarters of



THE SENSIBLE ICE TOOL.

the present fiscal year there was built in the United States, and officially numbered, 339 wooden sailing vessels of 24,271 tons, and 221 wooden steam vessels of 29,948 tons. During the same period 3 iron or steel sailing vessels were built of 4,749 tons, and 27 iron or steel steam vessels of 26,920 tons. These sailing vessels aggregated 342 in number, and 29,021 tons in measurement. The steam vessels aggregated 248 in num-



SENSIBLE RAT TRAP.

ber, and measured 56,869 tons. The entire number of vessels built and numbered was 590, the tonnage being 85,890. No unrigged vessels were included in the above statement.

Manufactured coke was tried recently as a smokeless fuel on board the steam yacht "Comet" at Baltimore. The vessel made an experimental run under steam generated by this fuel, the experiment proving most successful. The run was made as far as Fort Carroll and demonstrated, it is claimed, that coke when properly prepared is a perfectly smokeless fuel and of extraordinary steam producing power. The naval authorities at Washington are inquiring into the matter and special experiments are likely to be undertaken as to the value of coke for use in war vessels.

ELECTRICITY FOR MILLS.

The progress of science is as rapid as it is wonderful. With the discovery of electricity a new field of scientific research was opened out, but the early students of this marvellous force could little have thought of the extraordinary developments of which it is capable, and even we, in the last decade of the nineteenth century, wonderful as is what has already been accomplished, may yet be but on the brink of further discoveries which will far eclipse the results of all previous research. At a meeting of the Cleveland Institute of Engineers, held at Middlesborough on Monday night, an able supplementary paper on the motive power of electricity as applied to rolling mills and other classes of machinery was read by Mr. Bigge, Newcastle, who claimed many advantages for the direct application of electric power as compared with the use of steam driven shafting. An interesting discussion followed the reading of the paper, and Jeremiah Head, whose ability as an engineer is well known and appreciated, offered the somewhat startling proposition that the great forces of the Norwegian waterfalls might be transmitted to England by means of electric cables, and utilized in the staple industry of Teesside. The suggestion is certainly a bold one, but the possibilities of the future, judging from what has been achieved in the past, are of such a magnitude that even the present generation may yet see the great forces which are now running to waste in the mountains of Norway and Sweden brought into subjection for the benefit of man and the extension of civilizing influences throughout the world.—Ironmonger, June 2nd.

ORIGIN OF LOCOMOTIVE WHISTLE

When the locomotive was first built, explains an English paper, and began to trundle their small loads up and down the newly and rudely constructed railways of England, the country roads were for the most part crossed at grade, and the engine driver had no way of giving warning of his approach except by blowing a tin horn. This horn, as may be imagined, was far from being sufficient warning. One day, in the year 1833, a farmer of Thornton was crossing the railroad track on one of the country roads with a great load of eggs and butter. Just as he came out upon the track a train approached. The engine man blew his tin horn lustily, but the farmer did not hear it. Eighty dozen of eggs and fifty pounds of butter were smashed into an indistinguishable, unpleasant mass, and mingled with the kindling wood to which the wagon was reduced. The railway company had to pay the farmer the value of his 50 pounds of butter, his 960 eggs, his horse, and his wagon. It was regarded as a very serious matter, and straightway a director of the company, Ashlen Bagster by name, went to Atton Grange, where George Stephenson lived, to see if he could not invent something that would give warning more likely to be heard. Stephenson went to work and the next day had a contrivance which, when attached to the engine boiler, and the steam turned on, gave out a shrill, discordant sound. The railway directors, greatly delighted, ordered similar contrivances attached to all the locomotives, and from that day to this the voice of the locomotive whistle has never been silent.

AN IMPROVED EMERY WHEEL.

The manufacture of emery wheels by an improved process is announced by a contemporary. The matrix which binds the emery particles together has in this case received special attention, the materials used being calculated to produce a much more compact and perfect tool than heretofore. A mixture is made of German, or other soft glass, with a small proportion of a metalicide, such as lead oxide, which possesses the property of reducing the fusing point of the glass. The emery is thoroughly moistened with water, so that the surface of every particle shall be damped, and it is then added to the binding mixture and its constituents perfectly incorporated one with another. A suitable amount of the mixture is rammed into a metallic mould which is made into the shape intended for the tool, and, after being tightly pressed together with plates, the mould and its contents are exposed to the heat of the furnace, raised to such a degree as will fuse the binding material, and the mould is afterwards placed in an annealing furnace, so that the cooling shall go on gradually. It is found that the metallic mould contracts more quickly than its contents, and, to prevent any injury to the wheel, the mould is divided into two parts, these being connected by adjustable screws.

THE GAS STOVE TRADE.

It is a fact beyond the reach of controversy, says American Artizan, that the hardware trade have allowed the gas companies to take far too decided a lead in the sale and hire of gas stoves. The reasons which led the companies to embark in this branch are too well known to need discussion. They wanted to push the day sale of gas, and it must be confessed they have succeeded in their aim. Most of them have a sale and hire department, and most of them would be very pleased to get rid of the nuisance and losses involved in the hiring section. If it is true of any large proportion, it is pretty obvious that the situation is peculiarly favorable for a decided forward movement on the part of hardware dealers. There are three alternatives ripe for the adoption of the gas companies. They may cease entirely to sell or hire; they may cease selling, but continue hiring; or they may continue to both sell and hire, but do both on a basis which would be fair to the trade. If hardware men as a body would undertake to go into the gas stove branch fully and adequately, the gas companies would be disposed to make an arrangement which would be fair to all the parties concerned, and which probably would give a marked impetus to the sale of gas heating and cooking appliances.

CEMENT FOR STEAM JOINTS.

A cement of specially valuable properties for steam pipes, in filling up small leaks, such as a blow hole in a casting, without the necessity of removing the injured piece, has been compounded, according to an exchange. The cement in question is composed of five pounds of Paris white, five pounds of yellow ochre, ten pounds litharge, five pounds red lead, and four pounds black oxide manganese, these various materials being mixed with great thoroughness, a small quantity of asbestos and boiled oil being afterwards added. The composition, as thus prepared, will set hard in from two to five hours, and possess the advantage of not being subject to expansion and contraction to such an extent as to cause leakage afterwards, and its efficiency in places difficult of access is of special importance.

AN INTELLIGENT CLERK.

"Got any cow bells?" asked a farmer, stepping into a hardware store.

"Yes; step this way."

"Those are too small. Haven't you any larger?" asked the farmer, after he had inspected some small cow bells.

"No, sir; all the largest ones are sold."

Rusticus started off, and got as far as the door, when the clerk called after him.

"Look here, stranger, take one of these bells for your cow, and you won't have half the trouble in finding her, for when you hear her bell you will always know she can't be far off. If you were to buy a big bell that can be heard a long distance, you would have to walk yourself to death finding the cow."

The farmer bought the bell.—Ex.

L. A. Morrison, of the Soho iron works, Toronto, is in town this week. Mr. Morrison is a former resident of this county, having been born in Dummer and educated in the high school here.—Register, Norwood.

W. A. Lyndon, an Uttotexeter, Eng., hardware dealer, has this bright and effective little advertisement in his local paper:

Where can I get a first-rate spade?
A man, a gardener by trade,
Last year on me this question pressed;
You'll find, said I, Lyndon's are best.
Now he has worn it bright as gold,
Digging is not half so hard I'm told;
Oh! gardeners all, mind what you buy,
Nor rest content till one you try.

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE

37 Front Street West - Toronto

Scythes, Forks,	Horse Pokes,	Spades, Shovels,
Hoes, Rakes,	Handles,	Lawn Mowers,
Manure Drags,	Post Hole Augers,	General Hardware,
Snaths, Cradles,	Fence Wire and Plyers,	Etc., Etc.

ORDERS FILLED PROMPTLY

ENGLISH ENAMEL TOP DRESSING

Equal to any in the world.

HARNESS OIL

In screw top cans, ½ pints, pints and quarts.

SANDERSON PEARCY & CO. 130 to 138 Bay Street TORONTO

A LARGE TROPHY CUP.

The Toronto Silver Plate Co. are manufacturing to order for the American Dunlop Tire Co. what will probably be the largest prize cup produced on this continent. It stands 6 feet 7 inches in height; the diameter of base is 4 feet. It is of a purely Greek character and design. The temple in which the wheel, "with the Dunlop tire attached," is placed, is a copy of an ancient Greek building. The lion at either corner signifies courage, of which he is the fitting emblem. The branches at each side are composed of the well-known Acanthus leaf, in the form of a scroll. Upon this a bicycle and man is shown in the act of traveling easily along. The bicycles and men are perfect miniature models of about half a foot in height. They are the only modern ornamentation in this design from base to apex. The character of the design is fully 2,000 years old. The shield is reserved in the centre of base for the medallion of Mr. Du Cross. The medallion will be a new feature in trophy ornamentation, and will be executed by Felix L. Paris, who has made quite a name for himself in work of this kind. The cup upon the top of the temple is another example of Grecian purity and design. The winged chariot wheel of the ancients forming the handles is an adaptation from the heathen mythology by the ancients, and much employed by them in ornamentation. The figure holding out a wreath to the happy victor is a reproduction of the celebrated winged victory found and excavated from the ruins of Pompeii in 1823. The original is now in the Museum of Naples. HARDWARE hopes to have the pleasure of illustrating this trophy in a future number.

THE LAWN MOWER.

Go get the old lawn mower out,
And polish off the rust ;
Put oil in all the little holes,
And clean out all the dust.

Do all you can to soften down
That irritating click.
And sharpen up the cutting knives—
You'll need it pretty quick.

The emerald whiskers on your lawn
Will soon be getting long ;
The exercise of trimming them
Will make your muscles strong.

So get the old lawn mower out—
But make this little mem.:
Don't ever try to cut your grass
Till after 7 p.m.

—Somerville Journal

THE PREMIER BICYCLE TOWN.

Birmingham, according to Ironmonger, beats the record in cycle production. Last season the city despatched by rail 66,000 machines, Coventry 64,000, and Wolverhampton 40,000. It is a singular fact that Birmingham did not outstrip Coventry until within the last five years, and now the hardware metropolis not only takes the lead as to quantity, but in regard to the quality of its cycles it takes very high rank in the markets of the world.

Works: St. Helens, England

Pilkington Bros.

MANUFACTURERS OF

Polished Plate

AND

Window Glass

Bevelled Plate and Mirrors, Rolled Plate, Ornamental Cathedral, etc.

Depot: Busby Lane, Montreal

BIDDING FOR WORK.

THE great waste of time and labor by the unsuccessful bidders in making estimates of cost of plumbing work from plans and specifications is a matter that is receiving increased attention. The interest is not confined to any one locality, and the master plumbers of New York in their meetings have given it serious consideration. The reason of this wasted energy is easily pointed out, for there are a number of plans of buildings that are open for bids at the present time, each one of which finds many firms ready to make an estimate. Architects' offices are watched carefully by all builders who have ever done any work for them, and in consequence all plans are figured on by many different contractors. As in other lines, builders devote themselves to specialties, but not being busy at the present time they are eager to be employed on any character of work; consequently, an architect who has had as many as 20 or 30 different builders working for him is now besieged by all for an opportunity to figure on each set of plans he makes. From the fact that these men have previously been devoted to special lines of buildings, dwelling houses, churches or factories, as the case may be, the sub-contractors to whom they apply for bids are not the same in any two cases; and, moreover, three or four bids are often asked from each division of sub-contractors. In this way it will readily be seen that as many as 80 or 90 bids might be made for a piece of work which, perhaps, is not worth over a thousand dollars.

The disposition to get the most for the money in these times is shown in a case which recently transpired in an architect's office, where over 20 bids were received for a complete contract. Later it was decided to reserve a portion of the work, and with the tabulated bids exposed to the contractors they were asked to make amended bids, leaving out a specified portion of the work. It can readily be seen that the highest bidder in making an amended bid under such circumstances would be tempted to go below the figures of the lowest bidder. Some of the contractors refused to make a second bid, and others say they will never again figure on plans coming from that office. If a job is of any considerable size, the preparation of an estimate will occupy the time of a master plumber at least a week, if he devotes himself to it alone and makes a careful account of the cost, and assuming that his time is worth but a little more than a journeyman plumber, his week's labor would amount to $30. In a case where there would be seventy different plumbers making an estimate for such a contract, it can readily be seen that the cost of the bids furnished would be about $2,100, which probably would be more than the price of the job, to say nothing of the profit. It is stated that in making bids in this way the reputation of a plumbing firm for doing excellent work in the most careful manner, and with only first-class materials, counts for nothing; that while the owner of the building would greatly prefer to have none but men in whom he could place confidence figure on the work, the system permits men who are incapable and unreliable to figure and stand an equal chance of securing the work. Competition was asked a short time since for the plans and specifications of a building to cost $1,000,000, for which a $50,000 prize was offered, and, as a result, 189 competitors took part. It is fair to suppose that a man competent to draw the plans and write specifications for such a building would occupy at least one month's time in the work, and in the aggregate 189 months were consumed, or 15 years 9 months. It is also fair to suppose that a man capable of doing such work would be worth a salary of $3,000 or $4,000 a year, at a low estimate, or $300 a month, which makes the value of the time for working out these plans nearly $57,000. The prize awarded to the successful bidder was, as stated, $50,000, which would not nearly pay for the time spent on the plan.—Metal Worker.

METAL WORK IN INDIA.

THE following extract from the "Directory of Indian Manufactures" for 1894, published by the Indian Textile Journal, contains some interesting information in regard to the brass and copper works of India: "On account of national and religious customs, brass and copper vessels for cooking, eating, or drinking are to be found in every house, and the workers in those metals are more numerous than those in iron. The hollow ware is nearly all made of imported sheets, which are hammered and brazed into shape. The vessels used for cooking are tinned inside. Brass founding is generally done on a small scale, and a good deal of door, window and other furniture is thus made. The capital towns possess a few larger foundries, which turn out rough hinges and other articles very cheaply. Brass hinges are much used in India on account of the destructive effect of the monsoon rains upon iron hinges, which are never oiled. These foundries have none of the system by which labor is expedited and cheapened as in Europe; gauges and templets are unknown and accuracy ignored. A glance at the import lists of brass work alone would show that a well organized brass finisher's shop would pay a better profit on its capital than any engineer's work-shop. There is also a considerable business in hollow ware of hammered sheet iron most skilfully riveted and brazed together. It is much more durable than the imported galvanized iron bucket. The whole of this work is done by hand labor, without the assistance of any stamp or press. Machines were once tried in a Bombay workshop, but as the inferior sheet used would not bear the process, it was abandoned. The experimenter did not know that better sheets were needed for stamping than for working with the hammer. Machinery has thus been condemned as a failure for this particular purpose in Bombay."

QUICK WAY TO MATCH LOCKS.

Who has not felt the inconvenience, especially when very busy, of having to find a rim lock which shall match an old one exactly as to the position of both key-hole and spindle-hole? queries "Nemo" in Hardwareman, Birmingham. Parcel after parcel is undone, entailing extra and really needless labor. Here is a grand remedy, avoiding the plan of keeping a sample lock. Go through your stock, selecting the best value, and sell out the rest. Then get an exercise book with American cloth cover, lay the outside of the selected locks upward, lay a leaf of the book on the lock and carefully rub along the outline of lock, then the key-hole and spindle-hole, including the bushing of each, with a piece of heel ball. Write on the page the size, price, and details as to bolts. This will serve for right or left hand locks, and instantly shows on comparing what will suit any rim, mortice, or dead lock, and is, in fact, applicable to all kinds.

AN IMPROVED CYCLE LAMP.

We hear that the difficulty of getting ordinary paraffin oil to burn satisfactorily in a cycle lamp has at length been surmounted says Hardwareman, Birmingham. The new cycle lamp is built on the central draught, principle and gives a magnificent light. It is named the "Search-light," and with great appropriateness, for it illuminates the path for a considerable distance ahead of the machine. The lamp is beautifully made in brass, and will, if all that is said about it be true, undoubtedly be very extensively sold. Benham & Froud, Ltd., of Chandos street, Charing Cross, London, W.C., have undertaken the wholesale agency, and we hope in an early issue to report with regard to our tests of the lamp.

THE CONSOLIDATED
PLATE GLASS
COMPANY OF CANADA (Limited)

HEAD OFFICE:
73 and 75 Wellington Street West, TORONTO

BRANCHES:
MONTREAL, 338 St. Paul St. LONDON. OTTAWA.

FRANK J. PHILLIPS, Toronto, President.
WM. R. HOBBS, London, ALEX. RAMSAY, Montreal, } Vice-Presidents
Correspondence Solicited. Estimates Given
Special Discount to the Trade

Brandram Bros. & Co.

ROTHERHITHE, LONDON, ENG.

BRANDRAM'S B. B. GENUINE WHITE LEAD

Manufacturers of

The Celebrated Brand

B. B.

BRANDRAM'S B. B. NO. ONE WHITE LEAD

White Lead

Noted for its Extreme Whiteness of Color, Purity and great Covering Property, rendering it specially suitable for Painting in Enamel White and other Decorative Work. To be had of all the Principal Importers in the United States, and for the Canadian trade.

Manufactured in Halifax, Nova Scotia

For samples and information apply to

HENDERSON & POTTS

Nova Scotia Paint Works, Halifax, N.S.

Star Cycles

Are a recognized thoroughly reliable make at **POPULAR PRICES.**

They embrace the best procurable workmanship and material. They will maintain the reputation of our Trade Mark and give full and lasting satisfaction to all concerned. They comprise—

PATH RACERS ROAD RACERS

"Tourists'" Business Wheels,
Light, Staunch and Graceful Ladies' Wheels.

STAR CYCLE WORKS, Wolverhampton.

Canadian Agents,

A. A. Allan & Co.

. . . . . TORONTO, ONT.

ADAM HOPE & CO.,

Offer for Sale HAMILTON

"Pioneer" and "Sloss" PIG IRON

These are fine foundry irons, being strong and large scrap carriers.

Also all the well-known—

Scotch Brands,
Broken Car Wheels,
and Railway Cast Scrap.

Window Brushes
Ceiling Dusters
Feather Dusters
Yard and Stable Brooms

All Qualities and Prices.
Orders Filled Promptly.

CHAS. BOECKH & SONS, MANUFACTURERS, **TORONTO**

THE BEST
Lawn Mower
IN THE MARKET.

The

WOODYATT

Improved for 1894.

10½ in. Wheel.

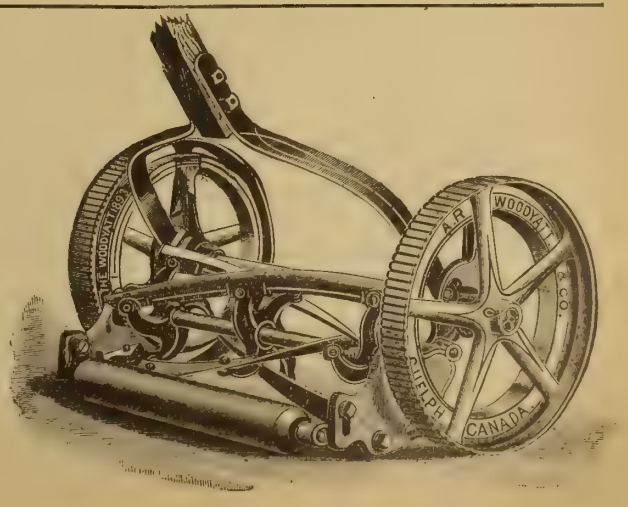
12, 14, 16, 18 and 20 in.

Patented in England May 15th, 1893
" " Canada " 29th, "
" " United States Dec. 12th, 1893

For Sale by all Wholesalers.

Manufactured by . . . .

A. R. WOODYATT & CO.
GUELPH, CANADA.



HANDLING ELECTRICAL GOODS.

IN considering the advisability of handling electrical goods in connection with the hardware business, the first question is, does it pay? The experience of the writer is that it does pay in more ways than one.

In the first place, there is a good percentage of profit on the amount invested; in fact, as good as on any line of special or fancy goods usually handled.

In the next place, it evinces the spirit of enterprise and progress that should obtain in every modern hardware establishment, and shows that it is up with the times.

No one questions the value of this reputation in a business house. Energy, a complete stock and a comprehensive knowledge of the business are sometimes more profitable in the long run than cutting prices.

Provided the stock is not too large and varied, the labor attendant upon handling electrical goods is imperceptible, and is not worth considering in the discussion. As to space required, a case less than 3 feet square or a small wall space is ample to display as large a variety of electrical goods as it is desirable for a retail house to handle. Several of the manufacturers in this line have prepared at moderate cost just such a display board as is desirable. Electricity is something understood by few, but of interest to all, and such a display always attracts attention. Many persons who perhaps had no idea of purchasing anything of the sort, or, if they had thought of it, were deterred by the impression that such things cost a great deal, upon learing that, say, $3 or less would pay for a complete electric bell outfit, they will invest.

The remark is often made that such things will do for people of means. In point of fact it is to persons of moderate means and with few servants that such conveniences are of the greatest value, while the amount of bother avoided by the use of a simple system of electric bells and speaking tubes has to be known to be appreciated. Of course electrical goods will not sell themselves any more than other goods will, so it rests with the salesman to appropriately and in a pleasing and interesting manner call attention to the desirability of such appliances. It is not necessary that he be an electrician in even a very limited sense of the term, although some knowledge of the subject is of value, and can be very easily acquired in this electrical age.

It is of great importance in offering such goods not to claim too much. Do not let the desire to make a sale lead you to convey the impression that there is no danger of a bell getting out of order, or of a battery getting weak or giving out. Such things will happen, and it is well to call attention to the fact that the necessary material for maintenance can be easily and cheaply procured.

Directions frequently accompany the outfits furnished by manufacturers, and any person of average intelligence can put them in operation.

In regard to installation, if there is an available man in the house who can be intrusted with the work it would add to the profits, but except in large cities it would hardly pay to keep a man for such work alone. In every community, however small, there is generally some handy man who can do such jobs for a moderate consideration. There are two technical points which it will not be out of place to mention in this connection, a neglect of which has given more trouble than anything else in ordinary domestic work. These are neglect in splicing and tacking up wires. Insist upon long, clean bright and tightly twisted splices, covered with insulating tape, and never under any circumstances let one staple or tack be driven over two wires. Good outfits have often worked for months and then refused to respond to the strongest battery power simply because corrosion had ruined a loose or uncovered splice, or crossed a current where one tack held two wires. Sometimes plastering has to be torn out to get at such work or new wires run outside. Such carelessness does much to hurt the sale of electrical appliances.

In the opinion of the writer the hardware dealer who can in a moderate way handle these goods to advantage will do well to confine himself to domestic appliances which may almost be classed as house furnishing goods. The heavier articles in this line, such as are used by street railways and electric lighting stations, can be left to houses which handle such goods exclusively. Call bells in sets, ready packed and complete, are the best sellers. These can be had with various styles of bells and pushes or pulls. A neat and familiar device, and one which appeals strongly to every lady, is the floor push to be used under the dining table for communicating with the kitchen. A simple code of signals makes this a great convenience.

The ordinary annunciator, for indicating the source of the call, is a familiar appliance, and is so moderate in price that it can be advantageously handled. A careful examination of the catalogues of several large manufacturers in this line would convey very clear ideas of the many domestic uses to which this great servant of man can be applied.

One of the simplest methods of illustrating the operation of ordinary bells is to have a push button at the front part of a store and a bell at the rear or some distance away. This conveys a much better idea of its uses than when the button and bell are both attached to the same small box.

A small stock is all that is needed, as it is so easy in these days of rapid transportation to replenish.

A good assortment, although perhaps not complete, would include the following:

One-half dozen assorted bell sets in boxes.

One-half dozen assorted box bells, 2½ to 4 inches.

One-half dozen extra cells, Leclanche or other good battery of the same class.

One dozen assorted wood pushes.

One dining room floor push.

One floor push with six feet of extension cord and push for table.

One circuit closer to use in connection with an old style door bell pull.

Two dozen extra zincs.

Two dozen bags sal ammoniac.

Ten pounds No. 20 annunciator wire.

One two-point annunciator.

One four-point annunciator.

One pound package ½-inch adhesive tape.

One bronze door pull.

One 24-inch bell hanger's gimlet.

Burglar alarms and gas lighting may be attempted, but as they require a greater amount of labor and technical knowledge, and are more liable to get out of order, had perhaps better be omitted by the average hardware man.—W. P. Stewart in Metal Worker.

HE'S "BULLISH" ON PARIS GREEN

"Do you know," remarked a wholesaler to HARDWARE, "I believe there is going to be a scarcity in Paris green this season. Anticipating that the season would not be a big one, there were not so many import orders as usual placed. Now stocks throughout the country are light, there not being much outside what is in domestic manufacturers' hands. I expect to see prices go up much higher than they are at present."

THE SEASON'S FENCE WIRE TRADE

"This has been a phenomenal season for fencing wire," said a jobber to HARDWARE. "Why has it been so good? To my mind it is (1) because we had an early spring, which allowed the farmers to get through their seeding earlier than usual, and then (2) when the wet spell set in they had plenty of time to devote to repairing their fences in order to protect their crops. Then we have already sold about seventy per cent. more fence wire plyers than we did the whole of last season, and a good many more will go out yet."

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton. Ontario.

SP

THE TARIFF.

The Canadian Tariff Bill having passed Committee of the Whole, was on Friday last taken up by the House, and, after a few changes had been made, was read a first time.

Some of the changes made were in regard to the iron list. They were :

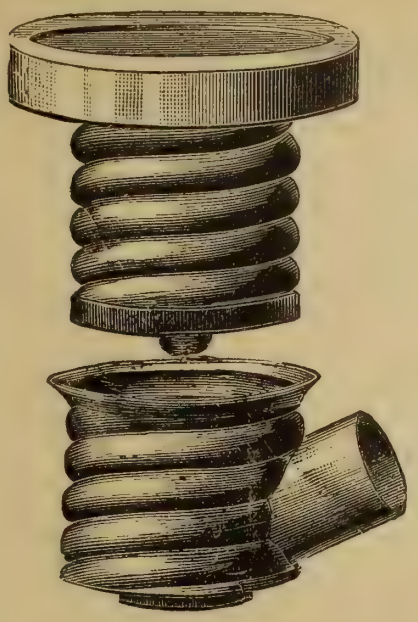
Iron or steel plates or sheets, sheared or unsheared, hoop, band, strip and skelp iron or steel sheared or rolled in grooves, and iron or steel of all widths not thicker than No. 17 gauge, n.e.s., $10 per ton. The change is merely in the gauge, No. 17 being substituted for No. 16.

Iron or steel sheets, iron or steel hoops, bands and strips, n.e.s., and other iron or steel of all widths, sheet iron, common or black smoothed, polished, coated or galvanized, and Canada plates, No. 17 gauge and thinner, 5 per cent. ad valorem. The clause that this replaces read : "Iron or steel sheets, hoops, bands and strips, or other iron or steel of all widths, sheet iron, common or black, smoothed, polished, coated or galvanized, and Canada plates, No. 17 gauge and thinner, 5 per cent. ad valorem."

Mr. Maclean protested strongly against the provisions of the new tariff which reduced the duty of 35 per cent. on agricultural implements to 20 per cent. He said that no reduction had been made in the raw material used in the manufacture of these machines, and that it would be ruinous to the business if the reduction should be allowed to stand. He asked the Government to re-impose the old duty, but it has not yet done so.

TO MEND BROKEN ARTICLES.

Shellac cement, according to an exchange, is made of two parts shellac and one part of Venetian turpentine, fused together and formed into sticks. In mending glass or china, warm the latter enough to melt the stick on the edges of the piece to be mended. Diamond cement is also used for mending glass, china, and earthenware, and is made by adding a little gum ammoniac to isinglass dissolved in weak spirits. Put it in a bottle and keep it well corked. The handles of knives and forks can be mended with resin. The hollow in the handles is filled with powdered resin, the iron stock is made red-hot and thrust into the handle, where it will remain firmly fixed after it has cooled. Plaster of paris should be kept in every household, as it is excellent for mending lamp stands, spar, bronze, etc. In mending a lamp which has become loosened from its metal socket, thoroughly wash and dry the socket and the reservoir. Remove the old cement, and see that the plaster is finely powdered. Mix it with water until it becomes the consistency of thick cream, then line the socket with it and press the reservoir into its place. Remove with a knife and rag any plaster that has overflowed, and let the plaster set thoroughly before using the lamp.



NEW

Steel Creamer Tap

ALL PARTS RETINNED

Superior to Lead taps and much cheaper.

THOS. DAVIDSON & CO.

MONTREAL

CEMENT

FOR

Bridges
Cellars
Cisterns
Foundations
Sewers
Concrete
Mill Dams

We manufacture the

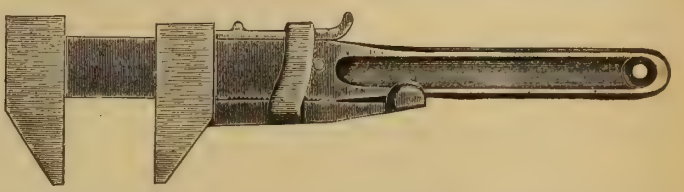
Thorold Cement

Endorsed and used by the leading Architects, Engineers, Builders and Contractors Low in price ; High in quality ; Always fresh ; Always reliable.

Estate of John Battle

..... Thorold, Ont.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

Listen.. This is from a Hardware Merchant

DEAR SIRS :

Before handling "Clauss" Shears and Scissors my trade in this line was but little. I now sell more scissors than all the other stores in this place put together. Parties come to my store for your goods who have never been here before. Am making new customers for myself by it. Fill enclosed order at once. Most truly,

For discounts . . . write

Clauss Shear Co., Toronto

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, June 15, 1894.

HARDWARE.

THOUGH business cannot be called active, it certainly has not been dull during the past week, for a fair volume of trade in general hardware has been accomplished — principally, however, for small lots of material. Cutlery is beginning to look up, and there is talk of higher values on table cutlery. The season for sporting goods is approaching, and this is having its effect. Warm weather has had a beneficial effect on the demand for wire cloth; also screen doors and blinds. Harvesting tools and lawn mowers have shown considerable activity. Turpentine is firmer in its tendency, and English cement is 5c. lower, so that it cannot be said that the week has lacked interesting features.

WIRE—The market does not present any new features, and stocks here are sufficient, as makers have not, as those up West, suffered through the American coal strike. Oiled and annealed wire are the lines that have the most call.

ROPE—The rope market has been fairly active, and the recent advance in values is well maintained. We quote: Sisal, 7 to 7½c. for 7-16 in. and upwards, and 14c. for deep sea line. Pure Manilla, 9¼c. for 7-16 and upwards, 6¾c. for smaller.

CUTLERY—The movement in this line is of fair volume. Jobbers here are considering the advisability of a general advance in the value of table cutlery, as according to the tariff as finally brought down the advanced duty will be collected on all importations dating from the 1st March last.

SPORTING GOODS—There has been little change in sporting goods, but as the season for them approaches they are beginning to show more life.

CUT NAILS—The fact that some of the western mills have been closed down has benefited makers to a certain extent here. As a matter of fact, however, there has been little improvement to the market, and jobbers report that business with them is not particularly brisk. We quote as before: $1.80 to $1.85.

WIRE NAILS—A moderately good business is doing in wire nails. Discounts are unchanged.

HORSE NAILS—There has been no improvement to speak of in horse nails, which rule on the quiet side. The basis of values is the same.

HORSESHOES — Trade continues quiet with a moderate call for small lots.

GREEN WIRE CLOTH, ETC.—The warm spell is having a decidedly beneficial effect on the demand for wire cloth. Screen doors and blinds have also been going out with a considerable degree of freedom during the week.

CHAIN—Without feature and business very dull.

WARE—A fair demand for Peerless and white ware has characterized the week in this line. The aggregate volume of business is not large, however.

TOOLS—Both harvesting and gardeners' tools have been moving to a fair degree during the week. The demand for lawn mowers has kept up well also.

PLUMBERS' SUPPLIES—There has been no striking change in this line during the week. Business continues quiet.

LEAD PIPE—Only a few small quantities are moving in this line.

BUILDERS' SUPPLIES—No improvement is noted in this line, and it does not look now as though we were going to have any this summer.

HINGES—There is a fair movement in hinges, principally in T and strap, as we have reported in previous letters.

TAR, ETC.—Business has been rather more active in this line, a better demand being to note for small lots at steady prices. We quote: Rosins, $2.50 to $5 as to brand; coal tar, $3 25 to $3.75; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton do. 10 to 12c.

TURPENTINE—The feeling in this line continues firm, prices having an upward tendency. No quotable change is to note, however, but as prices in the South have advanced ¾c. per gallon during the past few days, a rise is anticipated. We quote as before, 47 to 48c.

CEMENT—Arrivals of cement were fair during the week. The only business of importance has been a contract of 1,000 casks on western account, and demand on the whole has ruled slow, in spite of the fine weather which has prevailed. Values on English cement are easier, a decline of 5c. being noted this week, while Belgian brands are unchanged. We quote spot prices at $1.95 to $2.05 for English brands, and $1.85 to $1.95 for Belgian, and to arrive, English brands $1.95, and Belgian $1.80 to $1.90.

FIRE BRICKS—Fire bricks have been in good receipt, while the demand continues fair, and prices are unchanged at $15.50 to $19.50.

METALS.

In metals and heavy iron the nominal complaint among traders is the lack of demand, the business being disappointing all round. Few new features are to note. Light stocks have led to a firmer feeling in Scotch

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New Process and Single Generator styles, with all up-to-date improvements. These Stoves are simply perfect.

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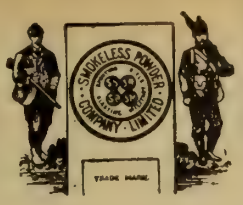
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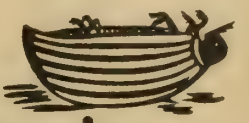
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NO MIXING REQUIRED.

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MONTREAL MARKETS—Continued.

pig. Tin and Canada plates rule easy, and the latter have been shaded. Bar iron remains dull, but prices are steadier, and outside of this the same features that characterized the market last week still rule the situation.

PIG IRON—Few features are to note in this line except that under light stocks prices of Scotch pig are firmer, sales of round lots of Summerlee transpiring at $18.75 ex ship, and car lots are firm at $19. In domestic pig, small lots of No. 1 Siemens have changed hands at $16.75, and Ferrona is steady at $17.

SCRAP IRON—There is no change in this line and nominally $15.25 to $15.50 is quoted for wrought scrap.

BAR IRON—There is little life to this market, but prices are somewhat firmer in consequence of the shutting down of a big Western mill. We quote: $1.75 to $1.80.

TIN PLATES—These continue quiet and easy with prices about as before. Cokes, $2.95 to $3, and charcoal, $3.35 to $3.50.

CANADA PLATES—The easiness in these is still to note and prices have been shaded since our last, sales transpiring at $2.20 to $2.25, a decline of 5c.

COPPER—Only a moderate business is doing in copper, sales transpiring at 9½c.

TIN—There has not been much to note, but prices are lower as a round lot of ingot changed hands at 17c., and we quote 18 to 18½c.

SHEET IRON—The sheet iron market is dull and without new features. We quote $2.40.

HOOPS AND BANDS—These continue dull but are firmer in feeling at $2.35.

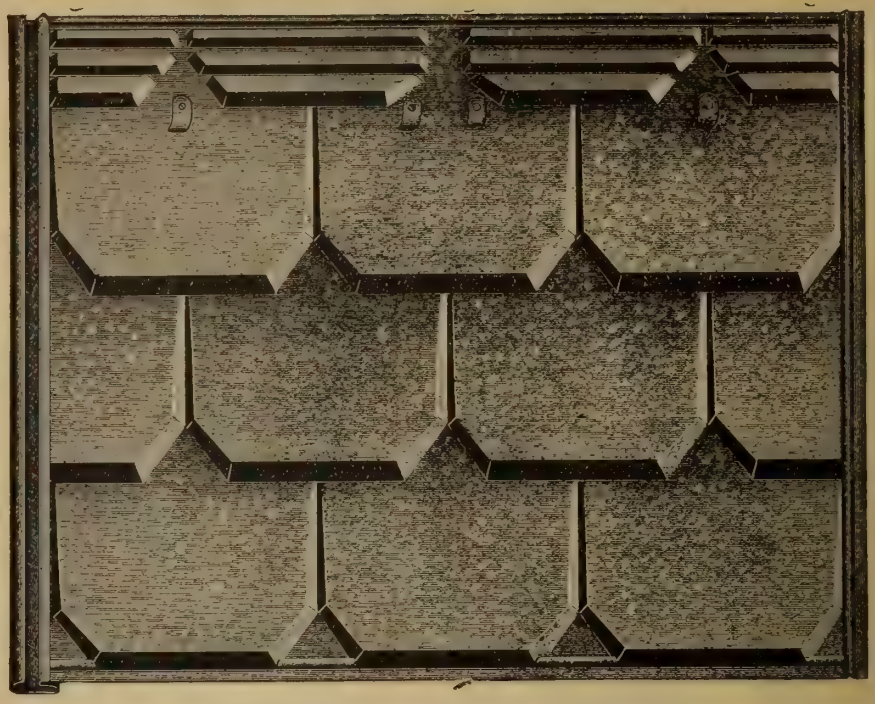
STEEL—There is little change to report in steel. Demand is fair and prices are about the same. We quote: Best cast steel, 9½ to 12c.; spring, $2.50; tire, $2.50 to $2.75; sleigh shoe, $2.40; round machinery steel, $3.

GALVANIZED SHEETS — Nothing to report. We quote: 4½ to 5c. for ordinary brands; Morewood, 6 to 6¼c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., and the usual extra for larger sizes.

PAINTS AND OILS.

There has been no improvement in the situation of the market for paints and leads. Demand continues slow and more or less cutting is still resorted to. In oils linseed has ruled strong at the recent advance, recent sales on spot transpiring at 54 to 55c. for raw and 57 to 58c. for boiled. Seal oil is offered to arrive at 35c., but we quote 42½ to 45c. on spot. Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; glass, $1.25 first break; $1.35 second break, per 50 feet; $3.25 for first break per 100 feet; linseed oil, round lots, raw, 55c., boiled, 58c.; seal oil, 42½ to 45c.

EASTLAKE GALVANIZED STEEL SHINGLES



Patented April, 1885. March, 1887. January, 1894.

The Shingle that others TRY to imitate. Has no equal in any particular. The EASTLAKE is in use on more roofs than all other shingles combined. Never fails to give satisfaction.
We protect the trade, and will quote liberal prices to those who mention that they saw our advertisement in HARDWARE.

Sole Manufacturers BEWARE OF CHEAP IMITATIONS

The Metallic Roofing Co. of Canada, Limited, 82 to 90 Yonge Street, TORONTO, ONT.

GLASS.

The glass market is without feature of importance. We quote $1.25 for first break; $1.30 second break, per 50 feet; $3 25 for first break per 100 feet; putty in bulk, $1.85.

PETROLEUM.

The petroleum market continues quiet. The tone is steady and values are unchanged. We quote as follows: Canadian refined at 11c. in shed in Montreal for round lots, and 12c. for small quantities. American petroleum, 14 4-5c. in car lots, 15¼c. in 10-barrel lots, 15½c. in 5-barrel lots, and 16c. for single barrels, net cash; American benzine, 23 to 25c.; Canadian benzine, 10¾c. Petrolea; 12¾c. Montreal.

HIDES.

There has been a moderate demand for hides this week and prices are unchanged We quote as follows: No. 1, 3½c.; No. 2, 2½c.; and No. 3, 1½c.; steers', 5 to 5½c.; lamb-kins, 15 to 20c., sheepskins, 75 to 80c.; and calfskins, 5c.

TALLOW.

The tallow market is quiet and slow, and prices are, as previously quoted, at 6¼ to 6¾c.

MONTREAL TRADE NOTES.

Imports of firebricks since our last weekly letter have been 130,000.

The demand for glass continues slow. Mr. Thorpe, of Pilkington Bros., attributes the unusual dulness this summer a good deal to the labor troubles between workmen and contractors, and the check to building operations and carpenter work which it caused.

Light stocks of pig iron here have led to an advance of about 25c. per ton.

Round lots of Canada plate have changed hands at a shading of 5 to 10c.

Caustic soda is firm here and cables speak the same way of primary markets.

The sale of a round lot of ingot tin at 17c. establishes a lower range of prices by 1c.

The receipts of Belgian cement last week were 5,100 casks. The total receipts to date have been 19,950 casks English and 12,275 casks Belgian.

Some round orders from Western customers for cement were booked last week by W. McNally & Co. Part of them are going forward this week.

A late cable from abroad reports another advance of ½ to 1c. per gallon in linseed oil, which will possibly influence spot prices before the week is out.

The market up to last Saturday night was absolutely bare of English cement, but this week some 3,700 casks have been received and prices are 5c. easier.

The market has been almost bare of English brands of cement, but Francis Hyde & Co. have received some large shipments this week and can attend to orders promptly.

The Canada Iron Furnace Company report that the demand for their special brand of C.I.F. charcoal iron has been up to the average of former seasons considering all the circumstances.

TORONTO MARKETS.

TORONTO, June 15th, 1894.

HARDWARE.

HARDWARE merchants seem to be in much the same condition as mariners at sea without compass or barometer: They apparently know not where to steer or what to expect. In a word there is a feeling of uncertainty, and, as a coasequence, merchants are, seemingly at least, even more conservative than before in their purchases. The reason for this is difficult to determine. Lower values are not anticipated and crop prospects are excellent, while stocks throughout the country are not large. To anyone who will carefully scan the trade horizon the prospects must appear reassuring rather than otherwise. The articles which are at the moment experiencing the best demand are horse pokes, shelf goods, green wirecloth, harvest tools, spades and shovels, wooden ware, lawn mowers, garden tools. Some slight improvement is reported in payments.

OIL STOVES—Trade has improved somewhat, although gas stoves, to a certain extent, are affecting the sales.

WIRE—The scarcity in oiled and annealed wire has been overcome to a certain degree, and merchants are not experiencing the same difficulty in filling orders as they had a couple of weeks ago. Demand is not so heavy as it was for barbed and galvanized wire, although orders are still coming in quite freely.

ROPE—A number of good shipments have been made, but orders are not numerous. We quote as before: Sisal, 7 16 in. and larger, 6¾c.; ¼, 5-16, ⅜ in., 7¼c.; Manilla, 7-16 in. and larger, 9 to 9¼c.; ¼, 5-16, ⅜ in., 9½ to 9¾c.

CUTLERY—Trade is only fair, and the demand is principally for pocket and penknives.

SPORTING GOODS—Business has not opened up in this line yet, but the trade is looking forward to an improvement next month.

CUT NAILS—Trade is a little better than it was last week, and a number of carload lots have been booked. Prices, however, are somewhat unsettled, but jobbers are still holding at $1.80, Toronto, in carload lots, and $1.85 in small lots, with 10c. per keg less f.o.b., Montreal.

WIRE NAILS—Business keeps good in this line, but dealers still find it difficult to supply all the sizes called for. Discounts are unchanged at 75, 10 and 5 per cent., shipment in 10 keg lots being prepaid.

HORSE NAILS—Quantities going out are still small, with prices unchanged. We quote as before: "C" 60 per cent., and "B B" and "M" 60 and 2½ per cent. Negotiations are still in progress with a view to creating a uniform price, as noted in last issue.

GREEN WIRE CLOTH—Trade has picked up considerably since the warm weather set in, but jobbers are in a position to supply almost any demand, stocks in their hands being fairly heavy. Prices unchanged at $1.85 per 100 square feet.

SCREEN DOORS AND WINDOWS—Enquiries are becoming more numerous, there having been quite an improvement in the demand during the past week. The largest size doors and windows are difficult to obtain.

TACKS—Business in this line is still featureless.

CHAIN—In coil chain the quantities being shipped are small. Tug and trace chains are receiving a little attention.

HORSESHOES—This hardly being the season for this line, purchases are only limited and governed by immediate want.

WARE—Peerless and Eclipse wares are in good demand and white ware has shown some improvement. Prices are unchanged at $3 80 Toronto, $3 85 London, and $3.65 Montreal.

LAWN MOWERS — Business in this line continues satisfactory. Demand is still principally for the high wheel four-blade machine. The American, being a little cheaper than the Canadian, although not so well finished, seems to be called for a little oftener than the latter make. A few enquiries are being received for the low wheel of 1892 model, but very few are stocked.

PLUMBERS' SUPPLIES—Are still flat in the city, and it cannot be said that any improve has taken place on country account.

LEAD PIPE—Although this article has been reduced in figure, the quantity going out is not as large as anticipated by either manufacturers or dealers. As this article comes under the head of plumbers' supplies of course a reaction could hardly be expected until there is a general improvement in that branch of trade. Jobbers are still quoting shipments, Toronto and the west 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto, 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

BUILDERS' SUPPLIES—Country trade is keeping up fairly well, but nothing new has transpired in connection with city business, building operations here being small.

MILKCAN TRIMMINGS—Business is flat, demand being largely confined to a few railroad cans for the country trade.

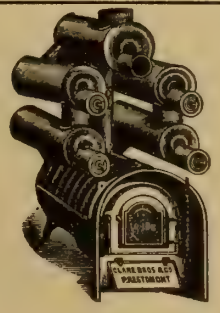
CLOTHES WRINGERS—Trade continues good, especially in the Royal Canadian at same price as quoted last week, namely, $28 per dozen.

HARVEST TOOLS—Trade has improved considerably since the weather took the turn for the better. Manufacturers are in better position to supply the demand, and no difficulty has therefore so far been experienced by jobbers in shipping orders as received.

HINGES—Trade in barn door hinges has shown some improvement, and "T" and strap are going out a little better.

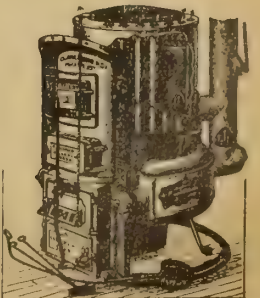
BELTING—A fair trade is being done, with the demand for dynamo belting active.

RIVETS AND BURRS—Tinned belt rivets are included in the list of iron rivets, at 55 and 10 per cent. These have been called for regularly, although the coppered goods still have the call. Discounts: Iron rivets, 55 and 10 per cent.; iron burrs, 50 and 10 per cent.; copper rivets and burrs, 50 per

Best Value  on Earth.



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Clare Bros. & Co. ....Preston, Ont.

MARKETS—Continued

cent. Terms, 4 months or 3 per cent. cash, 30 days.

TAR, ETC.—There is a fair trade doing. We quote: Roofing pitch, $2.50 per brl.; pure coal tar, $4 per brl.; refined coal tar, $4.50 per brl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per brl. and 75c. per doz. pint tins; pine pitch, $2.75 per brl.

CEMENT, ETC.—Business fair. We quote: Portland cement (English), $3 per brl.; New Brunswick plaster paris, $2 per brl.; Canadian water lime, $1.25 per brl.

FIREBRICK, ETC.—Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

Nothing particularly new has developed during the week. Trade in iron pipe shows some improvement, and the same may be said of black sheets. Ingot copper shows a little more life, and the demand continues to increase for terne plates. Other lines remain much as before.

PIG IRON—A little business is reported in Siemen's, a carload lot being sold at equal to quotations for shipment to an outside point. We quote: Summerlee, $20 to $20.50; Carnbroe, $19 to $19.50; Siemen's, $18 to $18.25.

Rogers, Brown & Co., Buffalo, report Toronto market for American pig iron as follows: "Business in pig iron from the States has been very quiet during the past week. This is mainly due to the recent heavy advance in freight rates from points in the States, and also to the fact of consumers of American iron having anticipated their requirements for some time to come, and laid in stocks before the advance in freight took place. Prices are a trifle higher and very firm. We quote on the cash basis f.o.b. Toronto in bond: No. 1 foundry strong coke iron Lake Superior ore, $13.25; No. 2 foundry strong coke iron Lake Superior ore, $12.75; Jackson county silvery, No. 1, $16.80 to $18.30; Lake Superior charcoal, $15.70; Southern soft, No. 1, $11.50; Southern soft, No. 2, $11.25."

BAR IRON—There is not much business doing. Prices still rule at $1.85 Toronto and $1.75 Montreal.

SHEET IRON—Quite a few sales have gone through, but quantities have not by any means been large. Prices quoted are not being shaded to any extent. We quote 8 to 16 gauge, $2.50; 18 ditto, $2.25; 20 ditto, $2.25; 22 to 24 ditto, $2.35; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Gorbal's, 26 gauge, 5½c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

IRON PIPE—Trade has improved materially in this line, and yet figures are now equalizing 67½ to 70 and 10 per cent. Some fair shipments have been made during the week. Galvanized iron pipe, 47 to 50 per cent.

BOILER TUBES—There is a little business doing locally, but trade is on the whole quiet. We quote: 1¼ inch, 7c.; 1½ inch, 7¾c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

SHEET STEEL—Business in this line has been better than in black sheet, but principally for higher quality, which is being quoted from 3½ to 4¼c. per lb. There is a good deal of American sheet steel selling at prices slightly in advance of the English article. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

GALVANIZED IRON—Trade is keeping up well especially in Gordon Crown and Queen's Head brands. Shipments both from stock and import have been satisfactory. We quote: 4½ to 4¾c. for 28 gauge, in case lots.

CORRUGATED IRON—Business continues fair at unchanged prices. We quote: "Owl" brand from genuine steel plates, zinc coated, $4.25 to $6 per square; painted steel, same brand, $3 to $4.75 according to guage.

INGOT TIN—While shipments are numerous, the quantity is not as large as it has been. Prices are being held fairly firm at quotations. Ton lots are going out at 17½ to 18c., and small lots at 19½ to 20c.

INGOT COPPER—Has shown a little more life, and prices are ruling from 10 to 10½c., according to quality.

SHEET COPPER—Has been quiet, except in brazer sheet, demand for which has shown some improvement. Prices range from 14¾ to 16c., according to weight and quality.

ZINC SPELTER—This article is flat at the moment, and very few enquiries are heard either for domestic or imported. Both domestic and foreign are held in stock at prices quoted last week, namely 4½ to 4⅝c. for foreign, and 4 to 4½c. for domestic. For quantity orders, however, these prices can be shaded.

TIN PLATES—Demand keeps fair. Quantities are being shipped daily, both in coke and charcoal brands. Prices are same as quoted last week for small lots, but round lots can be shaded a little. Prices for small lots rule from $3.50 to $3 75 per box for I. C. charcoal, and $3.25 to $3.35 for coke.

TERNE PLATES—The improved demand already noted continues, with prices as before at $6.50 to $6.75 for I. C. according to quality.

ZINC SHEET—Trade is at a standstill. We still quote 4¾ to 5c. in cask lots.

HOOPS AND BANDS—There has been no improvement in this line; quantities being shipped are still small. English is being quoted at $2.30 to $2.40 base price, and American steel at $2.

CANADA PLATES—Shipments from stock are exceedingly small, but some early import orders are now arriving, while fresh orders are being booked for arrival August or September. From present appearances the volume of sales will be fully up to that of last year. We quote half polished at $2.45 to $2.55 from stock and $2.35 to $2.45 for import.

SOLDER—Is in good demand with prices still ruling at 13 to 14c. according to quality.

PIG LEAD—Although no large lots have changed hands orders have been received quite freely for half to one ton lots at prices quoted, namely, 2¾ to 2⅞c.

ANTIMONY—Still dull and unchanged at 9½ to 10c. for Cookson's.

GLASS.

Nearly all the deliveries for direct import have been made and city dealers are being supplied. Prices are unchanged at $1.20 to $1.25 first break.

PAINTS AND OILS.

The feature in the paint and oil trade is an advance of 1c. per gal. in the price of turpentine in consequence of the continued firmness of the United States market which is being controlled just now by a combination. Jobbers here now quote 42 to 43c. per gallon f.o.b., Toronto. Demand is fair. Linseed oil is in demand. The market is firmer in England, but there is no change here, the ruling prices still being 53c. for raw and 56c. for boiled f. o. b., although some are trying to get 1c. more than these figures for small lots. Imported high priced varnishes are selling freely, but generally speaking the varnish trade is not brisk. In Paris green a fair business only is being done, although a good deal of the English made article is moving. We quote: Canadian, 12½c. in drums and 14½ to 15c. in packages; English, 112 lb. drums, 14c.; do. 56 lb. drums, 14½c.; ditto cases, 16c. Putty is quiet at $1.90 to $2 in bladders, and $1.80 to $1.90 in bulk. Castor oil is quiet at 6⅝ to 6¾c. in case lots and 7c. in single tins. Refined seal oil is unchanged at 58 to 59c. per gallon in barrels. A fair sorting-up trade is still being done in prepared paints at $1.05 for pure. There is not much demand for white lead and 4½c. is still the ruling price.

OLD MATERIAL.

Trade remains about the same. Owing to the scarcity of coal mills are not running full time, and as a result stocks of scrap are accumulating in the yards. Prices are unchanged. We quote prices paid by dealers as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 30 to 35c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 6¾ to 7c.; heavy scrap copper 7½ to 7¾c.; old copper bottoms 6 to 6½c.; light scrap brass 4c.; heavy yellow scrap brass 6c.; heavy red scrap brass, 6 to 6½c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3 to 3¼c.; country mixed rags, 60 to 75c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10c.

MARKETS—Continued

SEEDS.

There is still considerable demand for corn and other late sowing varieties of grain, partially caused by re-sowing where the late rains have been destructive. Prices are unchanged. Ensilage corn, 60 to 65c. per bush.; choice Hungarian seed, $1.75 per 100 lbs.; millet, $1.50 per 100 lbs.; peas, white marrowfats, 75c. per bush.; buckwheat, 70 to 75c.; flax seed, $2.75 to $2.90.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are a little quiet. Prices paid by dealers are: No. 1 cows', 3c.; No. 2, 2c.; No. 3, 1c. Steers' are 1c. in advance of above prices. Cured, 3½ to 3¾c.

SKINS—There is practically nothing doing in calf or sheep skins. Pelts are coming in a little at 10c. per lb. Prices are about the same. Sheepskins, 85 to 90c.; lambskins, 20c.; calf, 4 to 6c. per lb. for 1's and 2's.

WOOL—Is becoming more plentiful on the streets, although nothing special is reported from the mills. Dealers are paying 16 to 16½c. for mercantile combing, and 18c. for clothing. Unwashed is running at 9 and 10c. per lb.

TALLOW—Remains quiet at 2c. for rough. Dealers are paying 5½c. and selling at 6c.

PETROLEUM.

Trade is quiet in coal oils. Paint and lubricating oils are moving slowly at unchanged prices. We quote: 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; Canadian water white, 16 to 17c.; American water white, 18 to 19c.; photogene 20c.

The Petrolia Advertiser, in its weekly report, says: "Crude, 93c. per brl.; refined, 5¾ to 6¼c. in bulk, or 8½ to 9c. in car lots f.o.b here. The last transactions on 'Change left crude at 93c. per barrel. Yesterday, however, 93½c. was offered without any takers, and it is probable that we shall see crude in the neighborhood of a dollar before the end of the month. Refined is unchanged."

MARKET NOTES.

H. S. Howland, Sons & Co. have received a shipment of Butler's carvers and table and pocket knives.

Rice Lewis & Son are in receipt of another shipment of Ideal Building Paper, and are now in a position to fill orders.

Craig & MacArthur, western agents for McLaren & Co.'s belting, report that their firm is making a specialty of dynamo belting.

M. & L. Samuel, Benjamin & Co. are receiving numerous enquiries for their Bieder Adjustable Grass Catcher, illustrated a few weeks ago in HARDWARE.

H. S. Howland, Sons & Co. have a stock of pure Paris green arriving this week, put up in half pound and pound boxes; also in iron drums of 25, 50 and 100 lbs.

M. & L. Samuel, Benjamin & Co. have received a fresh supply of metallic horse

Fencing Wire

American Wire, plain and barbed, from stock or for import. Close prices and prompt delivery. Get our figures.

A. C. LESLIE & CO. Montreal and Toronto.

Our Specialty **PURE TURPENTINE** Our Customers Need fear no Adulteration

Every barrel guaranteed! We are headquarters for the Pure Article. Remember these facts when placing your orders.

FRANCIS, FROST & CO., 33 Front St.W., TORONTO



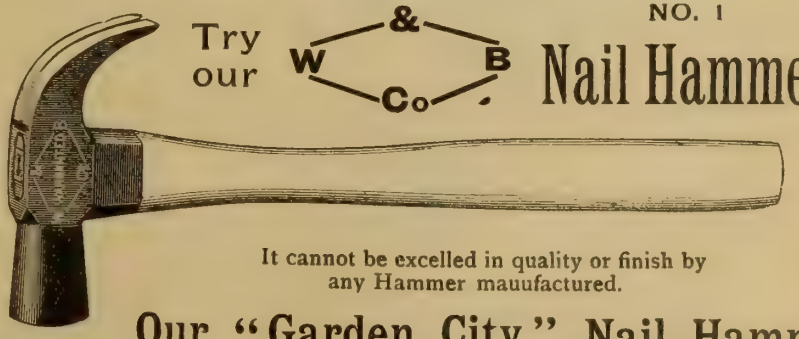
BEST ON THE MARKET.

Manufactured by Write for sample cards and prices.

The James Robertson Co. Ltd., Toronto

THE WHITMAN & BARNES MFG. CO.

Canadian Branch: St. Catharines, Ont.



Try our W & B Co NO. 1 **Nail Hammer**

It cannot be excelled in quality or finish by any Hammer manufactured.

Our "Garden City" Nail Hammer

GET OUR PRICES AND TRY OUR GOODS

Is the best and cheapest "Solid Cast Steel" Hammer on the market.

We aim to keep in stock a full line of Hammers, Sledges, etc., and will make prompt shipments. . . . . .

MARKETS.—Continued

pokes, but a good many of them have al ready gone out, the demand having exceeded the firm's anticipations.

The Gutta Percha & Rubber Manufacturing Co. have just closed a contract with the corporation of Kingsville for 1,000 feet of fire hose.

Samuel, Benjamin & Co. report that they have been unable to fill all the orders for their Fly Exterminator and American Axle Grease, but in the course of a few days they will have a fresh supply in stock.

Francis, Frost & Co. report their sales in pure Southern turpentine growing rapidly. "We handle nothing but the pure article, and our customers can rely upon our sup plying it to them," say the firm.

The Metallic Roofing Co. have just received contracts for supplying Owl brand corrugated and galvanized iron for covering Elias Rogers & Co.'s warehouse on the Esplanade, Toronto ; Brampton Gas Co.'s building and Oxford Manufacturing Co.'s building with Eastlake's shingles.

The Metallic Roofing Co. have issued circulars to the trade stating that owing to a big drop in raw material on account of the reduction in duties, they have been enabled to make a big reduction in prices, a list of which they have just issued, and which they will be pleased to mail to any interested in their goods.

The McClary Manufacturing Co. report these sales of steel rails: Two hundred tons to the Niagara River Electric Railway Co.; 50 tons to Toronto and Scarboro Electric Railway Co.; 70 tons of second hand rails to Gillies Bros. & Co., Braeside. They have also sold whole logging outfit for C. A. McColl & Co., Cartier. The logging outfit is composed of locomotive and 12 cars and 1¾ miles of light steel rails.

The Metallic Roofing Co., Toronto, have just issued a catalogue showing cuts of their "Eastlake" galvanized steel shingles, lathing etc., also containing over 60 pages of testimonials. The evidences of the popularity and quality of these shingles, etc., are not only shown in the large contracts which the firm are continually filling, but the countless testimonials which they have received, and a few which they have published in their catalogue. The firm have received over 1,000 of these testimonials from customers whom they have supplied with roofing material, and all of which speak in the warmest terms of the quality, durability, and style of these goods. That they have succeeded in producing roofing and other fire proof, durable and ornamental building material, is amply proven by "What the People Say."

UNITED STATES MARKETS.

NEW YORK, June 15, 1894.

PIG TIN—With cable advices of lower prices in London and no vigor to speculative interest here on anything more than strictly routine trade demand, prices went slightly lower. At 19.80c. net cash there were fairly free offerings of Straits tin for delivery this month and next, in lots of five tons or more, and it looked very much as though purchases could have been made at 19.75c. Apparently the market was weak and ordinary jobbing parcels, as well as round lots, could doubtless have been secured at some concession. In remote instances as low as 19 90c. was named, against the popular quotation of 20c., regular terms, for small lots.

COPPER—The market is somewhat unsettled. Lake Superior producers have so far satisfied the probable requirements of large home consumers that there is now comparatively little outlet here. The foreign markets have been carefully looked after as well, leaving little opportunity for business except on a rather small scale, as between suppy and demand there is a weighty difference that serves to keep prices irregular and low. It is easy to buy Lake Superior ingot at 9⅛c., and purchases could be made at 9c. net cash for July and later delivery. Electrolytic was at about 8⅞c. and ordinary casting stock at 8¾c. for future delivery, although a fraction higher on the spot.

PIG LEAD—During the past few days probably 500 tons common Western have been placed, prompt and near future delivery, at 3.27½ to 3.30c., delivered here or at common point. The business was effected quietly, but the results sufficed to hold the market quite steady in tone, and it looked doubtful that prompt shipments could have been secured at less than 3.30c. here, although a moderate quantity in up-town warehouse may yet be secured at 3.27½c., if not at a shade less. St. Louis wire to the Metal Exchange was 3.02½ to 3.05c. London cable quoted £9 2s. 6d. for soft Spanish.

SPELTER—The offering is more reserved than it has been for some time past, and previous lowest prices seem to have been withdrawn. To this extent the market is steadier, but values show no substantial improvement. About 3.45 to 3.50c. is the range on ordinary Western brands. St. Louis wire to the Metal Exchnnge is 3.20c. London cable quoted £15 10s. for good merchant brands.

ANTIMONY—Jobbing business is of about usual volume, and sufficient to hold prices quite steady at 8¾ to 8⅞c. for Hallett's and 10 to 10¼c. for Cookson's, in store.

TIN PLATE — Prices show very little change. There is nothing in the nature of free buying of goods on the spot, or for future shipment, and the market upon the whole presents a rather flat appearance. The only really suggestive feature is that manufacturers are asking a considerable premium for futures in anticipation of a livelier market ere long.

IRON AND STEEL—Slightly freer movement of pig iron is noted in some quarters. The improvement, however, is chiefly in the nature of shipping forward goods that were held in abeyance until very recently. New business is slow and of strictly commonplace type. Prices show no radical change. Old material has likewise met with slow sale, and the market remains bare of new features.

Rails and track fastenings remain dull and unchanged. Structural material is in limited demand also, as is most varieties of other heavy finished iron and steel, while the volume of business in the lighter products of mills and furnaces is very moderate.

PERSONAL MENTION.

W. L. Ogle, representative for the Gutta Percha & Rubber Manufacturing Co., is preparing for a trip in the Maritime provinces.

C. Thurston, of Providence, R.I., president of the Canada Screw Co., is on a visit to this country. He was in Toronto yesterday.

Walter Gross, of Montreal, was in Toronto this week looking up business.

ALUMINUM BRONZE.

FOREIGN exchanges report that H. N. Warren, of Liverpool, Eng., has been experimenting with aluminum bronzes, and has found that the presence of a very small admixture of boron makes a denser and more durable alloy. This aluminum boron bronze casts and melts well, and is free from some drawbacks met in working with the ordinary aluminum bronze. Producers of that alloy often complain of the difficulty experienced in obtaining a uniform mixture, for a difficultly fusible alloy sometimes forms on the surface of the molten portion, and being accompanied by surface oxidation, refuses to alloy with the remainder. The aluminum boron alloy forms at a lower temperature than when pure aluminum is used. In preparing this bronze Mr. Warren first makes ingots of aluminum containing boron in the same state in which graphite exists in cast iron. These ingots are made by introducing aluminum into a molten mixture of fluorspar and vitrified boriex anhydride which has been heated in an oxy-hydrogen furnace until fumes of boronfluoride appear. The boron is immediately reduced and it dissolves in the aluminum and the aluminum is rendered crystaline and brittle thereby. When added to copper in the proportion of 5 or 10 per cent. it forms the aluminum boron bronze in question, which is not brittle. The effect of boron on the bronze would appear to be quite different from that of silicon, which generally ruins all bronzes when present, even in minute quantities.

SITUATIONS VACANT.

HARDWARE CLERKS—INCREASE YOUR INCOME by showing The Hardware Dealer's Magazine to your local hardware merchants and manufacturers. Subscription $1.00 a year. Liberal commission. For sample copy, terms, etc., address D. T. MALLETT, Publisher, 78 Reade St., N.Y.

CHAINS



Coil, 7 sizes, Trace, Halter, Tieout, Post, Heal and Cow Ties,

Tie Weights and Evener Chains, etc.

The B. Greening Wire Co., Ltd.

Write for Catalogue.

HAMILTON, CANADA.

In

Portland Cements
Sewer Pipes
Chimney Linings and Tops

Calcined Plaster
Fire Bricks and Clay
Enameled Porcelain Sinks

Mortar Stains, and General Builders' and Contractors' Supplies

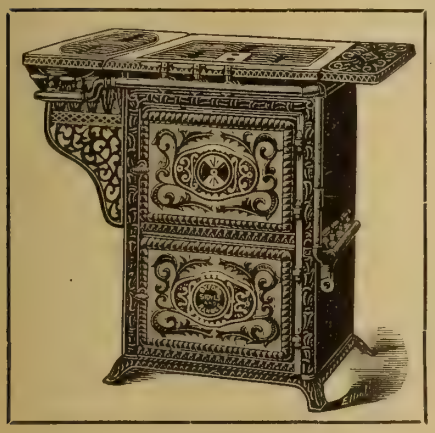
W. McNALLY & CO.

Carry the Largest Stocks and Quote Lowest Prices. . . .

MONTREAL

SUMMER # OXFORD **STOVES**

ECONOMICAL. EFFICIENT. BEAUTIFUL.



GAS RANGE.

Oxford Gas Ranges

5 SIZES.

Bakes, Boils and Roasts quickly and uniformly.

Are Immense Water Heaters

No Waste. No Odor.

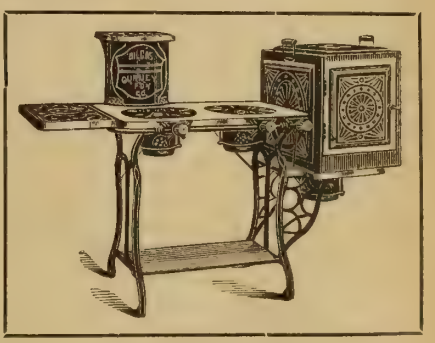
Oxford Oil Gas Ranges

5 SIZES.

Makes its own Gas as it Burns it.

Makes Gas from Ordinary Coal Oil.

Bakes, Roasts and Boils perfectly. No Odor. Cost of Fuel ½c. per hour. No Wick.



OIL GAS RANGE.

PEOPLE WILL ASK FOR THEM. YOU MUST HAVE THEM.

Send for Price List of our Latest Production **THE OXFORD GRADUATE** Wood and Coal Cook Stove.

THE GURNEY FOUNDRY CO., LTD., Toronto. THE GURNEY-MASSEY CO., LTD., Montreal.

TRADE CHAT.

EARLY Wednesday morning burglars broke into the general store and post-office owned by A. Wheeler, Glen Williams, and secured considerable cash, postage stamps, tobacco and other goods.

The Tie-Plate Co., of Hamilton, is applying for charter of incorporation.

The Ontario Engine and Machine Co., Ltd., Toronto, is applying for incorporation.

The Benjamin Manufacturing Co. is beginning business in Yarker, Ont.

Mulhall says that the life of a locomotive is usually fifteen years, and its earning $300,000.

Cheap advertising, like cheap shoes, cheap lawyers, or cheap doctors, is generally dear at any price.—Printers' Ink.

Gourley & Rankin's general store, Maple Creek, was totally destroyed by fire a few days ago. Loss, $15,000; insurance, $11,000.

Kettles for boiling purposes are now made with tubes running diagonally through them, on the principle of the locomotive boiler. Water will boil very quickly in them.

"Have you any more of those genuine antiques?" asked Mrs. De Porque. "No'm," replied the dealer. "These strikes has kep' us away behind with our orders."—Washington Star.

P. Buckley, hardware merchant, is having the front of his store repainted and the dust removed from the plate glass in order that the customers can see his fine new stock of hardware.—Review, Paris.

The Drury Nickel Co., of Sudbury, will be wound up. Henry Barber & Co., Toronto, have been appointed liquidators. Liabilities placed at $61,000, with stock valued at $650-000. The assets are estimated at $1,000,000.

The Atlantic cable now being laid between Ireland and Nova Scotia is a notable piece of work. It is about 1,200 miles in length and contains more than 1,000 lbs. of copper, and is armored with 10,000,000 lbs. of steel wire.

Tolton Bros. shipped this week a large number of their celebrated pea harvesters to the State of Wisconsin. They have received a large order for the same machines from the State of Michigan. This speaks well for this enterprising Canadian firm.—Herald, Guelph.

Coppersmiths in England have adopted a line of work that is meeting with great success. They are reproducing all the old fashioned shapes in jugs and vases in burnished copper. The old leather bottle shapes look very inviting in metal, and can be copied with surprising accuracy.

Speaking recently at a meeting in Newcastle, Sir Robert Ball hinted at the approach of a time when posterity might have to construct machinery that would be worked with heat obtained by the direct action of the sun's rays. He showed on the screen a machine which, by means of a reflector, heated the water in a boiler large enough to generate the steam required to move a small printing press.

A new office is being built on Charlotte street, on the Jones property, near Union street, for J. S. Gibbon & Co, coal merchants. R. N. Dean is the builder. The office will be finely finished and well suited for the accommodation of the energetic merchant's numerous patrons.—Gazette, St. John, N.B.

Letters patent have been issued incorporating John Laurie, Walter Hunter Laurie, Albert Azro Ayer, Richard B. Angus, Gilman Cheney, John Kennedy, John McKergow, Thomas Edmund Lamb, James T. Gaffney, Abner Kingman, Thomas B. Brown, Harold Lawton and James A. Ogilvie, of Montreal, for the purpose of carrying on business as builders of steam engines and machinery generally, by the name of Laurie Engine Company, with a capital stock of $250,000.

For two or three years past Japan, with an annual output of about 3,250,000 tons, has had more coal than it needed for home consumption, and with characteristic enterprise the Japanese have been looking for foreign markets. Their exports now amount to fully 1,225,000 tons a year. There was some talk of shipping coal to California, which has not yet, however, been done to any extent; but several cargoes have been sent to Bombay and there found a market.

A method of raising sunken vessels by means of balloons has been invented by two Russian engineers, Nowitzki and Pokrschiewnikitz, who tested their system last August by raising a sunken boat in the Weichsel, near Warsaw. The boat lay at a depth of 9 metres (30 feet), and the engineers sent down divers with two waterproof balloons, which were fastened to the sides of the boat and then inflated with air. We understand that the experiment was so successful that the inventors have approached the English Admiralty, and are now in treaty for the raising of the ill-fated Victoria, which was sunk in the Mediterranean in June last.

J. Finlay & Son, of the Sarven Hub and Wheel Factory, have just purchased a fire engine from the Lindsay town council. The machine cost $1,600 when new, and with the addition of a few repairs, which were made the other day at the Norwood foundry, it is now in good condition for fighting fire. At at a trial on Monday the engine drew water from the creek and threw a heavy stream over the smoke stack of the factory. The equipment includes hose reel, 100 feet of rubber hose and 50 feet of suction hose. A building to contain the engine and appliances will be erected opposite the factory and in close proximity to the creek, where it will be always in readiness to protect the property of the firm against the ravages of that devouring element, fire. — Register Norwood.

Geo. A. Richardson, hardware merchant, and C. L. Nelles, of the City Bookstore, have gone extensively into a new advertising scheme—that of placing mile posts on the roads leading to the city. They have altogether 73 mile posts, reaching all the towns within a radius of 10 miles on some roads, and 18 on others. The distances having been correctly measured from the post office, they are proving of great benefit to the farmers and traveling public. The county and township councils have been kind enough to accept them and place them under the protection of their road commissioners, so that any one destroying them will be punished to the full extent of the law.—Herald, Guelph.

ANCIENT PIGS OF LEAD.

SOME interesting relics of the mining industries carried on so extensively in Britain during the Roman occupation are unearthed from time to time in England. A recent find of a very fine pig of Roman lead on the moors near Matlock, in Derbyshire, is chronicled by the Iron and Steel Trades Journal of London, which gives the following interesting description of the same: "It weighs about 170 lbs., has an inscription on its upper face, and in all respects agrees with the numerous other pigs of Roman lead found in various parts of Britain. The inscription, divested of ligatures, is P·RVBRI·ABASCANTI·METALLI·LVTVDARES. The last word stands for Lutudarensis, according to the somewhat arbitrary Roman fashion of abbreviating by omission of final letters or syllables, and the whole means (the lead of) P. Rubrius Abascantus, of the Lutudarensian mine. Lutudarum, or (as we used to miscall it) Lutudæ, is a place somewhere in the lead districts of Derbyshire, near Matlock or Wirksworth, which has produced other pigs of lead labeled MET·LVT, METALL·LVTVD, and the like. Abascantus may be supposed to be the lessee of the mines, which were State property by Roman law Lead mining appears to have been far the most important of the mineral industries of Roman Britain. It was carried on extensively not only in Derbyshire but in Flint, Shropshire, and on the Mendips, at which latter place the deposits, being on the surface and accessible, were soon worked out, despite a law to restrain production. It is curious that the Derbyshire mines are the only ones in Britain where private lessees are named. The pigs from all the other mines bear emperors' names; four out of five varieties traceable to Lutudæ resemble in a general formula the lately found; the fifth bears the name of Hadrian.

GLASS SCREENS.

AN interesting series of experiments, according to reports in a German technical paper, have been made by Richard Zsigmondy, of Vienna, on the transmission of heat through different kinds of glass. It has long been known that bodies equally transparent did not let though the heat that accompanied the light with corresponding freedom, and, furthermore, that some opaque bodies permitted the heat to pass freely. Ordinary clear glass cut off a portion of the heat, and this quality adapted plate glass to be used as fire screens. Rock salt, on the other hand, permitted both light and heat to pass freely, while a black solution of iodine, which cut off the light entirely, offered very little obstruction to the radiant heat. All these and many similar facts have been known for a number of years, but there is still a good deal to be learned in the field of heat and light transmission if valuable practical results were to come of the investigation.

Mr. Zsigmondy in the experiments alluded to began with the idea that alum resisted the heat rays, and so he had glass made containing a large per cent. of alumina, but while the results showed a much greater amount of heat cut off by the alum glass than by ordinary glass, there was reason to suspect that the difference was rather due to the presence of iron on the surface than to the salts of aluminum in the body of the glass itself. Without describing the experiments in detail it is enough to say that, acting on the suspicion that the iron was the cause of the glass cutting off the heat, a number of specimens of glass were prepared containing from 1 to 4 per cent. of iron oxide. The first sample, containing 1 per cent., was for certain reasons the most satisfactory. The glass was about ⅓ inch thick and of a light blue color, and when tested with a gas flame it permitted less than 1 per cent. of the heat to pass, while with ordinary glass of similar thickness 60 per cent. of the heat was transmitted. Tested by the sun the iron glass transmitted 12 per cent. of the heat, compared with 86 per cent. transmitted by common glass.

The possible application of this discovery, remarks Iron Age, is of more than usual interest, for there is a very wide field of application to a greater or less transparent glass that will at the same time be opaque to radiant heat. The color would furthermore be an advantage in many instances, for it would add to the decorative effect of the glass. Plate glass screens for open fires could be made of such a glass to advantage, but perhaps what would be of the greatest usefulness would be lamp shades and chimneys around wicks burning kerosene. Nowadays lamps are used a great deal for evening reading as well as for general illumination, and if a transparent shade could be made which would cut off the heat from the face and head of a person reading near by, the effect would be decidedly pleasant and also probably of advantage to the health. It is to be hoped that this reported discovery is not like those many rumored inventions which are always being announced as going to revolutionize the world and which never amount to anything more than a rumor. The discovery we have referred to is, however, entirely probable, and furthermore is reported by a German technical paper of high standing.

ONTARIO GOLD MINES.

A COMMUNICATION from the pen of T. D. Ledyard appeared in a Toronto paper a few days ago on the subject of Ontario gold mines.

So far as at present known, he says, we probably cannot expect any alluvial gold mines in Ontario, but must confine ourselves to quartz mining or to ores which are contained in veins. But these are the kind of mines which may be expected to be lasting and to yield large quantities of gold, although the amount per ton may be small. For modern improvements in mining and milling have lessened cost so much that a very low grade ore will now pay if found in quantity. Everything connected with modern mining is now reduced to a system, crushing mills and concentrators are to a great extent automatic, and if there is a large supply of ore which will yield a profit the mining and milling of it is as legitimate and safe as almost any other business. You quote a case in which ore yielding 65 cents per ton was mined and milled at a profit.

This was at the Spanish mine in California, where the ore could be quarried and delivered to the mill at a total cost of less than 32 cents per ton.

The mills used at this mine have for several years maintained their reputation as being very effectual and economical on a certain class of ores, particularly those which contain much sulphurets, similar to most of our Ontario gold-bearing ores. The average cost of milling the ore of the Spanish mine by four Huntington mills for four months was less than 25c. per ton, and they crushed an average of 136 tons per day.

The last yearly report of the Alaska Treadwell gold mine in Alaska shows that a dividend of 7½ per cent. was paid on a capital of five millions.

The average value of all the ore treated during the year was $2.94 per ton, including sulphurets. The wages of white labor ranged from $3 to $6 per day, and other expenses were proportionately high, yet notwithstanding this they paid a dividend of $375,000 for the year, on ore yielding less than $3 per ton.

Ores yielding less than $4 per ton, of which one-third of the value is in the sulphurets, are now being worked profitably in North and South Carolina, one mine producing over 100 tons per day. A little more than 100 miles east of Toronto are ores much richer than these.

At the Carscallen mine in Belmont township, Peterborough county, the result of milling operations showed an average yield of at least $10 per ton, and probably better than this could be done with a mill best suited to the ore.

A mill test of ore taken from near the surface at the Ledyard gold mines, on the lot adjoining the Carscallen property, yielded $25.40 per ton by mill test, and ore much richer than this has since been mined.

At these mines there appeared to be large quantities of ore which can be mined very cheaply, one place where several veins meet having the appearance of a large quarry from which three or four miners could produce 20 tons of ore daily, sufficient to supply the Huntington mill which is now being put up.

Numerous other places in the same district have good shows of gold which should pay well by intelligent working; and as nothing would add so quickly to the wealth of the country, it is to be hoped they will soon be developed.

Yours, etc.,
T. D. LEDYARD.

Toronto, May 26.

Coin in the slot gas meters are to be tried in San Francisco. An English gas journal stated that 75 of such meters have been shipped to that city from Glasgow, Scotland. They are adjusted to deliver 125 feet of gas for every 25-cent piece dropped in the slot.



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price)

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
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This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS

Sent, postpaid, on receipt of price.

HARDWARE MERCHANT
TORONTO.

SHOP NOMENCLATURE.

EVERY trade, says Metal Worker, is prone to develop a distinct dialect or set of technical terms and phrases—as a rule, most appropriate to its character but likewise almost unintelligible to the outsider. The machinist can talk a language that is no clearer to the unitiated than that of the abstruse scientist, except, perhaps, because of a certain symbolic meaning to be found in many of the technical terms. In fact, one cannot fail to be impressed with this spirit of symbolism as he hears the familiar names of parts of the human body applied to inanimate tools and machines. The character and use of the lower portion of a machine is vividly presented to the mind when it is called a leg or a foot; the terms "body," "head" and "back," mechanically applied, are immediately clear to us, while there appears at once a fitness in the "arms" of a pulley, the "hands" of a watch or the "fingers" of a clutch. "Eyes" and "ears" are certainly suggestive terms when they refer to objects with which the machinist has to do, and so we find both similarity of form and use existing between the human jaw and teeth and the "jaw" of a vise or the "teeth" of a saw. Seemingly, having exhausted the body as a source, the versatile mechanic has turned to the clothing we wear. He can show one either a "shoe" or a "cap;" will place a "button" where it will do its duty as a knob or will hold two pieces together; he will even fit a "collar" or a "sleeve" over a shaft. All this in the way of curious terms and striking resemblances, but there is withal an important side to this matter of technology, or rather technical dialect. As it is well to-day that all men of science and letters can communicate through one language, the Latin (although it be dead to the world at large), so it is desirable that, at least within the limits of our own English tongue, there should be agreement among technologists, professors and artisans as regards technical terms and their definitions. For this dialect changes with the locality. Words that are familiar to us upon this side of the Atlantic are simply unintelligible to the English mechanic, and perhaps even more generally the reverse is the case. Thus the pitman of the Englishman or of our own old millwrights becomes the connecting rod of to-day and of this country. The punching bear is almost unknown to us by name, but the term screw punch is at once suggestive and explanatory of a common tool. The tap bolt of one locality is the cap screw of another, and so on. Mechanical and technical dictionaries of course serve to clear up some of the difficulties, but nothing is truer than that the lexicographer records but does not originate the terms or their definitions. In many a shop the origin of certain accepted titles can be traced back to the facetiousness of some workman who in the spirit of humorous comparison gave a symbolic name with such fitness that moral suasion could not overcome it. In fact, things must have a name and if not well christened they are sure to be badly nicknamed. Indeed, it is common to find an article known by one name in the office and drafting room and by another entirely different in the shop. Thus the simple and explanatory title "bed" (of an engine) was found in one case to have been turned into "bullhead" by the moulders, notwithstanding that there appeared neither symbolic nor sentimental reason therefor. The draftsman is often much troubled by this action on the part of the workmen. He gives his drawing a certain title or makes an itemized list of the parts, giving to each a name, but finds subsequently that his terms and titles when expressed in shops are not perfectly intelligible. His titles are likely to be long, but intentionally comprehensive, nevertheless his "regenerator spring rod clamp" is likely to be christened by the workman with a name, perhaps, less explanatory, but assuredly simpler and shorter. In this matter there should certainly exist the spirit of co-operation. There is no use in trying to make a bird sing that won't sing, and therefore there should be such agreement upon terms and titles that no misunderstanding can possibly arise.

EXPENSIVE ECONOMY.

THAT cheap things are not always the best, remarks American Artizan, is an old copy-book maxim so well known as to need no enlarging upon here, but all the same the obvious truth which is contained in these words is not perhaps as fully taken to heart as it should be. There is the question of employees. It is poor economy in one way, if not in another, to take the cheapest help obtainable, as more than one close-fisted employer has found to his cost.

We know of the case of a hardware merchant out in Iowa, who anathemizes himself furiously whenever he thinks of something he did a few years ago. He had an elegant location and a first rate clerk who knew his business and knew it thoroughly. One day a man fairly well along in years came to his town and offered to work for $6.00 a week less than this merchant was paying his clerk. As his recommendations were a No. 1, and as he evidently was away up in the hardware business, this hardware man discharged his old clerk and took in this new man. For three months this merchant was proud as a peacock at the change he had made. His new clerk was sharp, affable, a ready salesman, and in spite of all his great merits he was cheap—dirt cheap. But one day Mr. Clerk resigns his job, and in a little while there was a new store in that little Iowa town, and Mr. Merchant realized that somebody had stolen a march on him.

The Hardware Trade Journal, a leading English hardware journal, discussed in a recent issue this same question. The point of view taken is a very narrow one and shows a decided tincture of national jealousy, but at the same time, we must acknowledge it is but the transference of this question of the unwisdom of "expensive economy" in choosing employes, from the isolated case of a close-sighted Iowa hardware dealer, to a general one involving two great nationalities. Says the Hardware Trade Journal:

"It appears that Germany just now is in difficulties as to what to do with its boys, and special circulars are being despatched in a wholesale manner to German consuls and business men abroad, requesting full information in the matter of openings for industrious, disciplined and well educated youths. We have already had occasion to comment upon the excellent conduct of young Germany as a clerk. He is, as a rule, sober, industrious, painstaking and frugal, well educated, a master of two or three languages, and cheerful in obedience to orders. He is as a whole superior in most of these qualities to his English competitors. As a clerk, however, he is only in rivalry with fellow-clerks, and is prepared to underbid them all round with employers who are not given to the exercise of much foresight. But a day of reckoning comes, when the industrious Teuton has learned his employer's business, as he does sooner or later. Then the competition is somewhat more serious, and the wisdom of securing a cheap clerk begins to wear another aspect. It is at this moment that the unthinking merchant realizes his mistake for the first time."

In buying goods of various kinds, economy is apt to be expensive. A highly improved and well constructed article can not be sold as cheaply as an inferior article. Better materials, better construction, better workmanship, must play some part in the determination of selling price, and no one can buy a ten dollar article for five dollars, as no one can long stay in business who ventures to sell at such losing figures. There is a minimum price at which goods can be sold, provided they are manufactured out of high grade standard material, and are well made, and if these goods are offered lower than this price (provided, of course, that their manufacturer is not in possession of special machinery or other special facilities which his competitors cannot obtain) then it stands to reason that lower grade materials, or a poorer quality of workmanship is used in their construction, and sooner or later this inferiority must tell in lack of durability, poor operation, breakage of parts or some other way. Of course we do not mean as being understood that a ten dollar article is better than a competing one sold at five dollars. When a man tries to sell us one of the former we not only call on him to prove that it is better than the other article, but that it is fully five dollars better as well. Wise economy is an essential part of business success; but economy for its own sake, practiced on every possible occasion, is a very expensive policy in the iron gun.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE Thomas McDonald Manufacturing Co., Montreal. A. W. Stevenson has been appointed liquidator.

G. W. and W. Ayer & Co., traders, Magog, Que., have assigned.

A. G. Miles, plumber, Hamilton, has assigned to Walter Anderson.

J. D. Therion, general merchant, St. Manique, Que., has assigned.

A. C. McKinnon, general merchant, Spring Hill, N. S., has assigned.

C. H. Keith, general merchant, Petitcodiac, N.B., is asking an extension.

J. B. Nadeau, saddler, Montreal, is offering to compromise at 50c. on the dollar.

P. Pepin, hardware, Montreal, has had a demand of assignment made upon him.

C. U. Lacascrox general merchant, Montebello, Que., has assigned to A. Lamarche.

Langlois & Lalonde, plumbers, Montreal, are offering to compromise at 25c. on the dollar.

Joseph A. Boucher, tinsmith and roofer, Montreal, has compromised at 30c. on the dollar.

Anderson Bros., general merchants, Kensington, P.E.I., are offering to compromise at 30c. on the dollar.

George R. Batson & Co., fish and general merchants, of Campobello, N. B., have assigned without preference.

Park & Co., tanners, Newmarket, have assigned to E. R. C. Clarkson; liabilities of $35,000 with assets nominally the same.

The Drury Nickel Co., Worthington, has gone into liquidation, and Henry Barber, Toronto, has been appointed liquidator.

S. B. Horner, general storekeeper, of Sault Ste. Marie, has assigned to W. A. Campbell. Liabilities not known, but assets will amount to about $25,000.

PARTNERSHIPS FORMED AND DISSOLVED.

St. Jean Freres, hardware, Montreal, dissolved.

Price & Allison, general merchants, Norton Station, N.B., have dissolved.

Dunlop, McKim & Downes, general merchants, Wallace, N.S., have dissolved.

Theo. Delage & Co., hardware and paints, Montreal; partnership registered Theo. Delage as manager, and E. St. Denis special partner for $200 for five years.

E. A. Dyer, Leon Dyer and Horace S. Bigelow have registered a partnership in Sutton, Que., to carry on business as general merchants under the style of Dyer & Son.

McMorine Bros., general merchants, Richmond, Que., have dissolved, and a new firm has been formed composed of Samuel McMarine and John McMorine, Jr.; style unchanged.

F. H. Sleeper and Chester C. Edwards have registered a partnership in Montreal to carry on business as manufacturers of electrical appliances, under the style of F. H. Sleeper & Co.

SALES MADE AND PENDING.

The stock of Joliffe & Co., furniture and carpets, Toronto, is to be sold by auction on 27th inst.

J. E. Aylesworth, stoves, tinware, crockery, etc., Brandon, hardware stock sold to — Murdock.

The stock of W. J. Nicholson, general merchant, Riceville, has been sold at 61c. on the dollar.

The stock of Thibaudeau & Co., general merchant, St. Eulalie, Que., has been sold at 55c. on the dollar.

The stock of J. Muckleston & Co., wholesale hardware, Kingston, has been sold to George Sears at 40c. on the dollar.

The stock of George Diehl & Co., manufacturers of mantels, tiles and grates, Toronto, is to be sold by auction 26th inst.

CHANGES.

C. J. Pilkey, machinist, Stratford, has sold out to A. M. B. French.

W. A. Milne, general merchant, Parkhill, has sold out to D. J. Dutton.

E. Webster, general merchant, Niverville, N.S., has sold out to J. R. Marsh.

Samuel Cameron, general merchant, Lorneville, has sold out to J. Gilmore.

The Wells Hardware & Plumbing Co., Brandon, is reported to have sold out.

J. C. Mitchell, hardware, Estevan, Man., has been succeeded by Murdock McLean.

J. L. Fenn & Co., hardware and stoves, Bracebridge, has sold out to Tillson & Whitten.

W. Bingham, painter and livery, Mount Forest, has been succeeded by Stephen & Lamont.

Jessie McKnott, wife of Ronaldo D. Greet, has been registered proprietress of the Warren Scale Co., Montreal.

Marcelline Paradis, wife of Edouard Ferland, has been registered proprietress of the firm of M. Paradis & Co., general traders, Quebec.

FIRES.

James Coates' foundry, Bradford, has been burnt out.

J. H. Davey, lumber and shingles, Bradford, has been burned out.

Love & Tryon, general merchants, Grenfel, Man., have been burned out.

Just a little order,
Just a little talk,
Just a little salary,
Just a watch in hock,
Just a little mileage,
Just a snub or two,
And then the average traveling man
Is feeling mighty blue.

—Binghampton Republic.

Roofing and Building Paper

Tarred Felt,
Dry and Tarred Sheeting
Building Paper,
2 and 3 Ply Ready Roofing,
Pitch, etc.,

In stock here for the convenience of the Trade.

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TELEPHONE 2164.

OUR SALES OF
"BURHAM" Portland Cement
For the past 8 months have been
25,499 CASKS.
"BURHAM" Brand outranks all other
Try it and be convinced. . . . .

Sole Consignees for Canada,
McRAE & CO., OTTAWA

MUNN'S LIQUID GLUE
IS THE BEST.

THE ART METROPOLE, Agents.
131 Yonge Street, TORONTO.



THE
Eureka Refrigerator,
PATENT.
Manufactured by the
Eureka Refrigerator Co., of Toronto.
54 Noble St.
Wilbert Hooey
Manager

This cut shows our grocer refrigerator in three sizes. We also keep in stock a large assortment for family use.
Send for Catalogue.

1879—ESTABLISHED—1879
Essex Handle and Wood-Turning Works



Next in importance to the Axe, comes the Handle.

Our shaved pattern is pronounced by choppers to be just right. If you do not sell them it's time you did, because they are what the people want who use axes. If you do not get them from your wholesale house send direct to

GARDNER BROS. & CO.,
Manufacturers all kinds of Handles and Wood Turning
ESSEX, ONT.

DOWSWELL BROS.

HAMILTON, ONTARIO

MANUFACTURERS OF

Clothes Wringers, Mangles, Churns, Washing Machines, and Household Specialties

Prices are low but you will find our goods first-class. Send for Catalogue. . . . .

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W. L. HALDIMAND & SON, - Montreal

RAMSAY'S PURE WHITE LEAD

PARMENTER & BULLOCH

Manufacturers of

Rivets, Burrs, Wire Nails Of every Description

Carpenters' Braces, and other Hardware lines.

SPECIALTIES:

Tubular, and Bifurcated or Slotted Rivets, Lacing Studs, Rubber Arctic and Leather Shoe Buckles, and Shoe Braces. Write for Illustrated Catalogue and Price List.

Head Office and Works: CANANOQUE, ONT.

BRANCH WAREHOUSE:

32 and 34 St. Dizor St., Montreal



"BUILD TO-DAY THEN, STRONG AND SURE, WITH A FIRM AND AMPLE BASE." —Longfellow.

DO YOU?

WISH THUS TO BUILD, an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors.

AUSTRALIAN TIN.

AUSTRALIA, as is well known, is one of the tin bearing countries, from which supplies of the metal find their way to the United States. The principal stanniferous deposits of that country are found in the colony of New South Wales, where they were discovered as far back as 1853. It was not, however, until 1872 that they began to be systematically worked. From recent statistics of the mineral production of New South Wales, furnished by the Colonial Department of Mines, the quantity of tin raised and exported during the 21 years ending December 31, 1892, was 121,912 tons, valued at $31,236,368. This includes tin in the shape both of ore and of ingots. The Iron and Steel Trades Journal of London observes that the production of the metal is now one of the settled industries of the country, and, as the supply is practically unlimited, the quantity raised depends almost entirely upon the price realized. There are no tin manufacturers in New South Wales, and although the mineral is so plentiful in the colony, the whole of the manufactured tin used for canning meat and fruit and other purposes has to be imported. The quantity of tin plates imported during 1892 amounted to 62,078 packages, of the estimated value of $237,875. There were also 19,033 packages of tinware, valued at $80,613. Practically the supply of tin in the colony is inexhaustible. Up to the present time the deep deposits and lodes have scarcely been touched, the bulk of the metal obtained being in the form of stream tin.

INSOLVENCY BILL.

The Insolvency bill was considered by the Senate in committee on Tuesday, and, after a discussion of a couple of hours, the Senate adjourned, leaving the matter precisely where it was when it was taken up. The point under discussion was whether the bill should be restricted to traders or whether it should include farmers within its operations. Several of the Senators condemned the measure, and declared it ought not to become law. "Who wants the bill?" asked Senator McCallum, and Senator Dickie answered, "The bankers and the wholesale merchants, but the people, whom it chiefly concerns, have never been heard."

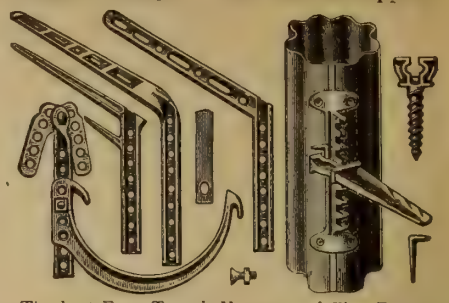
TOO SMART FOR HIM.

Brown—No, I won't do any business with that man!

Robinson—Why not? He stands well in the trade.

Brown—He was engaged to be married to my wife and broke the engagement. I don't do any business with a fellow who is so much smarter than I am.—Hallo.

BERGER BROS. Tinners' Hardware and Roofers' Supplies



The best Eave Trough Hangers and Pipe Fasteners on earth. Berger's Long Eave Gutter, Pipe Hooks and Fasteners of every description. Also Ridging, Crestings, Finals, Registers and Ventilators. Don't buy until you have our price. Samples and catalogue free.

237 ARCH ST., PHILADELPHIA, PA.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

REST YOUR EYES

All oculists and practical scientists in general agree that it is a good thing to rest the eyes occasionally during the day by looking at a GREEN DISC for 20 seconds, at intervals of 2 to 3 hours. Drop us a postal and we will mail you a GREEN DISC.

JOHN LUCAS & CO. Philadelphia New York Chicago

Paint Manufacturers.

Warranted



in every respect.

H. Boker's B. & S. pattern.

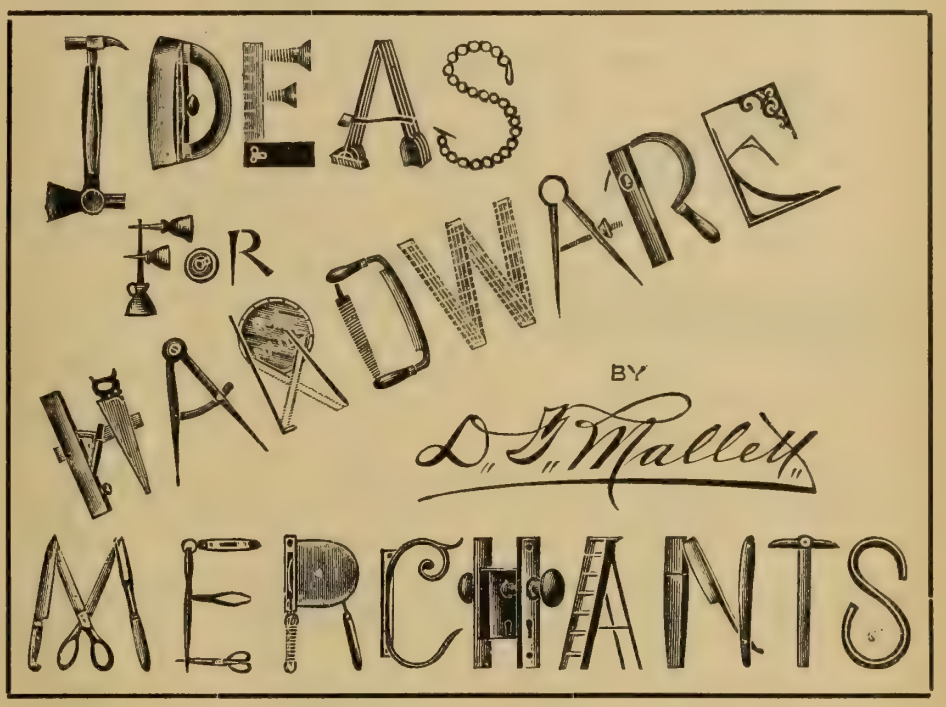
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Toilet Clippers

ARE THE LEADERS IN THE CANADIAN MARKET

You Lose More Than We Do

If you do not buy a copy of "Ideas for Hardware Merchants" at 50 cents . . . . . .



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On receipt of Fifty Cents this valuable work will be forwarded you, postage prepaid. Edition limited.

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J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.



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Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.



W. & S. BUTCHER, Sheffield, England, Makers for over *ONE HUNDRED YEARS* of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND.

OR



OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
traits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
M.L.S. equal to Bradley		
I.C., usual sizes	$5 50	$5 75
I.X., "	6 75	7 00
I.X.X., "	8 00	8 25
Raven & P.D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½ x 17	3 50	3 75
D.X.,	4 50	4 75
D.X.X. "	4 75	5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	3 35	3 50
I.C., special sizes	3 60	3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	6 75	7 00
I.X. Terne Tin	8 75	9 00
Old process I.C.		13 00
" " I.X.		16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½	6½
26 "	6¾	7
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 85	1 90
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "		2 40
Hoop " "		2 40
Swedish " "	4 00	4 25
leigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

½-inch	10½c
-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 50
22 to 24 "	2 35
26 "	2 45
28 "	2 65

Canada Plates.

All dull	2 50	2 55
½ polished	2 55	2 60
All Bright		2 85

Iron Pipe.

Wrought 67½ to 70 and 10 p.c.
Galvanized, 45 to 50 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4¼, 4½
26 gauge, "	4½, 4¾
28 " "	4¾, 5

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4⅞
" 5-16 " "	4¼ 4½
" ⅜ " "	4⅛ 4⅜
" 7-16 " "	3¾ 4
" ½ " "	3⅜ 3⅝
" ⅝ " "	2⅞ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10½ 0 11
Lake Superior	0 10½ 0 11

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square 1 to 2 in	0 19 0 21

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 15 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 16 0 17

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 18 0 19
" 35 to 45 " "	0 16 0 17
" 50 lb and above per lb	0 15 0 15½

Boiler & T. K. Pitts.

Plain Tinned per lb	0 19
Spun "	0 21

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04½ 0 04¾

Zinc Sheet.

5 cwt casks	0 05 0 05½
Part casks	0 05½ 0 05¾

Lead.

Imported Pig, per lb	0 02½ 0 02¾
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.	
Bar Half-and-half (guar.)	0 14	0 15
Standard	0 13	0 14
Wire	0 17	0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10½ 0 11
Other makes "	0 9½ 0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4½ 4 75
No. 1 Do "	4 50
No. 2 Do "	4 25
No. 3 Do "	4 00

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon		$1 05
2nd qualities "		0 90
Barn (in bbls)	0 80	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian " " "	
Paris Green, per lb	0 12½ 0 15
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 69
Extra "	0 90
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 85
No. 1 Carriage "	1 30
Gold Size Japan per gal.	1 00 1 20
Pure Orange Shellac "	1 95 2 05
Hard Oil Finish	1 30
Oil Shellac	1 40
White Shellac	2 25

Linseed Oil (in bbls)

Raw, per gal	0 53½
Boiled "	0 56½

Turpentine (in bbls)

Selected Packages, per gal	0 42 0 43

Castor Oil.

Best, per lb	0 06⅞ 0 06¾

Cod Oil.

Cod Oil, per gal.	0 50 0 51

Glue (in bbls)

Common,	0 07½ 0 08
French medal	0 09½ 0 09½
Cabinet, sheet	0 11 0 12
White, extra	0 16 0 18
Gelatine	0 20 0 30
Strip	0 16 0 18
Coopers	0 19 0 20
A 1 clear	0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 15 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils

Per lb	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's per doz	13 00 20 00
Adjustable " each	5 50 6 50
Post Hole, Vaughan's, each	1 35 1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing	per gross	0 65 1 59
Pegging,	"	0 65 1 25
Brad,	"	0 85 1 60
" handled	"	3 60 7 30
Saddlers'	"	0 45 1 60

Awl Hafts.

Patent Peg, per gross / " Sewing, "	7 25 8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30

Axes.

Per box	6 00 12 00

Axle Grease.

Per gross	7 00 13 00

Bath Tubs.

Zinc discount	4 00 4 50
Copper, discount, 40 and 10 to 40 pc. off Revised list.	
Steel Clad 20 p.c. dis.	

Bells—*Hand.*

Brass, 60 to 66⅔	
Nickel 50 and 10 to 60 p.c	

Door.

Gongs, Sargant's	5 50 8 00
" Peterboro, dis. 50 per cent	

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00 5 00

House.

American, per lb	0 35 0 40

Bellows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35,40 per cent	

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 per cent.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz	5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmcur's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's,	per doz	0 65 0 90
Diamond, Shell	"	1 00 1 50
Nail and Spike,	per gross	2 25 5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking	9 00
" 2, " "	4 50

Blind Rollers.

Annex	per doz.	1 25 1 75
Mascot	"	1 35 1 85
Erminie	"	1 12 1 20

Blind and Bed Staples.

All sizes, per lb	0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00 7 50

Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.

Vegetable, per doz., dis. 37½ per cent		
Henis, No. 8	"	6 00
" No. 9	"	7 00
Queen City		7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 pc.,
Loose Pins, " 65 & 10 to 70 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardin Scissors, per doz.	3 75 4 50

Card.

Horse, per doz	0 60 1 00

Carpet Stretchers.

American, per doz	1 00 1 50
Bullards "	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World "	21 75
Daisy, "	24 00
Star, "	18 00
Crown Jewel, per doz	29 00
Grand Rapids, "	30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc.	to 50 and 5
Plate dis. 50pc.	per cent.

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25

Cement.

Portland, car load lots	2 70
Thorold "	1 10
Queenston "	1 10
Napanee "	1 10

Chalk.

Carpenters' Colored, per gross	0 45 0 75
White, lump, per cwt	0 60 0 65
Red	0 05 0 06
Crayon, per gross	0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.

Tanged Firmer per doz	0 85 4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprize, No. 0	1 35
" No 2	2 70

Compasses, Dividers, etc.

American, dis., 60⅓ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, "	2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent.	

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star, "	2 80 3 90
Fenns Corkstops, No 2 p.doz	1 70
Petroleum, per doz	4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto FileCo., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	4 00

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c:

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65 2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1 20-25	2 40	1 75	....
26 to 40	1 40	2 70	2 00	....
41 to 50	....	3 10	....	4 50
57 to 60	....	3 40	....	5 00
61 to 70	....	3 70	....	5 50
71 to 80	....	4 10	....	6 25
81 to 85	....	4 50	....	7 00
86 to 90	....	....	....	8 00
91 to 95	....	....	....	9 00
96 to 100	....	....	....	10 00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary.	
1st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass

Pilkington's ordinary.	
1st break	4 0
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	0 30
Enamelled "	0 55

Grindstone Fixtures.

P. S. & W., per doz	3 88 4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis
Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10 1 50

Sledge

Canadian, per lb	0 12½ 0 13

Ball Pean.

English and Can., per lb	0 25 0 30

Handles.

Axe per doz	00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00 1 25

Plane.

American, per gross	3 15 3 75

Hammer and Hatchet.

American, per doz	0 50 0 80

Cross Cut Saw.

Canadian per pair	0 18 0 25

Hangers.

Door 4 and 5 inch, per pair	0 40 0 80
Lanes, 45 to 47½ p.c. dis	

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c	
" " hepard's Noiseless, dis. 60 p.c	
" " Buffalo, dis 60 to 70 p.c	
Light T and strap, dis 65 to 70 p.c	
Heavy, per lb	03 3-5 0 04½
Screw hook and hinge—	
6 to 10 in., per set	0 00 0 04
12 up "	0 00 0 03

Per doz. set

Screw, Eureka	1 13 1 80
Gate, Clark's	1 50 2 20
" Shepard's, dis 50 to 60 p.c	

Per doz. pairs

Spring	1 50 3 50
" Shepard's Samson	1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 to 45 per cent.

Planter doz	4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50 1 10
Clothes Line, "	0 27 0 63
Harness, "	0 72 0 88
Hat and Coat, per gross	1 00 3 00
Chandelier per doz	0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.

Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 50 to 55 per cent.

Horse Nails

Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " " ... 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis per cent. dis. 00 to 25
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy.....	1 85	1 90
40dy.....	1 90	1 95
30 dy.....	1 95	2 00
20, 16 & 12 dy....	2 00	2 05
10 dy.....	2 05	2 10
8 & 9 dy.....	2 10	2 15
6 & 7 dy.....	2 25	2 30

2. Amer. Pattern Only

from 4 to 5 dy ..	2 35	2 40
3 dy. (lath).....	2 85	2 90

3. Canada Pattern Only

from 4 to 5 dy ..	2 35	2 40
3 dy. (lath).....	2 75	2 80
3 dy. A.P. Fine	3 45	3 50

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.

German & American 1 85 3 50

Nail Sets.

per gross

Square, round and octagon	3 38	4 00
Diamond	12 00	15 00

Netting.

Poultry, 60 per cent dis.
Import 60, 10 per cent.

Oil.

Canada Refined Oil (Toronto)	14	15
Carbon Safety "	0 17	0 18
Canada W W. "	0 20	0 22
American W.W. "		0 25
S R. Seal.....per gal	0 63	0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Star R & L Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 1½ 2
Tins, 1bs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 40 p.c. dis

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.

Canadian dis. 30, 35 per c.

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	6¾	9½
¼, 5-16, ⅜ in.....	7½	9½ 9¾
Cotton, per lb.....		18 20
New Zealand.....	8½	9
Russia Deep Sea, per lb..	12¾	13½
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 40 to 40 and 5 per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.

Sectional, per lb..... 1¾

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each 75 2 75
" frame only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B S. & M. dis. 40 p. c.

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H 70 " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent
B. & W. N. P., dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 70 p. c. off.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis. 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ¼ or ⅛ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " 4 80

Stone.

Washita, per lb	0 25	50
Hindostan, per lb.....	0 06	07
" Slips, per lb		9
Labrador, per lb	....	0 13
" Axe, "	....	0 15
Turkey "	....	0 50
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe, per gross.....	3 50	5 00
Grind, per ton	15 00	18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 55 per cent
" tinned, dis. 57½ per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 60 per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 p. c to 65 p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks and Nails, dis. 37 per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 35 to 40 p.c.

Ties.

Cow, per doz 1 75 2 50

Tinner's Tools.

P. S. & W., net list.
Canadian 15 to 35 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33½ p.c. to 35 p.c.
Game, H & N., P. S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D. & S., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9 00

Twines.

Bag, per lb.....	0 12½	0 20
Wrapp'g, mottl'd, pr. pack	0 50	0 60
" cotton, per lb..	0 18	0 20
Mattress, per lb	0 33	0 45
Staging "	0 27	0 35
Broom "	0 30	0 5a
Binding, flax, per lb.....	....	.....
" jute "	....	.....
" Blue ribbon	.....	0 12½
" Red cap	.....	0 11½
" Crown	.....	0 10½
" Silver Composite.....	0 09	

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz.....	4 00	6 00
Bench, parallel, each....	2 00	4 50½
Coach, each	6 00	7 00
Peter Wright's, per lb....	0 12	0 13
Pipe, each.....	5 50	9 00
Saw, per doz.	6 50	13 00

Washer Cutters.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal
Broom Wire 5½ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } " 4 " 4 & 6 " }	3½ 3¾
" Plain twist, all deld	3½ 3¾
" Steel thorn and ribbon.....	4½ 5
"Lock Barb," 4 point	.. 4½
Ditto Glidden 2 point	.. 4½
Galvanized Barb, "Lyman," 2 to 4 points	.. 4½
Steel staples	... 3½

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33½, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 00
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS, KNIVES, FORKS, SPOONS.

Manufacturers of the

Finest Quality Electro-Plated Ware.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.

THE

Best Upsetter

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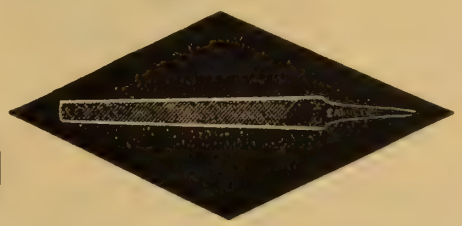
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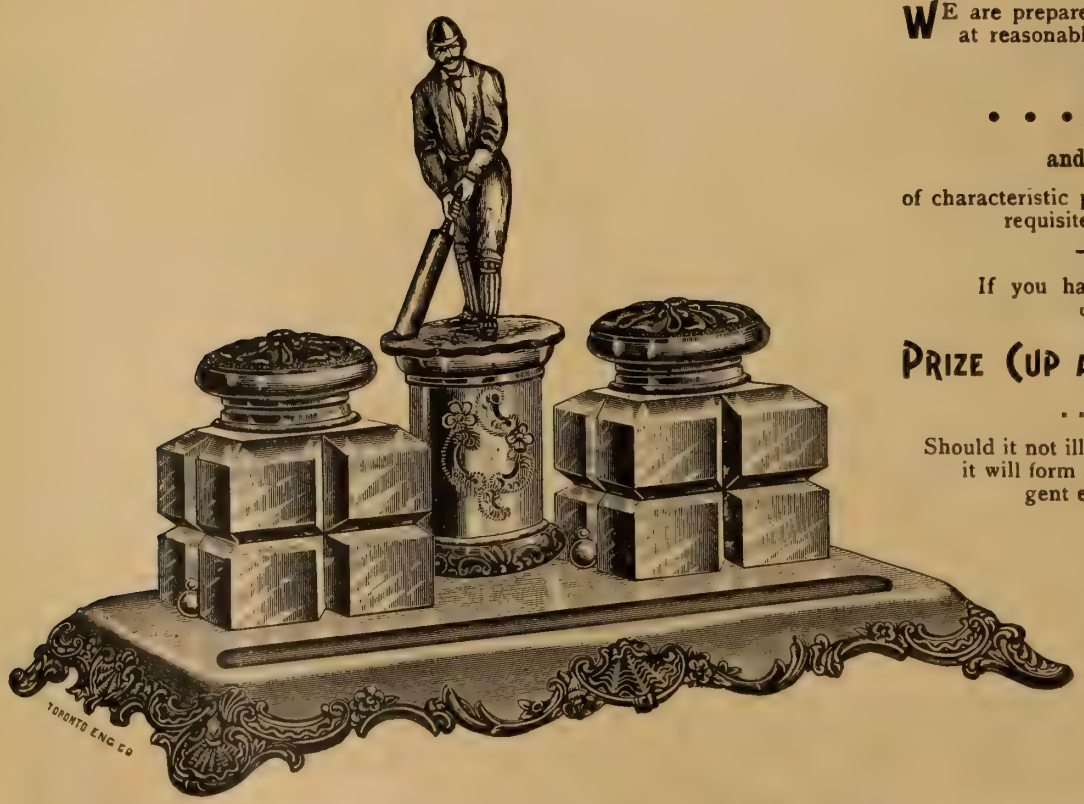
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CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. VI. TORONTO, JUNE 23, 1894. No. 25.



FOR GOVERNOR OF NEW YORK

COL. ALEXANDER S. BACON

Patriot Soldier Jurist

THIS is the man who risked his life in overthrowing JOHN Y. MCKANE and his associates; one of the boldest and most corrupt political rings that ever existed. He is a resident of Brooklyn; a graduate of West Point; a Colonel of the National Guard; a renowned Lawyer and orator; is active and aggressive in all religious and benevolent works, and a man of back-bone, who is eminently fitted to be the Next Governor of New York State.

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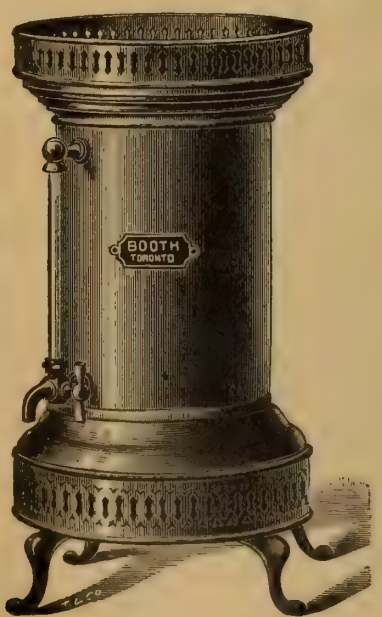
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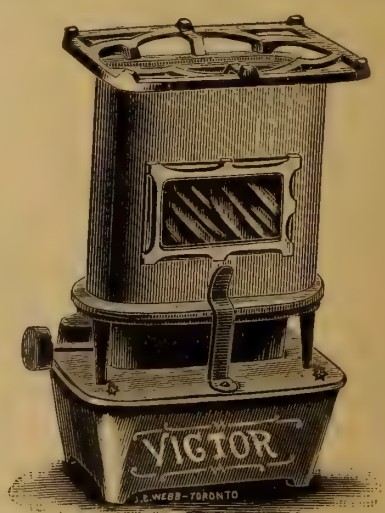
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Iron Bottom



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HARDWARE

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

Vol. VI. TORONTO AND MONTREAL, JUNE 23, 1894 No. 25

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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John Cameron, General Subscription Agent.

A LOCAL bicycle dealer has a placard in his window: "Bicycles for sale or hire." This journal has been for some time urging upon hardware merchants to keep bicycles for hire, but they seem to have made little effort in the premises. They allowed the sale of bicycles to be monopolized by men outside the hardware trade before they seemed to realize that the handling of this "flying steed" was a part of their business. As it is now, there is only a hardware dealer here and there who is selling them. The bicycle has come to stay. In time it promises to be looked upon almost as necessary as man's legs as a means of locomotion. It is hardly likely that man will ever be born with a bicycle, as some are said to be born with silver spoons in their mouths; but it will not be inappropriate by-and-bye to describe man as an animal that rides a bicycle. If Rip Van Winkle had deferred his awakening till the present day, he would likely come to the conclusion that at least a goodly portion of the race got around on wheels. It is obvious, then, that there is money in hiring out bicycles; and those who are in it first will naturally reap the greater benefit. There are people who would learn to ride a wheel if they could hire one for the purpose at so much per hour or day; and with some such persons sales could be subsequently effected. Then there are to be found persons, who, while they may have acquired the ability to manipulate a wheel, do not see their way clear to expend the amount of money that is entailed in purchasing a machine—family men for instance. These would be found to be steady patrons of the merchant who kept bicycles for hire; and not only for themselves but for their wives as well, for it is certain that a man would frequently take out his wife or lady friend for a "spin" on the "flying steed" if he could rent a machine at a fair rate. Then there is the regular bicyclist that could be depended upon as another source of revenue. His wheel occasionally needs the attention of the "doctor," and it is safe venturing to say that if he could hire a machine while his own was being repaired, he would do so rather than walk where he formerly rode. Yes, there is money in hiring out bicycles; and it is on no mere supposition that this declaration is based. Where it has been tried and properly managed it has been found to be a profitable undertaking.

* * *

The Insolvency bill passed its third reading in the Senate, Wednesday last. It applies to traders only, as was the intention when the bill was introduced in April last, the clause extending to non-traders, inserted by the Insolvency Committee, having been eliminated by the Senate a few days ago. The minimum of composition under which an insolvent could obtain a discharge was fixed at 50c. on the dollar. When the bill was introduced by Mr. Bowell this minimum, it will be remembered, was placed at 33⅓c. This met with a great deal of opposition from the bankers. Some of them wanted it fixed at 75 per cent., while other members of the Bankers' Association said they would not enter a strong objection to 66⅔ per cent. The committee having the bill in charge went so far to meet the views of the bankers as to place the minimum at 66c. This, it will be remembered, HARDWARE strongly objected to, the premises, being taken that the sum fixed was arbitrary, and that 50c. on the dollar would be a more reasonable percentage. On Tuesday the Senate reduced the minimum to that amount, and although an effort was made on Wednesday to induce the Senate to raise the figure to 66⅔, it failed.

* * *

But the bill does not yet become law, and it is extremely doubtful whether it will this year. It has first to pass the House of Commons; and that is where the hitch comes in. It is getting towards the end of the session, and there is a probability that the bill will rest where it is until the House meets again next winter. Sir John Thompson some weeks ago ventured the remark that it might have to, and now at least one of the Ministerial papers says that "all things considered, it will probably be best if the bill is not pressed in the Commons this year, but is left for a year, so that the business community may get acquainted with its provisions." Most emphatically it is not "best if the bill is not pressed in the Commons this year." An insolvency law for the Dominion has been wanted, and that badly, for a long time. It is wanted for the protection of business men in one province who are selling goods in another; it is wanted for the protection of foreign houses who desire to build up connections in this country, but who do not care to do so, or to the extent they otherwise would, because of the variety and unsatisfactory character of the different insolvency laws as they exist in the different provinces. By all means let the Insolvency bill be pushed through.

* * *

Prospects for the settlement of the soft coal strikes in the United States are growing brighter. Already, in fact, the backbone of the strike has been broken. Some 20,000 men in the Pittsburgh district returned to work on Monday alone. In Ohio there are not wanting signs of an approaching settlement of the difficulty. In Tennessee and Illinois the conditions, however, are not so favorable, but it is to be hoped that it is but a matter of a few weeks at most before wiser counsels will prevail and the men return to their work. Coming particularly after the crisis of last year, the strike has been a most lamentable affair. It has interfered with ocean travel, and with the railways, and consequently with the movement of merchandise on both sea and land; has closed up mills and factories, and prevented trade from recovering its normal condition as soon as it otherwise would. With all our boasted nineteenth century civilization there is yet a good deal to be done in the direction of devising means for obviating such disastrous strikes as those which Europe and and America have been experiencing the past twelve months.

ERASTUS WIMAN'S EFFRONTERY.

THE verdict of the twelve men good and true in the trial of Erastus Wiman was merely an endorsation of the opinions formed by the public after reading the newspaper reports of the evidence adduced at the trial.

No one questioned his guilt. He was condemned by the evidence brought forward by the people; he was condemned by the word of his own mouth.

Mixed are the feelings of Canadians at the fall of this distinguished financier.

He was born a Canadian; and it was in the city of Toronto that he cultivated those qualities that afterwards made him a prince of mat ers finance and commerce in the land of his adoption—the United States.

He was, and in fact is, a Canadian, and just as the rest of a family regret the wrongdoing of one of its members, so Canadians regret the fall of Erastus Wiman.

No man outside the country has probably done more during the last ten years to advertise the Dominion of Canada, and to enlighten the people of the United States regarding its vastness, the richness of its natural resources, its great possibilities and its climatic conditions, than he. And this is another reason why Canadians regret that he is where he is to-day.

But while they deprecate the fate which has befallen him as his life passes the three score post, they recognize its justness. It is the fruit of his misdeeds.

The measure of sympathy, however, would be much deeper and wider were it not for the brazen effrontery with which he protests that he did nothing criminal, even after he established by his own word the charge that he had defrauded, through forgery, a fellow man out of the sum of $5,000.

Nothing criminal, indeed. Neither, then, were the deeds of numbers of young men who are to-day behind penitentiary bars who took money from their employers intending to return it at the first convenience.

Few of them resorted to the heinous crime of forgery as did Mr. Wiman; and yet he has done nothing that makes him amenable to the law!

All that can be said of a man who will assert such things in the face of such misdeeds as have been brought home to Erastus Wiman is that his moral status is low indeed, and is little entitled to the recommendations of mercy of a sympathetic jury whose hearts are touched by the duty that is forced upon them of finding guilty of felony a man whose business ability and wide grasp of practical subjects appertaining to the welfare of a nation gave him a continental reputation.

There are not wanting those who insinuate that the motive which actuated Erastus Wiman his life through has been the aggrandizement of Erastus Wiman: For Erastus Wiman he donated swimming baths to Toronto, for Erastus Wiman he preached closer trade relations with Canada, and for Erastus Wiman he wrote and spoke of the glories of the great Dominion of Canada. These insinuations may not be true in the concrete; but there is apparently at least a semblance of the truth in them: He was ambitious, and that ambition being permitted to deve'op abnormally, created that "greed for gold" referred to by the judge during his charge to the jury.

Ambition is essential to success in life. It is to the man what steam is to the engine —the motive power. But where Erastus Wiman made the mistake was in allowing his ambition to control him, instead of he it. As long as he rose he cared not who went down. He must amass wealth. And he did. But he overreached himself, and in trying to recover himself committed acts that eventually landed him where he is to-day—in the prison cell.

The fate of Erastus Wiman is a warning to every young man starting out in life. He had undoubted ability; and had it to a much larger degree than most men. But he was not satisfied with the rewards that his ability would bring him; he tried to supplement them by questionable and dishonest acts.

He is now eating the fruits. And they are bitter; and the trouble is that he is not the only one who is compelled to taste their bitterness.

IRON AND THE LABOR TROUBLES.

A WELL known gentleman interested in the iron trade in Montreal, who has just returned from a visit to Pittsburg and other iron centres in the States, had something to say to HARDWARE'S correspondent with regard to the business troubles there.

Everyone, he said, attributed the backwardness in trade and its refusal to improve to the coal miners' troubles. When he left, therefore, everyone was hoping that the recent settlement would be permanent and successful. It was a question with some of the gentlemen he had conversed with, however, whether this result would be attained. Their reason for this belief is that while in some few districts, notably in Ohio and Indiana, the concessions received are satisfactory to the miners, there is very general opposition in others, especially in Illinois and Pennsylvania, and statements are freely made that these miners will not return to work on the terms offered. In some sections of Ohio, also, it is claimed that the feeling is very bitter; in fact, interference with the coal trains has been reported lately in the daily press. The strike is supposed to end officially on Monday of this week, and it will be seen during the present week whether the negotiations have been generally successful or not.

With regard to its effect on business, the gentleman said that it was not yet noticeable, and that the probabilities were that many concerns now shut down for want of fuel will remain idle until after the miners have very generally returned to work.

Aside from these coal and coke troubles there was very little that is new in the iron industrial situation across the line. If, however, as now appears likely, the labor troubles shortly come to an end, one very important retarding influence of trade would be removed.

With regard to whom the victory lay with, he was of the opinion that it was unmistakeably with the employers rather than the working miners.

The agreement arrived at placed the ton of coal definitely at 2,000 pounds. To mine this, it is agreed in the Pittsburgh district in thin veins 69 cents shall be paid; in thick veins, 56 cents per ton. In the Hocking district 60c. is the price set. In Indiana, in the bituminous region, 60c. is also the price named, while in the black coal region 70c. is the price. The price agreed upon in Illinois varies from 62½c. in summer to as high as 80c. in the winter; different districts in that state have prices fixed varying between these estimates. This scale, it is agreed, shall be in effect from June 18th, 1894, to May 1st, 1895, subject to the conditions that a general recognition of these prices is obtained, and further, that in case a general agreement is not at once reached the differences shall be submitted to arbitration. The leaders of the miners admit that the concessions made are less than they hoped for, but say they are the best that could be got under the circumstances. In the event of long continuance the eventual failure of the strike was certain, as public opinion has been turning against the strikers in consequence of the violence and disorder for which the miners are responsible.

EXORBITANT CHARGES FOR REGISTERING TRADE-MARKS.

The Canadian Trade-mark Law Away Behind the Times.

A LETTER from a leading firm of manufacturers' agents in Montreal draws attention to the fact that the laws in Canada with regard to the registering of trade marks is away behind the times. Here is the letter:

MONTREAL, June 15th, 1894.

Messrs. J. B. MACLEAN PUB. CO., Toronto:

DEAR SIRS,—We have noticed your articles on Canadian Brands in THE DRY GOODS REVIEW. We have several times brought the attention of the Government to the price of registering Canadian trade-marks. The price seems to us to be out of all reason. In England it is £1; in Canada $25. Why there should be this difference, we cannot tell. If the price in Canada was $5, a company like the Montreal Co.ton Co. would probably register fifteen or twenty brands, or perhaps more, but at the price charged at present the expense would be very great. We would be glad if you would look into this matter.

Yours truly,

STEVENSON, BLACKADER & CO.

The Canadian system of copyrights, trade-marks and patents follows the British system in classification. In the United States trade-marks are classed as patents, and registration is obtainable only from the patent office. In Great Britain, on the other hand, trade-marks are classed with copyrights, and so they are in Canada. In the United States the fee for registering trade-marks corresponds with the fee for registering patents. In Canada one would expect them to correspond also; but not so. The fee for obtaining a copyright is $1.50, and for registering a trade-mark is $25. Why this enormous difference? Both are in the same department; why should the fees be so different?

The answer to these questions may be that fewer trade-marks are registered, and hence the department is too costly to admit of such small fees; that copyrights are more numerous, and hence the fees are, on the the whole, nearly equal. If this is the answer, it can be met easily by showing, as the letter quoted above shows, that if the fees were reduced the number of trade-marks registered would increase in more than geometrical proportion. Registered trade-marks would become nearly as common and as numerous as copyrights.

But the more likely answer is that it requires a great deal of careful management and accurate recording to prevent one trade-mark clashing with another; and that the searching and close examination required with every new application means a very heavy expense. This answer can also be met. In Great Britain they have fifty classes of articles for which trade-marks may be registered. In this way much less searching of fyles is needed in order to ascertain if a similar trade has been registered and to prevent infringement. The British way of chronicling trade-marks against the Canadian method is simply "system" as against "no system." If the Canadian act were amended this new feature could be introduced along with some other very necessary ones.

The British act lays down the following scale of fees:

	£	s.	d.
1. On application to register a trade-mark for one or more articles included in one class ...	0	5	0
2. For registration of a trade-mark for one or more articles included in one class.....	1	0	0
3. For registering a series of trade-marks, for every additional registration after the first in each class.....	0	5	0

It will thus be seen that British fees are much lower than Canadian. In Canada for registering a general trade-mark the price is $30; for a specific trade mark, $25.

COMPARISON OF COST.

	In England.	In Canada.
To register one trade-mark at one time	$6.08	$25.00
To register two trade-marks at one time	7.28	50.00
To register ten trade marks at one time	16.96	250.00

A close study of these tables shows what an enormous difference there is in the cost in each country. Supposing a firm like the Colored Cotton Co., or the Montreal Cotton Co., desire to register 25 brands, the price is almost prohibitory. In Great Britain it is not.

The advantages of trade-marks are apparent only to those who have made manufacturing a study—not from the inside, but from the outside. Viewed thus, extraneously as it were, manufacturers who have built up a great trade are those whose brand was a guarantee of the excellent qualities of their goods. Who never heard of Joseph Rodgers' cutlery? When the schoolboy carries his first "Rodgers'," and breathes on it to see the moisture quickly evaporate, he has reached the highest goal of his ambition—in that line—for he has the best in the world. The Wade & Butcher razors are known to every Canadian with the material for a beard. Other well known brands are Pears' soap, Colman's mustard, Keen's mustard, Dent's gloves, Hermsdorf's hosiery, etc., etc. Then there are well known Canadian brands. In canned salmon there are "Horseshoe," "Maple Leaf," "Inverness," "Balmoral"; in finnan haddies, the "Thistle" brand is a leader; while Fearman's hams and McLaren's Imperial Cheese are household words.

If Canada is to attain a stand as a manufacturing country, Canadian manufactures must be known by their brands. Economic history teaches this in no uncertain way. At present foreign brands are more popular in many cases than Canadian brands, because the latter are less known. The manufacturers of domestic underwear make their goods "Scotch underwear" because goods branded thus are known to the people and asked for. Canadian cotton manufacturers imitate foreign brands on some of their goods, and sell their goods as the product of foreign looms.

A Canadian manufacturing nomenclature is needed, and needed badly. It is gradually coming, but the progress of the vehicle is slow, as the "big fees" brake retards progress. Reduce the price for registration of trade-marks to $10, and the number of active trade-marks used by Canadian manufacturers would double within a year. Reduce it to $5, as in Great Britain, and the number would be trebled.

Manufacturers with brands to sustain will manufacture more honest goods and the country's good name will be sustained.

The manufacturer with a brand pushes his goods more strongly than without one, and consequently displaces more goods of foreign manufacture.

The country would be immensely benefitted were the act of 1879 revised and the fees for registration reduced to a reasonable amount.

MARKING CUTLERY.

A correspondent of an English exchange makes these comments and suggestions on a topic of interest to every dealer in hardware: To mark one's stock of pocket cutlery involves some labor, but the result amply repays the cost. Nothing is more provoking, when serving, than not to be able to quote the exact price of the goods under inspection. If it is essential that the mark be removable, a gummed ticket must be used, but these are objectionable in many ways. Sportsmen's knives may, however, be marked in ink under the corkscrew, and it is easy to erase the writing when desired. The least unsatisfactory plan, however, is to scratch the mark on the back of the large blade, near the heel. This can be done with a graver or even with the tang of a saw file. If the price is always written in the private mark there is no necessity to erase it, for being on the back of the blade it is no disfigurement, and should it be observed by, say, the person to whom the knife has been presented, he cannot tell what it has cost. I have never met with any objection to this method. It is important to adopt one place for the mark, so that it may be found instantly. It is for this reason that the back of the large blade is suggested.

OUR TRADE WITH SCANDINAVIA.

MR. C. E. SONTUM, of Christiana, Norway, was in Toronto this week. He has for some years taken a lively interest in the development of trade between Canada and his native country, and when HARDWARE ran across him readily accorded an interview.

"This is my second trip to this country," he said, "and I have been sent out by the Norwegian Government to encourage trade between Canada and Scandinavian countries, and to write a series of articles relating thereto, for the information of my countrymen. I am going to see if the Norwegians cannot buy more of what they chiefly import from Canada. Such goods, for instance, as wheat, wheat flour, barley, whole and split peas, and Canadian products in general."

"What goods do you wish to sell in Canada mostly?"

"As far as I have been able to notice, it is chiefly marble. We have discovered in our country marbles in peculiar colors, and in which we have already worked up a considerable export trade with the United States. It is of better quality than the Carara (Italian) marble. Its peculiar colors are suitable for building purposes, as well as for use by furniture manufacturers."

"What is the character of these colors?"

"We have white, red and white, green and white, etc., and one strong recommendation about it is that it is very cheap."

"In what other Norwegian products do you expect to work up a trade with Canada?"

"Last year I sold some sardines here. The Norwegian sardines are made by different process from the French. In our country we first smoke the sardines, and then put them up in oil. By this means they are given a richer taste than the French article, while they are much cheaper."

"What about other Norwegian fish products?"

"Some wholesale houses in Hamilton and Toronto have decided to handle what is called 'stock' and 'klip' fish, which are already well known to fish dealers. I forgot to mention that the sardines sent out last year to Canada turned out very satisfactorily and resulted in repeat orders. Then with regard to milk. We have sold some 200 cases of condensed unsweetened milk. It is considered the finest brand on the market, and can be laid down here as cheaply as can similar articles from the United States."

"Generally speaking, what success are you meeting with in building up trade between Canada and your country?"

"One difficulty we have found is, that the winter rates from Canadian ports are so much higher than from the United States ports, and in consequence of this all the shipments from Canada to Sweden and Norway have been made during the summer months from Montreal. But I am going to see the Hon. Mr. Foster and Hon. Mr. Bowell to try and arrange more uniform rates for both winter and summer freights, and I am quite sure they will do their best to bring this about, as they have always shown great interest in every scheme for extending Canada's trade with our country. With this object in view, I shall call upon these gentlemen at Ottawa in about a week."

"What have you found to be the general impression regarding Canada among European continental countries?"

"The general opinion in Continental Europe is that Canada is outside of the pale of civilization. The merchants in these countries have told me that they have connections in New York, but with Canada they do nothing. Knowing that some of the goods they had in stock were the product of Canada, I took particular pains to point out the fact, and I can tell you they were astonished, thinking that because the goods had come by way of New York they must be United States goods. Those shipments which have been made direct from Canada have proved so successful that repeat orders are coming in constantly. What Canada wants is to be advertised more. You see the United States has consuls all over Europe, and the larger houses send travelers to Europe every year. I think I can make them understand in time the importance and superior quality of Canadian produce. However, I can name you a good many Canadian houses that have shown considerable enterprise. A Montreal firm is sending tobacco and cigarettes to Holland, Belgium, Germany, Denmark, Sweden, Norway and Switzerland, and Canadian Club whiskey has quite a reputation on the Continent, and it is the only foreign whiskey that has. I found it difficult at first to get orders for any of these goods, because of the competition of American goods. But the little business I secured at first resulted in repeated orders, Canadian tobaccos and cigars having been found to have been prepared with greater care and were also more uniform in quality. In regard to other Canadian manufactures, I have been selling wagon wheels, axe handles, rubber goods, baking powder, etc. I am going to introduce some fancy Canadian cheese and think we shall do well with it. We have taken a good deal of Canadian cheese, more in fact than we really knew of, as the Americans have been in the habit of shipping Canadian cheese to European countries as the product of their own country."

"Have you been doing anything in apple products?"

"Several shipments of apples have been made from Toronto. I know houses in Toronto that now ship direct to European cities instead of selling as before to New York houses who did the exporting. In this way Canadian houses have been able to get better prices for their goods, and for some brands of dried evaporated apples, especially the 'Beaver,' quite a reputation has been established. I tell you what it is, Canadian shippers in general are considered by European merchants to be more faithful and reliable than those in the United States.

"I should have said when speaking of flour that there has been considerable confusion in European markets on account of the falling off in prices which has retarded trade a great deal; but notwithstanding this the Lake of the Woods Milling Co. has been getting repeat orders for some of its marks. Canadian wheat flour is considered by the people of our country who use it to be better than any other, on account of wheat having been grown in a northern climate."

"What are the prospects for immigration?"

"While I have been in Canada I have been looking into this matter, and from what I can gather Scandinavian immigrants are looked upon as being more desirable than those from any other European nation. I have had direct letters from Canadian farmers asking me to secure men for them. I think if we could have suitable offices in connection with the Canadian Pacific or Grand Trunk Railroads where information could be gained regarding the prospects for immigration and what inducement the Canadian Government held out to settlers, also where the most suitable land was to be found, I am sure we could see a large increase in immigration. When I see the Minister of Finance and the Minister of Trade and Commerce I shall bring this matter before them. As it is now, the greater part of Scandinavians immigrate to the United States of America. Scandinavian immigrants have no idea what inducements Canada holds out to them. I am sure that if this country was advertised properly, it would result in considerable land being taken up by Scandinavians, who are industrious and good farmers. The impression among a good many in our country, is that Canada is something like Siberia. I hope this erroneous idea will soon disappear. If I were to take up my abode on this side of the Atlantic, it would most certainly be in Canada, as taking everything into account it is built on a more solid and reliable foundation than the United States.

"During last winter I travelled over the greater part of Europe. I was in Holland, Belgium, France, Germany, Norway, Sweden, Denmark, Switzerland, Italy, and exclusively for the purpose of trying to open up markets for Canadian goods, and I am ready at any moment to furnish any information I can to Canadian exporters regarding the possibilities of opening up trade with any of these countries."

Mr. Sontum sails for home, July 14.

The Hudson Bay Co., at Rat Portage, are asking for tenders for the erection of an addition to their store to double its capacity.

FAILURES AND HOW AVOIDED.

BY R. J. ROBERTSON, INGERSOLL.

IN looking into this question it is very evident that failures are not all from the same cause, from the fact that we find some men fail from the start—you might say their business life extended over but a few months—while others fail after many years of successful business; others again, while not what you would call successful in business, manage to stave off the evil hour for many years, and, like the consumptive, become weaker and weaker by an internal wasting of the vital tissues, and finally succumb without a struggle.

To find the causes of these different classes of failures it would perhaps be as well first to see what qualifications are necessary to succeed in business, and,

1. I would say, a thorough knowledge of the hardware business, or such branches, at least, as are to be engaged in.

2. Capital, viz., cash, or securities upon which a credit could be established (while the latter in the hands of a careful man might ultimately be as good as the former, still I would recommend great care in entering into business upon such a basis).

3. Care in the purchase of stock; and by this I mean always keeping on hand a good supply of such goods as are in constant demand, a seasonable preparation for seasonable goods, and due caution in introducing new lines.

4. Having given attention to your stock, the next thing requiring attention is your credit, as upon that depends in a great measure your power to purchase to advantage.

How can a credit be nourished and made strong?

To this I would say, promptness in meeting obligations (or in event of requiring more time for the whole or part of a liability coming due, to notify the creditor of such need in time to have the matter adjusted in a business-like way), strict attention to business, and a thorough system and judicious economy in the management of the business.

5. But getting your own credit firmly established is not the only credit which requires attention in the hardware business; there is the giving of credit, and this requires, perhaps, as much judgment and care as any other department. And to the above I would add the following

PERSONAL QUALIFICATIONS

or characteristics: affability, promptness, decision and firmness, with a fair insight into the character and motives of others. And now, having pointed out some sources of strength, I will call attention to a great source of weakness: Speculation in land, grain and other lines, or even in hardware, which might endanger the credit, or squander the capital necessary to the successful financing of the business.

Now, while I believe that the above qualifications would ensure success, I do not mean to say that success, or at least a measure of it, may not be attained although some of them be absent. For example, we can find cases in which men have entered upon the hardware business, and been fairly successful, who had no previous knowledge of it; but these instances are not very numerous. Again, we find men entering into the business without capital, and by close application and economy making a success of it.

But I think you will agree with me that a business must go to the wall sooner or later which gets beyond the control of its owner, and to prevent this, personal attention is necessary; but that does not necessarily mean engaging in the details, as under a proper system they can be done by others, but in giving a general supervision to all departments.

ECONOMY,

in this day of small profits, is absolutely necessary to success; but economy is not always abstaining from spending money, or engaging the cheapest assistance, as very often the liberal expenditure of money is strictly in line with economy (for example, in judicious advertising), and as a general rule the salesman who cannot command a fair salary is not the one likely to build up a business.

And now, having outlined what is likely to bring success, or in other words how to avoid failure, I might say in a general way, that the absence of these or any number of them will bring failure, and this in a general way is no doubt true; but as I have already stated, many instances can be shown where success in various degrees has been attained when one or more of these qualities were absent, and it will be necessary to look more closely into the matter and try to discover the part which the lack of these several qualifications bears towards failure, and in considering them I will begin with what appears to me to be the cause of the greatest number of failures, viz.:

SPECULATION.

Speculation (outside of what might be called legitimate business ventures) in land, grain, lumber, etc., not a few of the failures in which occured shortly after the collapse of the Northwest boom, are an evidence of this cause of failure, and no doubt several failures could trace their cause to the boom and subsequent depression in Toronto real estate; and all this, in most cases, can be traced to a desire to obtain riches in haste, and the growing tendency to try to get money without work, and is akin to the influence which made the "Red Lion" wheat swindle a success (so far as the swindlers were concerned) by which so many farmers in Ontario were mulcted of their hard earnings a few years ago. And yet how unmercifully the business men criticised the farmers for their short sighted greed, while many of themselves had still the mark (financially) of the scorching they had received from Winnipeg or other western lands. How easy to see the mote in a brother's eye, and overlook the beam which distorts our own vision.

Perhaps as fatal a cause of failure as speculating is the

LACK OF KNOWLEDGE

of the hardware business. How often we hear of men, anxious for relief from the heavy work on the farm and desirous of town life, or looking upon the business as a short road to fortune, selling their farms and starting in business to find to their sorrow that it required a more extensive knowledge than merely to stand behind the counter and smile upon customers. But the impression that it is unnecessary to be educated to a business is not confined to the tillers of the soil, as we can find many instances of town or city youths, who, unwilling to waste their valuable time in learning a business in which they could see no difficulties, have put the result of a father's labor and economy into the venture, only to find that there were men there already with as much natural ability as themselves, backed up by years of experience and study.

Next to those who trust to the few dollar they have to make up for the lack of business knowledge, are those whose conceit in their business qualifications causes them to underrate the advantage of capital, or at least renders them unwilling to waste their valuable services in the employment of others until they have accumulated sufficient capital to justify their entering into business for themselves; and with men of this stamp a small safe business would not give scope enough for their talents, so they

STRAIN WHAT CREDIT THEY HAVE

till a very slight reverse snaps the confidence of their creditors, and they fall—in some cases never to rise.

Failures of this class are often rendered more disastrous by the fact that in many cases the beginner is beset by friends who want cheap goods and long credit, and in the glamour of doing a rushing trade the fact that the goods which are being sold will have to be paid for before they can be realized on is lost sight of, and large quantities of goods are bought and sold on credit before the payment of the first purchase is due, and should this payment be met it is likely to lead to heavier purchases on credit. And should business continue brisk this state of things may go on for some time, getting more and more deeply involved, until a dull

season, or a closer investigation on the part of the creditors, brings matters to a crisis, and another is added to the list of failures.

In the foregoing I have touched upon easy giving of credit, in so far as its relation to the capital is concerned, showing the danger of extensive credit, with but a small capital—and by this I mean credit which under other circumstances would be quite justifiable—but there are many who while they do not push their business out of proportion to their capital and credit, still cripple their resources, and in many cases fail entirely through lack of judgment in selecting their credit customers. This may result from various causes—such as a lack of moral courage to refuse credit, a good-natured desire to oblige customers, eagerness to increase the volume of business, or a lack of insight into character.

You will perhaps say that the last cause—viz.,

LACK OF INSIGHT,

etc.—is covered by the other three, as no man would give credit where he did not think he would be paid; perhaps not, were he absolutely certain, but often a party who has been a cash customer, and who is known to be rather uncertain pay, will ask a small line of credit (having forgotten his purse, etc.) Then were credit given, one of the first three causes would be brought into play, with the result very likely that this small bill would be paid, only to have the experiment repeated at a later date on a larger scale, but with a different result.

Buying is also a source of failure when not conducted with care. For example, there is the temptation to

BUY IN LARGER QUANTITIES

than necessary in order to get closer prices, or to give the impression that the business is large; or to buy bankrupt stocks at a percentage on the dollar (loosing sight of the fact that much of these stocks is unsaleable and might lie on the shelves for years), or investing largely in novelties to get control of them for the locality, without first testing their saleable qualities; or speculating in lines of goods (on credit, and in quantities not justified by the amount of trade to be done), in anticipation of an advance.

These methods will by degrees

ACCUMULATE DEAD STOCK,

and if persisted in, cause failure. In small businesses, more particularly, the lack of economy is a cause of failure, whether it be in the management of the business or in personal expenditure, or both, and may be from various sources, such as negligence in caring for details, lack of system, or from the desire to give the impression of being wealthy.

To any readers of these lines who are not succeeding as well as they would like, I would say, do not become discouraged at the moderate profits of the hardware trade, and enter into the field of speculation to make money more quickly and easily, but carefully look over the qualifications necessary to success, given at the beginning of this paper, for the points in which your business is weak, and to use Captain Cuttle's favorite expression, "When found, make a note of it."

PIG IRON PRODUCTION.

IT IS AT A VERY LOW EBB—ONLY EIGHTY-EIGHT FURNACES IN OPERATION.

HOW greatly the coal and coke strikes have told on current production of pig iron is thoroughly shown in the figures which we present below. In the territory west of the Alleghanies and north of the Ohio there were only 19 furnaces blowing on June 1st, with a weekly capacity of 29,996 tons, as compared with 65 furnaces, with a weekly make of 83,870 tons, on April 1st. This shows a drop in production of 53,874 tons, and does not take into acccount the stoppage of plants in Central Pennsylvania or the reduction of output in the South as the result of the coal troubles there.

On June 1st the active furnace plant, grouped according to fuel used, possessed the following weekly capacity:

Fuel.		
Anthracite	30	12,139
Coke	40	47,104
Charcoal	18	3,274
Totals June 1st	88	62,517
Totals May 1st	127	110,210
Decrease	39	47,693

The weekly product of all the furnaces on April 1st compared as follows with that of preceding periods:

	Furnaces in blast.	Capacity per week. Gross tons.
June 1, 1894	88	62,517
May 1	127	110,210
April 1	144	126,732
March 1	133	110,166
February 1	125	99,242
January 1	130	99,087
December 1, 1893	130	99,379
November 1	117	80,070
October 1	114	73,895
September 1	125	83,434
August 1	169	107,042
July 1	220	153,762
June 1	244	174,029
May 1	251	181,551
April 1	255	178,858
March 1	255	176,978
February 1	251	171,201
January 1	246	173,068
December 1, 1892	246	176,271
November 1	244	171,082

The position of stocks, sold and unsold, as reported to us May 1, was as follows, the same furnaces being represented as in former months:

Stocks.	April 1. Tons.	May 1. Tons.	June 1. Tons.
Anthracite pig	146,039	145,584	133,512
Coke pig	531,264	518,190	285,451
Charcoal pig	201,538	216,807	213,026
Totals	878,841	880,581	631,989

—The Iron Age.

WASTING ACCUMULATED CAPITAL.

A LARGE western hardware merchant recently made an interesting statement of his personal experience, which is explanatory of some existing conditions. He said that prior to last year his business had steadily grown from season to season. His books showed satisfactory profits on his sales, and he knew as well as he knew anything that he was constantly increasing his capital. Yet he was unable to accumulate actual cash to his credit corresponding with his expanding resources. His profits were re-absorbed in his business and he felt poor in consequence, because there was no increase in his reserve of cash. But his stock had steadily grown larger, his bills receivable had swollen, he discounted his own bills, and felt as safe from financial disturbances as a man could under the circumstances. The situation, however, radically changed after the panic of last year. Sales fell off and with the reduction in sales he allowed his stock to run down. Believing that a very conservative policy was the course of wisdom, he made special efforts to clean up stocks of antiquated patterns and slow selling articles rather than to make new purchases in the regular way. He was fortunate in having solvent creditors, so that his losses were very slight. As accounts were settled his bank deposits grew, because they were not being very heavily drawn upon to pay for fresh stocks. The consequence is that he can now realize by the possession of actual cash what his profits have been for several years. His capital is mainly in bank instead of being distributed among his customers.

Inquiry among other merchants and manufacturers discloses a similar condition of affairs. The manager of one large manufacturing concern, with eastern and western connections, stated that the increase in their idle capital was a source of anxiety with them. Their operations are so large that the shrinkage in their volume of business had released such immense sums of money that it is difficult to find safe places for further deposits. They have loaded up their regular banks to the limit of prudence. Other banks are having the same experience with their customers and refuse new deposits of large sums because they have no use for the money and will not assume the responsibility of taking care of more. These manufacturers would willingly invest their capital as of yore in purchasing fresh stocks of material and working it up in advance of the requirements of their customers. But they have no incentive to do so when they find that a greatly reduced force of operatives is able to turn out work faster than it can be marketed.

Not for years have solvent business houses had such large cash reserves as at present. They are fortified against financial disturbances if any should come, which, of course,

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Scythes, Forks,
Hoes, Rakes,
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will not be the case with such an abundance of money everywhere. Their position is one of ease and comfort, as compared with that of a year since, when great enterprises were daily being forced to the wall for lack of a very little ready cash. It seems almost absurd now to think of houses with a million or more of capital quaking over the payment of petty bills, and making assignments because they were unable to raise two or three hundred dollars in a whole morning. And yet the present situation is extremely unsatisfactory and not without its features of gravity and anxiety. Manufacturers and merchants are transacting such a small volume of business that it is unprofitable. Their expenses in too many cases are in excess of their incomes from current trade. Capital is therefore being drawn upon to meet the deficiency. This cannot continue indefinitely. Economy is being enforced and expenses are cut down in every conceivable way to avoid the further impairment of capital, but there is a limit to economy and retrenchment. They can be carried so far as to seriously cripple an establishment and cause it to lose its standing in the trade. The question then comes up in the management. Shall we drop out of the race and wind up affairs, or go on and continue to eat up our capital? If the uncertainty which now clouds all commercial affairs by reason of the inaction of Congress is not speedily removed, many will decide to "let go" rather than continue to consume their capital and ultimately be forced into bankruptcy.—Iron Age.

THE WOOL SITUATION.

John Hallam writes: "The political situation in the United States, so far as the tariff is concerned, is very perplexing and in an acute form, and there seems to be no likelihood of the Wilson bill coming into operation for some months yet. There is an active agitation being carried on by the wool growers and dealers in the United States to retain the duty on imported wools. The most recent advice from Washington is that if this agitation continues and gains strength there may be a compromise, and, if such is the case, wool will not be put on the free list, but, under any circumstance, wool will be as low, if not lower, than it is in Canada. Any duty imposed on Canadian-grown wools will be a discrimination in favor of the domestic wools of the United States. Under these conditions we are paying fully 1c. to 2c. per pound too much for Canadian wools. Caution should be observed in buying, and wools should be bought on a lower basis and on a much closer selection than is being made now.

"The domestic wools of Ontario are not coming in as good a condition as could be desired, and this is another reason why our wools should be bought at from 1½c. to 2c. per pound less than present prices."

Works: St. Helens, England

PILKINGTON BROS.

MANUFACTURERS OF

Polished Plate

AND

Window Glass

BEVELLED PLATE AND MIRRORS

Rolled Plate, Ornamental Cathedral, etc.

Depot: Busby Lane, Montreal

ELECTRIC WELDING APPARATUS.

LETTERS-PATENT for an apparatus for electric welding embodying several new and novel features have been issued in the United States, says Iron Age. The particular construction employed as an example of the use of the apparatus is that in which it is used for the manufacture of steel rails wherein the feet or chairs are welded to the webs of the girder rail so as give it additional height and a self-supporting base. This rail construction is well known and has been manufactured by other methods of welding the two parts together. In the processes heretofore used for electrically welding the feet to the web of a girder rail, there were employed apparatus in which the two parts were firmly gripped in suitable jaws, the parts pressed together, and an alternating current of great volume caused to pass through the parts in contact so as to cause the metal to fuse and weld together.

In carrying out the present invention the two parts of the metal to be welded are brought in firm contact and submerged in a liquid, preferably acidulated water. While so immersed a continuous electric current from an electrode in contact with the liquid is passed through the metal parts to be united and back to the source of electrical energy, the liquid being employed as a conductor for the current. In practice the positive current is delivered to the electrode submerged in the liquid, and the negative current is delivered to the parts of the metal to be welded. The action of the current causes the decomposition of the liquid, generating gases adjacent to the metal parts in contact to be welded, and this produces such reactions that the portions of the metal in contact with the liquid are instantly brought to a welding heat. In this method of welding a considerably more intense current or one of greater tension is required than in the alternating system before referred to, and the current is preferably continuous in its nature or what is known as a continuous current as distinguished from an alternating current. It might be a pulsating or intermittent current if desired. When the two parts of the metal in contact are fused or brought to a welding heat they instantly unite, forming an integral structure; and this joint may be further strengthened by having the parts which are welded subjected to pressure performed by hydraulic, gravity or steam devices.

In this particular device a traveling support or carriage is provided for the girder rail and suitable clamps carried by the carriage for the feet, whereby the latter may be adjusted in position with respect to the rail while it is held on the carriage. At one place adjacent to the rails or bed upon which the carriage moves the joint between the foot portions and the girder rail is surrounded by a suitable hollow frame through which a liquid is caused to flow to submerge the parts in contact during the electric welding operation. After the welding has been performed the liquid is lowered, the hollow frame is separated, and the rail with its welded foot is moved along to be brought under a hammer or compression device. Simultaneously with the foregoing operation a second foot, previously clamped in position upon the rail, is brought into position so as to be held in the hollow frame and subjected in its turn to the welding operation. By this means the welding and forging or compression operations may be carried on simultaneously but successively with respect to a single part operated on.

MAKING BARBED WIRE.

AFTER giving a long account of how iron is converted into soft steel ingots preparatory to their being drawn into barbed wire, a writer in the Pittsburg Commercial Gazette gives these details of the completing process.

Everything about the steel mill is handled by machinery—hydraulic cranes carry the ingots from place to place—and very little manual labor is necessary. The ingots are heated and passed several times between large iron rolls which gradually decrease the diameter of the ingots until they are above 4x4 inches. The last time they come through the rolls they pass under a huge machine which cuts them into regular lengths, weighing about 150 pounds. They then pass to the rod mill, where they are heated and passed between a number of smaller rolls, which run at a very high speed. Here the steel is rolled into round rods about three-sixteenths of an inch in diameter, and are coiled into bundles by a machine while hot. They then pass to the wire mill. In the wire mill the rods are first immersed in a bath of diluted sulphuric acid, which eats off all rust and dirt. After being washed free of acid, they are dipped in a thick solution of lime water, dried in a furnace, pointed on one end and taken to the drawing room. The drawing machinery consists of a heavy wood table, called a bench, on which are a number of revolving cast iron cylinders, called blocks. In front of each block, fastened to the bench, is an iron die box for holding the die. The die is of chilled cast iron, perforated with a number of holes, which are reamed out to the size of the wire required. The pointed end of the rod is put through one of the holes in the die and fastened to the block, which, in revolving, pulls the rod through the die, reducing the size and coiling it up. This last operation is repeated twice for each rod, to get it to the size required for fence wire No. 12½. While drawing, the wire has become very hard and brittle and has to be softened before it can be worked into fence. All barbed wire is either painted or galvanized. For painted fence, the wire is taken from the drawing room to the annealing department and placed in large iron pots which hold about 4,000 pounds each. These pots, which are inclosed in furnaces, are heated until the contents are red hot; they are then allowed to cool gradually. This process is then called annealing, and requires about twenty-four hours; the wire is then very pliable. For galvanized fence, the wire is taken from the block to the galvanizing department. Here the coils of wire are placed separately on wooden reels, which revolve as the wire is first put through a pan of melted lead heated until it is red hot. This answers the same purpose as the annealing process, the lead being so hot that it does not stick to the wire. After passing through the lead pan, the wire is carried a distance over rollers until it has coiled off; it then passes through a vat of muriatic acid, which removes all dirt from the wire. Without this acid the galvanizing would not adhere to the wire. From the acid the wire passes through a large iron pan of melted zinc or spelter, which forms a thin coating on the wire, and then between two pads of asbestos, which removes all surplus metal and gives the wire a smooth finish. The end of the wire is then fastened to an iron pulley, which as it turns coils the wire up and pulls it through the various stages of this process. Wire, after being galvanized, will stand exposure for a number of years without rusting.

REGARDING ADVERTISING.

This summer's advertising, remarks an exchange, can be made profitable if proper precaution and skill are exercised in conducting it. The people are ready to avail themselves of offers which appear to present means of economizing. And the merchant who will advertise an article that is really serviceable at a price consistent with the times, will find that he will get a good share of the money that is spent. The man who fails to advertise this summer will find it a most dreary season.

You can trace a resemblance between the merchant who, when hard times bear him down, seeks safety by withdrawing his name from the public gaze and the ostrich who, when it is in danger, considers itself safe when its head is buried in the sand. The man who buries his business prospects by refusing to advertise should bury himself and have done with it.—Ex.

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WE TROT IT OUT

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Anderson Pneumatic Tire

Made on a scientific principle, which proves in practice to be —well you must see it and try it yourself, then you will catch your breath, when you catch the idea.

It has reciprocating parts, and holds on to the rim with the grip of a bull dog.

It has fits ! ! ! Fits almost any rim. You just pump the air in and it adjusts itself. It's resilient like a rubber ball. It neither creeps like a snail nor rolls like a log.

It has all the good qualities which an up-to-date tire must have, and in addition possesses that feature which they all lack, viz :—

You can get it off or put it on the rim without breaking your finger nails, using a screw driver, or sending it to the shop ; a child can take it off quickly and put it on easily. It must come into universal use, and with that in view we have put the price as low as any ordinary good tire is being sold in the market.

We guarantee the quality of material used in its manufacture.

THE ANDERSON TIRE CO.
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Star Cycles

Are a recognized thoroughly reliable make at **POPULAR PRICES.**

They embrace the best procurable workmanship and material. They will maintain the reputation of our Trade Mark and give full and lasting satisfaction to all concerned. They comprise—

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"Tourists'" Business Wheels,
Light, Staunch and Graceful Ladies' Wheels.

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ADAM HOPE & CO.,
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"Pioneer" and "Sloss"
PIG IRON

These are fine foundry irons, being strong and large scrap carriers.

Also all the well-known—

Scotch Brands,
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All Qualities and Prices.
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Improved for 1894.

10½ in. Wheel.

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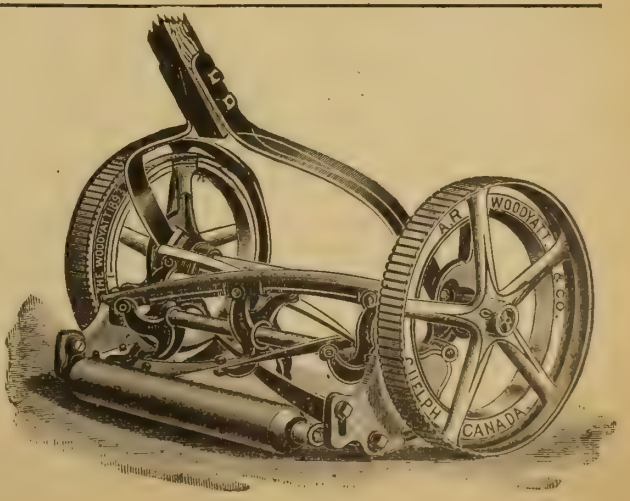
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" " Canada " 29th, "
" " United States Dec. 12th, 1893

For Sale by all Wholesalers.

Manufactured by . . . .

A. R. WOODYATT & CO.
GUELPH, CANADA.



TRADE CHAT.

J. A. HUNTER, Grey, Ont., has received his spring shipment of glass, containing 110 cases. Mr. Hunter imports his glass direct from Germany.

The Dominion Coal Co., of Montreal, requires its employes to take the temperance pledge.

The capital stock of the Montreal and Chicago Merchants' Shipping Company has been reduced to $40,000.

Byers Hardware Co. and the Galena Trading Co., general store, Kaslo, B.C., have experienced loss by floods.

Jas. Burridge, of the Gurney-Tilden company, left last evening on a business trip to Hamilton, Ont.—Free Press, Winnipeg.

Programmes have been issued by the City Travelers' Association for its promenade concert to be held on the steamer Chippewa, July 16, next.

Heating by gas has proven so economical in Germany, costing no more than coal, that it has been adopted in the schools and other public buildings of Karlsruhe.

The buying of cheap goods makes an extra expense for repairs unless the goods are speedily sold, and they are thus made to cost as much if not more than those of a better quality.

Winnipeg's assessment rolls just completed show a total assessment of nearly $27,000,000 and a population of 35,000. During the past four years the population has increased 3,000 annually.

Clusters of clover, if hung in a room and left to dry and shed their perfume through the air, will drive away more flies than sticky saucers of treacle and other fly-traps and fly-paper can ever collect.

Joseph Clementson, M.L.A. for Whitewood district in the Northwest House, says Winnipeg could largely increase her butter trade, could she but get a sufficient number of refrigerator cars to handle the produce.

By the alloy of iron and nickel a new compound has been produced that will sustain a pressure of 15,000 atmospheres. It has been named Krupp metal and is intended to be used for ordnance firing heavy charges of dynamite.

The propeller Ocean, which sank in a collision near Alexandria Bay, N.Y., while on her way from Montreal to Hamilton, will be raised, and is expected to be in the dry dock, Kingston, in about ten days. It will cost between $6,000 and $10,000 to raise her.

The Eau Clare and Bow River Lumber Co., of Calgarry, met with a serious loss ten days ago, caused by the bursting of a boom by the freshet. The boom contained about $5,000 worth of logs, most of which have gone down the river and are irretrievably lost.

Mulhall estimates that the agricultural earnings of the United States are $3,490,000,000; the earnings from manufacturers, $4,330,000,000; from mines, $480,000,000; from transportation, $1,155,000,000; from commerce, $160,000,000; from shipping, $60,000,000; from banking, $260,000,000.

At the annual meeting of the Parry Sound Railway, recently, the following directors were elected: President, C. J. Booth; vice-president, P. Curry, of Parry Sound; F. McDougall, W. Anderson, G. B. Greene, and John Christie, of Ottawa; William Beattie and J Fitzgerald, of Parry Sound, and A. W. Campbell, of Arnprior.

At the regular meeting of the Guelph Board of Trade, held Tuesday, the question of having an electric trolley street car system in that city was brought up by the chairman. The question was favorably discussed and a committee was appointed to look into the matter and get all information possible, and report at the next meeting.

A few days ago when the fireman in Coates' foundry, Bradford, was putting some shavings into the furnace the draught blew out a quantity of sparks, which ignited a pile of shavings and in a few minutes the place was one mass of flames. The foundry and moulding shop, as well as J. H. Davey's sash and door factory, were all burned down. Coates' loss will be about $2,500 and Davey's about $1,000, with no insurance.

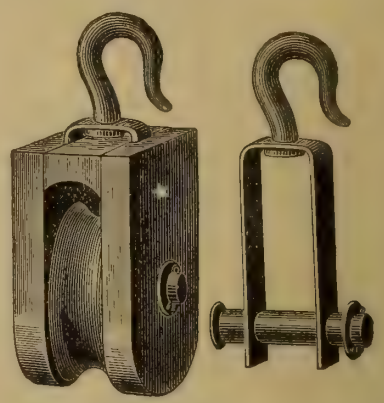
The Dominion Coal company is about to start a prospecting tour along the coal crops from Victoria to Port Morien. The work will be done under the supervision of John Greener. Some valuable information, no doubt, will be obtained concerning our C. B. coal areas. Mr. Greener is well known in mining circles, having been for 22 years in charge of mines in Pictou county.—Chronicle, Halifax.

B. W. Hill, of Manchester, Eng., claims to have discovered three years ago that electricity is generated by the chemical changes taking place in ripening fruits. In pears, apples, cucumbers, carrots, etc., the currents were detected only by means of a sensitive galvanometer, but in melons the current was so strong that a small electric bell could be rung by a battery of eight to twelve specimens. Platinum wires were inserted in the top and bottom of each melon, and the twelve were connected like ordinary electric cells. A battery of 10,000 melons, the experimenter asserts, would drive a motor of two horse-power.

A pneumatic horse collar has been invented. The part which comes in contact with the horse is as smooth as glass and sufficiently pliable to give with every motion of the animal. The air valves are so constructed as to preclude the possibility of any leakage even under the heaviest pressure and are covered by neatly laced leather flaps, leaving the surface perfectly even. A high veterinary authority says: "I expect it to be a valuable preventive for sore shoulders and muscular strains, arising from badly fitting and sweat-hardened collars, especially during hot weather, by fitting the neck and shoulders accurately and rebounding from the skin when the pressure ceases, thus allowing the air to cool and soothe the skin."

SELF-OILING PULLEY.

The accompanying cut shows Reed's Self-Oiling Hay Fork Pulley, which M. & L. Samuel, Benjamin & Co. are handling. It



is represented as being strong, useful, and cheap. It is 4½ x 1¾ with 1⅝ inch steel forged hook wrought iron strap extending below the axle, which is hollow.

A NEW DEPARTURE.

A new departure in electric lighting, according to an exchange, was recently witnessed in the Blackstaff mill, Belfast. This system is an adaption of the well-known arc lamp in which it is turned upside down, so as to throw all the light upwards by means of a reflector placed under the lamp. The object of this is to completely do away with all shadows, which have hitherto been such a hindrance to the universal adoption of the arc light for workshops, manufactories, etc. In this case the light is first thrown on the white-washed ceiling or roof, or, if necessary, large screens of canvas or other material can be placed over the lamp and from this the light falls vertically on the work, without any shadow, and, it is said, enables the operatives to carry on the most delicate manipulations with the greatest ease.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton. Ontario.

SP

ART OF APPLYING ELECTRICITY.

THIS is an age of progress, says W. F. Van Winkle, in Iron Age, and the time is not far distant when electricity will take the place of most all other known agents for power, lights, heating and cooking; electrical inventions will largely decrease the demand for stoves, hot air furnaces, steam and hot water heaters, the trade in which is a very important item to the hardware business. Hardware merchants should prepare for the inevitable by adding a complete assortment of electrical goods to their stocks and be prepared to do all kinds of electrical work. If possible, they should employ an experienced electrician to manage that department, as their success in the business will depend in a great measure upon knowing how to properly put in, maintain and repair the different electrical devices.

They should display their stock of electrical goods in the most conspicuous place in the store, as it will create a demand for them and also attract customers to their store for other goods. One of the most effective ways to display goods of that kind would be to have an upright showcase made for the purpose, lined with velvet, with a cupboard in the base with glass doors, which would accommodate nearly all the stock it would be necessary to keep in that line. There should be a nice margin of profit in the business, and the time is coming when a stock of hardware will not be complete without electrical goods.

PERSONAL MENTION.

W. S. Leslie, Toronto representative of A. C. Leslie & Co, is in Montreal on business.

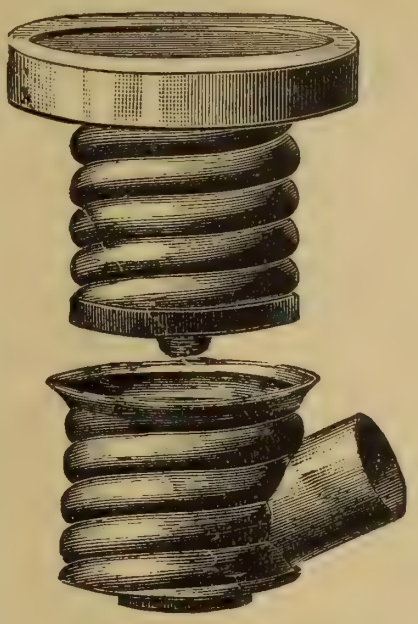
A. D. MacArthur, of Craig & MacArthur, Toronto, is making a business trip through Western Ontario.

Mr. Coulter, of Coulter & Campbell, brass and copper mfrs., is still in Walkerton. It will take him about two weeks to finish the work now on hand there, after which he will go at once to Preston, where he has secured a large contract.

Mr. Fairman, president of the Dominion Wire Co.; Mr. Cormack, secretary Dominion Wire Co.; Mr. McAgag, representing the Pillow-Hersey Co.; and Mr. McPherson, representing the Montreal Rolling Mills, are in Toronto this week attending the manufacturers' meetings.

COMBINATION ON VAPOR STOVES.

Within ten days the vapor stove combination will go into effect in the United States. It includes the George M. Clark Company of Chicago. The new corporation is named the United Vapor and Gas Stove Company, was incorporated in Illinois, and is capitalized at $8,500,000. The combination will deal directly with the retail trade. It is estimated that the total saving per year on account of the pool will be $250,000.



NEW

Steel Creamer Tap

ALL PARTS RETINNED

Superior to Lead taps and much cheaper.

THOS. DAVIDSON & CO.

MONTREAL

CEMENT

FOR

Bridges
Cellars
Cisterns
Foundations
Sewers
Concrete
Mill Dams

We manufacture the

Thorold Cement

Endorsed and used by the leading Architects, Engineers, Builders and Contractors Low in price; High in quality; Always fresh; Always reliable.

Estate of John Battle

..... Thorold, Ont.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

Make New Customers and please . . your old ones

BY HANDLING

Work easier, cut better and wear twice as long as any others. . . .

"Clauss Scissors"

CLAUSS SHEAR CO.,

TORONTO.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, June 22, 1894.

HARDWARE.

THERE has been no radical change in the conditions governing business in general hardware during the week. There is a moderate movement in one or two of the leading lines, but the general volume of trade is far from satisfactory. It is expected, however, that trade will pick up very soon now that the tariff uncertainty is over. As will be seen from the appended reports there is nothing very special to call attention to in any line, and values as a general rule are unchanged.

WIRE—The wire market continues much the same. Quite a few orders for annealed and oiled wire are going to the west and also down the river, but the volume of business is still moderate. Barbed and galvanized wire only meet a quiet demand.

OIL STOVES—There is not much activity to note in this line, but a few small lots are moving, principally on country account.

ROPE—The rope market exhibits a fair degree of activity, and prices are firmly maintained at the last advance. We quote: Sisal, 7 to 7½c. for 7-16 in. and upwards, and 14c. for deep sea line. Pure Manilla, 9¼c. for 7-16 and upwards, 6¾c. for smaller.

CUTLERY—There is a moderate demand in a quiet way for small assortments of pocket cutlery. In table cutlery there has not been any life to report.

SPORTING GOODS—As noted last week there are signs of more activity in this line, but business has not assumed full proportions yet. The season will soon be on in earnest, however.

CUT NAILS—The demand for cut nails still rules inactive. Orders coming in to makers here at present are for small quantities for immediate wants, buyers showing no inclination to order ahead at all. From jobbers' hands the movement is also of a moderate character. Nominally, prices are $1.80 to $1.85, according to quantity, but the inside price would be shaded in the cases of a large quantity of stock.

WIRE NAILS—The demand for wire nails continues fair, for the season, for leading sizes. Discounts continue as before.

HORSE NAILS — The movement is a moderate one, and prices are unchanged. Reports from the West speak for negotiations for an agreement on a uniform price, but makers here are reticent about the matter.

HORSESHOES — Quietness is a normal condition in this line at present, and it prevails. There is little or nothing to note.

GREEN WIRE CLOTH, ETC.—As noted in our last, the warm spell had a beneficial effect on this line, and quite a business in a small way has been put through during the course of the week. Enquiry for screen doors and blinds also maintains the improvement noted.

TACKS—Featureless and unchanged.

CHAIN—There is no special life to note in this. Small lots coil chain are being called for, and the same is to note in regard to tug and trace chains.

WARE—There is no change in ware. There is a fair call for peerless and white ware in a moderate way, and the basis of value is the same.

TOOLS—Demand for lawn mowers is a prominent feature in this line. Harvest and other gardening tools are also meeting with a fair enquiry.

PLUMBERS' SUPPLIES—Business continues quiet and the market is without feature.

LEAD PIPE—There is no improvement to note in the demand for this article. There is no change in prices.

BUILDERS' SUPPLIES—In the absence of any extension of contracting and carpenter work, this line fails to show any improvement.

DAIRY FURNISHINGS—There has been and is still quite a call for both creamery and cheese factory fittings. Milk can trimmings meet with a quiet demand.

CLOTHES WRINGERS—There is a moderate call for one or two of the leading kinds of these, but nothing special can be said about them.

HINGES—Strap hinges are moving out in fair sized lots on country account, also T and other kinds are quiet in line with the dulness in general building supplies.

RIVETS AND BURRS—The movement in copper and iron rivets and burrs is moderate. The basis of value is the same.

TAR, ETC.—There has been no change in this since our last. Demand is rather quieter than it was. We quote: Rosins, $2.50 to $5 as to brand; coal tar, $3 25 to $3.75; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton do. 10 to 12c.

TURPENTINE—The firm tone noted in our two last reports on this article is well maintained, but no change in prices is to note. The call for it has been rather quieter during the past week. We quote 47 to 48c.

CEMENT—The unfavorable weather during the past week has led to a slow demand for cement. The tone continues steady and values are unchanged at last weeks' decline.

GASOLINE STOVES

New Process and Single Generator styles, with all up-to-date improvements. These Stoves are simply perfect.

SEND FOR CIRCULAR AND PRICES.

THE McCLARY MFG. CO.

London. Toronto. Montreal. Winnipeg. Vancouver.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

Gas, Electric, Combination

Fixtures AND **Brackets**

English, Canadian, and American **DESIGNS**



A select stock of **Gas and Electric GLOBES** always on hand

JAS. BARWELL, 88 Bay Street, **Toronto**

Drawings and prices on application.
The trade supplied.



SS. SMOKELESS POWDER

Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.

429 Board of Trade Building
MONTREAL, Agents.

SEND FOR PRICE LIST.

CHURCH'S POTATO Finish





NO MORE WATERY POTATOES

READY-FOR-USE-DRY
NO MIXING REQUIRED.
Worth its cost as a fertilizer.

DOES NOT INJURE THE VINES

The only safe way to use a Strong Poison

FOR SALE BY

Alabastine Company, Paris, Sole Manufacturers.

HILL & FORBES, 327 ST. JAMES ST., MONTREAL: Agents for the Province of Quebec.
A. M. BELL, HALIFAX: Agent for New Brunswick and Nova Scotia.

FIREARMS

Rifles

Flobert Gallery, and Winchester and Marlin Sporting.

Guns

Muzzle and Breech Loading, German and English, which include the well-known Pieper Arms Co. and J. P. Clabrough's makes.

Revolvers

Full line of Ammunition, Loading Tools, etc., etc.

See our New Gun Circular and Write for Discount.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, **TORONTO**

ENGLISH HOUSE: **SAMUEL, SONS & BENJAMIN**
164 Fenchurch St., London, E. C.

MONTREAL MARKETS—Continued.

We quote spot prices at $1.95 to $2.05 for English brands, and $1.85 to $1.95 for Belgian, and to arrive, English brands $1.95, and Belgian $1.80 to $1.90.

FIREBRICKS—The demand for firebricks is fair and prices are unchanged at $15.50 to $19.50 per 1,000, as to brand. Stocks are about the average for this season of year.

METALS.

The dulness weighing on the heavy iron and metal market gives no signs of lifting, and the past week has witnessed no improvement in a single line. On the contrary the tone generally is heavy, and as will be seen from the appended reports there have been noticeable declines in many of the leading lines.

PIG IRON—The pig iron market continues quiet and easy in its tone. The stock of Nova Scotia iron is ample, but the arrivals of Scotch pig have not led to the accummulation of much larger stocks of the latter as yet. Sales of small lots of Summerlee have been made at $19 and a shade less in some cases, while round lots of No. 1 Siemens have changed hands at $16.50. We quote : Summerlee, $18.50 to $19; Eglinton, $18; Carnbroe, $18; Ferrona, $16.50 to $17; and Siemen's No. 1, $16.50 to $16.75.

SCRAP IRON—The market for scrap is inactive, as manufacturers don't appear to want much supplies at present. We note small sales of No. 1 wrought at $15.25 to $15.50.

BAR IRON—There has been a fairly good enquiry for bar iron, but supplies in jobbers' hands are ample and the same is the case with makers. Prices, for the business that has been passing, which was principally small lots, are unchanged; but it is quite possible that in the case of a large quantity holders would submit to concession. In fact we quote a rather lower range at $1.70 to $1.80, according to quantity.

TIN PLATES—The market rules dull on the whole and the tone easy. In fact we know of round lots of 1,500 boxes changing hands at a noticeable cut on last week's prices, and our range is lowered in consequence. We now quote cokes $2.75 to $3, and charcoal $3.25 to $3.50.

CANADA PLATES—The feeling on these also is easier, and sales of considerable quantities have been made at lower prices. In fact dealers here are considering when they are going to touch bed rock. Round lots have been turned over at $2.15, and smaller quantities at $2.20 to $2.25. We now quote our range $2.15 to $2.25.

TERNE PLATES—These have shown a sympathetic disposition with both the above lines. Demand also has not improved with the decline, and the market is very quiet. Prices have had a regular slump of 80c. to $1.10, recent sales having transpired at $6.40.

EASTLAKE GALVANIZED STEEL SHINGLES



Patented April, 1885. March, 1887. January, 1894.

The Shingle that others TRY to imitate. Has no equal in any particular. The EASTLAKE is in use on more roofs than all other shingles combined. Never fails to give satisfaction.
We protect the trade, and will quote liberal prices to those who mention that they saw our advertisement in HARDWARE.

Sole Manufacturers BEWARE OF CHEAP IMITATIONS

The Metallic Roofing Co. of Canada, Limited, 82 to 90 Yonge Street, TORONTO, ONT.

COPPER—The tone of the copper market is rather firmer, but the demand does not show much improvement. We quote 9¾ to 10c.

TIN—There is only a small jobbing trade doing in this line, and we report last week's prices of 18 to 19c.

SHEET IRON—There is a moderate movement in a jobbing way, but otherwise there is practically no market. We quote as before—$2.40.

HOOPS AND BANDS—The demand is limited and the market quiet and unchanged on the basis of $2.35.

STEEL—Nothing to report and prices unchanged. We quote : Best cast steel, 9½ to 12c.; spring, $2.50 ; tire, $2.50 to $2.75 ; sleigh shoe, $2 40; round machinery steel, $3.

GALVANIZED SHEETS—There is a quiet jobbing demand for these, but nothing otherwise. We quote : 4½ to 5c. for ordinary brands ; Morewood, 6 to 6¼c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., and the usual extra for larger sizes.

IRON PIPE—Discounts are the same and the demand hardly noticeable.

SPELTER—Business flat and prices the same at $4.50 to $4.75.

ZINC SHEETS—There is no change in these, business ruling quiet. We quote $5.

LEAD—Only a small movement to note. Prices are unchanged at $2.60 to $2.75.

PAINTS AND OILS.

In this branch trade has not improved any. Prices generally continue unsettled in leads and colors. A fair business has been transacted in oils, but in a jobbing way, no large transactions being reported. The feeling on linseed oil is firm, and values have an upward tendency in sympathy with the advance in the English market. Seal oil is quiet, and the only business on spot that we note is a few small lots at 42½ to 45c. We quote : Choice brands white lead, Government standard, $4.75; No. 1, $4.50 ; No. 2, $4.25 ; No. 3, $4 ; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25 ; No. 2, $5.25; linseed oil, round lots, raw, 55c., boiled, 58c.; seal oil, 42½ to 45c.

GLASS.

There is no change in the glass market. We quote $1.25 for first break; $1.30 second break, per 50 feet ; $3 25 for first break per 100 feet; putty in bulk, $1.85.

PETROLEUM.

The demand for petroleum has not improved any, and the market rules quiet but steady. We quote as follows : Canadian refined at 11c. in shed in Montreal for round lots, and 12c. for small quantities. American petroleum, 14 4-5c. in car lots, 15¼c. in 10-barrel lots, 15½c. in 5-barrel lots, and 16c. for single barrels, net cash ; American benzine, 23 to 25c. ; Canadian benzine, 10¾c. Petrolea ; 12¾c. Montreal.

MONTREAL MARKETS—Continued

HIDES.

The hide market has shown some improvement during the past week, and sales involving 10,400 skins are reported on United States account. These purchases clean the market up pretty well, there being no large lots offering now except one lot of 1,500 skins. The prices paid for the above were p. t., but are said to be at such figures as not to leave much profit to the seller. We quote: No. 1, 3½c.; No. 2, 2½c.; and No. 3, 1½c. The firmness in lambskins is maintained at 20 to 25c. each.

TALLOW.

The demand for tallow continues slow and the market rules quiet at 6¼ to 6¾c. as to quality.

ASHES.

There is no change in the ashes market. It rules quiet. First pots $4.10; second, $3.65; pearls, $5.40 to $5.50.

MONTREAL TRADE NOTES.

Arrivals of firebricks during the week have been 55,000. This is one of the largest weeks so far

There were some large receipts of firebricks last week. Francis Hyde & Co. are large importers of all the best known Scotch brands of these.

The bulk of the arrivals of cement this week were for W. McNally & Co. They are prepared to execute orders promptly for all of the leading brands.

Receipts of cement last week were 3,800 casks of English. This makes the total receipts for the season to date 23,750 casks of English and 12,725 casks of Belgian.

The Canada Iron Furnace Co., in boring for an artesian well on their property at Radnor, have come upon a well of mineral water that, it is claimed, possesses all the properties of the famous Apollinaris water.

This is the season when people commence to paint and clean up their residences, both in the city and country. No dealer should be without the well-known lines of colors, varnishes, etc., handled by Walter H. Cottingham & Co.

The Pilkington Bros. at their establishment in Montreal have a special department for the actual manufacture of bevelled plate mirrors, etc. They are making a special feature of this branch of their business.

TORONTO MARKETS.

TORONTO, June 22, 1894.

HARDWARE.

WHAT change has taken place in regard to volume of business has been in the direction of a smaller turnover. The trade is pretty unanimous about that. It has not, however, been of a particularly marked character. For the season, trade is probably fair, although the Ontario provincial election campaign is credited with retarding trade to some extent. The manufacturers of bolts, nails, wire, etc., are meeting in Toronto this week, but up to the time of writing no changes appear to have been made in prices. An advance of ¼c. to ½c. is announced in the price of rope; demand is light. Cut and wire nails are still in good demand, and horse nails show some inclination towards a brisker movement. For green wire cloth and screen doors and windows an active demand has developed. Certain kinds of Peerless and Eclipse ware are showing more life. Plumbers' and builders' supplies show considerable improvement, while the opposite is to be said regarding lawn mowers. Payments are, on the whole, fairly good.

OIL STOVES—Enquiries are coming in more freely, although they are principally for the cheaper class.

WIRE—Orders are keeping up fairly well for oiled and annealed, galvanized and barb. It is thought that there may be some changes made in plain wire by the manufacturers, who are now meeting in this city.

ROPE—Orders are not large, but demand is fairly good for small shipments. Prices have been advanced ½c. on sisal and ¼c. on manilla. We quote as before: Sisal, 7 16 in. and larger, 7c.; ¼, 5-16, ⅜ in., 7½c.; Manilla, 7-16 in. and larger, 9 to 9¼c.; ¼, 5-16, ⅜ in., 9½ to 9¾c.

CUTLERY—Case goods are beginning to move for future delivery, but sorting-up orders are generally light.

SPORTING GOODS—An odd sale here and there is reported, but the season has hardly commenced yet.

CUT NAILS—Trade is still improving, quite a few carload lots having changed hands during the week. Prices are still being booked at $1.80 Toronto, and small lots at $1.85, with a reduction of 10c. per keg when shipped from Montreal.

WIRE NAILS—Business keeps good. Most orders are for 10-keg lots, in order to save freights. Discounts are unchanged at 75, 10 and 5 per cent., shipment in 10-keg lots being prepaid.

HORSE NAILS—Business is slowly improving, with prices as before. We quote as before: "C" 60 per cent., and "B B" and "M" 60 and 2½ per cent. Negotiations are still in progress with a view to creating a uniform price, as noted in last issue.

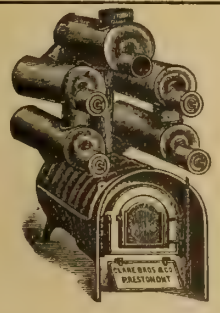
GREEN WIRE CLOTH—Trade is steady, but stocks are broken at the moment, and jobbers are experiencing difficulty in supplying all sizes asked for. Fresh shipments are, however, expected in a few days, when the trade will be able to fill all sizes from 18 in. to 40 in. Prices are unchanged at $1.85 per 100 square feet.

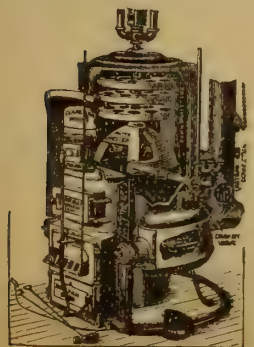
SCREEN DOORS AND WINDOWS—The warmer weather has stimulated a big demand for this line and jobbers have been compelled to send repeat orders. In the meantime quite a number of orders are being placed on the back order file for shipment likely next week.

TACKS—Very little business doing; principal lots called for are those put up in small kegs.

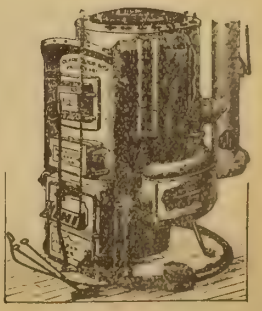
CHAIN—Coil chain is still quiet and demand is limited for tug and trace chains.

HORSESHOES—Orders are coming in a little better, but quantities wanted are not large. Prices are being firmly held. We quote $3 80 Toronto, $3 85 London, and $3.65 Montreal.

Best Value  on Earth.



These are the Furnaces that secure the trade for dealers who handle them.
They have no rivals but many imitators.



Clare Bros. & Co. ....Preston, Ont.

MARKETS—Continued

WARE—Peerless and Eclipse wares are in good demand, and Pearl ware is becoming more lively. White ware shows some improvement, but it is only slight.

LAWN MOWERS—Business has fallen off considerably during the week. Fresh shipments of the American make have arrived, thus enabling jobbers to complete orders which had been held over.

PLUMBERS' SUPPLIES—Business shows considerable improvement on country account, but little or no change has taken place in city trade.

LEAD PIPE—A few ton lots have been booked during the week, but very few shipments of that quantity have gone forward. Jobbers are still quoting shipments, Toronto and the west 30 per cent, off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto, 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

BUILDERS' SUPPLIES—Demand is increasing throughout the country, but nothing of any importance has transpired on city account.

HINGES—Trade is fairly satisfactory, but devoid of any new features.

HARVEST TOOLS—There has not been any falling off in the demand, while orders are pouring in for cradles and hay rakes.

CLOTHES WRINGERS—Trade keeps up well, and prices are being maintained for Royal Canadian at $28.

BELTING—Trade shows a decided improvement, and prices are unchanged.

TAR, ETC.—There is a fair trade doing. We quote: Roofing pitch, $2.50 per brl.; pure coal tar, $4 per brl.; refined coal tar, $4.50 per brl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per brl. and 75c. per doz. pint tins; pine pitch, $2.75 per brl.

CEMENT, ETC.—Business fair. We quote: Portland cement (English), $3 per brl.; New Brunswick plaster paris, $2 per brl.; Canadian water lime, $1.25 per brl.

FIREBRICK, ETC.—Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

Nothing particularly new has developed during the week. Sheet iron shows some improvement, and an increasing trade is still reported for galvanized iron. Iron pipe is going out well, and so are terne plates. Hoop and band iron shows a little improvement. Business appears to have fallen off in ingot copper and pig lead.

PIG IRON—Trade is dull and featureless. We quote: Summerlee, $20 to $20.50; Carnbroe, $19 to $19.50; Siemen's, $18 to $18.25.

Rogers, Brown & Co., Buffalo, report Toronto market for American pig iron as follows: The situation in this market is practically the same as that reported last week. No new features have come up. Prices are firm. We quote on the cash basis f.o.b. Toronto in bond: No. 1 foundry strong coke iron Lake Superior ore, $13.25; No. 2 foundry strong coke iron Lake Superior ore, $12.75; Jackson county silvery, No. 1, $16.80 to $18.30; Lake Superior charcoal, $15.70; Southern soft, No. 1, $11.50; Southern soft, No. 2, $11.25."

BAR IRON—Business is still quiet, with prices ruling as before at $1.85 Toronto and $1.75 Montreal.

SHEET IRON—This has shown quite an improvement, some good sales having been effected during the past week at last week's prices. We quote 8 to 16 gauge, $2.50; 18 ditto, $2.25; 20 ditto, $2.25; 22 to 24 ditto, $2.35; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Gorbal's, 26 gauge, 5½c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

IRON PIPE—Large quantities of this article are moving in all sizes from ¼ to 2 inch. There is also quite a demand for galvanized pipe, in some sizes of which there is a dearth on this market. Discounts: Iron pipe, 67½ to 70 and 10 per cent.; galvanized iron pipe, 47 to 50 per cent.

GALVANIZED IRON—The improvement noted last week is being maintained, good quantities still going forward. Prices rule same as before. We quote: 4½ to 4¾c. for 28 gauge in case lots.

BOILER TUBES—A few small calls are reported at previous quotations: We quote: 1¼ inch, 7c.; 1½ inch, 7¾c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

SHEET STEEL—There is little demand for the good brands for gas stove ovens particularly. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

CORRUGATED IRON—Business continues fair at unchanged prices. We quote: "Owl" brand from genuine steel plates, zinc coated, $4.25 to $6 per square; painted steel, same brand, $3 to $4.75 according to guage.

INGOT TIN—Trade is keeping up fairly well, although but very few large quantities—that is half ton lots—are going out. Prices rule at 19 to 19½c. for ton lots and 20 to 20½c. for small lots.

INGOT COPPER—Business is not quite so lively as a week ago, although a few good shipments have gone forward at prices quoted—namely, 10 to 10½c.

SHEET COPPER—Trade, especially in brazier sheets, has been quite active, and demand is improving for roofing copper. Prices still range from 14¾ to 16c., according to weight and quality.

ZINC SPELTER—This article is still quiet, orders being only for small quantities. The idea as to price is 4¼c. for domestic and 4½c. for imported.

TIN PLATES—There has been no particular improvement to note, although the trade in general seems to be satisfactory. Prices are being maintained and import orders freely booked. Prices for small lots rule from $3.50 to $3.75 per box for I. C. charcoal, and $3.25 to $3.35 for coke.

TERNE PLATES—This is going out quite freely, and trade is somewhat ahead of that for the corresponding time last year in this particular line, particularly "I. C." There is not much "I." changing hands. We quote as before at $6.50 to $6.75 for "I.C.," according to quality.

ZINC SHEETS—Very little doing. A reaction, however, is expected to develop in the near future. Cask lots are unchanged at 4¾ to 5c.

HOOP AND BAND IRON—Shows a little improvement. We quote base price slightly lower at $2.25 to $2.35. American steel $2.

CANADA PLATES—Shipments from stock are small. The principal demand is for plates for cutting into shingle strips. Import orders are still being booked for delivery August or September. We quote half polished at $2.45 to $2.55 from stock and $2.35 to $2.45 for import.

SOLDER—No special feature to note. Prices are ruling firm, and quantities moving are moderate; 13 to 14c. is the idea as to price.

PIG LEAD—Trade has fallen off somewhat, but prices are firm at 2¾c. for ton lots and 3c. for small lots.

ANTIMONY—Is showing some improvement again, although very few large lots have gone forward yet.

GLASS.

Business is brisker than it was. Although most country dealers have their import lots in stock, they find quite a number of sizes being called for which they had not anticipated. Prices are unchanged at $1.20 to $1.25 first break.

OLD MATERIAL.

Very little doing. No cars have been received during the past week. Local trade same as usual. Prices unchanged. We quote prices paid by dealers as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 30 to 35c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 6¾ to 7c.; heavy scrap copper 7½ to 7¾c.; old copper bottoms 6 to 6½c.; light scrap brass 4c.; heavy yellow scrap brass 6c.; heavy red scrap brass, 6 to 6½c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 2¾ to 3c.; country mixed rags, 60 to 75c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10c.

PAINTS AND OILS.

White lead is moving a little better if anything, but still business is not active in this line; 4½c. is the ruling figure with the range going ¼c. higher. Linseed oil is in fair demand and firm in sympathy with the Eng-

MARKETS—Continued

lish market. There is some probability of the Canadian crushers advancing prices again. There is quite a range in quotations, raw being quoted at 53 to 54c. f. o. b., and boiled 56 to 57c. Demand has fallen off somewhat for turpentine, but there is still a fair business doing notwithstanding ; we quote 42 to 43c. per gallon f. o. b. Paris green is in better demand with the market firm and excited. We quote as follows : Canadian, 12 to 13½c. in drums and 14½ to 15c. in packages; English, 112 lb. drums, 14c.; do. 56 lb. drums, 14½c.; ditto cases, 16c. Putty is quiet at $1.90 to $2 in bladders, and $1 80 to $1.90 in bulk. Castor oil is quiet at 6⅝ to 6¾c. in case lots and 7c. in single tins. Refined seal oil is unchanged at 58 to 59c. per gallon in barrels. A fair sorting-up trade is still being done in prepared paints at $1.05 for pure.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Nothing new is reported in hides. Prices remain unchanged. We quote: 3c. for No. 1's, 2c. for No. 2's, 1c. for No. 3's ; steers' ½c. in advance of above prices; cured, 3½ to 3¾c.

SKINS—Are quiet. Nothing new since our last report. Prices are unchanged. Pelts, 10c.; sheepskins, 85 to 90c.; lambskins, 20c., calf, 4 to 5c. per lb. for 1's and 2's.

WOOL—Fair jobbing trade is reported. Dealers are paying 16 to 16½c. for merchantile combing and 19c. for clothing. Unwashed is running at 9 and 10c.

TALLOW—Weak at 5¼ to 5½c.; rough, 2c.

PETROLEUM.

Trade continues steady, nothing new developed since last report. Oil trade at this season of the year is usually quiet, besides the gas wells which are being made use of for lighting and fuel in western Ontario are having a disastrous effect on the oil trade in that direction. We quote : 5 to 10 barrel lots, imperial gallon, Toronto —Canadian, 12 to 12½c. ; carbon safety, 15½ to 16c. ; Canadian water white, 16 to 17c.; American water white, 18 to 19c. ; photogene 20c.

MARKET NOTES.

Flags and bunting are selling well with Rice Lewis & Son.

Sanderson Pearcy & Co. are in receipt of another shipment of turpentine.

The McClary Manufacturing Co. report a good demand for oil stoves, gas stoves, refrigerators, etc.

The offices and warehouses of Sanderson Pearcy & Co. are undergoing their usual spring overhauling.

H. S. Howland, Sons & Co. are having a good sale for Arcade hold-back spring hinges in tuscan and bronze finish.

The Kemp Manufacturing Co. reports good demand for its oil stoves. The firm is also placing on the market a nicely engraved

Fencing Wire

American Wire, plain and barbed, from stock or for import.
Close prices and prompt delivery. Get our figures.

A. C. LESLIE & CO. Montreal and Toronto.

Our Specialty **PURE TURPENTINE** Our Customers Need fear no Adulteration

Every barrel guaranteed ! We are headquarters for the Pure Article.
Remember these facts when placing your orders.

FRANCIS, FROST & CO., 33 Front St.W., TORONTO



BEST ON THE MARKET.

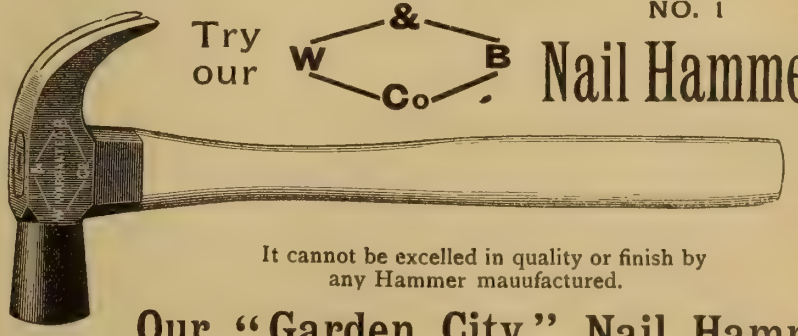
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THE WHITMAN & BARNES MFG. CO.

Canadian Branch: St. Catharines, Ont.

Try our W & B Co NO. 1 **Nail Hammer**



It cannot be excelled in quality or finish by any Hammer mauufactured.

Our "Garden City" Nail Hammer

GET OUR PRICES AND TRY OUR GOODS

Is the best and cheapest "Solid Cast Steel" Hammer on the market.

We aim to keep in stock a full line of Hammers, Sledges, etc., and will make prompt shipments. . . . . .

and finely finished stove board, which will be much superior to their former one, viz., "Maple Leaf."

M. & L. Samuel, Benjamin & Co. will place a new skate on the market the coming season. It is named the Athletic.

The Toronto Picket and Wire Fence Co. have received a car of pickets, which will enable them to resume operations.

The sale of steel rails and lumbering outfit should have been credited to John J. Gartshore instead of to the McClary Mfg. Co.

The Toronto Fence and Ornamental Iron Co. have secured the contract from the Street Railway Co. for switch boards, etc., at the new power house.

The Gurney Foundry Co.'s works are still closed. Although the firm has coke on the road, it is not decided whether it will resume operations at once or not.

H. S. Howland, Sons & Co. report a good trade in Gowdy and Woodyatt high-wheel lawn mowers; also garden syringes, garden shears, and "Crown" sheep shears.

The Toronto Fence and Ornamental Iron Works have shipped a car of fencing to Buckingham, Que. They have also many enquiries in from all parts regarding fencing material.

Rice Lewis & Son report a good business in bicycle sundries. "The bicycle trade in this country seems to be getting into the proper hands—that is the hardware trade," remarked a member of the firm.

James Barwell, dealer in gas and electric fixtures supplies, reports an active trade. Mr. Barwell has just supplied a church in Berlin with chandeliers, globes, etc., all of which have given satisfaction.

The Collins Manufacturing Co. report an active trade in wire fencing. Several cars of wire have been received during the past week and manufactured into fencing, for which the firm have found ready sale.

Robt. Ralston & Co., Hamilton, are now offering an improvement on the Acme bath-tub seat, which they have branded "Perfection." In place of wire sides the new seat is made with malleable iron and nickel-plated.

M. & L. Samuel, Benjamin & Co., report that trade has been unusually brisk with them of late in screen doors and windows. They are getting in a fresh supply this week and will then be in a position to fill back orders.

The contract just completed by Coulter & Campbell at the Massey Music Hall is a credit to the firm as well as the hall. The railings around each gallery are well made and neatly put up. The firm reports trade good in railings.

The Dominion Wire Manufacturing Co., Ltd., have just issued their price list for 1894. It is neat, attractive and complete. During the year the firm has added the manufacture of steel spring cotters and bright wire goods. It has also increased its capacity for the manufacture of copper and brass wire, steel and brass jack chains, iron and steel wire of all sizes, steel wire nails, steel and brass wood screws, and is now prepared to fill all orders promptly at lowest prices consistent with quality.

The McClary Manufacturing Co. have just received 35 cases of sterling enamelled goods from Germany. These goods were expected some time ago, but were delayed in shipping, as they had to be manufactured after the order was received.

M. & L. Samuel, Benjamin & Co. have issued a catalogue of their firearms to the trade for season 1894. It contains eight pages, 11½in. x 9in., and is liberally illustrated with cuts of the guns, rifles, revolvers, loaders, gun and rifle covers, etc.

The Toronto Fence and Ornamental Iron Works have purchased the machinery, catalogue, etc., of The Barnum Wire & Iron Works, at one time of Walkerville, but which removed to Toronto Junction some time ago. The Toronto Fence Co. report an active demand for their goods and a steadily increasing trade.

UNITED STATES MARKETS.

NEW YORK, June 22, 1894.

PIG TIN—London sent in slightly higher quotations. The foreign market is so peculiar, however, that the 2s. 6d. fluctuation failed to have the slightest effect here. A paramount feature is that Europe has considerable stock to spare and that the relation of supply and demand not only checks speculative venture, but causes distributors and large consumers to go slow. It was easy buying at 19.65c. net cash, for prompt or near future delivery. Rumor had it that business was taken, or at the least solicited, at something less. Certain it was that jobbing quantities went at as low as 19.80 to 19.85c., while general report indicated that sales were only fair.

COPPER—There were offers of Lake Superior ingot at 9.05c., August and September delivery. Outside there were bids of 9c. for quite extensive quantities, prompt or near future delivery. The margin of difference between buyers' and sellers' ideas of values still operates to restrict business, however, and the market remains in uncertain shape. The cheaper varieties of the metal are also irregular, with 8⅞ to 9c. quoted for electrolytic, and 8¾ to 8⅞c. for ordinary casting stock.

PIG LEAD—Only moderate sales were made here, and, while it is plain that dealers' stocks are below the average and the holdings of large consumers smaller than usual at this season of the year, the buying spirit is exceedingly tame. The offering is reserved, however, and at less than 3.37½c. there were very few sellers. Most holders asked 3.40c. St. Louis wire to the Metal Exchange was 3.10c. The London cable was £9 1s. 3d. for soft Spanish.

SPELTER—Purchases by Eastern consumers are still commonplace and the demand is no livelier than it has been previously this month. Purchases from other quarters have, in connection with the reduced output, the effect of stiffening prices more or less, and, while spiritless, the market is at present quite steady in tone, with the range of 3.45 to 3.50c. quoted for ordinary Western brands, prompt or near future shipment. St. Louis wire to the Metal Exchange was 3.22½c. London cable quoted £15 7s. 6d. for good merchant brands.

ANTIMONY—Jobbing trade is fair and the movement sufficient to hold prices steady at about 8¾ to 8⅞c. for Hallett's and 10 to 10¼c. for Cookson's, as to size of lot.

TIN PLATE—Purchases of spot goods are on a moderate scale. The buying of futures is also languid. As for demand, there is little or nothing that improves upon the general run latterly. Despite the slow condition of trade, however, prices are remarkably even.

IRON AND STEEL—The movement in pig iron is extremely routine, and what little uneasiness there was a short time ago consequent upon the coal strikes, seems to have disappeared since it is found that there is quite enough iron to go around. Hence, with recent curtailment of production, there is enough iron to go around and some to spare also. Foreign material is neglected, aside from occasional sales of special sorts.

Quite fair sales are making of old material at very fair prices. These include 100 tons iron tee rails at $11.50, delivered at mill, or the basis of $10.50 Jersey City. Steel rails were taken at $10, delivered to ship, by exporters. About 400 tons wrought scrap went at $11 delivered, and $10 to lighter. Of car wheels about 300 tons were sold at $10 to $10.50, delivered to mill, and $9 in New York.

AGRICULTURE IN ENGLAND.

British agricultural statistics, which have just appeared, show that the wheat area in Great Britain was less by 342,724 acres in 1893 than in 1892, which the Economist says "was largely due to an unfavorable seed time." The product of 1893 shows a decrease as compared with 1892 of 9,862,398 bushels. The yield per acre was .4 of a bushel less in 1893 than in 1892, and 3.16 bushels less than the average of several preceding years. The barley crop showed a small increase in area but a decrease of 11,193,143 bushels in product. Oats showed a considerable increase in area and a very small increase in yield. Of potatoes there was a small decrease in area and a considerable increase in yield, but the yield of turnips and mangolds was much reduced, and the hay crop was short nearly two and a half million tons.

CHAINS



Coil, 7 sizes, Trace, Halter, Tieout, Post, Heal and Cow Ties,

Tie Weights and Evener Chains, etc.

The B. Greening Wire Co., Ltd.

Write for Catalogue.

HAMILTON, CANADA.

GET OUR PRICES FOR

Calcined Plaster
Sewer Pipes
Chimney Linings and Tops
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Fire Bricks and Clay
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SUMMER OXFORD STOVES

ECONOMICAL. EFFICIENT. BEAUTIFUL.



GAS RANGE.

Oxford Gas Ranges

5 SIZES.

Bakes, Boils and Roasts quickly and uniformly.

Are Immense Water Heaters

No Waste. No Odor.

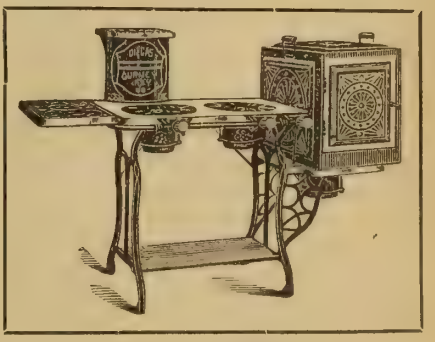
Oxford Oil Gas Ranges

5 SIZES.

Makes its own Gas as it Burns it.

Makes Gas from Ordinary Coal Oil.

Bakes, Roasts and Boils perfectly. Cost of Fuel ½c. per hour.
No Odor. No Wick.



OIL GAS RANGE.

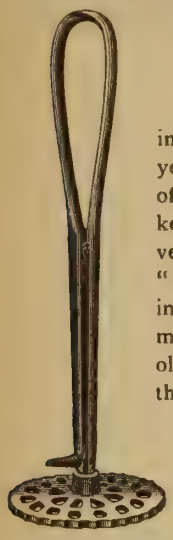
PEOPLE WILL ASK FOR THEM. YOU MUST HAVE THEM.

Send for Price List of our Latest Production THE OXFORD GRADUATE Wood and Coal Cook Stove.

THE GURNEY FOUNDRY CO., LTD., Toronto. THE GURNEY-MASSEY CO., LTD., Montreal.

VEGETABLE MASHER AND TILTER.

This cut is an illustration of the "Sensible Vegetable Masher and Kettle Tilter" that is being stocked by H. S. Howland, Sons & Co. There has not, it is claimed, been an article introduced in the kitchen in years that has as many points of practical value to the house keeper for the amount invested as that one. The "Sensible" is as great an improvement over the wire masher as this was over the old wood masher, as it does the work cleaner and better, and improves the quality of the vegetables wonderfully, as all the lumps are taken out; and soggy vegetables can be made light and delicious by the use of this article. The Tilter attachment will save the chance of burning or scalding the hands. It is made of malleable iron and well tinned.



SITUATION IN PARIS GREEN.

THE interview that HARDWARE had last week with a jobber regarding the situation in Paris green has created a good deal of interest among the trade, leading to a firmer feeling in prices.

"When I read that interview last week," said a large jobber to HARDWARE, "I at first pooh-poohed the idea. I have since, however, taken the trouble to investigate the matter, and I find there is a good deal of truth in the matter. The market here is now excited, while stocks are small. In Montreal stocks are very small. A proposition was made me to-day to advance prices 2½c. per pound on all kinds of Paris green. The situation in the United States is strong. The trade papers there, you can see for yourself, are quoting prices all the way from 23c. for large packages up to 29½c. for ¼ lb. boxes. But of course there are the rebates of 3c. per lb. on lots of 10,000 lbs. or over down to 1c. per lb. on lots of 500 lbs. A combination controls the market there."

"You will find a corner in Paris green before long," said another jobber, "and I'll tell you why. It is now too late to import from England, and there is very little English Paris green on the spot. As a consequence we have actually advanced prices a full cent per lb. The excitement is at the moment principally confined to the large dealers, because the true condition of affairs is known only to them. They know that there is not much on spot. In about two weeks, when the stocks now in the hands of country merchants are well broken into, there will be a big demand. Then they will want immediate delivery, when we naturally expect to see higher prices."

"We are experiencing an increasing demand for Paris green," said a well-known wholesale dealer, "and we attribute it to the interview that appeared in last week's HARDWARE, and the hardware man who gave you the hint deserves credit for his insight. It is no use denying the fact, stocks of Paris green are light, and there is every probability that the demand will exceed the supply. Already to my knowledge, wholesalers have been enquiring among each other if the present is not an opportune time to advance prices. One holder remarked to me that he thought 25c. could be secured just as well as 15c. Here it is nearly the end of June and there has not been any Paris green to speak of sold yet, but in spite of this stocks are light. This time last year hardware merchants were sending in repeat orders. Most decidedly the situation is strong."

A HANDSOME TROPHY.

The Toronto Silver Plate Co. is engaged in manufacturing to order a $250 lawn tennis trophy for Frank D. Benjamin, of M. & L. Samuel, Benjamin & Co. The cup chosen by Mr. Benjamin, whose cultivated taste is exemplified by his selection, stands 34 inches high, and is a happy combination of antique German and the modern. It is a tall and graceful specimen of the silversmith's art. Bulkiness is the least characteristic of the composition, as one can realize by the proportions, the base being only 8 inches in diameter. Skill and taste have been well employed by the company's clever artist, Felix L. Paris, in preserving all the necessary details to this end. The base of handsomely embossed rolls or mouldings of various designs gradually diminishes to the centre of the stem to a diameter of ¾ of an inch. Then the stem increases to the size of about 7 inches, which is the beginning of the cup proper, a bulb like form. This part is composed of the beaver, maple leaf, rose, thistle and shamrock in repousse. From this bulb a cylindrical form increasing in diameter rises, containing four shields, one with tennis scenes truthfully engraved, and one with inscription. The height still increases and the diameter expanding to 10 inches to the lid or cover, all in repousse, which is surmounted by a well modelled figure of victory. The base is further embellished by two miniature tennis rackets and balls. Further description, which it well deserves and requires, is almost impossible, but it would well repay the connoisseur to make a special visit to view it when on exhibition.

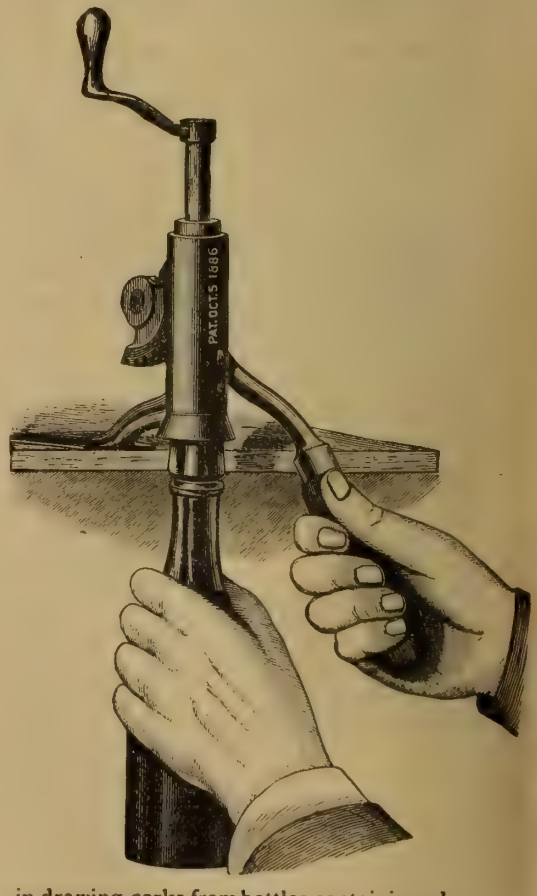
It is stated that there are now in the United States more than 300 mining companies making use in their operations of electricity for light and power. About one-third of the gross amount of copper refined in this country is now treated by electrolytic process.—Engineering Magazine.

MANITOBA CROP REPORT.

The first crop report of the year was published Monday. It shows a slight increase in the grain acreage, principally of oats. There is a decrease of 25,000 acres under barley. The total wheat acreage is 1,010,168, and of all crops 1,592,394, being an increase over last year of 39,312 acres. All correspondents report seasonable weather for seeding, and excellent condition of crops. The reports on stock are from fair to very good, the latter most numerous. There are 5,800 employed as farm help, including boys, with average wages of $13.30 per month under yearly engagement, and $18 12 summer months only. There are 1,438 servant girls employed on farms, with room for a thousand more at wages of $8 to $9.50. More than twenty districts are considering the advisability of starting cheese factories or creameries. Of the season's prospect, all that can be said is that seed put in with care, and under favorable circumstances and with ordinary good luck, the result should be satisfactory.

SAMSON CORK PULLER.

This cork pullers which is being sold by H. S. Howland, Sons & Co., is strongly made and handsomely finished. By using the Samson, corks can be extracted with ease and rapidity. It is specially valuable



in drawing corks from bottles containing ale, porter, etc., as the bottle can be held perfectly still, thus avoiding stirring up the sediment. For family use it is a great convenience, as very little strength is required to draw the cork. It also obviates all danger of soiling the clothes of the operator. It is made to be fastened with ordinary screws or clamp and thumb screw.

WARRANTING EDGED TOOLS.

BECAUSE all the better grades of edged tools are warranted by the makers against flaws or other imperfections, says Hardware Reporter, at least a considerable portion of the trade has fallen into the habit of accepting a broken tool from a customer without more than a casual examination regarding the causes of the break. A story was told last week that illustrates how much the dealer has to encounter when he guarantees the goods and they are returned as unsatisfactory. In this case, the customer had tried to straighten out with a hammer a pair of scissors that had been bent in being used as a crowbar. Of course, they were broken, and then the customer demanded a new pair on the ground that they were defective. The dealer naturally refused, but other cases have come under observation were guaranteed goods have been returned and others given in their place where the claim was based on equally frivolous grounds.

A case in point was where a customer bought a guaranteed axe and returned it with a clean-cut break in the edge that looked as if it had been broken out with a sledge hammer. The customer said he had been chopping an oak log with even grain, and he could not account for the break excepting on the ground that the steel was defective. The dealer accepted the story, gave him another axe, and sent the broken axe back to the jobbing house, with a claim for damages. This was allowed and the jobbing house forwarded the axe to the factory in turn. There a careful examination was made and the metal was found to be perfect. An investigation was at once set on foot, because, as the owners reasoned, their own trade would be injured if they did not substantiate the excellence of their work even in a single case. So they sent one of their travelers to the town where the axe was sold and hunted up the man who had broken it. The latter told the same story as at first, but after a long line of cross questioning he admitted that when the break was made he struck against a frozen knot in the log and that he and the knot were to blame for what had been charged against the axe. Trusting to the credulity of the dealer, he had put in his claim and was not disappointed. But how much trouble and expense could have been saved if the dealer had made the examination on his own account. A dealer is frequently induced to rely on the maker's guarantee in a case of this kind because of a desire to please his customer and save him from loss. But it is not good business policy to recompense a customer for goods broken through his own fault and then not be able to collect the amount from those of whom the goods were first bought, as would certainly happen when an investigation had been made and the facts been found as above stated.

TROUBLE IN TELEPHONE—REMEDY

The following letter to the Electrical World is pertinent at the present time when telephonic communication between the several departments of manufacturing establishments is becoming so common :

"A friend of mine in a neighboring establishment has a telephone containing three ordinary Bell receivers, which are used both as transmitters and receivers. They gave trouble constantly. One would be reported as 'not talking,' and he would take off the cap and find nothing wrong, would put the cap back again, and it would work all right. Perhaps in an hour or so it would again refuse to act. This was kept up for several months. He tried varying the distance of the diaphragm from the magneto, and also examined the circuit time and again, but with no better success. One day we noticed that the edge of the orifice of the cap came very close to the diaphragm, and I suggested that perhaps a drop of saliva might lodge against the diaphragm and the edge of the orifice and impede vibration. This was found to be the case, and a ring of thick cardboard placed between the cap and the diaphragm remedied the trouble completely."

SITUATIONS VACANT.

HARDWARE CLERKS—INCREASE YOUR INCOME by showing The Hardware Dealer's Magazine to your local hardware merchants and manufacturers. Subscription $1.00 a year. Liberal commission. For sample copy, terms, etc., address D. T. MALLETT, Publisher, 78 Reade st., N.Y.



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

Books for Retailers
Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price)

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Being the experience of the most prominent and successful merchants.
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This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS
Sent, postpaid, on receipt of price.

HARDWARE MERCHANT
TORONTO.

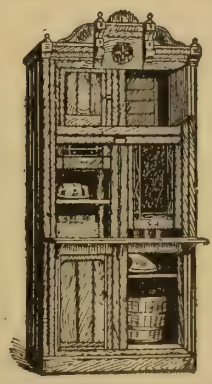
Roofing and Building Paper
Tarred Felt,
Dry and Tarred Sheeting
Building Paper,
2 and 3 Ply Ready Roofing,
Pitch, etc.,
In stock here for the convenience of the Trade.
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"BURHAM" Portland Cement
For the past 8 months have been
25,499 CASKS.
"BURHAM" Brand outranks all other
Try it and be convinced. . . . .
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MUNN'S LIQUID GLUE
IS THE BEST.

THE ART METROPOLE, Agents.
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THE
Eureka Refrigerator,
PATENT.
Manufactured by the
Eureka Refrigerator Co., of Toronto.
54 Noble St.
Wilbert Hooey
Manager
This cut shows our grocer refrigerator in three sizes. We also keep in stock a large assortment for family use.
Send for Catalogue.

1879—ESTABLISHED—1879
Essex Handle and Wood-Turning Works
Next in Importance to the Axe, comes the Handle.
Our shaved pattern is pronounced by choppers to be just right. If you do not sell them it's time you did, because they are what the people want who use axes. If you do not get them from your wholesale house send direct to
GARDNER BROS. & CO.,
Manufacturers all kinds of Handles and Wood Turning
ESSEX, ONT.

THE VALUE OF TIME.

ALL other good gifts depend on time for their value, says a high authority. What are friends, books, or health, the interest of travel or the delights of home, if we have not time for their enjoyment? Time is often said to be money, but it is more—it is life; and yet many who would cling desperately to life, think nothing of wasting time.

Ask of the wise, says Schiller in Lord Sherbrooke's translation,

"The moments we forego
Eternity itself cannot retrieve."

And in the words of Dante,

"For who knows most, him loss of time most grieves"

Not that a life of drudgery should be our ideal. Far from it. Time spent in innocent and rational enjoyments, in social and family intercourse, in healthy games, is well and wisely spent. Games not only keep the body in health, but give a command over the muscles and limbs which cannot be overvalued. Moreover, there are temptations which strong exercise best enables us to resist.

It is generally the idle who complain they cannot find time to do that which they fancy they wish. In truth, people can generally find time for what they choose to do; it is not really the time but the will that is wanting; and the advantage of leisure is mainly that we may have the power of choosing our own work; not certainly that it confers any privilege of idleness.

For it is not so much the hours that tell as the way we use them.

"Circles are praised, not that excel,
In largeness, but th' exactly framed;
So life we praise, that does excel
Not in much time, but acting well."

"Idleness," says Jeremy Taylor, "is the greatest prodigality in the world; it throws away that which is invaluable in respect of its present use, and irreparable when it is past, being to be recovered by no power of art or nature."

"A counted number of pulses only," says Pater, "is given to us of a variegated aromatic life. How may we see in them all that is to be seen in them by the finest senses? How can we pass most swiftly from point to point, and be present always at the focus where the greatest number of vital forces unite in their purest energy?

"To burn always with this hard gem-like flame, to maintain this ecstasy, is success in life. Failure is to form habits; for habit is relation to a stereotyped world * * * while all melts under our feet, we may well catch at any exquisite passion, or any contribution to knowledge that seems, by a lifted horizon, to set the spirit free for a moment."

I would not quote Lord Chesterfield as generally a safe guide, but there is certainly much shrewd wisdom in his advice to his son with reference to time. "Every moment you now lose is so much character and advantage lost, as, on the other hand, every moment you may now employ usefully, is so much time wisely laid out, at prodigious interest."

And again, "It is astonishing that any one can squander away in absolute idleness one single moment of that small portion of time which is allotted to us in the world. * * * Know the true value of time; snatch, seize and enjoy every moment of it."

"Are you in earnest? Seize this very minute
What you can do, or think you can begin it."

I remember, says Hillard, "a satirical poem, in which the devil is represented as fishing for men, and adapting his bait to the tastes and temperaments of his prey; but the idlers were the easiest victims, for they swallowed even the naked hook." The mind of the idler indeed preys upon itself.

"The human heart is like a millstone in a mill; when you put wheat under it, it turns and grinds and bruises the wheat to flour; if you put no wheat, it still grinds on—and grinds itself away."

INDEPENDENT LOCOMOTIVE.

AN independent electric locomotive is now, according to a contemporary, propelling a street car in service on the Calumet Co.'s tracks, Sixty-seventh street, between Cottage Grove and Stony Island avenues, Chicago. The car has been in public service for about a month. It is the product of the Independent Electric Traction Co., of Chicago, and is built after plans patented by W. H. Patton. For more than two years Mr. Patton worked to perfect his plan, and the car now in use is the first of its kind to be put into successful operation. Its weight is 15,000 pounds, as against 12,000 pounds for the average trolley car. It runs quietly and smoothly, and it is claimed that cars of this pattern can be placed and maintained in service at one-half the expense per car mile required for the overhead trolley system. Inclosed in the centre of the car are a gas engine, dynamo, and storage battery. The gas engine is fed by gasoline from a small tank on the roof of the car. The engine supplies the power for a direct connected shunt wound dynamo of 250 volts pressure, which in turn generates the electricity, which is conveyed direct to the motors and to a storage battery. The engine is self-operating after once started, and is under the control of the motorman, who stops or starts the car or turns on or off the power from his customary position on the front platform. When the engine is started, the car being at rest, the current generated by the dynamo goes direct to the storage battery. The working of the engine has nothing to do with the moving of the car, its use being simply to generate the electric current. When the car is in motion the current passes directly from the dynamo to the motor. When the whole output of the dynamo is not needed by the motors, by reason of a light load or an easy grade, the superfluous current goes direct to the storage battery. This stored power in turn is automatically released and goes to the instant relief of the motors when required by heavy loads or steep grades. The low voltage used makes it practically impossible to "burn out" a motor. Expert motormen are not required, and a track and motor cars are all that is needed for a complete equipment. The car now in use has rendered a service of 75 miles a day since it was put into use.

COMPRESSED AIR POWER.

IN one of the principal public halls of Paris, according to an exchange, an engine of 25 horse power that has been run by steam is now operated by compressed air with remarkably satisfactory results The method by which this is accomplished is also of peculiar interest. The pressure of the air in the street main at the point where this hall is located registers 6 atmospheres; near the engine in the pipe is a reducing valve which can be adjusted to any pressure, and the air is conducted from the reduction valve to a small coke radiating device of cast iron, 18 inches in diameter, and having a hollow space 12 inches in diameter in the centre, in which coke is burned; a small cover is fitted to the top. A series of vertical spaces are arranged around the outside of the central chamber, and into these spaces air is introduced at the normal temperature of air in street mains, where it circulates up and down until the temperature is at the desired height, this depending upon the character of the fire in the central chamber. From here the air is conducted to the engine, operating there as in the case; and the engine maintains all the electric lights in the place besides some others in the near vicinity. The exhaust air is conducted to a large refrigerator, where it is of constant practical service, and the proprietor states that by increasing the air pressure and by using the same pressure in the engine as that maintained in the street main, he has, with the exhaust air, manufactured large quantities of ice.

WHITE METAL FOR BEARINGS.

The use of white metal for bearing surfaces is steadily extending, though there is, we believe, still one English railway company which has declined to adopt it, says Industries and Iron. There is, however, no authoritative standard of pressure for bearing surfaces, the practice varying from 200 lbs. to 1,000 lbs. to the square inch On the Currie Line of steamships it is fixed at 100 lbs. to the square inch, whilst on other lines of steamships from 200 to 300 forms the average. A well-known firm is now occupied in laying down the necessary plant for most elaborate tests with the object of determining an authoritative standard; the data of such a test, well authenticated, will be interesting, whether the conclusions founded on them be adopted or not.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE creditors of W. A. Freeman, the insolvent coal merchant, of Hamilton, have agreed to accept 25c. on the dollar.

A. F. Gravel, general merchant, Louisville, Que, has assigned.

J. B. Nadeau, saddler, Montreal, has compromised at 50c. on the dollar.

R. A. Precourt, hardware merchant, Montreal, has compromised at 30c. on the dollar.

Thomas Dayns, general merchant, Charing Cross, has assigned to C. B. Armstrong, London.

Application has been made for a winding up order for the Parkin Lumber Co., of Lindsay.

A liquidator has been appointed to wind up the affairs of the Vulcan Iron Works, Winnipeg, on the petition of Andrew Allan, of Montreal.

SALES MADE AND PENDING.

L. Cadieux, general merchant, St. Felix de Valois, Que., has assigned.

The general stock of F. B. Horner & Co., Sault Ste. Marie, has been sold.

The general stock of Donald Campbell, Wellington, is advertised for sale by tender.

The stock of the Thos. McDonald Mfg. Co. is advertised to be sold by auction on the 29th inst.

The estate of Willeston & Smith, general merchants, Joggins, N.S., is advertised for sale by tender.

PARTNERSHIPS FORMED AND DISSOLVED.

Wm. Johnston & Co., manufacturers of paints, etc., Montreal, have dissolved.

Alex. Jamieson, general merchant, Port Hood, N.S., has registered cousent for his wife to do business in her own name.

Capital Warehousing Co., Ottawa, has dissolved; business will be carried on by E. A. Oliver and F. W. Morris under the old style.

George Hamilton, hardware merchant, Deloraine, Man., has admitted J. J. Cochrane as partner; style Cochrane & Hamilton.

John Creed and Arthur Small have registered a partnership in Montreal to carry on business as plumbers, under the style of Creed & Small.

John Watterson and George Auldjo have registered a partnership in Montreal to carry on business as hardware commission merchants, under style of Watterson & Auldjo.

FIRES.

J. & F. Conlin's mill, at Little Current, has been destroyed by fire.

The shingle mill of Wm. Foster & Co., Hepworth, has been destroyed by fire.

H. J. Beaman, manufacturer wire mattresses, Montreal, has had his premises damaged by smoke and water.

G. H. Kendall & Co., metal lath manufacturers, Montreal, have had their machinery, etc., partly damaged by fire.

Stock of H. O. Edy, manufacturers' agent, tinware, etc., and C. W. Peverley, oils, etc., Montreal, have both had their stocks damaged by fire.

The store and stock of Gourlay & Rankin, general merchants, Maple Creek, Assa., were destroyed by fire 12th inst. Building and stock insured for $11,450; loss, $15,000.

DEATHS.

John Mooney, general merchant, Durham, Que., is dead.

FLIES

Robert Ralston & Co.

Are sole agents for Canada for Hamilton, Ont.

THE MEXICAN FLY EXTERMINATOR

Manufactured by G. A. HOSMER & CO., Buffalo, N. Y.

Flies will not bite nor light where this is used.

Price, $21 per gross or $2 per doz.

How many dollars - - - - would you lose if your books were destroyed by fire this night——— We have no doubt the loss would buy more than one

TAYLOR SAFE



ALLAN LINE

ROYAL MAIL STEAMSHIPS

Liverpool, Londonderry, and Montreal Mail Service

STEAMSHIPS.	From Montreal.	From Quebec.
PARISIAN	23 "	24 June
MONGOLIAN	30 "	1 July
*NUMIDIAN	7 July	
SARDINIAN	14 "	15 July

And weekly thereafter.

The Steamers of this service carry all classes of passengers. The Saloons and Staterooms are in the central part where least motion is felt. Electricity is used for lighting the ships throughout, the lights being at the command of the passengers at any hour of the night. Music rooms and Smoking room on the promenade deck. The Saloons and Staterooms are heated by steam. Steamers are despatched from Montreal at daylight on the day of sailing, and sail from Quebec at 9 a.m. on Sundays. Steamers with a * will not stop at Quebec, Rimouski, or Londonderry. **RATES OF PASSAGE:**—Cabin, $50 and upwards, according to location of Stateroom and number of persons occupying same; all having equal privileges elsewhere. Second Cabin, $30 single, $60 return. Steerage to or from Liverpool, London, Glasgow, Belfast, or Londonderry, $24. Steerage passengers are provided with bedding and every requisite for the voyage without extra charge.

H. & A. ALLAN, Gen. Agents, Montreal, or H. C. BOURLIER, 1 King St., Toronto

DOWSWELL BROS.

HAMILTON, ONTARIO

MANUFACTURERS OF

Clothes Wringers, Mangles, Churns, Washing Machines, and Household Specialties

Prices are low but you will find our goods first-class. Send for Catalogue. . . . .

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W. L. HALDIMAND & SON, - Montreal

RAMSAY'S PURE WHITE LEAD

PARMENTER & BULLOCH

Manufacturers of

Rivets, Burrs, Wire Nails Of every Description

Carpenters' Braces, and other Hardware lines.

SPECIALTIES:

Tubular, and Bifurcated or Slotted Rivets, Lacing Studs, Rubber Arctic and Leather Shoe Buckles, and Shoe Braces. Write for Illustrated Catalogue and Price List.

Head Office and Works: GANANOQUE, ONT.

BRANCH WAREHOUSE:

32 and 34 St. Dizor St., Montreal

FRANCIS HYDE & CO.

Builders' Supplies

We make a specialty of Scotch Fire Clay Flint Glazed Sewerage Pipes, Fire Bricks and Fire Clay Agricultural Drain Tiles, White Enamelled Bricks and Tiles for walls. Best brands London Portland Cement.

STORES AND YARDS:

King, Queen and Wellington Sts., Montreal

ROOFING MATERIALS.

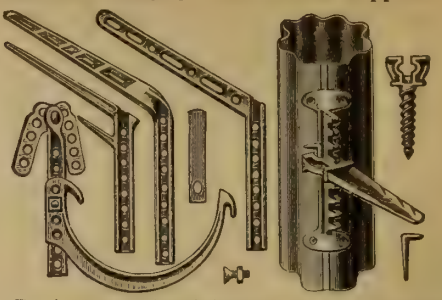
THERE are only four metals available for roofing purposes in this country at the present time, writes "Philemon" in Hardware Reporter, St. Louis, that can be trusted outdoors to make roof surface by themselves. Many of our roofs shed water and resist rain and corrosion, not on account of their surface or the metal foundation, but because there is a good coat of paint on top.

Copper, brass, lead and zinc are the four metals which, in the form of sheets, may be applied without painting to form a roof surface. They corrode so little that they do not need painting. Copper and its compounds are pretty well understood and need not be specially discussed. Copper roofs are in good demand in certain directions, but brass, however great durability it may possess, has never been a popular roofing material. Lead as a roofing material has not been much used in this country. The reason why is not easily seen. If you ask the roofers about it, the answer will be that it crawls and creeps, and that it cannot be used with any success. Practically the fact seems to be that when lead was first used in this country for roofing it was so expensive that nobody learned to handle it properly, and cheaper roofs accordingly had the field all to themselves. When the price of lead dropped to the figures which have ruled for the past few years, the question of a lead roof became one that could well be taken up again.

Lead makes a fine roof when properly applied. It gets a bluish grey oxide under exposure and lasts for long periods of years. The creeping which is so generally complained of can by proper construction be entirely avoided, or at least avoided to the extent of reducing it to a point where it does no great damage. The roof which lead furnishes is one that is easily repaired, but it will not stand hard usage. People can't walk on a lead roof without doing it a serious injury.

Why zinc has not been more frequently used for roofs in America is one of the conundrums which is hard to answer. It has been extensively used abroad, both flat and corrugated. The corrugated form seems to be a great favorite in many sections of Europe. Zinc has been successfully applied here in different forms in a number of cases, and on the other hand, in other instances, it has been tested under unreasonable conditions and found lacking. There has been much opposition to it in various quarters, and some people say it will not stand the climate of the seashore. As zinc statues in a good state of preservation are to be found all along our sea coast, and as zinc as a coating for galvanized iron has been for many years successfully used without the protection of paint by many roofing firms, it is difficult to see a reason for not using the zinc itself without an iron support. The ruling price of zinc is so low that the present is apparently a good opportunity to resume experimenting with it as a roofing material.

BERGER BROS. Tinners' Hardware and Roofers' Supplies



The best Eave Trough Hangers and Pipe Fasteners on earth. Berger's Long Eave Gutter, Pipe Hooks and Fasteners of every description. Also Ridging, Crestings, Finals, Registers and Ventilators. Don't buy until you have our price. Samples and catalogue free.

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Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

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All oculists and practical scientists in general agree that it is a good thing to rest the eyes occasionally during the day by looking at a GREEN DISC for 20 seconds, at intervals of 2 to 3 hours. Drop us a postal and we will mail you a GREEN DISC.

JOHN LUCAS & CO. Philadelphia
Paint Manufacturers. New York
Chicago

BEST



IN THE MARKET.

Pearl Steel Ware
Chocolate Steel Ware
White Steel Ware

Lead for fine quality.

H. BOKER, Manufacturer.

Half Price



The original selling price of "Ideas for Hardware Merchants" was $1.00 ; the price now is

50 CENTS

And **only** handled by ourselves. We bought out the publishers at a bargain, hence the exceedingly low price.

> "There is a tide in the affairs of men
> Which taken at the flood leads on to fortune ;
> Omitted, all the voyage of their life
> Is bound in shallows and in miseries."

This is the opportunity of your life. Will you grasp fortune as she rapidly glides past you and within reach? We have only a limited number of copies and they are rapidly going. Mailed on receipt of price, postage prepaid.

THE J. B. McLEAN PUBLISHING CO.
10 Front Street East, TORONTO, ONT.

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J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

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8 to 16 MORSE STREET, - - TORONTO, ONT.

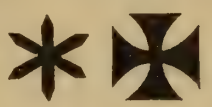


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Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.

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JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
traits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 50 $5 75
I.X., "	6 75 7 00
I.X.X., "	8 00 8 25
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	4 75 5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 35 3 50
I.C., special sizes	3 60 3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 75 7 00
I.X. Terne Tin	8 75 9 00
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs	6c, 6½c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base Price
Common Bar, per 100 lb	$1 85 1 90
Refined " "	2 35 2 65
Horse Shoe " "	2 60 2 75
Band " "	2 40
Hoop " "	2 40
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 11
Tank Plates1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

¾-inch	10½c
1-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 50
22 to 24 "	2 35
26 "	2 45
28 "	2 65

Canada Plates.

All dull	2 50 2 55
½ polished	2 55 2 60
All Bright	2 85

Iron Pipe.

Wrought 67½ to 70 and 10 p.c.
Galvanized, 45 to 50 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 4¾
28 " "	4¾, 5

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4½
" ⅜ " "	4⅛ 4⅜
" 7-16 " "	3¾ 4
" ½ " "	3⅜ 3⅝
" ⅝ " "	2⅞ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10½ 0 11
Lake Superior	0 10½ 0 11

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square	
1 to 2 in	0 19 0 21

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 15 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 16 0 17

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 18 0 19
" 35 to 45 " "	0 16 0 17
" 50 lb and above per lb	0 15 0 15½

Boiler & T. K. Pitts.

Plain Tinned per lb	0 19
Spun "	0 21

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04½ 0 04½

Zinc Sheet.

5 cwt casks	0 05 0 05½
Part casks	0 05½ 0 05¾

Lead.

Imported Pig, per lb	0 02¾ 0 02¾
Domestic "	0 02¾ 0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 14 0 15
Standard	0 13 0 14
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10½ 0 11
Other makes "	0 9½ 0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4½ 4 75
No. 1 Do "	4 50
No. 2 Do "	4 25
No. 3 Do "	4 00

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian " " "	
Paris Green, per lb	0 12½ 0 15
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal		0 69
Extra "		0 90
Brown Japan "		0 65
Brown Japan, Turpentine p. gal.		0 85
No. 1 Carriage "		1 30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal		0 53½
Boiled "		0 56½

Turpentine (in bbls)

Selected Packages, per gal	0 42	0 43

Castor Oil.

Best, per lb	0 06⅝	0 06¾

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 15 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.		
Hollow Stearn's per doz	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.

Sewing per gross	0 65	1 50
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

Per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	4 00	4 50
Copper, discount, 40 and 10 to 40 pc. off Revised list.		
Steel Clad 20 p.c. dis.		

Bells—*Hand.*

Brass, 60 to 66⅔.		
Nickel 50 and 10 to 60 p.c		

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60, 60 and 10 per cent.		
Canadian, dis 45 and 50 pc.		

Farm.

American, each	2 00	5 00

House

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00
Blacksmiths' discount 35,40 per cent		

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 per cent.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 50 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	500	4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 pc.,
Loose Pins, " 65 & 10 to 70 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair

	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz | 0 85 | 4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.		
Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	1	35
" No 2	2	70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	2	00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50
P. S. & W., dis. 40 per cent.		

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto FileCo., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	4 00

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c:

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1 20-25	2 40	1 75	....
26 to 40	1 40	2 70	2 00	....
41 to 50	....	3 10	....	4 50
57 to 60	....	3 40	....	5 00
61 to 70	....	3 70	....	5 50
71 to 80	....	4 10	....	6 25
81 to 85	....	4 50	....	7 00
86 to 90	....	....	....	8 00
91 to 95	....	....	....	9 00
96 to 100	....	....	....	10 00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary.	
st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	0 50

Picture Glass

Pilkington's ordinary.	
1st break	4 0
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	0 30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 88	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis
Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair	9 40	0 80

Lanes, 45 to 47½ p.c. dis

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p.c

Heavy, per lb	03 3-5	0 04½
Screw hook and hinge—		
6 to 10 in., per set	0 00	0 04
12 up "	0 00	0 03

Per doz. set

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis 50 to 60 p.c

Per doz. pairs

Spring	1 50	3 50
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mor ar, etc., discount 40 to 45 per cent.		
Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Car. dis. 40 and 5 to 40 and 10 per cent.

Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 50 to 55 per cent.

Horse Nails

Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis per cent. dis. 00 to 25
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis		
50 to 60 dy.....	1 85	1 90
40dy.....	1 90	1 95
30 dy.....	1 95	2 00
20, 16 & 12 dy....	2 00	2 05
10 dy.....	2 05	2 10
8 & 9 dy.....	2 10	2 15
6 & 7 dy.....	2 25	2 30

2. Amer. Pattern Only

from 4 to 5 dy ..	2 35	2 40
3 dy. (lath).....	2 85	2 90

3. Canada Pattern Only

from 4 to 5 dy ..	2 35	2 40
3 dy. (lath).....	2 75	2 80
3 dy. A.P. Fine	3 45	3 50

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.

German & American 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond 12 00 15 00

Netting.

Poultry, 60 per cent dis.
Import 60, 10 per cent.

Oil.

Canada Refined Oil (Toronto)	14	15
Carbon Safety "	0 17	0 18
Canada W W. "	0 20	0 22
American W.W. "		0 25
S R. Seal.....per gal	0 63	0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Star, R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 1¾ 2
Tins, 1bs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 40 p.c. dis

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.

Canadian dis. 30, 35 per c.

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	6¾	9½
¼, 5-16, ⅜ in.....	7½	9¾ 9¾
Cotton, per lb.....	18	20
New Zealand.....	8½	9
Russia Deep Sea, per lb..	12½	13½
Jute ..... " ...	06½	07½

Rules.

Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set	75	80
" N P. "	1 00	1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 40 to 40 and 5 per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.

Sectional, per lb..... 1¾

Saws.

Hand, Disston's, dis 10 p. c.
S. & D, dis. 35 per cent. to 40 p.c.
Cross Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B S. & M. dis. 40 p. c.

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H 70 " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 70 p. c. off.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis. 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ¼ or ½ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ....per gross	7 50	12 00
Dessert " .... "	21 00	.....
Table " .... "	30 00	30 00
Dessert Forks... "	24 00	.....
Medium " ... "	27 00	.....
Table " .. "	36 00	.....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enanelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " 4 80

Stone.

Washita, per lb	0 25	50
Hindostan, per lb.....	0 06	07
" Slips, per lb		9
Labrador, per lb	....	0 13
" Axe, "	....	0 15
Turkey "	....	0 50
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe, per gross.....	3 50	5 00
Grind, per ton	15 00	18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 55 per cent
" tinned, dis. 57½ per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 60 per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 p. c to 65 p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks and Nails, dis. 37 per cent.

Tape Lines.

English, ass skin per doz.	$2 75	$5 50
English Pat. Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each .	0 80	8 00

Thermometers.

Tin case & dairy, dis. 75 p.c

Thimbles.

Asbestos, filled, per doz., 35 to 40 p c.

Ties.

Cow, per doz 1 75 2 50

Tinner's Tools.

P.S.&W., net list.
Canadian 15 to 35 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ p.c. to 35 p.c.
Game, H & N., P. S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D. & S., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9 00

Twines.

Bag, per lb.....	0 12½	0 20
Wrapp'g, mottl'd, pr. pack	0 50	0 60
" cotton, per lb..	0 18	0 20
Mattress, per lb	0 33	0 45
Staging "	0 27	0 35
Broom "	0 30	0 55
Binding, flax, per lb.....	....	.....
" jute "	....	.....
" Blue ribbon.....	.....	0 12½
" Red cap	.....	0 11½
" Crown	.....	0 10½
" Silver Composite.....	0 09	

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz.....	4 00	6 00
Bench, parallel, each....	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb....	0 12	0 13
Pipe, each.....	5 50	9 00
Saw, per doz.	6 50	13 00

Washer Cutters.

Per doz 4 00 8 50

Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 30 per cent f.o.b. Montreal
Broom Wire 5¾ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	3½	3¾
" 4 " 4 & 6 "		
" Plain twist, all deld	3½	3¾
" Steel thorn and ribbon.....	4¾	5
"Lock Barb," 4 point	..	4½
Ditto Glidden 2 point	..	4½
Galvanized Barb, "Lyman," 2 to 4 points.....	..	4½
Steel staples	...	3¼

Terms, 60 days or 2 per cent. in 30 days.

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Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1 90

Wrenches.

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Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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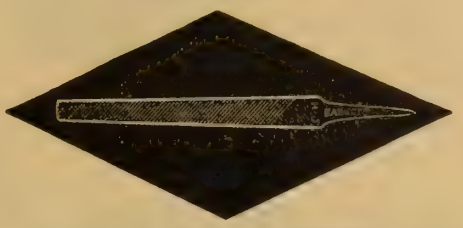
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CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. VI. TORONTO, JUNE 30, 1894. No. 26.



FOR GOVERNOR OF NEW YORK

COL. ALEXANDER S. BACON

Patriot Soldier Jurist

THIS is the man who risked his life in overthrowing JOHN Y. MCKANE and his associates; one of the boldest and most corrupt political rings that ever existed. He is a resident of Brooklyn; a graduate of West Point; a Colonel of the National Guard; a renowned Lawyer and orator; is active and aggressive in all religious and benevolent works, and a man of back-bone, who is eminently fitted to be the Next Governor of New York State.

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Keeps basin clean.

Prevents pipes clogging.

Saves soap.

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TORONTO.

. . HARDWARE . .

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

Vol. VI. TORONTO AND MONTREAL, JUNE 30, 1894 No. 26

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas

THE J. B. McLEAN PUBLISHING COMPANY,

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John Cameron, General Subscription Agent.

THE question of handling gas stoves by the hardware trade is a live one in England at the moment. There, as on this side of the Atlantic, that branch of trade is in the hands of the gas companies. And there, as here, there is a current of opinion setting in which favors the sale of gas stoves being controlled by those who naturally should do so, namely, the hardware and housefurnishing merchants. But there is this difference in the agitation in the two countries: In England it is earnest and active; in this country it is passive. According to our exchanges, the agitation in England has reached the stage when it is accounted ripe enough by some to warrant the hardware merchants a convention to discuss the question at issue. Indeed, and the gas companies are willing to surrender to the hardware men the sale of gas stoves if the latter "as a body would undertake to go into the gas stove branch fully and adequately." As "Barkis is willin'," evidently there ought to be little difficulty in settling the matter.

* * *

The sale of gas stoves properly belongs to the hardware trade. No one as far as can be remembered has ever asserted to the contrary. The argument that because the gas companies make the gas they should sell the stoves that burn it has never been advanced. But it has been urged, in sarcasm of course, that if the gas companies should monopolize the sale of gas stoves, so should the mine operators or coal dealers monopolize the sale of coal stoves. But the gas companies cannot be blamed because the sale of gas stoves is practically in their hands. They had a commodity in the shape of gas to sell. The electric light companies had circumscribed the possibilities of gas for illuminating purposes; and the makers naturally looked around for new uses for their commodity. The most promising was the supply of gas for heating purposes. To this they turned their attention; and in order to stimulate the demand for gas as a fuel they took up and pushed the sale of gas stoves. By-and-bye the trade in gas stoves became important. Then the hardware trade awoke to the fact that while it slumbered and slept the gas companies had worked up and controlled a branch of trade that really belonged to it. Now the hardware merchants are starting in to secure a share of it. But the movement cannot yet be called general. And even many of those that are now struggling for a portion of the trade in gas stoves find themselves more or less handicapped in the race, because of the start that the gas companies have got upon them. But the only thing to do is to persevere. Carry suitable lines and advertise. The gas stove is not used nearly as extensively as it might or will be. As gas becomes cheaper the number of stoves using this as fuel will multiply, and while the gas companies may always be competitors, it stands to reason that they cannot do all the business in the sale of gas stoves if the hardware merchants awake to a sense of their duty.

* * *

If the interest of the sugar dealers is keen in the fruit crop, that of the wholesale hardware men is not much less in the apple crop. Last season, it will be remembered, the yield of this fruit was not satisfactory. As a consequence there was not naturally a good demand for apple parers, and the trade was compelled to carry over a much heavier stock than usual. This summer hardware merchants are praying for a big crop of apples in order that they may run off their superfluous stock of parers. Their request, as far as the apple crop is concerned, is likely to be granted; and it is to be hoped they will be able to get rid of their stock of apple parers.

* * *

Retail hardware merchants can make a pretty and attractive window display just now by utilizing the certain lines of seasonable goods—sporting and camping supplies, for instance. Take a hammock and hang it up either in the background or foreground, as tastes and requirements may demand. Then a little rustic scenery may be introduced, and holiday seekers' requirements, such as fishing rods and lines, fishing baskets, botanical tins, etc. A few guns, rifles and revolvers thrown in will help to enliven interest in the display, while flags and bunting tastefully arranged will add to the color effects. This is merely thrown out as an idea. To put it to practical use merchants or their clerks must draw upon their imagination and ingenuity.

* * *

"I am sorry that I had to send you back your goods. I am doing nothing here, and I expect to leave very soon. I thought this was the best, as I could not pay you for the goods." This was the brief note a wholesale house recently received from a customer in the northern part of the Province of Ontario. For a jobber to have goods thrown back upon his hands is not pleasant under any circumstances, but in the instance in question it is obvious that it was the goods or, in all probability, nothing. Therefore it was the wisest thing that could be done. Where a retailer is solvent and he makes the mistake of overbuying, he cannot in justice return such goods. What loss there may be should be borne by himself. Goods should only be returned as a last resort. And the trader who is honest will not hesitate to do so after having exhausted all means to pay for them in the usual way.

CHAMBERS OF ARBITRATION ACT.

IMPORTANT reforms are not as a rule consummated expeditiously. No matter with what ardor the promoters may work those who have the power to decide the fate of the reform have the quality of dilly-dallying with the matter for years and sometimes decades before finally pronouncing thereon.

But there are exceptions to every rule. One of the evidences of this is in the comparatively short space of time which elapsed between the conception and the consummation of the Toronto Board of Trade's idea for the extension of the principle of arbitration for the settlement of disputes between those other than members of the board.

The idea was first conceived in President Wilkie's inaugural address in 1893 ; and he had the experience of the London Chambers of Commerce to guide him.

Ever since then the question has been a live one with the board.

At the last session of the Ontario Legislature a draft bill was prepared under authority of the board and submitted to the Attorney-General. He took charge of the matter, introduced a bill along the lines indicated, and before the House adjourned it was made law.

The provisions therein contained, if taken advantage of, will result in many disputes being expeditiously and cheaply settled that would otherwise have had to tread the long, tortuous and expensive way of the law courts.

The Boards of Trade General Arbitrations Act, 1894, is the short title of the Act, and it practically empowers boards of trade, on complying with certain conditions, to settle all kinds of disputes between man and man.

The panel of arbitrators will include representatives of all trades and allied interests. The arbitrators are to be nominated by the council of the board, and elected at a general meeting by ballot. It is required that the number nominated shall be at least thirty persons, either members or non-members, living in the community.

All arbitrations may be held before one, two, or three arbitrators, according to the desire and agreement of the parties.

Time is precious to the average business man. Under the old system when he was interested in a case at court many hours and sometimes days were wasted waiting for a hearing. This will now be obviated by submitting the case to the Chamber of Arbitration instead of to the court for settlement. The hour will be fixed beforehand and strictly adhered to, while accommodation will be provided for the hearing of several cases concurrently, the panel of arbitrators being large enough to obviate the necessity of waiting the convenience of judges or the termination of protracted cases.

With a saving of time and a simplification of procedure there will necessarily be a vast reduction in expense compared with the law courts. Provided the disputants choose to do without legal assistance, the whole fee payable to the Chamber of Arbitration, including arbitrators' fees, will probably not exceed $20 for each sitting, whatever may be the amount at issue.

The fee of an arbitrator is not to exceed $5 for each sitting, and the office fee, including registrar's assistance, forms, rooms, etc., is to be $5 for the first sitting and $3 for each sitting thereafter. The fee for witnesses will be the same as in an action in a High Court of Justice.

The proceedings are to be private, although representatives of the press may be admitted provided there is a mutual understanding to that effect between both parties to a dispute.

The submission to arbitration once made cannot be revoked. Nor is it affected by the death of either of the parties ; and the arbitrators may proceed in the absence of any party who, after reasonable notice, shall neglect or refuse to attend on a reference.

Witnesses may be examined on oath ; and the parties must produce all documents in their possession or control which the arbitrators may call for.

The Act provides for an impartial legal assessor to whom any question of construction of documents, or admissibility or relevancy of evidence or other legal question, may be referred by the parties or arbitrators for their guidance, thus safe-guarding the parties by the advantages of practically an inexpensive judicial determination of matters and avoiding the necessity of procuring legal advocacy to guard against departure from legal and judicial rules. In the London Chambers of Commerce the existence of a legal assessor has been productive of much benefit.

The award of the arbitrators may be enforced in the same manner as a judgment or order of the High Court of Justice.

As the chairman of the committee of the Toronto Board of Trade having the matter in charge said in his report of May 28 last : "There are at least five different advantages which the Chambers of Commerce offers over the ordinary methods : (1) A convenient place for hearing with all the machinery of a court ; (2) carefully adjusted rules of procedure which will act as a guide to disputants ; (3) a selected, officially organized panel of arbitrators ; (4) a regulated, moderate scale of fees ; (5) the assistance of a special legal assessor to sit with the arbitrator or arbitrators, and advise and assist him or them in the arbitration."

Any board of trade in any city in the Province of Ontario having a population of at least 30,000 can form a Chamber of Arbitration under the act.

The Toronto Board of Trade was the first to suggest the Act, and it was but natural that it should be the first to take advantage of its provisions. Last week the council of that body met and nominated thirty-one—all but three or four were members of the board—stipulating at the same time that twenty-five persons would be sufficient to constitute the Chamber of Arbitration. Monday last there was a special general meeting of the board to select by ballot the designated number, with this result :

D. W. Alexander, wholesale leather ; Hugh N. Baird, grain and commission ; Walter Burnill, president Trades and Labor Association ; Stapleton Caldecott, 1st vice-president Board of Trade ; John I. Davidson, wholesale grocer ; E. R. C. Clarkson, accountant ; E. F. Clarke, president Excelsior Life Insurance Co. ; George H. Bertram, manufacturer ; Hugh B'ain, president of the Board of Trade ; John Donough, wholesale lumber ; William Galbraith, flour and commission ; John H. G. Hagarty, vessel owner ; Æmilius Irving, Q.C., barrister, etc ; Robert Jaffray, real estate ; W. T. Jennings, civil engineer ; Arthur B. Lee, wholesale hardware ; Walter S. Lee, manager Western Loan Co. ; W. D. Matthews, grain and commission ; Geo. McMurrich, insurance : E. B. Osler, 2nd vice president ; Elias Rogers, coal importer ; Sir Frank Smith, senator ; J. L. Spink, treasurer Board of Trade ; B. E. Walker, banker ; D. R. Wilkie, banker. Edgar R. Mills, secretary of the Board of Trade, was appointed registrar.

It is improbable that a better and more representative body could have been selected. A number of them have already served the Board of Trade many years in the capacity of arbitrators, while all are men of acknowledged ability in their different spheres. This augurs well for the success of the Chamber of Arbitration. The Board of Trade is to be congratulated, both upon the establishment of the Chambers of Arbitration and the wisdom displayed in the selection of the arbitrators.

It is now in order for boards of trade in other cities to take advantage of the Act.

AGAINST AN INSOLVENCY LAW.

OPPOSITION is to be expected against almost any measure that may be introduced in legislative bodies; and it is not surprising that such an important measure as the Insolvency bill, which passed the Senate the other day, should not escape such experience. The only surprise in the present instance is in regard to the source from which it emanates. We have reference to the attack made upon the measure by General Manager Hague at the annual meeting of the Merchants' Bank. The attack was no mere criticism; it was a bid for the annihilation of the bill. "It is obvious that a general Insolvency Act for the Dominion is not an absolute necessity," he says in one place. True, it may not be an "absolute necessity." The country, as he says, has got along without one for ten years, and no one will gainsay that it would not for ten times ten years more. Trade would not become obsolete. Neither is it "absolutely necessary" that there should be laws against robbery, perjury, murder, etc. Without them society would manage to exist. Neither is it "absolutely necessary" that a man's daily diet should be anything else but potatoes and water with a little fruit that he might gather in season. He would manage to exist. Neither is it "absolutely necessary" that man should clothe himself with anything but a breech-cloth in the summer and a blanket in winter. He would manage to exist. But just as society is made the better because of laws which are passed for its protection, and life is made all the more desirable to man because of the comforts of the diversity of food and raiment which are within his attainment, so will the business of this country be made safer and pleasanter under an Insolvency law for the Dominion.

One of the strongest charges, if not the strongest, against the present condition of affairs is in regard to the present diversified method of distributing estates obtaining in the different provinces. Mr. Hague terms it the real grievance; and it is no doubt the foundation upon which the great majority of the business men of this country built their agitation for a Dominion Insolvency law. Did this and other grievances not exist there would be no need of a Dominion insolvency law; neither would there be if the respective provinces would remove them, or if the constitution would allow them to go the full length of doing so. Under such conditions the shortest and most convenient way to secure the desideratum was via a law originating with the Federal Government that would have effect in British Columbia as well as in Prince Edward Island, and that would give the local creditor no advantage over the distant, or even foreign creditor. What the Bowell bill aims at securing is a law equitable and uniform. It undoubtedly has its defects. Human laws always have. But it would not, in the opinion of THE GROCER, have been as equitable as it now is if Mr. Hague and some of his fellow bankers had succeeded in fixing the minimum of composition under which an insolvent would be entitled to a discharge at the figure probibitory in ninety-nine cases out of one hundred, namely 75 per cent. or, as some of the more moderate would have, 66⅔ cents on the dollar. Scarcely ever does an insolvent estate pay either of these sums, particularly after all the expenses have been deducted. Had the minimum been fixed at either 75 or 66⅔ per cent. what the result would be is obvious: Blessed few merchants who had been driven into insolvency would ever get a chance to recover themselves. As the bill now stands, the insolvent can pay 50 cents on the dollar and can show his creditors and subsequently the court that he has not been guilty of fraud. This seems to be reasonable protection against men getting back into business who it is politic should not.

SELF-RELIANCE.

NO man was ever truly great who was not self-reliant, remarks Metal Worker. The very exercise of this virtue sets the man apart from his fellows in the walks of life, makes of him a thinking being who decides for himself and acts for himself. His deeds bespeak his inner thoughts; they do not merely reflect the ideas of others. No matter how far down in the scale we go, still we find the man who relies first upon himself, creates for himself a distinct individuality, is the man who gradually climbs above his fellows and his surroundings. Daily and hourly the mechanic is called upon to display that ability of his order that should enable him to do his work rapidly and well without the help of others. Not that such an individual should become egotistical, but that he should so consider and apply that which he has read and heard that at the moment of application he need not run to others for suggestions. It is a matter of thinking and deciding for himself, and each time he does it his future ability is increased, his self-reliance strengthened. Every foreman or superintendent soon reads the character of his men. Some in the spirit of sincere interest will ask deep and searching questions as to why and wherefore; others are soon marked by their habit of continued questioning apparently because it is easier to ask than to think. To this latter class there will, as a consequence, be given little of the work requiring forethought and judgment; in fact, the very opportunity of exercising such self-reliance as they may possess will be removed, while the men to whom such tasks are given will be continually educated and elevated.

While heredity may have somewhat to do with a man's ability to think and act for himself, nevertheless no man can be excused, for it is a virtue that can be trained. The good work must begin at home; the man must first learn to control himself before he can expect to exercise his ability over or among others. It is related of "Stonewall" Jackson that his wonderful success was due to his continued exercise of self-control and self-denial, and that thus "he had conquered himself and was thus made fit to be a conqueror." So the mechanic who first determines to conquer himself, who resolves never to ask a question until he has first endeavored to answer it himself, who willingly hears the opinions of others, but carefully forms his own, will gradually but certainly change his character and make his actions more and more independent of those of others. The self-reliant mechanic can never be merely imitative; he must, in the broad sense, be creative, inventive. Even if he has a thousand times seen a thing done in a certain way it is no reason why he should not seek a better if that already known is not satisfactory. To almost every mechanic comes constantly the necessity of determining some way of accomplishing a result which he has never seen before. It is so easy to fall into an abstract way of thinking of such matters, feeling that like a sermon they apply to some one else, that the ordinary man fails to profit by their consideration. Let him rather test the advice in his next day's work. Let him determine that what he does shall be done by right of his ability to accomplish it; that he will command confidence by his self-reliance; that he will seek rather than avoid opportunities to assume responsibility. The change will not come in a day, but come it will, and as the months and years roll by he will find himself, and, better still, others will discover him, to be a thinking, a self-denying, a self-controlling, a self-reliant man.

A POSTAL WARNING.

People are cautioned against posting circulars, on the cover of which there appears a request for the return of the envelope to the writer. A departmental order has been issued by the post-office authorities forbidding the practice for the future and requiring circulars so addressed to be sent to the Dead Letter office.

FAILURES AND HOW AVOIDED.

BY J. I. BENNETT, WINNIPEG.

FAILURE in the hardware or any trade can rarely be attributed to any one cause, but rather to a combination of circumstances, and we feel safe in asserting that it is not so much want of ability as it is want of application, that causes a tradesman to become the victim of such circumstances.

We will enumerate and deal with these causes in the order we think they stand in relation to failure, beginning with the most important: Over-buying, giving long and indiscriminate credit, want of attention to small orders, engaging in work of which you have insufficient knowledge, not keeping stock sufficiently varied, want of order and cleanliness, a wrong conception of the character of gross receipts, and injudicious advertising.

OVERBUYING.

We think overbuying is one of the greatest evils we have to contend against. When placed at no great distance from his wholesale houses, a man need never carry a very heavy stock, and even when placed at long distances, which cause freight and time to be important factors, carrying more than a six months' supply is bad policy, because when an article is kept in stock longer than that, not only should the current rate of interest be added to the cost, but the loss of profit must be considered in having capital locked up yielding you no return. For instance, you need a line of goods, $100 worth of which would last you six months. You are offered an extra five per cent. if you will double your order, and you save $10 by booking up $95 in dead stock, which you might turn over two or three times to advantage while the first $100 worth is selling. More than that, your goods are depreciating in value, and there is a possibility of prices lowering, or traffic changing, and you may find your shelves loaded with goods which you will have to clear out at nominal cost, which means actual loss, when interest on capital and working expenses are taken into consideration.

When near your wholesale markets never buy more than three months' supply, and when at a long distance never more than six. Our travelers are a great institution. I don't know what we should do without them, but when, by their subtlety, they endeavor to draw a larger order from you than you actually need, turn a deaf ear to their entreaties, and tell them you know more about the requirements of your business than they possibly can.

GIVING LONG AND INDISCRIMINATE CREDIT

produces almost as many failures as overbuying. By giving long credit, be it ever so good, you are losing interest on your capital, for there is very little interest collected on long debts. If the credit is not good you are risking your capital, and while endeavoring to recover your own you are increasing your expenses, and, if trading on credit yourself, you are risking the capital of others. In addition to the foregoing drawbacks, by having your capital locked up in giving credit you are losing opportunities of buying to advantage. The old adage, that the "nimble penny is better than the slow shilling," is as true now as it ever was. Let quick returns, even though at smaller profits be your aim. Capital turned over four times during the year at twenty-five per cent. on cost is nineteen per cent. per annum, better than the same amount turned over twice during the same time at fifty per cent. on cost. It may be argued that increasing the volume of your business means increasing the amount of your working expenses. I believe that most businesses could be conducted at the same expense with a much larger turnover. Never force goods on a customer either for cash or credit, for when they find they have been buying, through your persistency, articles they could have done without, they will fight shy of your store in the future. Without being unduly inquisitive, find out what will best meet their requirements and make suggestions accordingly should they come to you undecided. It is not always policy to sell a customer the highest priced article they will take. If you know a lower priced article will suit them as well, or perhaps better, your aim should be to serve your customer and not simply to make as large a sale as possible. When customers find you are studying their interests as well as your own, they will have confidence in you, and not only continue to do business with you but will recommend you to others. A sure safe guard against failure in business is to make chance customers into regular ones, and regular ones satisfied. You are not in the race if you fail to do this.

WANT OF ATTENTION

to small orders contains the latent germs of failure, for customers will frequently leave you through your neglect of a small order, considering that you are not worthy to have the larger ones entrusted to you. More than that they will give you a bad name and so become a positive hindrance to your success. Many a customer has been attracted to a store through some small attention, perhaps very trivial, but yet sufficient to indicate that the man running the store was anxious for the interests of those patronizing him. Small goods invariably bear a higher rate of profit than larger ones, so take it all round if you wish to avoid failure. Let little matters and small orders have equal attention with the larger ones.

Engaging in work of which you have

INSUFFICIENT KNOWLEDGE

has ruined many hardware dealers. If you wish to avoid loss and consequent failure never engage in work of which your knowledge is so slight that you cannot get out your own estimates, not necessarily that you should get out those estimates yourself, but so that you can thoroughly check the figures of your foreman or whoever you depute to see to them. Contract work, such as furnaces, roofing, gas fitting, plumbing, etc., is generally cut fine, and calls for great care in preparing prices. A few bad contracts will turn an otherwise profitable year's business into one of absolute loss and perhaps lead to failure. Hasten the details of your business, not only in the office and store, but also in the workshop. I believe the workshop has to answer for many a man's failure, while on the other hand a practical man will build up his business with it.

KEEP YOUR STOCK WELL ASSORTED,

and let it be varied rather than heavy. If you would avoid failure, you must do all you can to keep your customers from going elsewhere. Many a customer is driven away through being unable to obtain a small article, a dozen of which would cost a trifle, and many a customer is gained through obtaining what he was needing after hunting elsewhere for it. To our knowledge, some of the most successful dealers in the country contented themselves in their opening orders with quarters and sixths of dozens of many lines, so as to begin with a good general assortment. Possib'y the wholesalers don't like small orders, but we will fall back on our previous argument: Those who can't appreciate small orders, don't deserve large ones. When buying, study your customers' needs. It is easier to supply a demand than it is to create one. An article that sells freely in one locality will be little sought after in another. When you find an article selling freely, don't substitute an inferior line for the sake of extra profit; it is bad policy—or, rather, no policy at all. Never sacrifice quality for extra profit. Poor goods are a bad advertisement. The public appreciate value for money, and will recommend you to others when you give it.

ORDER AND CLEANLINESS

in a store are great factors towards success; their opposites are sure aids to failure. Have your stock arranged and maintained in as perfect order as possible, and all goods sampled where practicable. Goods well arranged are a great help to serving customers quickly, and when sampled assist customers in making their purchases. To keep customers waiting disgusts them terribly and will drive them away from your store, thus paving the way to ultimate failure. Unmarked goods are a great hindrance to quick serving. All goods should be marked—that is, priced with cost and selling prices; and also have the date of invoice attached to them before being placed in stock. All

goods should be checked on arrival, to see that they tally with the quantities invoiced.

ALL INVOICES SHOULD BE CHECKED

to the minutest detail, all discounts carefully gone over, and when mistakes are discovered the party in fault should be notified at once. A clean, bright store attracts customers, especially ladies, who purchase about half of the hardware sold; on the other hand, a store where dirt and dust appear to have taken a longer lease than the proprietor is likely to take, repels those you wish to attract, and proves an indirect road to failure.

Let your windows be dressed as often as necessary, and don't fail to be on time in showing seasonable goods. Attention to all these matters is the best possible safeguard against failure.

A FREQUENT CAUSE OF EARLY FAILURE

in business is handling gross receipts without having duly considered their character. This, we repeat, more often happens with beginners than with those who have had much experience. Gross receipts have to meet demands of a complex nature. They provide the means with which to pay for merchandise and to meet working expenses, living, etc. As a rule, what you do beyond discharging these liabilities is only known at stock-taking. Should the balance be on the right side then you have made a profit on the capital invested beyond your working expenses. In a new business it is advisable to take stock every six months for a short time. These remarks may appear childish, but having seen several young men make shipwrecks soon after starting on their own account through using their gross returns for illegitimate purposes, we think we are right in drawing attention to this as a cause of failure. At all times it is a great mistake to allow outside money matters to become mixed up with business capital and business affairs, and it is bad policy to engage any of your capital in matters outside of your business unless you have a much larger capital than your business requires. It may be asked: Are we never to make investments outside of our business if we are successful, and our bank balance is increasing? We answer: Yes; but even then with great caution, because, while your bank balance is increasing, your stock may be decreasing, and your balance may have an extra call upon it suddenly. If your bank balance has been steadily increasing, say, for twelve months, find out what is the average balance per month for that time, and you will be justified in using anything above that amount for investment outside of your business, provided you are buying carefully; for example, should your bank balance at stock-taking be seven hundred dollars, and within twelve months from that you have grown to three thousand dollars, the average monthly balance being twelve hundred dollars, you might fearlessly take eighteen hundred dollars from your banking account for investment.

To talk about advertising being a means to failure may sound paradoxical, but we fearlessly affirm that

INJUDICIOUS ADVERTISING

is another indirect road to failure. Advertising is a failure if it does not increase your business, and it is not a success if the increase in the amount of business done does not more than compensate for the expense incurred in advertising. Many do not consider this, and quite a few rush into every paper published without regard to expense. Let your advertising be as direct or personal as possible. What you want is to get at the people and to attract them to your store. If you and your clerks are capable salesmen the rest is easy. Be square with the public. Don't represent goods to be what they are not; it is a sure way to lose the confidence of customers and to cause failure. Never try to make people think you are offering goods at much less than their real worth. All goods have a commercial value, which is no longer the secret it used to be; and the public know when you offer goods below that value you are either offering them something inferior, or that you never intend paying for them. In the first place they will consider you a fool, in the latter a knave. The best advertisement is either permanent or personal. Draw the public by advertising specialties and you will then have a chance to sell them staple lines.

The old Kaiser Wilhelm, late Emperor of Germany, once said: "It is the one clasp unbuttoned that is the ruin of an army." And we think it is the little defects in the management of business that bring about failure.

In conclusion, we think when the relations between employer and employee, and between employees themselves, is of such a character that perfect unanimity prevails, each studying the interests of the other as of equal importance as their own, and all striving for the success of the enterprise in which they are engaged, success will be assured and failure defeated.

The application of the golden rule, doing as you would be done by, is becoming more prevalent every day on account of the great stride of Christian principles. And the man who does not bring that rule into operation in his business life is more likely to get left in the future than he has been in the past. While we have no desire to subsidize things of the highest order to business ends, we would bear in mind the remarks of Bulwer Lytton, who, in one of his works, deprecates the idea of debasing the end by the means taken for its attainment. We may be charged with debasing the means by using them for the end we have in view, but we desire to elevate business so that the success sought after may not be simply piling up the dollars. Let our ideal of business and our position as business men be a high one, and while attaining to that ideal we shall not only elevate ourselves, but we shall elevate the calling of which we wish to be worthy representatives.

[The above essay was accorded honorable mention by the judges in the recent competition.—ED. HARDWARE.]

THE WINDOW ADVERTISEMENT.

WITHIN a short period, not more than a decade, perhaps, a new man has arisen in retail circles, known as the window dresser. He produces unique and attractive effects at small expense, and his window attracts the attention of all who pass.

His influence is now felt in every branch of trade, but I think I am safe in saying that hardware men are farther behind in this new art than are dealers in any other line.

Of course, the city retailer has, and always had, some thought for his window display, but even he is far behind the shoemen, druggists, or grocers, while in the smaller towns it might be said, in a broad way, that no thought at all is given by the retail hardwareman to his window display.

How often it is that the entire window exhibit is a few cross-cut saws, trace chains or a shovel or two! When a retailer adds a kettle, a string of tin cups, or exposes a stove, he thinks he has done all that his business will permit, and the window so arranged is permitted to remain untouched for months.

Recently, I was in some of the large cities: Chicago, Washington, Philadelphia, New York and Buffalo. With this topic in mind, I watched the windows as I passed along the streets, and I was compelled to place hardware windows at the foot of the class. Still later, I have been in smaller towns, and I was sorry to see that window dressing, as an art, seemed almost unknown.

During the past twenty years our store has been on one of the three principal streets of a city of 100,000 inhabitants. We make no claim to be experts or leaders in arranging a window display, but in all those years we have made our windows our best paying advertisement.

The window of a hardware store may not vie with that of a dry goods "emporium," but it can be made very attractive and appeal to a larger number of people; at least it can be made to do so if study and care are used. Men, women, boys and even girls, can be interested in an ordinary hardware exhibit if properly displayed.

The assortment of goods to work with is almost without limit. There are tools for mechanics, furnishings for the house, and the butcher, the baker, the candlestick maker, together with their sisters and their cousins and their aunts, can be attracted to the window and led to become purchasers.

Our one window is enclosed by a sash so that goods do not become damaged from

dust or flies. The room is but twenty feet wide, the door is at the left, leaving one large window at the right.

We arrange goods upon the inside sash with the idea of making a background that may remain untouched for some time, using hand-saws, guns, fishing-rods, nets, etc. The display boards in the window are covered with blue plush, and lie upon an incline of about 60 deg. Their outer edge is level with the bottom of the glass in the front. These boards are one foot wide and as long as the window is deep. Each one is covered independently of the others, and can be lifted out separately if wanted ; by taking up the board immediately in front of the sash door we can reach to any corner of the window.

Upon these boards we make our most tempting displays, and never permit them to remain undisturbed for a longer period than one week.

A peculiarity of the times is that people are educated to watch for bargains. They take it for granted that any change in the window from what it was when they last saw it must necessarily mean new offers, and they stop to see what these may be. As they look over a variety of articles they catch sight of something that they need, and the fact that it is pushed to the front now is evidence that this is a good time to buy.

We have never found it profitable to devote the window exclusively to one line, though we have often tried it. One week, for instance, we have made an exclusive display of spoons ; one row of iron T's at five cents per set ; a row of iron tables at ten cents ; steel T's at eighteen cents ; steel tables at thirty-five cents ; German silver T's, sixty-three cents ; and tables, $1.25, adding fancy pattern cheap plated spoons, and flanking all by Rodgers' goods at low prices.

This makes a very attractive window, especially in the season of the year when the gas is lighted.

Then we have devoted the window to pocket cutlery, having rows of five, ten, fifteen, twenty-five cents up to one dollar ; or have it with table knives for one week, or another week devoted exclusively to carpenters' tools. But our experience is that while one line makes a more artistic window, simply in the art sense, an assortment of goods in various lines makes the most sales. We have wires across the front of the window upon which we hang light goods, but are careful that these shall not obscure the articles behind.

Every week we place something in the window as a leader, quoting a low price for that one week, and we do not find that this compels a permanent decline in the price of such articles. After they are removed we ask regular prices, and are rarely called to account for having advanced.

A few weeks ago we were overloaded with No. 140 Scandinavian locks ; they were of common quality costing about sixty-five cents per dozen. They retail here ordinarily at twenty-five cents. We covered one board with these, placing a sign in the middle :

> Here is a strong, 2-key, jail
> .. lock ..
> Regular Price, 25 cts.,
> Our Price for this week, 13cts.

Our offer attracted attention at once, and not only cleaned out a good many dozens at retail, but dealers came in and bought of us who would never have done so but for our display.

The average man likes to own a few tools ; we tempt him frequently by low prices on common hand saws, planes, braces, bits, etc. We have just cleared out six dozen common ball braces, cost $1.40 dozen, by putting them in the window at 18 cents each. Almost every man who bought wanted one or more bits, upon which we made our regular profits.

We never arrange the window without giving some thought to boys. They want knives, tools, toys, cartridges, and are keen after bargains. They look in every window and know a cut price when they see it. We treat boys with the utmost cordiality. They are quick to respond to a little sociability, and if they feel friendly with you, they become, in their own minds, partners in the concern and want all their friends to trade at "their" store.

Our window always contains some cheap knives for boys and girls, and cheap scissors. We catch the boys on tools. Stanley's No. 101 plane is pushed to the front frequently at twelve cents and always proves tempting to some of them. Handles and tools at 25 cents catch both men and boys. Boxwood rules at five and ten cents for one and two feet ; cheap tape measures at five and ten cents ; horse shoe magnets, ten cents ; these go in and out of the window regularly.

Shot and cartridges are steady sale with boys owning air guns and rifles. A boy will go ten squares out of his way to save a cent on a box of BB caps, but the trade is well worth catering to. In some corner of our window, all the year round, we have a pyramid of cartridges to remind whoever may look in that we deal in these goods.

In spring, we make a large display of fishing tackle of all kinds, and keep some of these goods in the window throughout the summer. The profit on this line pays well for all the work the dealer can do on it, and the greater the display, the better the trade.

Revolvers had become rather poor stock until the trade was revived by the stories of robberies last fall and the organizing of tramp "armies" this spring. The demand sprang up again and we have found it well to keep them in a prominent place in the window. We show the single shot "Eclipse," at sixty cents ; common twenty-two short, at eighty-five cents ; twenty-two long, at $1; American bull-dog, $2, etc.

We have no rule about displaying prices, except upon the special leaders in the window. Those who are interested in other goods will step inside the store to inquire about them, which gives us an opportunity to make their acquaintance and explain the points of merit of the goods. Many times during the day such callers do not buy the article they inquired about, but purchase other goods they noticed while in the store.

I am perfectly aware that I am not giving new thoughts to men who study the good their windows may do their trade, and I have not written for them. I wish to interest those in the subject who have not as yet tested its capacity, and I know but too well that they can do all that I have done, if they will but try, no matter where they are located.—By "A Hardware Dealer" in Trade Magazine.

DETECTING FLAWS BY ELECTRICITY

The "schiseophone" is the invention of Capt. De Place, of Paris, and is designed to detect internal flaws in iron and steel bodies. This apparatus consists of a small pneumatic tapper worked by the hand, and with which the piece of steel or iron to be tested is tapped all over. Connected with the tapper is a telephone with a microphone interposed in the circuit. Two operators are required, one to apply the tapper and the other to listen through the telephone to the sounds produced. These operators, who are in electrical communication, are in separate apartments, so that the direct sounds of the taps may not disturb the listener, whose province it is to detect flaws. In applying the system one operator places the telephone to his ear and so long as the sounds produced by the taps are normal he does nothing. Directly a false sound—which is very distinct from the normal sound—is heard, he instantly signals for the spot to be marked. By this means he is able not only to detect a flaw, but to localize it.

SAVING THE LITTLES.

The greatest waste of modern times is chargeable to the general discount of small things, says Age of Steel. It is largely a sin of ignorance. We have been prodigal when what we have had was more than we wanted, but as the running over of the milk and honey subsides, we are more apt to be careful of what is left. In what we called the smaller economics we are securing a valuable education. It is probable that as the world grows older the old Scotch maxim that "every michle makes a muchle" will be on the top of the slate instead of the bottom. This is being illustrated in a recent German enterprise. The steel pens thrown away in schools and offices are conscientiously gathered, smelted, and made into blades for pocket knives, watch springs, and other articles of commercial value.

Rixford's Harvest Tools

Hay Rakes, Cradles, Snaths, Scythe Stones, Etc., Etc.

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"BERGER'S" ENGLISH

PURE PARIS GREEN

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A STEAM LIFEBOAT.

THE National Lifeboat Institution of Great Britain is having built for it, by Messrs. Green, the Thames boat-builders, a new steam lifeboat which possesses some entirely novel features. The "City of Glasgow," which is her name, was designed by E. L. Watson. She is 53 feet long over all, 16 feet beam and 5½ feet deep. The loaded draft is 3 feet 3 inches, at which she will have a displacement of 30 tons. In this condition she would carry 30 to 40 passengers in the after part, 4 tons of coal in the bunkers and half a ton of fresh water in the tanks. The "City of Glasgow" is larger than any previously built lifeboats, and her machinery is different. The vessel is jet propelled, but in addition to having two jets for forward propulsion and two for after propulsion, the City of Glasgow is able to throw a jet from the broadside which will give internal propulsion and enable the lifeboat to throw herself broadside off a ship. This is a great gain, for the lifeboat is oftenest in imminent danger of being dashed to pieces against a ship. There are two vertical turbines for throwing the jets by which the vessel is propelled in any way, and these are driven by a compound engine of 200 h.p., working a horizontal shaft on which are the turbines. The duplication of turbines and placing them vertically is new. There are two funnels side by side. The speed expected is over 10 knots. The boat is to be stationed at Harwich, north of the entrance to the Thames River.

INTERESTING STATISTICS.

The capital employed in the iron and steel industries in the United States in the census year of 1890 very forcibly represents their magnitude and importance in national prosperity, says Age of Steel. The figures for bar and merchant iron and steel are placed at $373,478,018; foundry work, including stoves and heating apparatus, $382,798,337. Hardware is capitalized at $26,721,840; cutlery at $12,082,638; brass goods at $18,663,286; brass ware at $10,861,001; stamped ware at $8,692,888; nails at $24,334,549; roofing material at $13,303,597; wire at $11,757,902; steam-fitting goods at $17,017,364; saws at $6,313,373, and firearms and ammunition at $9,04c,953. For the date named these figures are no doubt measurably accurate, though changes have taken place since. They indicate, however, the premier importance of the industries included under the term of iron and steel manufactures.

The people of Cartwright township have long wished to have their mails served from Burketon, on the C.P.R., instead of from Bowmanville. Their desires are about being gratified, and the mails will soon be delivered in Blackstock at 11 a.m. instead of at 5 p.m. daily.

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Rolled Plate, Ornamental Cathedral, etc.

Depot: Busby Lane, Montreal

HINTS TO YOUNG MERCHANTS.

IN an interview with a successful business man we reprint some good and sensible advice :

"When I was a boy, I used to think that the storekeepers were about the most comfortably fixed of any class in the community. I always saw them taking in money, and I wondered what they did with it. What I did not see or think of was the bills they had to pay and their losses and expenses. My view as a boy illustrates very well, to a degree, how every man who is an outsider looks at the business of another. Almost invariably he sees the pleasant side ; and that may be no more than a shell of prosperous appearances. Only the man inside knows the weak points of his business, and the best business has weak points. It does a concern no good to have these advertised; and the men inside simply guard them and keep silent.

"Whether you buy out a business or start anew, you will find the greatest difficulty in fairly realizing the dangers and contingencies of it beforehand. In ninety-nine cases out of a hundred you will find you have underestimated expenses. It is easy to figure out a profit as an outsider. It is difficult to realize that profit as an insider.

"A danger that the young men and those who take up a new business are apt to encounter lies in the eagerness to branch out, to make improvements and to abandon the mossgrown methods of their predecessors. This all sounds very well, but in practice it too often results in disaster. As an instance, there are the Baring Brothers, an old house of conservative spirit and the greatest supposed stability. Their failure was the result of the enterprise of new members of the firm, who found the old ways too slow and too narrow. The only safe course in business is to hang on to the sure things, to make changes gradually and only after the most careful consideration.

"The tendency in our country is to extend one's business too rapidly, to depend too much on futures, to spread out too thin the capital that is absolutely one's own. We attempt rather more than we can handle comfortably. It is wise to undertake only what we can do well. The English understand this point better than we do. Their business talent as a nation is remarkable. When they get a grip on a good thing, they hang to it steadfastly year in and year out.

"It is astonishing how seductive business is. All classes, experienced and inexperienced, will undertake hopefully the most doubtful ventures. I know a laboring man who, within six months of the time he came to this country as an emigrant, raised $700 among his friends and started a grocery store. He had not an atom of experience, but things looked promising until the expenses began to roll up and his money was spent. Then he got cramped, he could not keep a good stock, customers left him and he lost all he had. At the other extreme I knew of an elderly man who, at the age of 70, went into a new business and invested his entire fortune of three-quarters of a million dollars. He had competitors who had such natural advantages over him in the placing of their plants that he was ruined. There are no end of people, both rich and poor, who make these sanguine failures every year. We too readily attempt the management of a business that is new to us, and we too readily invest the profits of our own business in enterprises of which we have no personal knowledge. The man does the best in the long run who sticks to his own business, is chary of outside responsibilities and schemes, and invests his surplus that must go outside safely at 6 per cent."

SEAT SPRINGS.

The ideal stock is that which is well assorted. One line which no hardware dealer can afford to be without is seat springs that can be easily adjusted to farmers' and other wagons. The accompanying cut shows a



seat spring, a shipment of which has just been received by H. S. Howland, Sons & Co. It is named the "Oil Tempered Seat Spring" and is highly recommended. Hardware merchants, particularly those in the country, would be able to dispose of a good many more seat springs than they do if they would only push them a little more.

LARGE OR SMALL ORDERS.

THE jobbing trade in hardware has about concluded that stocking up orders are a thing of the past, excepting, of course, from newly established stores, says Hardware Reporter. What they call replenishing orders are now the rule, which is another way of saying that the dealers have gotten into the habit of buying goods only as they need them, or to replace those that have been sold. This system has its advantages, and yet there are some features about it which do not altogether commend themselves even from the dealer's point of view, which is the principal question to be considered.

A full stock of hardware, or one that is carried by the average dealer, means an extra cost price when divided into small orders. The higher cost is not a profit to the manufacturer or jobber for the reason that it is cheaper to handle, say, a thousand dollars' worth of goods in one lot than when the same value of goods is distributed in three or four or any other number of orders. In this case, the expense is made to take the place of profit, and the dealer necessarily pays for it, the only immediate advantage on either side being the compensation to additional clerks. However, the change in the policy of ordering seems to be a necessary outcome of recent conditions. The hardware trade is constantly expanding in the variety of articles sold, and, outside of certain staples, a stock that will answer the public demand to-day may be out of date six months from now. A small advance in price on small orders does not cut much of a figure, anyway, since the most careful buyers should be satisfied with those now in force.

PULLED THE NAIL.

This is woman's age, and a business man who knows says there is positively nothing that she will not undertake. He was lounging in his office one day when the door opened and a well dressed, comely little woman appeared. She wore a resolute expression in addition to other apparel, and in her hand she carried a large tack raiser.

"Good morning," she said winningly, "Is this Mr. Cash's office? Will you please tell me which chair it is that has the nail in it?"

The business man was confused—the nice little woman was a total stranger to him. He answered wildly, "What chair? What nail?"

"Why," she explained, "my husband has come home three times recently with dreadful holes in his coat and trousers, and he said he tore them on a chair in your office. I'm about tired darning and patching those rents and thought it would be more sensible and satisfactory to come down here, pull the nail out and be done with it. Don't you think so?"

Still in a trance, the merchant agreed with her, found the offending chair, extracted the nail, and with many thanks and smiles the enterprising little woman withdrew.—New York World.

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ASBESTOS IN NEWFOUNDLAND.

WE find in the transactions of the Mining Society of Nova Scotia some interesting information about the asbestos deposits of Port au Port, in an article by C. E. Willis, from which we make the following abstract:

The metamorphic rocks and serpentines of the eastern townships of Quebec and the Gaspe Peninsula, in which the Canadian asbestos, or, more correctly speaking, chrysotile, is found, dip under the Gulf of St. Lawrence, appear again on the west coast of Newfoundland, and extend many miles inland, though in places, especially on the great elevated plateau, they are capped with granite rocks, and have seemingly disappeared.

Here and there also are great mountains of magnesian limestone, and in the region of the Grand Lake, and other isolated sections, are found carboniferous basins, with small seams of very good bituminous coal. Still, this area, extending about 100 miles north and south, and the entire width of the island east and west, can be safely called a serpentine country, and contains, according to James P. Howley's estimate, 5,097 square miles of serpentine rocks.

The existence of asbestos in this great belt of serpentine has long been known.

At Bluff Head mountain, on the eastern side of Port au Port Bay, the asbestos deposits first attracted notice. The place was prospected by a party, under the leadership of Hon. Daniel Cleary, of St. John, some three years ago, with such marked success that immediately 30 square miles of claims were taken up by prospectors and speculators, and much development has since been done. Much of this work has been, to the owners, of a most satisfactory nature, and proves the field to be a large and valuable one.

The government of Newfoundland being keenly alive to the necessity of fostering its mining industries, has undertaken to construct a good road which will accommodate all the claims of the district, and will connect the point of shipment, the government railway now under construction, and the settlements of the Port au Port and St. George.

Labor is abundant and cheap, and supplies can be readily obtained, and landed from vessels within a short distance of the mines.—Colliery Guardian.

HAMILTON BOARD OF TRADE.

The annual meeting of the Hamilton Board of Trade was held Monday. The election of officers resulted in H. N. Kittson being re-elected to the office of president; Archdale Wilson, vice-president; C. R. Smith, secretary-treasurer; John Knox, W. H. Gillard, George Roach, T. C. Bruce, Alex. Turner, J. J. Mason, W. E. Sanford, T. H. McPherson were elected members of the council for the ensuing three years. The Board of Arbitrators, appointed for three years, will be composed of B. E. Charlton, R. A. Lucas, W. H. Gillard, and J. M. Lottridge. At a meeting of the council, held immediately afterwards, President Kittson informed the members that he had interviewed the Mayor upon the question of toll roads, and had found that the City Council's views on this subject coincided largely with that of the board, and he had every hope that a settlement would be come to. A discussion upon the proposed Intercolonial Conference took place, several of the members expressing themselves as being averse to some of the objects of the conference, among these being the procuring of a discriminating tariff between Great Britain and the colonies.

ADAM HOPE & CO.,

HAMILTON

Offer for Sale

"Pioneer" and "Sloss" PIG IRON

These are fine foundry irons, being strong and large scrap carriers.

Also all the well-known—

Scotch Brands,
Broken Car Wheels,
and Railway Cast Scrap.

BRITISH IRON FIGURES.

A BALLOT taken a short time ago by the Scotch miners resulted in favor of a strike. Hopes were held out at the time that a settlement would be reached before the strike was absolutely on. These have not been verified since, and recent news was to the effect that the attitude of the miners was not favorable to a settlement of the wages dispute.

The limit given was the 25th of the month, so that it will soon be known definitely whether the miners will stay out or not.

So far the possibilities in this connection have not had much effect on prices, but it is noticeable that warrants of late have shown an upward tendency. For instance, the upward swing in prices between the 9th and the 16th of June on Glasgow prices has been from 2d. to 7d., and the cash quotation Saturday, the 16th, was that much higher than it was at the corresponding period last year. The natural demand also in the legitimate market has been rather better recently, so that with all the influences combined the general tendency of the British iron markets has been firmer. The statistical position tends the same way.

According to mail advices to hand this week by Montreal importers the stocks in Connol's Glasgow stores on the 16th were 311,123 tons, against 337,238 tons for the same period in 1893, or a decrease of 26,115 tons of Scotch pig in the Glasgow public stores compared with a year ago.

The stocks of Cleveland and hematite iron in the Middlesboro' and Cumberland stores, however, more than make up for this shortage.

The stock of Cleveland iron at Middlesboro' on the 16th was 97,268 tons, against 68,266 tons in 1893, and the stock of hematite iron in the Cumberland stores was 147,871 tons, against 63,932 tons in 1893.

This makes the total stock at the three points in question on the 16th, 556,262 tons, against 469,436, or an increase of 86 000 odd tons.

With regard to the movement of iron from the three points this year's figures indicate a rather better volume of business.

The weekly shipments from Scotland have averaged 5,000 tons; those from Cumberland, 10,000 tons, and those from Middlesboro', 15,000 to 20,000 tons.

From the first of January to the 9th June, 1894, the shipments from Scotland have been 120,719 tons, against 144,689 tons in 1893; from Cumberland, 170,776 tons, against 112,492 tons in 1893; and from Middlesboro', 453,822 tons, against 395,427 tons in 1893.

This makes the total shipments from these points, 745,317 tons for 1894, against 652,608 tons 1893, or the respectable increase of 93,709 tons.

FILING CATALOGUES.

A NUMBER of articles, writes K. A. M. in Sanitary Plumber, have been printed on the question of indexing and preserving catalogues. There have been systems described somewhat elaborate in detail for taking care of all of the advertising matter that comes to an office. I have read all these articles with much interest, and have been waiting for some one to take the opposite position, that, all things considered, it is not worth while to file and index catalogues, and that the whole system of business literature as at present employed is opposed to this method of treatment. No one, however, has seemed to make this point, and perhaps it is reserved for me to present the idea to the reader.

Some years ago I became connected with an office which in my estimation was very much lacking in system. Accordingly I undertook to correct the system and to add to the routine what I believed were much needed improvements. Among the improvements was that of indexing and carefully filing the catalogues and other trade literature that came to hand. I had very little leisure time for this work during the days, and therefore I devoted my evenings to it, and many a long evening have I given to this work, my labor sometimes extending far into the night. In the course of time I got the accumulation of catalogues and trade lists which I found in the office and which accumulated after I commenced working, into pretty fair shape. I had a very good system of filing, and an adequate plan of indexing, and if anyone had only asked me for some particular item of information just then, I could have produced it instantly and in most satisfactory shape. I was soon confronted with this fact, however, that each catalogue issued by a manufacturer supersedes all other catalogues put out by him. Each catalogue is complete in itself and is in a sense a countermand of all that have previously been issued. And so it soon became evident that the only catalogue of any establishment that was wanted was the last issue, and that whenever the last issue was at hand all that preceded was of no account unless in the sense of a library or museum. But business concerns are not run for museum purposes, and the library idea does not prevail to any great extent.

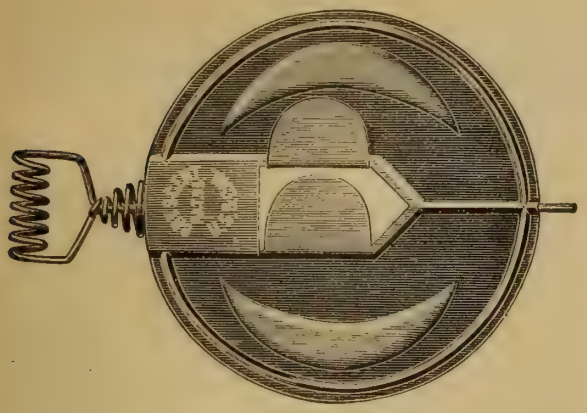
I had not much more than comprehended this fact when I was confronted with still another consideration. One of our firm wanted some information about a certain line of goods which very seldom formed a part of our trade. I was for going for our catalogue system and giving him the information when he said: "Oh, no, that will be ancient history; what you want to do, young man, is write to every concern in the country that you know of that makes that line of goods, and get their most recent catalogue and circulars, and ask them to quote prices by letter." Then it gradually dawned upon me that my catalogue system was worth nothing, and so somewhat reluctantly I abandoned what had cost me so much time and trouble. I have been with the firm referred to ten years. Nine years of that time we have got along without a catalogue system. I venture to say that the total extra trouble that we have been put to occasionally in looking up some article about which we did not have as much information as we might have had if all our catalogues had been filed and indexed, has been far less than would have been the labor of keeping the catalogues up to date upon the plan that I first originated for a single year.

There is just one other idea that ought to be brought to the attention of the people who believe in indexing catalogues and maintaining full files; and that is, that the trade directories which are now published, the trade papers which are now so extensively circulated and various other co-operative means of distributing information, largely take the place of the office catalogue systems that in the past have been advantageous. There is but little difficulty at present in obtaining a list of first hands in almost any required line of trade. If no better directory is at hand, a trade paper in the line of business in which the question arises will be found quite advantageous. Instead, then, of consulting old files of catalogues on any trade question, the proper plan is to write to people who are in that line of business for the information you want at the very date that you require it.

To request a manufacturer to send you his catalogue every time you want information about five dollars' worth of goods seems like a terrible waste. I must admit that there is a waste of printers' ink, postage, etc., involved in this scheme, but, after all, it is not the waste of the buyer, it is the waste of the seller. Manufacturers and sellers generally have adopted the plan of sending duplicate catalogues and of sending as many catalogues from time to time as may be wanted. Therefore the buyer has nothing to consider. He must accept the situation as he finds it.

Brechin, Phœnix-like, is rising from its ashes. Already several new stores are in course of erection on the main street. Good for Brechin.

THE ONTARIO TACK CO.
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton. Ontario.
SP



CRESCENT DAMPERS

Patented in U.S. and Canada, 1893.

Has all the advantages of a high priced Stove Pipe Damper, at low cost. LIGHT FOR FREIGHT. Being made of sheet steel will not break, and being double will not warp. Spring keeps damper at any angle set in pipe.

Manufactured by

Thos. Davidson & Co.

MONTREAL.

BRASS MEN RE-ORGANIZING.

AN important movement is on foot among the brass manufacturers of the country to place the trade on a more satisfactory footing than it is at present.

Something like a year ago an effort was made to secure the desideratum by forming an association. And although most of the manufacturers subscribed to the agreement that was then drawn up little benefit seems have accrued to the trade therefrom.

The fact was the subscribers did not keep faith, two western manufacturers, particularly it is said, being lacking in this respect, while a certain Toronto house outside the association is understood to have been a thorn in the side of the organization.

The scheme now on foot is more comprehensive than a mere association.

It is nothing less than a proposition to form a company which will take the whole output of the Canadian manufacturers.

With this end in view two or three meetings have been held in Toronto this week.

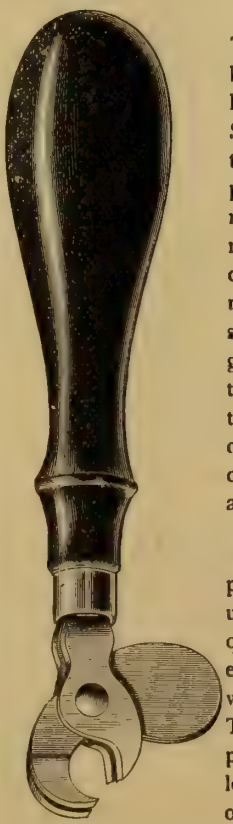
The manufacturers interested are understood to be Mitchell & Co., Montreal; McVittie & Son, St. John, N.B.; James Morrison, Toronto; Hamilton Brass Works, Hamilton; Stevens & Brown, London; Essex Brass and Iron Works, London.

"No final agreement has yet been arrived at," said a gentleman in the trade to HARDWARE. "But the proposition, briefly speaking, is this: The manufacturers are to agree to sell to no one but this company, which will in turn sell to the jobbers at fixed discounts, while each manufacturer will be allotted certain lines which he shall make. Now that is the position of affairs, and that is all I can tell you at present."

AN IMMENSE CASTING.

All previous work in casting in this city has just been surpassed by Waring, White & Co., they having achieved a feat most difficult and highly creditable. It was the casting of a piece of machinery for Harris & Co., and known as alligator shears, weighing of itself 18 tons, which with the lever and gear make 24 tons. The largest ever previously cast in this city was 11 tons. The one in the place of which this is to go was imported from Pittsburg, Pa., and it was thought it would be necessary to send there again when the above firm undertook the work. The boxes and sand in which the casting was done weighed 25 tons. The work was done in dry sand. A special furnace was placed in position, and the two heated the metal, which was run in a receiver of 17 tons capacity, which ran the metal into the mould. It will be ten days before the shears can be taken out of position. Another casting of a similar nature weighing 11 tons will be at once done for the Coldbrook rolling mills.—Gazette, St. John.

NEVER FAILS TO PULL.



The "Big Four" Tack Puller, which is being put on the market by H. S. Howland, Sons & Co., is claimed to be a perfect tack puller and always ready for use, has nothing to get out of order, and will last for many years, has a self-supporting 4 point grip that will pull a tack without fail every time. The tacks come out in good shape and can be used over again.

On old work the painter often wants to use a putty that dries quick, sandpapers easily, and sticks where it is placed. To make just such putty, mix dry white lead in a good grade of brown japan, add enough lampblack to color it a good bit, give it a binding quality by putting in a few drops of rubbing varnish, and lastly, give the whole a dash or two of turpentine. The more rubbing varnish is added, the tougher the putty and the slower it sandpapers.

ON VARIOUS SUBJECTS.

BY W. E. WILTON, SPRINGFIELD.

IT is not uncommon, even at this present day to find, on entering some country and even large town store, a bell attached to the door which calls the attendant forward. But talk about your bell attachment, here is something that takes the bun in that line. In a small town not many miles from here there lives a man with considerably more in his head than a fine comb will take out. He holds as owner and general manager three very important positions, viz.: Blacksmith, post master, and general merchant, and attends the whole business himself in the following manner: The blacksmith shop is located about 200 yards from the store. A wire is stretched from the store to the blacksmith department with a bell attached, and on the store door the following motto appears, "If you want anything in this shop pull the wire," this of course rings the bell in the blacksmith shop when the proprietor comes up and unlocks the door.

A great portion of the failures in business among retail merchants could be avoided by dealing with one wholesale house only. The man who confines his business to one house knows at all times just where he stands, and the wholesale house knows the same, thus, knowing that your full account is with them only, they have (and justly, too,) more confidence in you. A retailer would rather give credit to a man having no other account against him; and the same rule must also apply to the wholesaler.

A great many otherwise attractive stores are sometimes greatly injured in their evening appearance by the manner in which goods, having during the day been used as a display on the outside, are thrown around on the floor in anything but a neat way. These goods should be arranged in proper places, everything in its own place; the shop floor sprinkled and swept; your lights burning brightly, and the appearance in general is thus greatly improved. A store properly arranged presents its best appearance in the evening.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, June 29, 1894.

HARDWARE.

THERE has been very little change in the general hardware market this week, and one thing is certain, business has not increased in volume. Trade, however, may be called fair on the whole, and after the excitement of the elections has worn off, dealers here expect better returns from the Ottawa Valley and the eastern districts of Ontario. In Quebec the demand is quiet also, but matters are expected to pick up shortly. Demand at present runs to moderate lots of ware, Peerless and enamelled, cut nails, green wirecloth, etc., and sorting lots of gardening and harvest tools. Sporting goods are also beginning to look up. Payments are only fair.

WIRE—There is a fair demand in a small way for wire. The manufacturers have been meeting in the west, but at the time of writing the trade here have not been notified of any changes.

ROPE—The rope market is steady and fairly active at previous prices. We quote: Sisal, 7 to 7½c. for 7-16 in. and upwards, and 14c. for deep sea line. Pure Manilla, 9¼c. for 7-16 and upwards, 6¾c. for smaller.

CUTLERY—There is a moderate sorting call for a few small lots of pocket cutlery.

SPORTING GOODS—Demand for these, as we have already noted, is commencing to pick up, and the season will be on in full force shortly.

CUT NAILS—There is no change to note in these at the time of writing.

HORSE NAILS—There has been a moderate movement in these at steady rates. Prices are the same.

GREEN WIRE CLOTH—Fair quantities of this, and also wire doors and screens, continue to move out.

TACKS—No change to note.

CHAIN—The week has been as quiet as last, only a few small lots moving.

HORSESHOES—A few small orders are noted, but business is very quiet. Prices continue the same.

WARE—A small movement in peerless and white ware is the only business there is to note.

TOOLS—Business rules on the quiet side. A few lots of harvesting and gardeners' tools continue to go out, however.

PLUMBERS' AND BUILDERS' SUPPLIES—Neither of these lines furnish anything of importance.

LEAD PIPE—No improvement or change to note in the demand for this article.

DAIRY FURNISHINGS—Some lines of milk tins and trimmings are moving, but business is quiet.

HINGES—A few small lots of "T" and strap hinges are the only goods moving in this line at present.

TAR, ETC.—The only feature of this market has been an advance of 25c. in the price of rosins. We quote: Rosins, $2.75 to $5.25 as to brand; coal tar, $3 25 to $3.75; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton do. 10 to 12c.

TURPENTINE—This article rules firm at former prices and business is quiet. We quote 47 to 48c.

CEMENT—There has been no change in the cement market, business ruling quiet. We quote spot prices at $1.95 to $2.05 for English brands, and $1.85 to $1.95 for Belgian, and to arrive, English brands $1.95 and Belgian $1.80 to $1.90.

FIREBRICKS—There is a moderate demand for firebricks at firmer prices, viz.: $15.50 to $19 50 per 1,000, as to brand.

METALS.

The metal market presents few new features. The movement in all the leading lines continue small, complaints being general about the backwardness of trade. No change of importance is to note in values except in Scotch pig.

PIG IRON—The tone of Scotch pig is firmer, sales of Summerlee occurring at $18.75 to $19, and Canadian brands at $16 50 to 16.75. We quote: Summerlee, $18.75 to $19; Eglinton, $18; Carnbroe, $18; Ferrona, $16.50 to $17; and Siemen's No. 1, $16.50 to $16.75.

BAR IRON—A moderate business has been doing in bar iron, and though the demand is quiet makers hold that prices have touched bottom. We quote: $1 70 to $1.80.

TIN PLATES—In tin plate a few lots of cokes have been put through at $2.70 to $2.75, while charcoals have sold at $3.40.

CANADA PLATE—The feeling on these is that bottom has been touched. Sales have occured at $2.15.

IRON PIPE—There have been several large import orders placed for German tubes at very low prices.

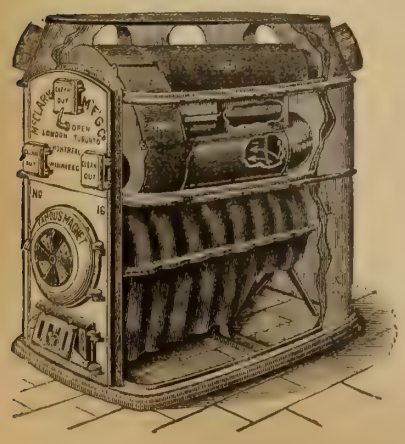
COPPER—Foreign advices have ruled low on copper, but spot prices are the same, 9¾ to 10c.

TIN—A few small orders have been filled for tin which we quote at 17 to 18c., which is rather lower than last week.

SHEET IRON—Only a small business doing in this article on the basis of $2.40.

HOOPS AND BANDS—There is no alteration to note in these. Demand is quiet at $2.35.

STEEL—Business dull. We quote: Best cast steel, 9½ to 12c.; spring, $2.50; tire,



A Perfect Wood Furnace

Our famous Magnet, made in 3 sizes, Nos. 14, 16 and 17. Heavy Fire Box. Large Feed Door. Steel Flues with Cast Heads. Direct and indirect draft. Flues easily cleaned. All operations from front of Furnace. Everyone handling them concede their superiority. Send card for our new catalogue.

The McClary Mfg. Co.

London Toronto Montreal Winnipeg Vancouver

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

Gas, Electric, Combination

Fixtures AND Brackets

English, Canadian, and American DESIGNS



A select stock of Gas and Electric GLOBES always on hand

JAS. BARWELL, 88 Bay Street, Toronto

Drawings and prices on application.
The trade supplied.



SS. SMOKELESS POWDER Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.

429 Board of Trade Building
MONTREAL, Agents.

SEND FOR PRICE LIST.

CHURCH'S POTATO Finish





NO MORE WATERY POTATOES

READY-FOR-USE-DRY

NO MIXING REQUIRED.

Worth its cost as a fertilizer.

DOES NOT INJURE THE VINES

The only safe way to use a Strong Poison

FOR SALE BY

Alabastine Company, Paris, Sole Manufacturers.

HILL & FORBES, 327 ST. JAMES ST., MONTREAL: Agents for the Province of Quebec.
A. M. BELL, HALIFAX: Agent for New Brunswick and Nova Scotia.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, TORONTO

ENGLISH HOUSE: SAMUEL, SONS & BENJAMIN
164 Fenchurch St., London, E. C.

Apple and Peach Parers

Cherry Stoners **Lemon Squeezers**

Ice Cream Freezers **Fruit Presses**

CANADIAN AND AMERICAN.

Write for Prices.

MONTREAL MARKETS—Continued

$2.50 to $2.75 ; sleigh shoe, $2.40; round machinery steel, $3.

GALVANIZED SHEETS—There is a fair demand for these in a small way. We quote : 4½ to 5c. for ordinary brands ; Morewood, 5¾ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., and the usual extra for larger sizes.

SPELTER—Flat and unchanged at $4 50 to $4 75.

ZINC SHEETS—Prices the same at $5 to $5.25 and business dull.

LEAD—There is little or no business doing. Prices remain the same at $2.60 to $2.75.

PAINTS AND OILS.

There has been no new phase to the paints and oils trade. The volume of business transacted is small and prices remain much the same. Shellac is somewhat firmer, and paris green is very scarce. Linseed oil is firm at quotations, and seal oil rules quiet. We quote : Choice brands white lead, Government standard, $4 75; No. 1, $4.50 ; No. 2, $4.25 ; No. 3, $4 ; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25 ; No. 2, $5.25; linseed oil, round lots, raw, 55c., boiled, 58c.; seal oil, 42½ to 45c.

GLASS.

The glass market is quiet and unchanged. We quote $1.25 for first break; $1.30 second break, per 50 feet ; $3 25 for first break per 100 feet; putty in bulk, $1.85.

PETROLEUM.

The petroleum market is quiet and unchanged. We quote as follows : Canadian refined at 11c. in shed in Montreal for round lots, and 12c. for small quantities. American petroleum, 14 4-5c. in car lots, 15¼c. in 10-barrel lots, 15½c. in 5-barrel lots, and 16c. for single barrels, net cash ; American benzine, 23 to 25c. ; Canadian benzine, 10¾c. Petrolea; 12¾c. Montreal.

HIDES.

Business has ruled quiet in hides and there is no new feature to note. Receipts during the week have been small and prices unchanged. We quote : No. 1, 3½c. ; No. 2, 2½c. ; and No. 3, 1½c. The firmness in lambskins is maintained at 20 to 25c. each.

TALLOW.

Tallow continues quiet and about steady at 6¼ to 6¾c., as to quality.

ASHES.

The receipts of ashes are light, and the market is quiet, with little business doing. Prices are steady : first pots $4.10, and seconds $3.65; pearls $5.40 to $5.50 per 100 lbs.

MONTREAL TRADE NOTES.

Caverhill, Learmont & Co. note a fair enquiry still for wire cloth and screen doors and blinds.

Large quantities of German iron pipe are coming in and going through to the west. The price is very low, so low that it can compete with the output of local rolling mills.

W. H. Cottingham & Co. note a decided scarcity of paris green. They can attend to orders promptly.

Mr. Thorpe, of Pilkington Bros., reports some good orders from cabinet and furniture makers for bevelled mirrors.

Drummond, McCall & Co. have placed some good sized lots of the Ferrona brand of Canadian pig during the past week.

Copper was cabled lower recently from London than it ever has been before, £38 10s. This is the lowest price on record. The spot market is not affected.

Wm. McNally & Co. have sent forward some fair sized lots of cement and firebrick during the past week, principally to points between here and Kingston.

Building supplies are now remarkably brisk, but Francis Hyde & Co. have been putting through some fair quantities of cement, Scotch fire clay, sewage pipes, drain tiles, etc.

EASTLAKE GALVANIZED STEEL SHINGLES



Patented April, 1885. March, 1887. January, 1894.

The Shingle that others TRY to imitate. Has no equal in any particular. The EASTLAKE is in use on more roofs than all other shingles combined. Never fails to give satisfaction.
We protect the trade, and will quote liberal prices to those who mention that they saw our advertisement in HARDWARE.

Sole Manufacturers BEWARE OF CHEAP IMITATIONS

The Metallic Roofing Co. of Canada, Limited, 82 to 90 Yonge Street, TORONTO, ONT.

TORONTO MARKETS.

TORONTO, June 29, 1894.

HARDWARE.

BUSINESS has not improved any during the week. If anything the tendency has been the other way. The Provincial elections of course are blamed for being in part the cause, but this, at any rate is the time of year when an easing off in trade is expected. Demand has fallen off materially for fencing wire. Horse nails are picking up a little, and business is being well maintained in screen doors and windows. Reports are little more satisfactory regarding tacks, horseshoes, plumbers' supplies, builders' supplies, hinges, while a falling off is announced in the demand for clothes wringers. A brisk trade is being experienced in ice cream freezers, scythes, hay rakes and forks and horsepokes. Paris green and turpentine is firmer, the former being 1½ to 2c. higher. Payments are fair only.

WIRE—Orders for fencing and barb wire have fallen off considerably during the week. So far no changes have been reported as a result of the manufacturers' meetings.

ROPE—Orders are still small. Of course there is a certain demand, but trade in this line is reported to be far from what it should be. We quote as before : Sisal, 7 16 in. and larger, 7c.; ¼, 5-16, ⅜ in., 7½c.; Manilla, 7-16 in. and larger, 9 to 9¼c.; ¼, 5-16, ⅜ in., 9½ to 9¾c.

CUT NAILS—Not as many lots have changed hands this week, although a large number of orders for small shipments have been received. Base price is unchanged at $1.80 Toronto for carload lots, and $1 85 for small lots.

WIRE NAILS—Trade in this line is rather better than in cut nails. Discounts are unchanged at 75, 10 and 5 per cent, shipment in 10-keg lots being prepaid.

MARKETS—Continued

HORSE NAILS—Business in this line has picked up a little, but the trade does not expect any particular rush, at least for some time. Discounts are still 60 per cent. off "C" and 60 and 2½ per cent. off "P B."

CUTLERY—Is moving out fairly well considering the season, and forward and import orders are still being received.

SPORTING GOODS—Trade in this line is still confined to small compass.

GREEN WIRE CLOTH—Stocks are fairly complete again and demand is good. There has not been any change in the price of this article the season through. We quote $1.85 per 100 square feet.

SCREEN DOORS AND WINDOWS—Fresh arrivals are expected daily. There are quite a number of back orders yet unfilled, jobbers being unable to procure stocks rapidly enough. It is expected, however, that by the middle of next week all these orders will be filled.

TACKS—Business has improved somewhat. Trade in this line has been quiet for some time.

CHAIN—Coil, tug and trace chain continue quiet, very few orders being reported.

HORSESHOES—Orders are becoming more frequent, but not many large quantities are wanted. Last week's prices are still being adhered to, namely, $3 80 Toronto, $3 85 London and $3 65 Montreal.

WARE—Peerless and Eclipse are quite brisk, and ware is in better demand. Business in white ware is exceedingly light.

LAWN MOWERS—Trade has not shown any improvement in this line during the week. Small shipments are being called for, but not frequently.

PLUMBERS' SUPPLIES—The improvement noted last week continues. Quite a number of enquiries have been received during the past week for country trade, but city business has not shown any improvement for some time.

LEAD PIPE—Trade in this line is steady, but it is not altogether satisfactory as regards volume, but prices are being maintained both east and west of Toronto. Jobbers are still quoting shipments as follows: Toronto and the west 30 per cent. off in small lots and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

BUILDERS' SUPPLIES—General trade in this line is getting more satisfactory on country account, and some fair shipments have been made, but nothing new is to be said of city trade.

HINGES—Trade has improved in this line with prices as before.

HARVEST TOOLS—Trade remains satisfactory. Trade in cradles, hay rakes, hoes, and snathes, is increasing, and there is a brisk demand for scythes, turnip and corn hoes.

HORSEPOKES—Are still moving out rapidly. Demand this season appears to be unusually brisk.

ICE CREAM FREEZERS—Are going out briskly, and demand is in excess of that of last year at this time. Discounts are unchanged at 57½ per cent off.

CLOTHES WRINGERS—Trade in this line does not exhibit as much briskness as it did. Ruling prices are still $28 per dozen for Canadian.

BELTING—Volume of business is larger than a week ago, with prices as before.

TAR, ETC.—There is a fair trade doing. We quote: Roofing pitch, $2.50 per brl.; pure coal tar, $4 per brl.; refined coal tar, $4.50 per brl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per brl. and 75c. per doz. pint tins; pine pitch, $2.75 per brl.

CEMENT, ETC.—Business fair. We quote: Portland cement (English), $3 per brl.; New Brunswick plaster paris, $2 per brl.; Canadian water lime, $1.25 per brl.

FIREBRICK, ETC.—Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

No material changes have taken place during the week. A few small lots of Scotch pig have changed hands during the week, and the improvement previously noted has been maintained in sheet iron. Iron pipe is scarce and prices have been advanced. In ingot tin trade has fallen off, but considerable activity has developed in terne plates.

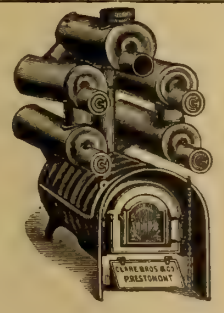
PIG IRON—Several small orders, principally 25 and 50 ton lots, have been placed for Scotch iron at around quotations, and some transactions are announced in the Nova Scotian article, but, it is understood, at very low prices. The shortage of fuel is still affecting a good many concerns, particularly in Hamilton and the west, and this is naturally causing the pig iron market to be quieter than it otherwise would be. We quote: Summerlee, $20 to $20 50; Carnbroe, $19 to $19.50; Siemen's, $18 to $18.25.

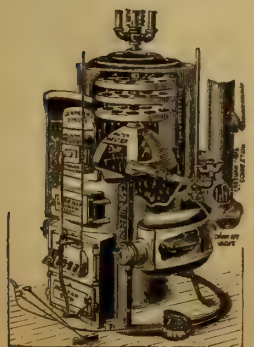
Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: "Business in pig iron is very light. Consumption is at low ebb. Stocks in furnace yards are nearly exhausted, and offerings are in consequence limited to the actual demand. There is no forcing of sales. The changes and uncertainty in freight rates, together with the hot weather, serve to intensify the dulness. We quote on the cash basis f. o. b. Toronto in bond: No. 1 foundry strong coke iron Lake Superior ore, $13.25; No. 2 foundry strong coke iron, Lake Superior ore, $12.75; Jackson county silvery, No. 1, $16.80 to $18.30; Lake Superior charcoal, $15.70; Southern soft, No. 1, $11.50; Southern soft, No. 2, $11.25."

BAR IRON—Trade if anything shows a little more life, but quantities moving are still small. Prices rule as before at $1.85 Toronto and $1.75 Montreal.

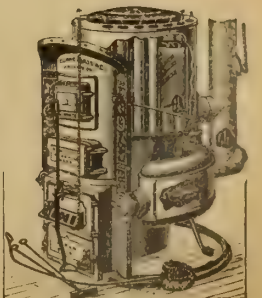
SHEET IRON—The improvement noted last week has been maintained, some fair quantities, principally in the lighter gauges, having been disposed of. We quote 8 to 16 gauge, $2.50; 18 ditto, $2.25; 20 ditto, $2.25; 22 to 24 ditto, $2.35; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Gorbal's, 26 gauge, 5½c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

IRON PIPE—There seems to be a dearth in certain sizes, both in black and galvanized. To the coal strike is assigned the

Best Value  on Earth.



These are the Furnaces that secure the trade for dealers who handle them.
They have no rivals but many imitators.



Clare Bros. & Co. ....Preston, Ont.

MARKETS—Continued

cause. Prices have advanced a little, not any better discount now being offered than 70 per cent. for black and 50 to 50 and 5 per cent. for galvanized.

GALVANIZED IRON — Demand keeps steady. Quite a number of case lots have gone forward during the week, and import orders are being freely booked. We quote: 4½ to 4¾c. for 28 gauge in case lots.

CORRUGATED IRON—Business is reported good and prices unchanged. We quote: "Owl" brand from genuine steel plates, zinc coated, $4.25 to $6 per square; painted steel, same brand, $3 to $4.75 according to guage.

INGOT TIN—Trade is not nearly as good as it has been, but prices remain as before, ruling 19 to 19½c. for ton lots and 20 to 20½c. for small lots.

INGOT COPPER—Trade is picking up in this line, but shipments are exceedingly small notwithstanding the lowness of prices. We quote 10 to 10½c. as ruling prices.

SHEET COPPER—Further improvement in brazier sheets is to be noted, and roofing copper is also in better demand. Prices range from 13¾ to 15c.

BOILER TUBES—Some houses have experienced a great deal of activity in this line during the week, although prices have not been gratifying. We quote: 1¼ inch, 7c.; 1½ inch, 7¾c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

SHEET STEEL—A good deal of new American sheet steel is coming in at advances over ordinary prices. The steel market in the States is a little higher than it has been, and it is reported that repeat orders have been refused at old prices. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

ZINC SPELTER—There is very little doing either in domestic or imported. Of the two the latter is principally called for. The idea as to price is 4¼c. for domestic and 4½c. for imported.

TIN PLATES—Trade has been keeping fairly satisfactory, with prices firm.. Import orders are being steadily booked for arrival in August and September. Prices for small lots rule from $3.50 to $3.75 per box for I.C. charcoal, and $3 25 to $3.35 for coke.

TERNE PLATES—There has been considerable activity in this line, especially in the "I C" brand. Very little "I X" is being called for. Prices remain from $6.50 to $6.75 according to quality.

ZINC SHEETS—Some orders have been booked for delivery August and September, but beyond this there is no special feature to note. Cask lots are unchanged at 4¾ to 5c.

HOOPS AND BAND IRON—Is moving more freely, and stocks which a few months ago were heavy are now running low. Base price is unchanged at last week's figures, namely, $2.25 to $2.35; American steel, $2.

CANADA PLATES—There is nothing new to add in connection with shipments from stock. Import orders are being booked freely at $2.30 to $2.35 for half polish. A few lots are being delivered on their bills, but the bulk will not arrive till August.

SOLDER—Trade is steady and prices unchanged; 13 to 14c. is the idea as to price.

PIG LEAD—People are just buying for immediate requirements, and consequently lots moving are small. We quote 2¾c. for ton lots and 5c. for small lots.

ANTIMONY—Some houses have shipped a good deal during the week, but this does not seem to be general, trade being quiet. We quote 9½ to 10c. for Cookson's.

GLASS.

There is considerably more movement in window glass, but stocks in jobbers' hands are far from being complete, especially in the 100 feet cases of first and second breaks. There is not a great deal of difficulty, however, being experienced in supplying the demand, as most of the dealers throughout the country have import lots in their possession. Prices are unchanged at $1.20 to $1.25 first break. Plate glass is quiet.

OLD MATERIAL.

Nothing unusual in these lines. Trade remains quiet. Prices unchanged. We quote: Agricultural scrap, 50c per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 30 to 35c.; No. 1 wrought scrap, 40c. per cwt.; No.2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 6¾ to 7c.; heavy scrap copper 7½ to 7¾c.; old copper bottoms 6 to 6½c.; light scrap brass 4c.; heavy yellow scrap brass 6c.; heavy red scrap brass, 6 to 6½c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 2¾ to 3c.; country mixed rags, 60 to 75c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10c.

PAINTS AND OILS.

Turpentine is a little firmer in sympathy with the Southern market, and we now quote 43 to 44c. f. o. b. Toronto. Demand is not very good. There is a stronger feeling in Paris green, prices being 1½ to 2c. higher. There is little or no Canadian Paris green on the local markets on account of the heavy shipments that have been made to the United States. We quote: English, 112 lb. drums, 15 to 15½c. and 56 lb. drums at 15½ to 16c. Linseed oil is quiet and firm at 53 to 54c. for raw and 56 to 57c. for boiled. White lead is quiet and unchanged at 4½ to 4¾c. Trade is falling off in prepared paints, the movement now being small; $1.05 is still the idea for pure. Varnishes are quiet and unchanged Putty is quiet at $1.90 to $2 in bladders, and $1 80 to $1.90 in bulk. Castor oil is quiet at 6⅝ to 6¾c. in case lots and 7c. in single tins. Refined seal oil is unchanged at 58 to 59c. per gallon in barrels. A fair sorting-up trade is still being done in prepared paints at $1.05 for pure.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are moving slowly. Quite a number are coming in, but there seems to be no export trade being carried on at present. One or two cars only are reported to have been shipped during the week. Prices remain unchanged at last week's quotations. We quote: 3c. for No. 1's, 2c. for No. 2's, 1c. for No. 3's.

SKINS—Are on the move. Pelts are increasing in value and demand. Lamb skins are also continuing steady at last week's figures. Sheepskins are dead. We quote: Pelts, 15c.; sheep-kins, 85 to 90c.; lambskins, 20c., calf, 4 to 6c. per lb. for 1's and 2's.

WOOL—A considerable quantity is being received off the streets, but no shipments are reported. Prices remain unchanged. We quote: Mercantile combing, 16 to 16½c.; clothing, 19c.; unwashed, 9 to 10c.

TALLOW—Has dropped ¼c. during the week. Dealers are offering 5 to 5¼c. for rendered, and 2c. for rough.

PETROLEUM.

Trade is quiet, although the monotony which has been existing in oil circles for the past month or so is expected to pass away in the course of a few weeks. Prices are unchanged. We quote: 5 to 10 barrel lots, imperial gallon, Toronto —Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; Canadian water white, 16 to 17c.; American water white, 18 to 19c.; photogene 20c.

MARKET NOTES.

Paris green is dearer.

Coulter & Campbell report an increasing business in brass railings, etc.

H. S. Howland, Sons & Co. are just in receipt of a fresh consignment of revolvers.

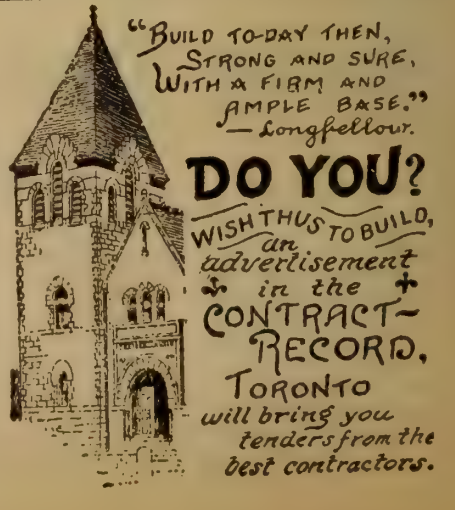
Samuel, Benjamin & Co. are getting in another lot of screen doors and windows.

The Metallic Roofing Co. report a brisk demand for their Empire patent galvanized shingling.

It is reported that the Grand Trunk shops, Montreal and London, will reopen for work on July 3rd.

Samuel, Benjamin & Co. are just in receipt of a car load of churns and wheelbarrows.

A highly artistic and beautifully illustrated catalogue is being issued by Rice Lewis & Son for distribution among the trade. It



deals altogether with brass bedsteads, of which this firm make a specialty, and of which they are said to be the largest importers in Canada.

The Eureka Refrigerator Co. have received several enquiries from Europe for their coolers.

Sanderson Pearcy & Co. have shipped several large lots of Paris green to points in New York State during the past week or so.

The Toronto Hardware Mfg. Co., are preparing a handsome catalogue of their mantels, grates, etc., which they will soon have ready for the trade.

The Canadian Rubber Co. is having good sales for belting, garden hose, etc. The firm reports collections good, and trade in all lines steadily advancing.

A large shipment of George Butler & Co.'s cutlery has been received this week by M. & L. Samuel, Benjamin & Co. It consists of pocket knives and case carvers.

The McClary Mfg. Co. report that it is unable to supply the demand for refrigerators owing to inability to secure a sufficient number from headquarters, London, Ont.

The Collins Mfg. Co. report a good sale for Hathaway wire fencing, a considerable quantity of which has been shipped to the Northwest and the lower provinces.

A. R. Woodyatt & Co. announce in another column that R. L. Kidd is not in any way connected with that firm, their only representative being Henry F. Moulden.

H. S. Howland, Sons & Co., who are agents for the Universal Putz-Pasta, are of opinion that it is bound to become the favorite polish for metals, such as the finest gold, silver, silverplate, etc.

The Gurney Foundry Co. report business rather quiet. Owing the non-arrival of the coke ordered sometime ago, they have been unable to resume operations as soon as anticipated. A short run was made yesterday, Friday, to fill an emergency order.

The Massey-Harris Mfg. Co., have fifty-eight cars of implements en route to South America from their Toronto works; also twenty-two cars on the way to Australia via. C. P. R. and Vancouver, from their Brantford Works.

The Eureka Refrigerator Company report a good trade in the N. W. T. during the opening of the present season, larger, they say, than any previous season. They are now finishing a refrigerator for a firm in Moosomin, and they have also placed a large one in for the firm of Hasking & Co., Port Arthur.

UNITED STATES MARKETS.

NEW YORK, June 29, 1894.

PIG TIN—London prices by cable were 7s. 6. lower on prompts, and 12s. 6d. lower on three months' futures, leaving the latter at 7s. 6d. discount from spot stock. This turn, aside from other adverse

RAZORS See our fully warranted German Hollow Ground Razors. Fresh stock just received. Good assortment, low price, splendid value.

A. C. LESLIE & CO. Montreal and Toronto.

Our Specialty **PURE TURPENTINE** Our Customers Need fear no Adulteration

Every barrel guaranteed! We are headquarters for the Pure Article.
Remember these facts when placing your orders.

FRANCIS, FROST & CO., 33 Front St.W., TORONTO

ROBERTSON'S

READY MIXED

Warranted *Absolutely Pure*

PAINTS

BEST ON THE MARKET.

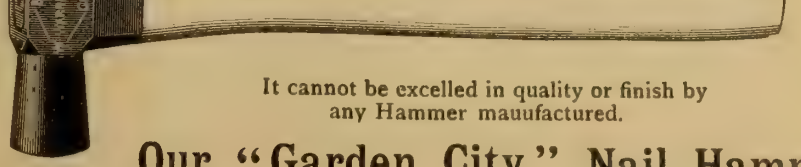
Manufactured by Write for sample cards and prices.

The James Robertson Co. Ltd., Toronto

THE WHITMAN & BARNES MFG. CO.

Canadian Branch: St. Catharines, Ont.

Try our W & B Co NO. 1 **Nail Hammer**



It cannot be excelled in quality or finish by any Hammer mauufactured.

Our "Garden City" Nail Hammer

GET OUR PRICES AND TRY OUR GOODS

Is the best and cheapest "Solid Cast Steel" Hammer on the market.

We aim to keep in stock a full line of Hammers, Sledges, etc., and will make prompt shipments.

MARKETS—Continued

influences, such as tame trade demand and accumulation of stock in first hands, served to weaken the New York market. Five ton lots of Straits were offered at 19.40c. net cash for current month, and 19.45c. for July delivery, without stimulating business perceptibly. Ordinary small parcels at relatively as low prices, say 19.60 to 19.65c., thirty days, met with slow sale also. In other words, the market looked weaker than it has at any previous time this month.

COPPER—Deliveries on old contracts make up the bulk of movement at the present time. New orders are few numerically and and almost invariably small, since the near future wants of home consumers are well provided for and the European markets very very liberally stocked. The heavy stock in Europe has caused a further decline in prices there, but while soft quotations in the New York market remain at 9 to 9⅛c. for Lake Superior ingot, 8⅜ to 8⅞c. for electrolytic and 8⅝ to 8¾c. for ordinary casting stock. The inside figures in each instance are, however, considered exceptionally low.

PIG LEAD—Common domestic for delivery this month and next brings 3⅜ to 3.40c. in single carload lots, although meeting with slow sale. August shipments were, however, offered at 3.35c. and might have been secured at a shade less. The firmness on near futures is attributed to strong statistical position of the market. The offering of futures at a discount is prompted chiefly by inclination to anticipate a revision of the duty. St. Louis wire to the Exchange was 3.10c. The London cable was £9 2s. 6d. for soft Spanish.

SPELTER—Dealings are no larger individually or in the aggregate amount than they have been for some time past. The demand is without perceptible improvement. Smelters offer moderately, however, and prices, therefore, remain steady at about 3.50c. for ordinary Western delivered here. On'Change sales were recorded of 8 carloads at 3.50c. for October delivery. St. Louis wire to the Metal Exchange was 3.20c. London cable quoted £15 12s. 6d. for good merchant brands.

ANTIMONY—Dealings are moderate, and the market is at present barely steady. There are sellers at 8.65 to 8.75c. for Hallett's and 10 to 10.10c. for Cookson's on the spot.

TIN PLATE—Business was very tame. There was no improvement in the demand for either spot goods or forward shipments, and importers did nothing calculated to expedite trading. In short there was virtually a stand off.

IRON AND STEEL—As to general condition of the market for pig iron nothing new develops. Only moderate business is passing, the demand drags indifferently, and despite late reduction in furnace capacity the supply is more than sufficient to go around. Prices show hardly any change.

More inquiry for some varieties of old material was noted; also for sales in a few instances. There is no general activity, however, and not enough business to materially affect values.

New steel rails and track fastenings are being purchased very indifferently. In fact, railroad patronage shows no increase whatever. In beams and other structural material some business is being done, but not enough to turn prices for the better. Bars, sheets, etc., find moderate sale at about former prices.

PERSONAL MENTION.

Mr. Cauder, business manager of The Gutta Percha and Rubber Mfg. Co., is out of the city on business at present.

Mr. Campbell, of Coulter & Campbell, is in Hamilton this week on business.

T. Glendinning, of Sunderland, and C. Shaw, of Kleinburg, were among the country merchants who visited Toronto during the week.

HANDY BICYCLE WRENCH.



The subjoined cut shows a handy bicycle tool that is being stocked by M. & L. Samuel, Benjamin & Co., wholesale hardware, Toronto. It is a wrench and screwdriver combined, just the thing that every bicyclist should possess. Hardware merchants will therefore in all likelihood find it a ready seller. Good material is understood to be used in its construction, and it sells at a reasonable price.

Caleb E. Healey, the well known inventor of the Healey motor, Detroit, was drowned in Lake St. Clair the other day.

A HARDWARE TRAVELER WEDS.

J. Taylor Webb, the genial and popular young man who represents Thos. Davidson & Co., of Montreal, in Western Ontario, was united in matrimony to Miss Lillie Scott McKerrow, of Surrey, Eng., on Monday, the 25th. The wedding, which was of a very quiet nature, took place at the residence of Mr. Webb's father in Montreal, and the young couple left for a short honeymoon down the St. Lawrence. Along with a host of his friends on the road and in the trade HARDWARE wishes Mr. and Mrs. Webb everything that is felicitous. Mr. Webb, it will be remembered, was the winner of the third prize in HARDWARE'S essay competition, and the nom de plume under which he won was "Scott-McKerrow." Mr. Webb evidently thinks it a good name to win by as well as a good name to win.

HE DID HIS BEST.

THE Youth's Companion tells of a young clerk in a large mercantile house who was conspicuous for the interest which he took in his work. His associates ridiculed his earnestness and enthusiasm, and told him that there was no sentiment in ordinary business—"it did not pay."

"A man is paid for his time and labor," they would say, "and he is under no obligation to make his employer's interests an absorbing passion. You will get nothing by it."

"I shall give my employers," he replied, "the best work that is in my power, whatever they may do for me."

He was right and they were wrong. The ardor with which he served the business house that employed him inspired confidence. He was very soon promoted, and offered every chance of showing what he could do. Several years passed, and then he was taken into partnership, and the management of one of the largest business houses in the country was entrusted to him.

"The fact is," said the senior member of the firm, when the co-partnership papers were signed, "you have been one of us from the day you came to us an office boy. You have shown the same enthusiasm for our service that a soldier displays in fighting for his flag."

Horace Greely used to say that the best product of labor was the high-minded workman with an enthusiasm for his work.

THE CARE OF DISH COVERS.

Just a word to manufacturers of dish-covers, especially those who manufacture them in Britannia metal, says Vulcan, in Ironmonger. There is scarcely a retailer but finds these get bruised in stock, and consequently it is rare to have a complete assortment in perfect condition ready to show to a customer. There is no need to enlarge on the inconvenience of this, but inasmuch as the trouble arises from insufficient packing, it is obvious that it may be overcome. It is the custom to pad these goods with cotton wool, and for transit this protection is usually sufficient, but it is not sufficient to bear the comparatively rough usage the goods receive while in stock, where they are continually moved from shelf to counter before being sold. It is clear that some better protection is needed than that afforded by cotton-wool. The best suggestion I have met with is that each cover, with the exception, perhaps, of the cheapest qualities, should be padded as at present, and then placed in a protector. Such a thing could be cheaply made of papier-mache, pulp, or perhaps even of cardboard, and, being the same shape as a dish cover, would nest as the covers do now. The cost would be trifling, and, in the end, it would prove cheaper to buy covers so protected than to bear the loss which arises now from injury resulting from the handling of the goods in stock.

NOTICE....

We are informed that a Mr. R. L. Kidd is representing himself as our agent. We therefore beg to inform the trade that he is not in any way connected with us. Mr. Henry F. Moulden is our only representative.

A. R. Woodyatt & Co.

GUELPH, ONT.

June 23, 1894.

BOECKH'S

STANDARD

BRUSHES

Always reliable, and as represented

CHAINS



Coil, 7 sizes, Trace, Halter, Tieout, Post, Heal and Cow Ties,

Tie Weights and Evener Chains, etc.

The B. Greening Wire Co., Ltd.

Write for Catalogue.

HAMILTON, CANADA.

SUMMER # OXFORD **STOVES**



GAS RANGE.

ECONOMICAL. EFFICIENT. BEAUTIFUL.

Oxford Gas Ranges

5 SIZES.

Bakes, Boils and Roasts quickly and uniformly.

Are Immense Water Heaters

No Waste. No Odor.

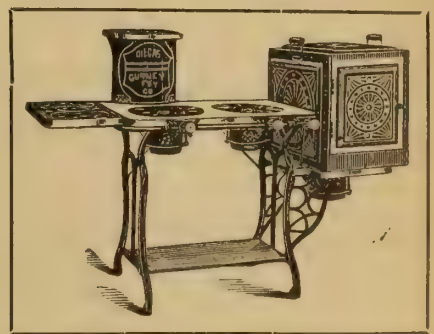
Oxford Oil Gas Ranges

5 SIZES.

Makes its own Gas as it Burns it.

Makes Gas from Ordinary Coal Oil.

Bakes, Roasts and Boils perfectly. Cost of Fuel ½c. per hour.
No Odor. No Wick.



OIL GAS RANGE.

PEOPLE WILL ASK FOR THEM. YOU MUST HAVE THEM.

Send for Price List of our Latest Production THE OXFORD GRADUATE Wood and Coal Cook Stove.

THE GURNEY FOUNDRY CO., LTD., Toronto. THE GURNEY-MASSEY CO., LTD., Montreal.

PUSHING BICYCLE SUNDRIES.

MANY of the firms are making a specialty of bicycle sundries, which a year ago paid little or no attention to this branch of the hardware trade. Rice, Lewis & Son, Ltd., is one of them, and they are branching out quite extensively.

"We have gone heavily into bicycle sundries and supplies," said a member of that firm to HARDWARE a day or so ago. "It is not our intention just now to sell machines, but all necessary attachments, parts, and fittings required in the construction or repairing of bicycles, we shall carry in stock."



NO. 1.

In pursuance of its intention to make bicycle sundries a specialty, the firm is continually receiving shipments of articles appertaining to this line. It has now on the way a large shipment of seamless solid drawn, steel tubing, all sizes, while in stock the firm has a large and varied assortment of pedals, saddles, balls; in fact, trimmings of all kinds. As one of the partners remarked: "This trade is going to be done by the hardware trade throughout the country, and Rice Lewis & Son have gone in to cater to it."

Among the stock of sundries shown by the firm is a new wrench which the firm is introducing. Cut No. 1 is an illustration of it. More properly speaking, it is a wrench and screwdriver, as it combines both tools. It will be noticed in the cut that the blade of the screwdriver projects, and it is, therefore, advisable to explain that this is drawn up into the handle when the wrench is closed, thus being put out of sight. Cuts 2 and 3 illustrate the rat-trap and rubber pedals respectively which Rice Lewis & Son have in stock.

THEY APPRECIATE A GOOD THING

The Canadian Rubber Co., Montreal, were recently favored with a visit from a number of the members of the American Society Mechanical Engineers, New York. The Americans expressed themselves greatly pleased with the manner in which the works were conducted and the splendid quality of goods manufactured by the firm. Upon their arrival in New York the secretary of the association was authorized to tender the Canadian Rubber Co. their sincere thanks for the courtesy and kindness shown them by the managers of the company, which he did in the following letter:

NEW YORK, June 12th, 1894.

To the Canadian Rubber Company, Montreal:

Gentlemen,—The American Society of Mechanical Engineers desire to convey to the Canadian Rubber Co., and to its managers, their sincere thanks for the opportunity given to visit their factory and observe the processes of the manufacture of that useful article, rubber.

The visit was enjoyed by all those who were able to profit by it.

Very truly,
(Signed) F. R. HUTTON,
Secretary.

TRADE CHAT.

THE Wilson Fire Extinguisher Co., Toronto, has obtained charter of incorporation.

A new post office is being opened up in East Galway.

The car shops in London will re-open early next month.

The Muskoka and Georgian Bay Navigation Co.'s steamers are now running daily on Lakes Rosseau, Joseph and Muskoka.

A lot of mining machinery from the Ingersoll Mining Manufactory was shipped to the Cochran-Hill gold mine Tuesday.—Chronicle, Halifax.

E. B. Eddy, founder of the Eddy Manufacturing Company, Hull, Quebec, is at the Halifax. He is making his first visit to the province.—Chronicle, Halifax.

Over twenty new buildings are in course of erection at Huntsville. Thirty-four were burned during the recent fire. "Huntsville


NO. 2.

will be on its feet again in a few months," remarked a traveler.

Sufficient stock has been subscribed to warrant the Sydenham Gas Works Company, Ltd., Wallaceburg, to apply for articles of incorporation. Authorized capital, $50,000; paid up, $20,000.

Burglars effected an entrance to Gross & Granger's hardware store, Whitby, the other night by prying open the front doors, and carried off some revolvers and jack-knives and other small articles.

Bradford was en fete Thursday and Friday of last week. It had horse races these two days, and on Friday afternoon nearly all the merchants closed their stores and went with their clerks to see the fun.

Work has been started upon the large addition to the Hudson's Bay Co.'s store at Rat Portage. The addition is to be considerably larger than the present store and to have all the modern improvements.

The assignee of the Laidlaw Manufacturing Co., Hamilton, has announced a first and final dividend of 10 per cent. The claims amounted to $31,721.22, and the balance available for distribution is $3,172.

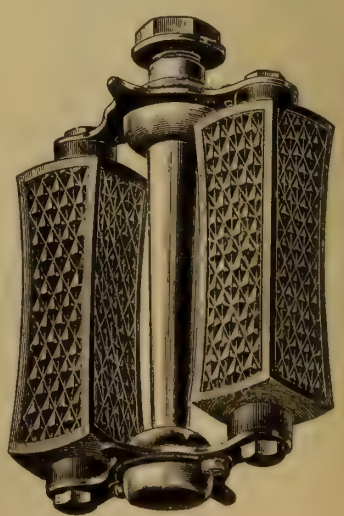
McCurdy & Walker are getting their iron and brass foundry in working order. They are extending their stone building to make room for the new machinery, which is the largest in the country.—Free Press, Winnipeg.

Several car loads of pipe arrived Tuesday for the Ontario Natural Gas Co. The main from the gas field to Walkerville is completed, and the trenches throughout the city will be dug by a large force of men in a few days.—Times, Windsor.

The following new post offices have been established in Nova Scotia: At Big Ridge South, Cape Breton, with Donald McKeagan as postmaster; at Granite Village, Shelburne, with Albert Melvin as postmaster; at Washaback Bridge, Victoria county, with John McInnis as postmaster. The office at Stillwater, Guysboro county, has been closed.

Before the middle of next month, the Sault Ste. Marie canal, on the Canadian side, will probably be open for traffic. The masonry work is finished, and the lock-gates, seven in number, are on the ground ready to be put in. If all goes well, water may be let into the canal as early as 10th July, and it is safe to say that unless something unusual and unexpected happens the canal will be ready to receive traffic by the 15th July and probably before.

Seven teams and about 15 men are now at work on the excavations for the block of stores which is being erected on the corner of Main and Centre streets. The stores are to be commodious, well lighted, solid brick structures, each 100 feet long and 24 feet wide. They will be two storeys high, flat


NO. 3.

roof, supplied with a complete service from the water-works system. The cost of the block will be in the neighborhood of $15,000.—Beeton World.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

DUNCAN A. McDONALD, general store, Sundridge, has ass gned to David J. Smallwood.

Beauchamp & Co., saddlers, Montreal, have assigned.

K. A. Warriner, Toronto Business College, has assigned.

George Bevilock, general merchant, Nanaimo, B.C., has ass gned.

Wm. Snow, general merchant, Ecum Secum, N.S., has assigned.

Joseph B. Porter, general merchant, Andover, N.B, has assigned.

Joseph Harrison, plumber, Toronto, has assigned to F. K Fairbairn.

A. Jones, general merchant, Flos, has assigned to John McEachren.

Newitt Bros., grocers, Vancouver, have assigned to Thomas Williamson.

A. F. Gravel, general merchant, Louiseville, has called a meeting of creditors.

Demand of assignment has been made upon H. P. Labelle, furniture, Montreal.

A demand of assignment has been made upon Wm. Johnston, paint manufacturer, Montreal.

George K. Batson, general merchant Campobello, N.B., is offering to compromise at 25c. on the dollar.

The stock of Geo. F. Bostwick, manufacturer mantels, show cases, etc., Toronto, is advertised for sale by auction 4th prox.

Samuel Reid, general merchant, Orr Lake, has assigned. James Fitzgerald, in the same line of business at Victoria Road, has done likewise.

PARTNERSHIPS FORMED AND DISSOLVED.

Bordeaux Wine Co., Montreal, has dissolved.

Cote & Julien, plumbers, Montreal, have dissolved.

McLachlan & Wilson, lumber merchants, St. John, N.B., have dissolved.

A. Sauvagau & Co., manufacturers, tinware, Montreal, have dissolved.

T. McManus & Sons, general merchants, Memramcook, N.B., have dissolved.

Dunsmore & Carslake, tinware and stoves, have dissolved ; J. J. Dunsmore continues.

Walter Brown and C. B. Munro have registered a copartnership to carry on business at Wolfville, N.S., as agricultural implement dealers, under the style of Brown, Munro & Co.

SALES MADE AND PENDING.

Stock of A. G. Miles, plumber, Hamilton, is advertised to be sold by auction.

Stock of Joseph Pare, general merchant, St. Vincent de Paul, Que., is to be sold by auction.

Stock of McKenzie Bros., general merchants, Buckingham, Que., has been sold at 68c. on the dollar.

CHANGES.

W. E. Welding, pottery, Bradford, has sold out to D. Lowery.

Frederick Hamilton, general merchant, Tottenham, has sold out to T. Shepherd & Co.

F. M. Bond, general merchant, Port Dover, has been succeeded by C. W. Thompson.

Davis Bros. & Co., general merchants, Oxford, N. S., have been succeeded by Hickman & Davis.

FIRES.

J. R. Booth, lumber and sawmills, Ottawa ; mill burned ; fully insured.

C. Hamilton & Son, saw mill, St. John, N.B., have been burned out.

The saw and grist mill of Corey Bros., Havelock, N.B., have been partially burned.

H. A. Henshaw, general merchant, River du Chute, has been burned out ; insured for $2,500.

DEATHS.

John Yeates, of Alex. Yeates & Sons, iron merchants, etc., St. John, N.B., is dead.

T. P. G. Bryan, of Pigot & Bryan, wholesale crockery, glassware, etc., London, is dead.

SMOKE PREVENTERS.

The smoke generators, the smoke consumers, the smoke preventers will not down. With an aggravating perversity, the users of soft coal persist in their determination to burn it as a fuel because it is cheap ; because their business will not allow the erection of improved furnaces or the introduction of smoke consumers. On the other hand, the inventors are as sanguine and persevering as ever, and are demonstrating the possibility of consuming smoke. But there are only two remedies possible for smoke nuisance, says the Stationary Engineer : one is the use of hard coal ; the other the general adoption of furnaces that will burn soft coal and consume smoke.

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For discounts . . . write Clauss Shear Co., Toronto

TRAINING OF APPRENTICES.

THE question of training apprentices has been receiving a good deal of attention lately, and the following, which recently appeared in Industries and Iron, is an interesting contribution on the subject.

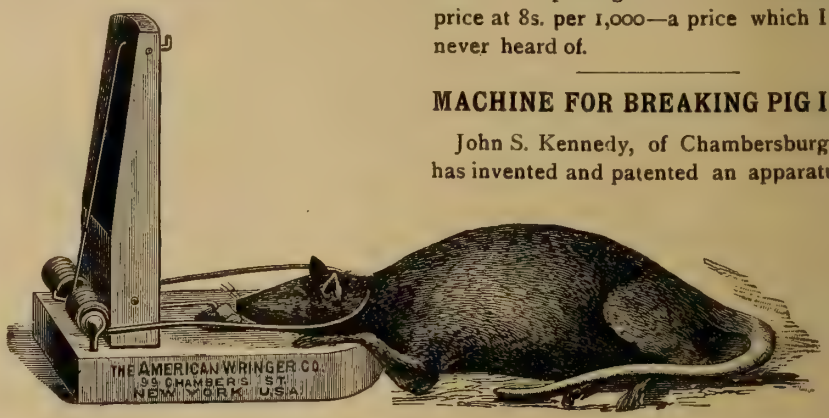
At the present time, begins the writer, we hear a good deal both about general and technical education, and large amounts of money are being spent all over the country in a haphazard manner, but it is very much to be doubted whether the outcome will be such as to benefit the industry and trade of the country or to raise the general intelligence of the people. Sufficient attention is not paid to the distinction between instruction and education, and the results of examinations are put forward as the main things to be looked to, wholly forgetful of the fact that the real virtue of an education is only tested by the examination which life puts on us.

My present object, however, is not to enter into a discussion of education generally, but rather to direct attention to one aspect of technical education which is very much neglected. I have always held that a most efficient system of technical education could be carried out if the employers of apprentices only took a little interest in the subject. They need not spend very much money over it, for there are now organizations in almost all parts of the country which supply all the educational wants. Unfortunately, these are not taken advantage of to their full extent, and, moreover, they are apt to be too much apart from the practical work of the students, and to drift along in lines which are out of date. If the employers in the district were forming committees to advance the work of the departments in which they are interested, and to keep the students and the teachers in touch with actual conditions, the work would become more real and thorough. Moreover, if all the apprentices were required to attend certain evening classes, and before they completed their apprenticeship to show their proficiency in the subjects connected with their trades, there would soon be no occasion to complain either of want of students or of earnestness in their work. Some employers already do this to a certain extent, with the very best results to all concerned, but we require something more systematic and universal.

The German Industrial Code Amendment Act (1891) contains the following regulations: "The master shall be bound to instruct the apprentice in all branches of the work of the trade forming part of his business, in due succession and to the extent necessary for the complete mastery of the trade or handicraft. He must conduct the instruction of the apprentice himself, or through a fit representative expressly appointed thereto. He shall not deprive the apprentice of the necessary time and opportunity on Sundays and holidays for his education and for attendance at Divine service, by employing him in other kinds of service. He shall train his apprentice in habits of diligence and in good morals, and shall keep him from evil courses. The apprentice shall be placed under the parental discipline of the master. He shall be bound to render obedience to the one who conducts his instruction in the place of the master." These regulations are a little too grandmotherly to suit our ideas, but still they indicate what is necessary to make any system of training of apprentices at all efficient, and without which the mere multiplication of classes will do little good.

GRIP RAT TRAP.

This is the name of a rat trap that is being put on the market by H. S. Howland, Sons & Co. The accompanying cut shows the



trap with a rodent in its grip. The trap is made of hard wood, and constructed so as to deceive and catch the most cunning rats. The springs are made of the best steel wire.

ENGLISH v. GERMAN HORSENAILS.

YOU will, doubtless, says a writer in Ironmonger, remember some little time ago writing me in reference to the price at which English horsenails could be manufactured, and at the time some letters of mine were appearing in the Yorkshire Post with reference to our being behindhind in the manufacture of girders, machinery, etc. But in the manufacture of horsenails the English manufacturers can hold their own, and I have much pleasure in herewith enclosing you the copy of a letter which appears in the Yorkshire Post, signed by myself, with reference to the competition in the horsenail trade, and you will see how absurd it is to make a statement that German horsenails can be bought in Birmingham at 3s. 6d. per 1,000 and the lowest Staffordshire price is 8s. 3d. per 1,000, which statement you will find in the Yorkshire Post of May 23. I thought I would take the liberty of sending you a copy of the letter, so that you might ventilate the subject in the Ironmonger; and, if you wish, you are perfectly at liberty to do so, as I have in my possession a printed list of an iron merchant in this country quoting the following prices for "Capewell" horsenails: Size No. 5, price per 25 lb. box, 9s. 3.; size No. 6, price per 25 lb. box, 8s.; size No. 7, price per 25 lb box, 7s. 4d.; size No. 8, price per 25 lb. box, 6s. 7d.; size No. 9, price per 25 lb. box, 6s. 5d.; size No. 10, price per 25 lb. box, 6s. 3d.; size No. 11, price per 25 lb. box, 6s. 1d.; size No. 12, price per 25 lb. box, 5s. 11d., and sizes 13 and 14, 5s. 8d. You will see from this that 10 lb. horsenails at 6s. 3d. per box of 25 lbs. is equal to 2s. 6d. per nominal thousand.

The firm who quote these prices must cut them very fine, but still they make a profit, although it is only small; and you will see for yourself how favorably the English prices compare with the German, there being a difference of 1s. per 1,000, and it is absurd in the extreme of whoever is responsible for the article putting down the Staffordshire price at 8s. per 1,000—a price which I have never heard of.

MACHINE FOR BREAKING PIG IRON

John S. Kennedy, of Chambersburg, Pa., has invented and patented an apparatus for breaking pig iron, which is briefly described by American Manufacturer as follows: The method consists in lifting the beds of iron, when cold, by means of an overhead crane and traversing same to a breaking table, which may be located at the end of the cast house for a single blast furnace or centrally located for a blast of two or more. The beds of pig iron are lowered on a breaking table, where, by a series of vertical hammers, striking a cushioned blow, the sow is broken from the pigs, broken to length and the pigs are broken at their centres. In case of strong iron, the sows are first broken and then the pigs, but when the iron is weak the sow and pig hammers strike the bed simultaneously, breaking it at one operation.

No movement of the bed is necessary after it is placed on the breaking table. The sow is cast thin and wide, giving an easily broken section as well as a minimum of sow-iron, and the necks of the pigs at the junction with the sow are cut down to a small section, which allows their being readily detached.

It is claimed that this method of carrying out and breaking iron will be found much cheaper and quicker than the present practice. It will reduce the labor cost per ton of iron, lighten the work of the furnace men, effect a saving in scrap and "sandage," as well as giving a cleaner fracture to the iron.

REGARDING BRAKE SHOES.

CHARLES T. SCHOEN has written to the Railroad Gazette a letter on the relative merits of cast iron and forged soft steel for brake shoes. He says:

The question as to what metal is best adapted for use for brake shoes is of vastly more importance than one would suppose, if only a passing thought be given it. The main points to be considered in deciding the question are: First, economy in wear, considering the first cost of each; second, relative wear of wheels; third, the coefficient of friction or retarding power.

It has been demonstrated by tests in service that one brake shoe made of forged, soft, low carbon steel, will outwear about seven cast iron shoes; or, in other words, the wear is one pound of soft steel shoe to eight pounds of the cast iron shoe for the same service. This answers the first question to be considered in favor of the soft steel shoe, because the cost of it per pound is but three times that of cast iron, while the demonstrated practical value is eight times.

The second proposition is the relative wear of wheels, and there has been room for doubt whether the soft steel would not wear the wheel faster than cast iron, this doubt comes from the fact that friction has generally been connected with wear, the assumption being that the greater the wear the greater the friction, but this is now known to be dependent upon the nature of the material. The results, from a long period of tests, show that soft steel does not wear steel tires or chilled wheels any more than, and not as much as, cast iron shoes. The reasons for this are obvious: The steel shoes to wear the wheel faster than cast iron would have to be harder, but the fact is they are softer, having only 0.10 carbon. The question naturally arises, if the steel is softer, how is it that it only wears one-eighth as fast as cast iron? The answer is simple, and embodies the secret of the economy of the soft steel shoe. Soft Bessemer steel is homogeneous, and the molecules, although soft, hang tenaciously together and resist separation, so that they are not readily pulled apart by the friction, thus reducing the wear. Cast iron, on the contrary, is not homogeneous, and the molecules are not held together with anything like the force that exists between the molecules of soft steel, and the particles separate easily and fly off, just as the particles fly off from emery wheels. In other words, the real cause of the excessive wear of cast iron shoes is the waste occasioned by the separation of the particles from each other, and the falling off without having performed any really useful function in braking.

The third question about the coefficient of friction, or retarding power, is one that is still unsettled. The reports of tests show that the retarding power of the soft steel is as great as, if not greater than, that of cast iron. Yet we can easily see how the retarding power would not be as great with hard steel shoes as with cast iron, but on this point it is well to wait for the data from the M. C. B. Committee on Laboratory Tests before going too far in reaching a decision as to the coefficient of friction.

Besides other incidental advantages of a long wearing soft steel shoe, there is the all important one of the less number of times the shoe has to be changed, and the decreased inspection required to keep up the slack.

THAT ALTERED THE CASE.

Of the late French Senator Renaud, the Kolnische Zeitung tells the following anecdote:

When Renaud first came as senator to Paris from his home in the Pyrenees he engaged a room at a hotel and paid a month's rent—150 francs—in advance. The proprietor asked him if he would have a receipt.

"It is not necessary," replied Renaud; "God has witnessed the payment."

"Do you believe in God?" sneered the host.

"Most assuredly," replied Renaud; "don't you?"

"Not I, monsieur."

"Ah," said the senator, "in that case please make me out a receipt!"

SITUATIONS VACANT.

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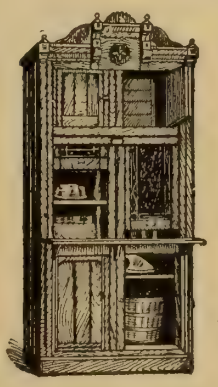
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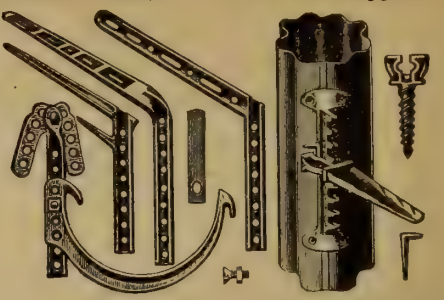
A WORD TO ASSISTANTS.

As oil is needed for the smooth and easy working of machinery, so a good understanding and good feeling between assistants and apprentices are requisite both for the interests of business and the welfare of all who work together, remarks a writer in Hardwareman. How seldom do employers seek by tact to minimize all jar between young and old hands! How much they lose thereby themselves in a pecuniary way, too! There is a need for this word. The writer has lived in many situations and has seen how seldom young and old hands work together, to the detriment of business on the one hand, to the hindrance of the apprentice progressing quickly in his trade on the other hand. Happily there are exceptions, but too often a young apprentice is viewed by the older hands (shall we exempt the employer?) as a convenient one to do all the dirty work, drudgery, etc., of an ironmonger's establishment. If worms may turn, an apprentice does most certainly, bringing in ill-feeling, insubordination, carelessness, which may end in a constant friction through the entire career of one who may be destined to be an employer one day. The work done is scamped, no interest taken in it, for the poor apprentice feels he is "put on" most unjustly. Through this, good opportunities to learn from his seniors are neglected, he not asking for, nor they tendering, information.

It is quite right that the young hand should begin at the foot of the ladder and work up. If he does not learn to clean and polish, and do other needed common-place work, he cannot know how to teach others when his turn as senior comes. But herein lies the opportunity for the wise and thoughtful employer and assistant. Let the young hand see the need of his learning all this as a part of his trade; encourage him by approval, show him that he is not capable of at once serving what we may call best customers, and instruct him in the details of his trade, thus fostering an interest in it and letting him feel he can look up to his seniors as those who wish to help him. It must be a strange nature that does not respond to kindness. I always shall remember my first three days. The whole time (we opened at 6.30 then), after sweeping and dusting each morning, I was kept at wiring tallies for workshop jobs. I feel for strange hands now, and try to interest them in various ways, and often have had thanks for it afterward. I trust that any apprentice reading this will henceforth determine to take the rough with the smooth, to ask of his seniors information, and so get their interest aroused in him. I also hope that assistants who read this may remember they have it in their power to make or mar the apprentices with them; that they may seek to act towards them as they would wish done to themselves had they to go through their time again, then my friendly word will not have been in vain.

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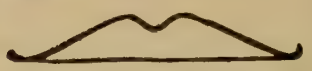
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I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	4 75 5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 35 3 50
I.C., special sizes	3 60 3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 75 7 00
I.X. Terne Tin	8 75 9 00
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs	6c, 6½c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 85	1 90
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	.....	2 40
Hoop " "	....	2 40
Swedish " "	4 00	4 25
leigh Shoe Steel	.....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

½-inch	10½c
-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
⅜ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 50
22 to 24 "	2 35
26 "	2 45
28 "	2 65

Canada Plates.

All dull	2 50 2 55
½ polished	2 55 2 60
All Bright	2 85

Iron Pipe.

Wrought 67½ to 70 and 10 p.c.
Galvanized, 45 to 50 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4¼, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4¼, 4¾
26 gauge, "	4¾, 4¾
28 " "	4¾, 5

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4½
" ⅜ " "	4⅛ 4⅜
" 7-16 " "	3⅞ 4
" ½ " "	3⅝ 3⅞
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15 ....
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10½ 0 11
Lake Superior	0 10½ 0 11

Bolt or Bar.

Cut lengths, round, ½ to ¾ in	$0 20 $0 22
" round & square 1 to 2 in	0 19 0 21

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 15 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 16 0 17

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27
Braziers. (In sheets.)	
4x6 ft, 25 to 30 lb ea, per lb	0 18 0 19
" 35 to 45 " "	0 16 0 17
" 50 lb and above per lb	0 15 0 15½
Boiler & T. K. Pitts.	
Plain Tinned per lb	0 19
Spun "	0 21

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04½ 0 04½

Zinc Sheet.

5 cwt casks	0 05 0 05½
Part casks	0 05½ 0 05½

Lead.

Imported Pig, per lb	0 2¾ 0 02¾
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 14 0 15
Standard	0 13 0 14
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10½ 0 11
Other makes "	0 9½ 0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4 50
No. 1 Do "	4 50
No. 2 Do "	4 25
No. 3 Do "	4 00

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.c wt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } " "	1 25 1 90
Canadian " }	
Paris Green, per lb	0 12½ 0 15
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0	69
Extra "	0	90
Brown Japan "	0	65
Brown Japan, Turpentine p. gal.	0	85
No. 1 Carriage "	1	30
Gold Size Japan per gal.	1	00 1 20
Pure Orange Shellac "	1	95 2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0	53½
Boiled "	0	56½

Turpentine (in bbls)

Selected Packages, per gal	0 42	0 43

Castor Oil.

Best, per lb	0 06⅝	0 06¾

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 15 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each— p. M	
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.		
Hollow Stearn's per doz	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.

Sewing per gross	1 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

Per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	4 60	4 50
Copper, discount, 40 and 10 to 40 pc. off Revised list.		
Steel Clad 20 p.c. dis.		

Bells—*Hand.*

Brass, 60 to 66⅔.		
Nickel 50 and 10 to 60 p.c		

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00
Blacksmiths' discount 35,40 per cent		

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 per cent.
Best, ditto, 30 to 33⅓ percent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	5 00	4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 pc.,
Loose Pins, " 65 & 10 to 70 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz 0 85 4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.		
Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	1	35
" No 2	2	70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	2	00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p. doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co.. 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto FileCo., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	4	00
Enterprise, discount 10 p.c.		
Shepard's Queen City, dis. 15 p.c.		

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40

Glass.—*Window.*

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
United inches				
16 to 25	1 20–25	2 40	1 75	....
26 to 40	1 40	2 70	2 00	....
41 to 50	....	3 10	....	4 50
57 to 60	....	3 40	....	5 00
61 to 70	....	3 70	....	5 50
71 to 80	....	4 10	....	6 25
81 to 85	....	4 50	....	7 00
86 to 90	....	....	....	8 00
91 to 95	....	....	....	9 00
96 to 100	....	....	....	10 00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary.	
st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	0 50

Picture Glass

Pilkington's ordinary.	
1st break	4 0
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	0 30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 88	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis
Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80
Lanes, 45 to 47½ p.c. dis		

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" hepard's Noiseless, dis. 60 p.c
" Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p.c

Heavy, per lb	03 3-5	0 04½
Screw hook and hinge—		
6 to 10 in., per set	0 00	0 04
12 up "	0 00	0 03

	Per doz. set
Screw, Eureka	1 13 1 80
Gate, Clark's	1 50 2 20
" Shepard's, dis 50 to 60 p.c	

	Per doz. pairs	
Spring	1 50	3 50
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 40 to 45 per cent.		
Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Car. dis. 40 and 5 to 40 and 10 per cent.

Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 50 to 55 per cent.

Horse Nails

Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " " ... 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis per cent. dis. 00 to 25
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

	American Pattern.	
1. Either Canada or Basis—50 to 60 dy.....	1 85	1 90
40dy.....	1 90	1 95
30 dy.....	1 95	2 00
20, 16 & 12 dy....	2 00	2 05
10 dy.....	2 05	2 10
8 & 9 dy.....	2 10	2 15
6 & 7 dy.....	2 25	2 30
2. Amer. Pattern Only from 4 to 5 dy ..	2 35	2 40
3 dy. (lath).....	2 85	2 90
3. Canada Pattern Only from 4 to 5 dy ..	2 35	2 40
3 dy. (lath).....	2 75	2 80
3 dy. A.P. Fine	3 45	3 50

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.

German & American 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond 12 00 15 00

Netting.

Poultry, 60 per cent dis.
Import 60, 10 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W. " 0 25
S R. Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 35 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

Picks

Per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Star R & L Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.

Corn, square, per doz 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys

Hothouse, per doz 55 1 00
Axle. 22 33
Screw 27 1 00
Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 1¾ 2
Tins, 1 lbs 2 50 2 75

Rail.

Barn Door, per foot 3 3½
Sliding Door, " 3½ 3¾
Lanes, 40 p.c. dis

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.

Canadian dis. 30, 35 per c.

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	Per lb. Sisal.	Manilla.
7-16 in. and larger ..	6¾	9¼
¼, 5-16, ⅜ in	7¼	9¾ 9¾
Cotton, per lb	18	20
New Zealand	8¼	9
Russia Deep Sea, per lb ..	12¾	13¼
Jute ..... " ...	06¾	07¼

Rules.

Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

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B. & A., sand, 40 to 40 and 5 per cent.
Emery, per quire 55 90

Sash Cord

Per lb 22 50

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Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.

Sectional, per lb 1¾

Saws.

Hand, Disston's, dis 10 p. c.
S. & D, dis. 35 per cent. to 40 p.c.
Cross Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each 75 2 75
" frame only 75

Saw Sets.

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Box, per doz 2 10 4 50
Foot, " 40 3 50

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Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

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Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H 70 " "
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Bench, wood, per doz 3 25 4 00
Bench iron per doz 4 25 5 75

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Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
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Tin Rim, " " 2 30 2 45
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Acme, " 3 00 5 00
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Iron, American 1 35 2 35

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Dessert " .... " 21 00 .....
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Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

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" 2 " " " 4 80

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Washita, per lb 0 25 50
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" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross 3 50 5 00
Grind, per ton 15 00 18 00

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Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 55 per cent
" tinned, dis. 57½ per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 60 per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 p. c to 65 p.c.
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Wrapp'g, mottl'd, pr. pack 0 50 0 60
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Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 5a
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" jute " ....
" Blue ribbon 0 12½
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" Silver Composite..... 0 09

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Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50

Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

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Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
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" S., per doz 5 80 7 0
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Burrell's " each 3 40
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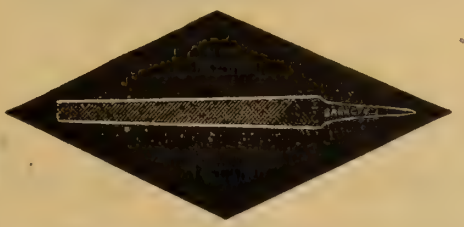
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VOL. VI. TORONTO, JULY 7, 1894. No. 27.

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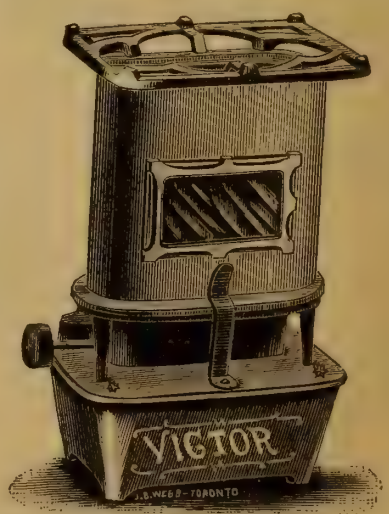
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Published Weekly. $2.00 a Year.

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J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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UNUSUALLY strong at the moment is the market for paris green on this continent. The principal cause seems to be the combination which has been created among the handlers in the United States, quotations there ranging from 23 to 29½c, according to package. These high prices have attracted shipments from Canada, and to such an extent that there is now a probability of there not being a sufficiency for the demand. There is only one factory in Canada, and it is said to be sold out completely; and it is not likely to turn out any more this season, and for one reason particularly. The manufacture of paris green is attended with injury to the health of the workmen even in the winter time, while in the summer time to engage in making paris green is doubly dangerous. Then, it is understood, that the machinery of the Canadian factory is not in running order; nor is there a supply of raw material on hand, while the season is too far advanced, it is claimed, to further import from England. The annual requirements of paris green in Canada are about 400 tons. When the present season opened, the Canadian factory is understood to have had about 216 tons on hand. Of this quantity 190 tons were made last winter and some 26 were what was carried over from last season. The importations are estimated at 175 tons. Shipments from Canada have been principally to New York State, it seems, but a great deal has gone to Detroit, houses as far east as Montreal shipping there.

* * *

There has been an absence of good feeling between the hardware trade, both wholesale and retail, and the Consumers' Cordage Co. for some two or three seasons. The reason is that the hardware men allege that the latter is trespassing upon its preserves. In other words, that it sells to those who the hardware men account their customers. Last season there were murmurings deep and loud. This season they are deeper and louder. And the cause is alleged to be that the Cordage Company makes no discrimination in regard to its customers. In a word, it is alleged that it will supply the farmer at the same price it does the jobber. The company makes the cordage, places it on the market and asks no questions, "for conscious' sake," presumably, when a buyer appears. To the jobber, the retailer, the farmer, the company in effect say, "You pays your money and takes your choice." Under such conditions it is not surprising that the hardware trade are unconcerned whether they take an order or not for cordage. People are not in business for fun. Their desire is that everything they sell shall contribute its mite towards providing them with at least a living. The Cordage Company, it seems, makes no attempt to conceal its manner of doing business in this respect, alleging that it is compelled so to do owing to the competition of the Patron and prison-made twines. The general opinion among the trade is that the company is pursuing an unwise course, and HARDWARE thinks so, too.

* * *

The conference now in session at Ottawa is unique in the history of the British Empire. Present are delegates representing Great Britain, Canada and Australia, and its objects are primarily twofold: The extension of inter colonial and inter-imperial trade. Neither of these objects are of recent conception. Every reader of the newspapers knows this. But the conference now sitting in Ottawa is the first of the kind held within the British Empire. There was a conference of delegates from the colonies and Mother Country in London some seven or eight years ago. But its object was to discuss ways and means for the defence of the Empire; this at Ottawa the extension of trade within the Empire.

* * *

To Canada, more than any other member of the conference, belongs the honor of the conference. She is the key stone of it. Ten years ago such a conference was probably dreamed of by no one. And were the conditions the same now as then its possibility of being fruitful in results would have been doubted by everyone. The building of the C. P. R. was the first step in bringing about the conference. Next the need of a steamship service between Canada and the Orient was conceived and subsequently established. Then followed the idea of extending trade relations with Australia. To promote this the Government of Canada offered to subsidize a line of steamships that would undertake to ply between the Antipodes and the Dominion. This induced a company of Australian capitalists to establish the desideratum about a year ago. Canada is now the stepping stone midway between Australasia and the Mother Land.

* * *

But the building of the C.P.R. and the establishment of a line of steamships were not the only things to be done in order to develop trade between Canada and the Australian colonies: Canada has a tariff wall in the way; so has some of the Australian colonies. British colonies now and British colonies when the memorable tea party was held in Boston harbor are vastly different. The colonies are now virtually independent. But now and then, when special circumstances arise, it is found that there are still a few more of the threads of the apron string which hold us to the Mother Land that cur-

tail our liberty somewhat and which we would like to have severed. There is a disposition among the Australian colonies to enter into some special tariff arrangements with Canada whereby the development of trade between us and them may be facilitated. But while Canada is free in this respect, the Australian colonies are not. Under the Imperial statute known as the "Australian Customs Duties Act, 1873," the Antipodean colonies were conceded the power to make laws imposing or remitting duties, whether differential or preferential, for or against one another, but the right to impose differential duties upon goods imported from Great Britain or from foreign countries was denied them. This right they now want given them; and the matter will be discussed at the conference now sitting, the outcome of which will probably be a formal request to the Imperial Government to comply with the wishes of the Australian colonies. The laying of an independent Pacific cable will also be considered.

* * *

As to the results of the conference, time alone can but tell what their import will be. All parties to the conference will undoubtedly be benefitted to a more or less extent. As a result of the establishment of the direct line of steamships between this country and the Antipodean colonies, our trade with Australia and theirs with us is bound to expand; and when the difficulties in the shape of opposing tariff have been removed a still better growth may be expected, especially after the fruits of a better acquaintanceship, as a result of the present conference, have developed. But that at the same time does not mean that Canada is the country that is going to receive the greater benefit. In fact she is likely to receive the least benefit. Many of the staple articles that Australia wants to sell us are the very same class of goods of which we ourselves are sellers. One of the delegates stated at the opening of the conference that his colony had cattle which they wanted to sell to Canada, and at extraordinary low figures. Well, now, Canada does not want to buy cattle; she wants to sell them. This is only cited as an instance. Then by facilitating the transport, both by water and rail, of Australian products to England, we are helping to carry a competitor's goods to market. Then, too, Canada will be assisting Great Britain to compete with us in the Australian market. But while Canada is likely to reap the least benefit from the selling point of view, it must be remembered that in respect to transportation the greatest benefit will accrue to Canada. She is the bridge, as it were, across which most of the merchandise is destined to be carried and the passengers between Great Britain and Australia and the Orient travel. The immediate benefit that will result to Canada from the conference is the advertising she will get. Next the different portions of the Empire represented will get a better acquaintanceship with each other and a knowledge of the wants of each in a trade sense. And for such a large portion of the earth's population to know each other better is to hasten the approach of that cosmopolitanism which is so desirable for the peace and welfare of the world. Success to the conference.

AMERICAN TIN PLATES.

"THERE is no doubt," said a prominent gentleman largely interested in the matter of iron manufacture in Montreal to HARDWARE correspondent Saturday last, "The tin plate manufacturing industry in the United States is maturing into a genuine national interest."

The speaker had just returned from a trip to Pittsburgh, St. Louis, etc., and the tin plate business had engaged his attention during the course of his tour.

"It is beyond cavil or dispute," continued he "that the business of manufacturing tin plate across the lines is in such a position as to fear no competition or revenue complication. The present condition, despite the general depression of business, is fairly encouraging, and it is only another line of the iron trade in which American industry at some day in the near future bids fair to become a keen competitor in the markets of the world.

"I learned generally in the course of my tour that imported tin plate was used only in such cases where the domestic plate was unobtainable. In fact the latter is rapidly becoming the choice of American users. I learned also that up to March, 1894, there were 56 tin plate plants completed, 2 building and 1 partly built. They are distributed as follows: Pennsylvania, 25; New York, 8; Illinois, 5; Ohio, 6; New Jersey, 3; Maryland, 3; Indiana, 3; Michigan, 1; Missouri, 1; and two building in both Ohio and Indiana, and one in Pennsylvania.

During six months in the latter part of 1893 the official returns at Washington give an output of 54,496,721 pounds of tin and terne plates. Of the output more than 58 per cent. was made from sheets rolled in the United States, and fully 96 per cent. consisted of the class of plates weighing less than 63 pounds to the 100 square feet.

"The aggregate quantity of American sheet iron and steel made into articles and wares terned or tin plated during the half year was 56,792,241 pounds. Now these figures will make it plain to any one who understands the conditions of the tin plate trade that this industry is in a position across the lines where it can hold its own against any rival in the home market, and that if it develops as other branches of the American iron industry have done it will soon have a surplus to sell in the outside markets of the world.

"It is noteworthy, also, that the bright tin plate product of American manufacture appears to be making its way into the home markets upon its own merits. It has outdistanced expectations in fact in quality, while the popular impression that it would never equal the imported plate has been dissipated. Improved machinery is being constantly devised in this as it has been before in other iron lines, and this is giving the American tin plate manufacturer an advantage over his Welsh competitor, who, for various reasons, is tied to old fashioned methods."

COAL IN THE NORTHWEST.

While at Edmonton last week the steamer Northwest took on a load of 250 tons of coal for Battleford. The Edmonton Times, commenting on this, says: "If freight enough could be got to pay the expenses of the trip up the river, a number of trips will be made, as they can take coal down the river to the various points and sell it at a much lower price than the poorer quality now used. The price of coal at Prince Albert is from $9 to $11, and the Industrial School at Battleford contract price last year was $10 per ton—the coal for the school was from Edmonton. The boat can take coal down and sell it for less than half of the lowest of these prices. The importance of this matter is self-evident to every one, and we sincerely hope that the matter will receive due consideration, as this will be the best and cheapest way of opening to the world, and especially to the Northwest, the vast mines of coal that underlie this district."

FAILURES AND HOW AVOIDED.

BY ARTHUR M. WATTS, TORONTO.

WITH every man who is in business, either for himself, or working for another, there is a desire to press onward and step upward to a higher plane than the one which he occupies. There is a difference of degree in the ambitions of different men, but it matters not in whatever calling he may be found, whether as a professional man, a business man, or a mechanic, the same truism holds good.

A professional man seeks to apply his knowledge so that it will yield the best possible results; a mechanic aims to increase his knowledge and learn to apply it to his trade, so that he may daily become more expert in his work; while with the merchant his chief aim is, or should be, to master all the manifold details of his business, so that he may know all the intricacies of it, and be able to turn them to good advantage.

What is true of one trade is equally true of all, that without a perfect knowledge and an ability to grasp the details a merchant is destined to certain failure; for at a time when competition is so keen and is daily growing greater it is the details which make the difference between success and failure.

It is said that out of every hundred men who engage in business on their own account scarcely ten make a success of it. This seems a very small average, and the intention of this article is to discuss the situation as it affects the hardware trade in particular, and to endeavor to point out a remedy. Unfortunately there are no statistics available on which to base an estimate that would apply to one trade more than another; but if there were I think we should find the proportion of success is greater in our own trade than in the majority of others, because it is generally conceded that, in proportion to the number engaged in the business, the percentage of failure is comparatively small. Still there are failures, and the remarks that will be made will apply with more or less force to all trades.

In order to form a proper idea of the situation we will suppose the case of a young man desiring to start a business on his own account. It is a step which requires very careful thought and consideration, because it is one of the most important eras in a man's life, and upon the way in which he starts his business depends in a great measure the proportion of success to failure. And first he must feel that he has a

KNOWLEDGE OF THE BUSINESS,

sufficient to enable him to embark for himself. There are hundreds of men who make very good servants, but very bad masters, and therefore the most important thing to decide first is whether he is qualified to steer his ship alone. Inattention to this very important point is a fruitful cause of failure to succeed. This being answered satisfactorily, the next question is one of capital. A man drawing a salary every week, which is certain, however trade may fluctuate, is a very important factor in his life. He knows to a cent just what he has to depend upon, and should live accordingly, and if he cannot command sufficient capital to run a business satisfactorily he is a thousand times better off as he is.

BORROWED CAPITAL IS A MILLSTONE

round the neck of numbers, and unless he has sufficient to be able to buy for cash he will be constantly hampered in gratifying his ambition.

Attention to cash discounts is a most important factor in the success of any business, and it is possible by careful watching to pay all, or nearly all, the running expenses with them. Many a man has been wrecked by the neglect of this seemingly small, but nevertheless most important, matter.

These two points being settled, the next is

THE QUESTION OF LOCATION.

It is always best, unless an exceptional opportunity presents itself, to start with a business already established and build it up. If there are hardware stores already in existence in a place, with a hold on the trade, it requires careful consideration before starting another, for although a man may have plenty of experience, it is a hard up-hill fight without some nucleus on which to base his work.

Taking for granted that these matters are all satisfactory, the next is the selection of stock. In buying a business a man often pays more than the stock is worth, for the want of proper investigation. He finds himself loaded up with a quantity of unsaleable goods, the result of the unwise purchases of his predecessor. The goods may be all right in their proper place, but they are entirely unsuited and very seldom enquired for in that particular locality. And this is equally true of the purchase of new stock. It is invariably safer to

BUY IN SMALL QUANTITIES

anything outside of leading lines until the requirements of the place are fully understood.

The stock being bought, it has to be marked, and here is the stumbling block in so many cases. A man must have a proper conception of value. While there may be some lines which will bear a profit of fifty per cent., it would be madness to mark nails or wire, for instance, at any such figure. When a customer starts to build a house, for instance, he first enquires the price of nails, as these are the first things he requires. If the price is not right on these, the chances are he will go elsewhere for his general hardware, and so the whole of his trade will be lost. Leading lines should be marked at the

LOWEST MARGIN OF PROFIT.

No man is called upon to sell goods below cost, and although the profit on these lines may be very small, it is almost invariably made up on other goods. A five cent paper of tacks is a small item, but a merchant can sell just as many at that figure as giving two for five cents, and it is the little things and the attention given to small details which counts. There are only one hundred cents in a dollar, and it is surprising how soon they mount up on the small and seemingly unimportant articles.

A GOOD PRICE BOOK,

containing the lists and discounts, with the net cost of every article handled, is an essential, and it should receive careful study and be kept right up to date. There is a tendency among so many to guess at the cost, or to become so familiar with it as to feel that it is not necessary to commit it to paper, that often the careless merchant sells goods without any profit at all, or at least on such a small margin that they do not pay for the cost of handling.

The stock being now bought and marked, the question of arrangement comes up. So many men have an idea that hardware will sell itself. People will not buy unless they require the goods, and therefore as long as they are in stock when called for, that is all that is necessary. Such a man argues that hardware is not attractive like dry goods or similar lines, and therefore there need be no special care exercised in the arrangement of the stock, but this is a

FATAL MISTAKE.

A prospective customer is attracted by a bright and orderly store. When things are arranged on the shelves so that they can be readily seen and reached when required, it means additional business all the time, because in numbers of cases a customer comes in with a very hazy notion of his requirements, and if he can see what he wants readily he will be much more apt to purchase. Bright, clean fixtures and plenty of light are both good investments, and a glass case tastefully arranged with cutlery or small articles which find a ready sale pays for itself a hundred fold.

And if the inside of the store is attractive the outside should be doubly so.

WINDOW DRESSING

has become a fine art, and a neatly dressed window with seasonable goods is the best advertisement a store can have. There is no necessity to show everything which is carried inside. The best window often contains the least quantity, but arranged in such a way as to attract the attention of the passer-by, and it gives an air of life to the store. In this connection mistakes are often made

in not showing seasonable goods in good time. A customer often looks round some time before purchasing, and if he sees skates in the window in May for instance, he is very apt to pass by with a very poor opinion of your business ability and to imagine that his custom is not sought after or required. It is

A SAFE RULE

to commence showing seasonable goods before the demand sets in, and neglect to do so often results in failure, for while one man is sleeping his competitor is laying the foundation for future trade. The stock of a hardware store is so varied that it is an easy matter to make frequent changes in the windows, and time spent upon them is sure to bring its reward by making the store attractive and thus drawing custom.

Besides being able to sell goods, there is another thing which does not receive the attention it deserves, and that is the encouragement of

CASH PAYMENTS.

A dollar in the till is worth two on the books. There are always those to be found who are willing to get credit whenever they can, and it requires very careful consideration whether to book goods or to have cash for them. A customer who is worth having will always appreciate the advantage of paying cash, and it is to the interest of the merchant to encourage this class of trade by offering special inducements. Many a man has been ruined and lost all that he possessed by giving credit indiscriminately. It is easier to charge goods than to collect the money for them, and the credit is the cause of many a man going to the wall. A large amount of money on the books may look well on a balance sheet, but it does not pay the accounts as they become due, and neglect to do this often results in failure. Of course in some cases a credit account is almost unavoidable, but if it has to be given the time for settlement should be distinctly stated and adhered to. Most goods have to be settled for in three or four months at the outside, and long credits result in certain loss to the merchant. The less credit that is given the better, and the more that is given the more unstable the business will become, and it is only a matter of time when the creditors will have to be called together. A system of cash payments is a source of profit to the retailer, because with cash in hand he is able to realize to the full the advantage of paying for goods as they become due, and thereby buying to better advantage.

PRINTERS' INK

is a valuable adjunct to the success of any business, and any merchant will find judicious advertising in his local paper a good investment and a source of profit. The trade journal is also an important factor. There is an old saying that "two heads are better than one," and the yearly subscription to such a paper keeps one in touch with the trade in all its varied phases, and gives the concentrated ideas of those in the same trade which have been found to work to advantage.

Every live business man advertises his wares, and many lines can be added to the stock with advantage by corresponding with those wholesale houses which are not afraid to let the trade know the class of goods they are producing.

Above all, great care should be exercised in the

SELECTION OF ASSISTANTS

when needed. An employer cannot be in all places at once, and therefore it is necessary to have those about who will serve him well and on whom he can rely. A man at $5 a week is often dear at $2, while a good man at $15 will earn his salary easily and be the means of attracting and increasing trade.

From the foregoing it will be seen that the surest road to success is to become a thorough master of all the details of any business undertaken. An attractive, well selected stock, marked at a reasonable figure, great care in the method of doing business, strict honesty, and a careful attention to all details, with a watchful eye upon the market for changes in prices, means success. It needs a great deal of hard work and self denial, but it pays. Neglect of the seemingly small matters is the cause of many failures, and attention to them is the high road to success. No business will run itself, it has to be watched and tended like a child, every change has to be noted, every failure to make sales studied and sought to be removed, and then with a full knowledge of the trade, and the requirements of the customers, success is reasonably certain.

"No trouble to show goods" is a good motto; and whether the article to be sold is a 5c. one or a $50 one, the desire to please will keep old customers and attract new ones, and the percentage of failure will be minimized.

Hitherto we have pointed out the road to success, and if we reverse the process, and neglect instead of attend to these matters, we shall learn the cause of so many failures in business; but if, on the other hand, every phase of the business is studied, the same as a student would study a problem, or work out a mathematical calculation, it will readily be seen how failure is to be avoided. No one cares to be beaten, and no one need be if proper attention is given, proper care exercised, and the business not left to run itself.

[The above essay was accorded honorable mention by the judges in the recent competition.—ED. HARDWARE.

Little drops of printers' ink,
A little type displayed,
Make our merchant princes
And all their big parade.
Little bits of stinginess,
Discarding printers ink,
Bursts the man of business
And sees his credit sink.

PIG IRON PRODUCTION VERY LIGHT.

THE production of pig iron in the United States has not been so light in years as on the first of the month, nor have there been so few furnaces in blast, says American Manufacturer. The production of all kinds of pig iron on June 1 was at the rate of a little over 3,000,000 tons per year, and taking for the basis of an estimate the rate of production at the beginning of each of the first six months of 1894, the production of the first half of this year would be in the neighborhood of 2,700,000 tons, or a slight increase over the production in the last half of 1893, which was 2,561,584. Should the production continue light throughout this month the July 1 report will make a material difference in this showing. As we have stated heretofore, it is difficult to make a close estimate of the production from the monthly reports when such radical changes are making in the condition of the furnaces. However, the coming months of 1894 give no promise that the production of pig iron in this country will come up even to the low mark of 1893, the total production for that year being 7,124,502 tons. In 1892 the production of pig iron amounted to 9,157,000 tons; in 1891, 8,279,870 tons, and in 1890, the year of greatest production, 9,202,703 tons. It would require a very general resumption of the idle furnaces to make up, in what remains of the present year, the 4,500,000 tons which will be needed to bring 1894 up to the level of 1893. Should business brighten up it would be comparatively easy to attain such an output, but judging from the depressed condition of trade at the moment and the universal feeling of uncertainty and distrust it is hardly possible that anything else than a further reduced pig iron output will be the portion of 1894.

Our report of the condition of the blast furnaces of the country, June 1, which is printed on page 839, is remarkable but for one thing—the continued and heavy reduction in output of the furnaces coming under the influence of the bituminous coal strike. New York has lost, temporarily, 3 active coke furnaces, Pittsburg 9 Juniata and Conemaugh Valleys, 3, the miscellaneous Ohio list 4, Kentucky 3, and Tennessee and Alabama 1 each; Shenango Valley gained for a few days 1 active furnace, but it chilled, and the district is since back to the record of 1 working furnace, the Stewart. The Mahoning Valley continues completely shut down, while Illinois was producing at almost the same rate as on May 1, with the same number of furnaces in blast.

The Lehigh Valley gained 1 active anthracite and coke furnace; the Upper Susquehanna lost 1, and Lebanon Valley lost 3.

The reduction in weekly production of all the furnaces amounted to 39,053 tons, of which the bituminous and coke list contributed 34,480 tons, and the anthracite and coke 4,720 tons, the charcoal list scoring a small gain of 147 tons.

WORKING CUTLERY DEPARTMENT.

A WRITER in Ironmonger, London, in furnishing information regarding the above, says: "I have pleasure in giving him my experience in the above department, which I have had going for the last five months in full swing. To begin with, he must procure a good lathe, and set about getting a selected grindstone of a size to fit the lathe-heads. Get it spindled and into the lathe, with a good water can for water supply when grinding; a trough, to set between the lathe-bed and the bottom of the grindstone to catch all waste water, and all will be now ready to grind; but an emery wheel is required, with hole in centre for the spindle the same as the grindstone, and also a leather buff on the same principle. I made my leather buff thus: I got a round birch wheel, with a square hole in the centre, and covered it with leather myself. You now require a hone. I have three hones, one for razors, one for pocket knives and chisels, and one for butchers' knives. Regarding the saw-setting, this requires a vice with long jaws for holding the saw, and this is easily attached to the lathe. The difficulty is not in getting the material for this branch of ironmongery, but the doing of the work. When I started it, I went to one of the firms I dealt with and asked them to recommend a thorough practical cutler to me, which they did. I got four different lessons in the art, and kept pegging away at any odd knives and scissors I could get my hands on until I mastered it, and now I have a really lucrative agency in connection with my business. I do all this work myself, and if I find I have any day an extra demand for my time, I get either an extra hour at night or in the morning, and get through with it. One word of caution is here necessary: Never let any article out of your hands unless you are thoroughly satisfied with the completeness of the work. You can still further increase this department by issuing a small circular to the effect that you are starting such a branch, and to this add that a lad will call on butchers, grocers and tradesman, say, any day most suitable to you. If you have a dull day every week, this is the one to start your lad to go out and get all the knives, etc., in, so that you can have them done. I am in a small town of about 10,000 population, and I can make, not every day, but occasionally, 2s.; and 'On the Look-out,' if he carries on this branch of his trade, should be able to make at least 10s. per week, and this is a very good return for any small outlay that he may have at the beginning."

A BICYCLE MIRROR.

A device to enable bicycle riders to observe vehicles, etc., approaching from the rear without being obliged to turn and look back has, according to a contemporary, been patented recently. The attachment consists of a yoke shape or arch bar fastened on to the handle bar of the bicycle by means of two clamps, and supporting a mirror, which is hinged to a V-shaped keeper, so that it can be moved up and down the standard bar by pressing the two ends of the keeper together, and releasing at the desired height. The mirror itself may be placed at the inclination desired for distance or near-by observation by simply pressing it in the desired position, where it will be held by pawls catching into the toothed keeper. The adjusting of the mirror to the proper place can be done with one hand only while riding. All the parts of this bicycle attachment are very simple and not likely to get out of order.

ASSISTANTS' FAILINGS.

I WANT now to put before your readers a few of our shop-life failings and peculiarities, some of which indeed, to a spectator whose bread and cheese do not depend, and are not affected thereby, appear strikingly amusing, but to the master or to any one who is financially concerned, it works out quite a different tale, writes "An Ironmonger" in Ironmongery.

An evil which is at times met with in nearly every ironmonger's shop, from that of the smallest country ironmonger to that of the largest town establishment, is, to state the plain unvarnished truth, indifference to customers on the part of assistants. It is a sort of a "neither hot nor cold" spirit of men, who scarcely seem to care whether they serve their master's customers or not. "Never can get proper attention," or "a civil answer is out of the question there," or "they move as if next week will do," are the short and not sweet ejaculations of discontented clients who suffer at the hands of these assistants. To employers the thought may occur that having their place under their own personal supervision such indifference could not possibly exist. Illustrations will go largely to prove whether such a vain hope can be cherished. A customer comes in, and walks up to the counter, behind which he sees an assistant, whom he naturally concludes is there to serve people. Possibly the assistant is attending to another customer, and he may be fully occupied for the next few minutes; but instead of politely explaining briefly just the position, and asking their second customer's indulgence for a little time, when either himself or some other assistant will have much pleasure in waiting upon him, the stupid fellow blurts out that he is busy, and the customer must either wait or go to the next assistant. Well, you cannot get customers to like that treatment, and there is no sufficient reason why they should put up with it. They rightly judge that if any one is to eat humble pie it should be the vendor and not the vendee, and any sensible man must agree with him. Again, I have seen a counter crowded with customers, the assistants behind it having all their work cut out to keep things running at all smoothly. A purchaser — and allowed if you like, a late comer — asks a question of an assistant who is evidently busy. In this case the assistant goes on as if the man had never opened his mouth. His excuse, I suppose, would be that he was fully engaged already. Do not think this last case an isolated one, for I know for a certainty this is happening day after day in almost every shop. True, the assistant should not leave a prior customer to attend a later one; but let him, by all means, at least speak when he is addressed. I scarcely know whether we should call this—which is indifference of the purest type—direct rudeness, but it approximates too closely to it for the benefit of business.

Equally culpable is that spirit exhibited by some assistants who can readily overhear without eavesdropping, that a fellow shopman cannot quite understand his man, in fact he is somewhat muddled. A little help and a word would soon clinch the bargain; yet I have met such mean-spirited assistants who would allow the sale to be lost rather than speak a word to help the other assistant, who is perhaps a junior. Masters should be on the look out for these unsociable and unprincipled assistants—scamps I had almost called them. Such a case was brought before an employer's notice, and like a sensible man he very smartly reprimanded the culprit, who was a senior hand. The assistant had the coolness to say he made it a point "to mind his own business." His master went on to tell him that helping another to push the master's trade was distinctly "his business," and he would not have been interfering to have helped the other. The fellow finished his defence by saying, because he was not asked he did not tell the junior. That assistant soon afterwards got dismissed, and he deserved it.

Many shops have two—sometimes more—separate counters for different classes of goods, and some also have special men for special work. How frequently I have known that because an article a customer wants is not kept in the particular department of the assistant who is asked for it, a customer who is willing to book his order, or pay his cash, may be driven from assistant to assistant, and from one part of the shop to another, till he gets so thoroughly exasperated that the probability is the place may lose this and all future orders from him. The firm's business should be every person's business who is employed there. Immediately a man enters the place he should be put in the way of being attended to at once, or as soon as possible. I saw some years ago in a London house, fixed up in a very prominent position, a large notice board which stated that if customers were not promptly attended to they were to apply at once to the manager, who would, of course, take the matter in hand and quickly see the reason of the delay. I can hardly recommend such a

proceeding, for a manager or master would soon find that on every paltry excuse a man would turn up and malign a poor assistant without the slightest provocation, and do an injustice in a very short time. Indeed, I believe the fault of this indifference is generally due more to want of thought than deliberate action or lack of interest in the business. Hints kindly given are more fruitful in effecting changes than peremptory demands.

Shopwalkers have been suggested as a complete antidote to this evil. Those who advise this tell us that a man who must be of the Ishmael style should be installed in the shop, and the cure would be accomplished. I do not go with the proposal. In the first instance, we who have only small businesses could not afford a shopwalker, and, again, to have a man dancing round a customer and worrying him with too much attention may have the opposite effect to that which is desired, and repel instead of attract. Besides, though shopwalking is universal in some other trades, we are thankful it is rare in bona fide ironmongery establishments. We should, and we do, study appearances. All that is required to purge the sin of indifference is for each assistant to feel that he is an assistant, and that more than merely in name. He is assistant to his employer, and his duty is to forward his master's interest in every way. "Let those worry who're paid for it," I heard a slovenly counterman remark, some while ago. This indicated a very selfish code of morals, and a man holding them is like the other example we have before noticed, and does not deserve house-room.

I don't believe a more appropriate place could be chosen than here to deal with another slighted class of the community—the boy fraternity. We all know their most prominent traits, impudence and forgetfulness. Bringing to the shop from a customer a scrap of paper which either they or some illiterate smith, shop laborer or servant has scribbled, and which nobody can read, they often cause incalculable annoyance. These lads usually have not the slightest conception of the article for which they are sent. Most likely these irritating facts may account for the way some assistants have grown into of scarcely taking notice of a boy when he turns up as a customer. They half look at the order and send them back for a further explanation, when a thorough look might—in many cases would—have made the matter clear and have saved the boy the second journey. Quite dolorous are the tales people have poured into my ears of the way their errand boys are treated. The customers, of course, declare the orders are most explicit, and the boy brings back a message from the ironmonger which is hopelessly unintelligible, the fact being that the boy probably has had much to divert his attention between the ironmonger's and his own place, so that the message by the time he reaches home is simply chaotic. With servant girls it is much the same. Giving them a verbal reply, you have to allow for them meeting some of their friends on the homeward journey, and your message, and what they will say, will, to say the very least, scarcely agree. Both boy and servant girl, and indeed all our customers' messengers who bring written messages may be dealt with in a far more sensible manner than we generally go about. If the message or order is ambiguous, necessitating the messenger going back, do for the sake of your own reputation, I care not who you are, whether master or man, send a written reply. It will save time in the end. Say in your reply: Do you mean this or that? or state in writing the nearest you can do to the order, if you can understand it. Do not trust to the lad or the servant girl. By means of the written reply you clear yourself from any possible blame, and avoid giving offence. Otherwise, if the message he gets be muddled, he may think it is you who are the fool, instead of his own messenger.

It can easily be seen that the troubles which arise from these peculiarities are such as can be remedied by the assistant or master himself. In these days of hard fighting and struggling with competition brought almost up to its highest pitch, there is not a man who can reasonably say he can afford to be indifferent to his customers, whether man, woman or child.

THE GRAIN OF MUSTARD SEED.

THIS is the jubilee year of co-operation in Great Britain, writes F. Woodrow in Age of Steel. Fifty years ago it was but a vision with Toad Lane for its night cap; to-day it is a commercial success with its broad bright mark on the page of history. Its inception was modest, as are all great vital reforms. Its originators were neither aldermen, politicians or social lions. Just one score and eight of humble weavers, with one pound sterling apiece and a very robust kind of faith in a vital idea. This idea was none the less potential for being nourished on oat meal porridge or great for being clad in thin and faded coats. Out of dungaree, fustian or other cheap stuff, and from the humbleness and obscurity of the garret and the back street, has evolved the most impressive example of co-operative success now to be seen by the eye and touched by the hand. It is another evidence of the fact that fidelity to a living idea, persistence in a good work and a steady, unblinding faith, are the patient sculptors that are constantly transforming the granite of time into its noblest figures and its greatest triumphs. Progress in economic and industrial reforms is not a matter of manufacture but growth. It cannot be ordered like a sandwich or cut to shape like the heel of a boot or the crust of a pie. It is one of our modern misfortunes to think that it can. We believe in hurrahs and the band wagon. Salvation, with a set of resolutions and the name of a distinguished citizen appended to the reform kite, is all we want to lift our boots out of the dirt and hoist the human race to the paradise it has never yet built a stairway to reach. Hence our failures. We mistake theories for truth and printers' ink and platform adjectives, and when we find that there is no bark in our stone dogs and no light in our paper stars, we put the fool's cap on our neighbor's head instead of keeping it where it ought to be—on our own. We have spent money by the ton, breath by the acre, and energy that would have been better employed in cleaning our boots and cutting wood, in endeavoring to right the world the wrong way. In this matter it would be well if more was done by the hand and less by the lungs in making the world better than it is. We can go on hanging out our sign boards on the sea line, telling the Atlantic thus far shall thou come, but no further, and in legislating the devil and all his angels off the planet, but we shall wet our toes just the same and keep the police just as busy, until we learn that a shoulder at the wheel is better than an oration from the wagon. We cannot boom the world into better conditions—we must make the conditions and the world will get there. It was this practical common-sensed gospel in which the twenty-eight weavers of Toad Lane believed. There was no parade or distinguished committee business in the Rochdale movement. It was a case of catching the hare before blowing the horn for dinner. In too many modern instances the usual experience is lots of horn and nothing of hare. The results of this Rochdale experiment have been logically in accord with forces and virtues behind it. In this, its jubilee year, there are 1,655 societies, comprising 1,298,597 members. The sales of last year exceeded £50,000,000 sterling, and the profits therefrom totalized at £4,678,004. What this represents of human betterment, improved social conditions and personal education in thrift and independence is beyond the telling. It is not claimed from this principle of co-operation that the plaster covers all the sores on the social body, or that it is the one and only stairway up which a toiling, troubled, and largely oppressed world, can get out of the pit into which it has fallen. It is not organized for quarreling with wages or employers, but to make the best use of the one and get on a common floor with the other. It seeks its rightful share of comfort and reward not by demanding it, but by going the right way to get it. It is fair, manly, above board, and eminently sensible. It is one of the phases of self-help that count for more in ameliorating some of the evils of present conditions and in effectually extinguishing some of our grave social dangers, than a balloon filled with congressional gas, or the flimsy theories now shining like rainbows over our heads, but leaving nothing for an empty hand.

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HOUSES BUILT OF IRON.

THE low prices for iron and steel are very certain, says Hardware Reporter, to work a revolution in the building trades, as they have already done in many others. Buildings that are as nearly fireproof as it is possible to make them, with iron walls, floors, roofs, and stairways, and with brick, stone, or terra cotta, in other parts, can now be erected at a cost but very little beyond that involved in putting up the same sized wooden structure. The loss in first cost is more than compensated for by the saving in insurance and the advantages to a more substantial and permanent building, while the expense of maintenance and repairs is decidedly in favor of iron.

It is sometimes said that a dwelling house built of iron is less artistic and home-like than where wood is used as the material—that it has the appearance of hasty and ill-advised construction and, as our English cousins and brothers-in-law would say, is "cheap and nawsty." This may have been true some years ago, but is not true or even partly true in these days of structural development. The Columbian Fair presented instances of dwelling houses where wood did not enter that were just as artistic aud even aesthetic as any of their wooden rivals, while there are hundreds of examples of the new art in building scattered all over the country. But even if the art or the style were lacking, iron would come into use in time as a matter of necessity. Our forests are being rapidly depleted, and even now the question of future supplies is being agitated. Iron is practically inexhaustible, at least for dozens of generations, and its cheapness and superiority in many ways are the strongest arguments in its favor, let alone the security to life and property which its use as a building material affords.

STACKING IRON IN WAREHOUSE.

A writer in Ironmongery, London, makes the following suggestion re stacking in small warehouses: In some small warehouses it would not be possible to fix the uprights at the top. If they were fixed as firmly in the the floor as they ought to be, this would not cause any difficulty; but if the uprights were not fixed so firmly as is necessary, the weight of the iron and the constant movement of it would lead to trouble if they were to give way. Diagonal ties at the front and back, each tie being fixed to the top of one upright and to the bottom of the other, would make the whole construction perfectly strong and rigid, so that it would stand the greatest strain ever likely to be put upon it. In fact, while a surprising degree of strength would thus be attained, the additional expenditure would be quite normal. Even where the uprights appear to be most firmly fixed, the precaution of fixing ties in the manner indicated would be desirable. Trouble might never occur without them—with them it would be scarcely possible.

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Depots: Busby Lane, Montreal. Mercer Street, Toronto.

INCAUTIOUS BEGINNERS.

ONE of the most astonishing things met with in the course of a long business career is the amount of rashness manifested by beginners in various departments of trade, remarks Ironmonger, London. This want of prudence is displayed more particularly in respect to retail businesses, and we are sorry to say quite as much in our own trade as in most others. Naturally enough, the young men are the chief offenders. Either they spurn the advice of their relatives and friends, or hold the opinion that they are exceptions to the ordinary run of cases, and can afford to neglect the precautions which are found necessary by the general run of human kind. Sometimes these venturesome persons are wrecked for want of sufficient capital to keep them afloat whilst the business is getting on its legs. In those instances their vaulting ambition overleaps itself, and in the endeavor to run before they are able to walk, the would-be Whiteleys or budding Benetfinks come to grief before they have fairly started in the race. For the most part, however, the failures are the natural and inevitable result of the lack of circumspection and absence of plain common sense when embarking upon an enterprise. Several cases of the kind have recently come under our notice, and may be cited as warnings to those who may be tempted in like manner. Thus, a few days ago, we received a letter of which the following is an almost exact copy, the name and address being omitted:

"I am thinking of entering into business with another young man, and write to ask if you would kindly give me any information as to where I could obtain reliable knowledge and instruction suitable for beginners."

On the face of it, this is a peculiar letter. If the young gentleman has been duly apprenticed to the trade, he ought to know sufficient about it to dispense with any "instruction suitable for beginners." If he has not been brought up in an ironmongery establishment, it is quite clear that he should never dream of going into a trade which needs not only capital, energy, and skill, but also trained experience in order to achieve success. Yet there are many young men who do start without possessing these prime essentials, and are generally both heart-broken and indignant with the world at large when they find they cannot make headway. Whilst they are in the trade they manage to upset their local competitors pretty thoroughly by demoralizing prices, and in other ways, without doing the slightest good to themselves or anybody else. Then we come to another class—those who purchase businesses without making the preliminary inquiries and investigations in a thoroughly business-like manner. In a case of this kind in which our advice was sought recently, a very worthy young man, the son of an old-established ironmonger, bought a business on the strength of the assertions of a person who had the matter in hand, and did not insist upon seeing the book, being told that it would be inconvenient for him to do so. He was assured that the turnover was so many hundreds of pounds per annum, but after being in possession for a short time he found the business absolutely worthless. He had paid down a portion of the purchase-money, and had to pay the balance at specified intervals. Now he laments the loss of the whole of his capital, and is doubtful whether he can proceed with certainty against the vendor. The case is one with which one cannot avoid sympathizing, yet it is obvious that the whole difficulty could have been avoided had the buyer declined to take over the business unless and until he had had the books examined by an accountant. In the third instance a not very young man "went in" for a risky branch of the trade, which the whole of his local friends had steadily avoided, and by overstocking and having next to no sale, soon brought himself into very serious difficulties. Of other "incautious beginners" there are, unfortunately, far too many examples to be even alluded to herein. They are rash to excess in various ways. Some are too sanguine, others too inexperienced, and still others never go about their business in a businesslike manner. There is only one remedy to be applied, of course, and it is to do all business on a strict business basis. Misfortune may chance to any man, no matter how clever he may be, but it is one thing to fail after having taken all precautions, and quite another thing to blunder headlong into danger and difficulty for the mere lack of the most ordinary care.

NO ORDERS!

What takes the brightness off the morn,
And leadens dullest days that dawn,
Makes every rose turn out a thorn?
No orders!

When discontented workmen wait,
And well-paid travelers soundly rate,
What makes them so bemoan their fate?
No orders!

When costs work out absurdly high,
And the "governor" asks the reason why,
Who falls back on the well-worn cry—
No orders?

What makes the wife at home sedate,
The husband rue the married state—
Its "sad results"—both soon and late?
No orders!

When summer comes and neighbors fly
To seaside joys and pleasures high;
What makes the home-tied victim sigh?
No orders!

But wait a bit, the tide will turn,
The "governor," travelers, men will learn
That life can sparkle yet again—
With orders!

W. L. HASLAM, in Ironmonger.

AUTOMATIC STAMP DELIVERER.

This is the name of a very ingenious device which Mr. Legatt, foreman of Anderson & Co.'s factory, Walkerton, has just completed after ten and a half years' experimenting, and for which he is now applying for a patent. The machine is certainly a very novel one as well as being extremely useful, and will be much appreciated by the public should the Postmaster-General see fit to adopt it. The intention is to have the machine placed outside the post office near the letter box. The main object of the device is to deliver stamps to customers after hours, on Sundays and holidays. All you have to do in order to get a one, two, or three cent stamp, is to place in the machine one, two, or three coppers, and you get the desired stamp. If you require a postal card put a cent into another department and out comes your card. Should you require change put a five cent piece in the machine and out comes five coppers. The device is a marvel of construction. The scales are so nicely balanced that nothing but the exact size and weight will affect them.—Standard, Markdale.

NO MORE SMOKE.

If the furnace which the Hamburg-American steamer Grimm has in her is a success the flowing pennons of smoke which mark the progress of a steamer over the ocean are likely to disappear from the seas. The Grimm arrived here on Saturday from Hamburg, where she had her patent furnace put in. By means of a down draught the fire is made to burn on the bottom, instead of the top. The flames, after rushing between the boiler-tubes are caught in the down draught, and carried down into the fire again, instead of going up the funnel in smoke. Captain Krecht, of the Grimm, said, that on the trip across the furnace worked perfectly. Usually the Grimm burns 350 tons of coal a day, but with the patent furnace she only consumed 250 tons a day. If, on the further trial, the furnace is a success the Hamburg-American Company intend to put similar ones in all the ships of their big fleet. It is an invention of E. A. J. Muller, a German.—Seaboard.

THE CONSOLIDATED
PLATE GLASS
COMPANY OF CANADA (Limited)

HEAD OFFICE:
73 and 75 Wellington Street West, TORONTO

BRANCHES:
MONTREAL, 338 St. Paul St. LONDON. OTTAWA.
FRANK J. PHILLIPS, Toronto, President.
WM. R. HOBBS, London, ALEX. RAMSAY, Montreal, } Vice-Presidents
Correspondence Solicited. Estimates Given
Special Discount to the Trade

WE TROT IT OUT

. . THE . .

Anderson Pneumatic Tire

Made on a scientific principle, which proves in practice to be —well you must see it and try it yourself, then you will catch your breath, when you catch the idea.

It has reciprocating parts, and holds on to the rim with the grip of a bull dog.

It has fits ! ! ! Fits almost any rim. You just pump the air in and it adjusts itself. It's resilient like a rubber ball. It neither creeps like a snail nor rolls like a log.

It has all the good qualities which an up-to-date tire must have, and in addition possesses that feature which they all lack, viz :—

You can get it off or put it on the rim without breaking your finger nails, using a screw driver, or sending it to the shop ; a child can take it off quickly and put it on easily. It must come into universal use, and with that in view we have put the price as low as any ordinary good tire is being sold in the market.

We guarantee the quality of material used in its manufacture.

THE ANDERSON TIRE CO.
LIMITED

TORONTO

Star Cycles

Are a recognized thoroughly reliable make at **POPULAR PRICES.**

They embrace the best procurable workmanship and material. They will maintain the reputation of our Trade Mark and give full and lasting satisfaction to all concerned. They comprise—

PATH RACERS ROAD RACERS

"Tourists'" Business Wheels,
Light, Staunch and Graceful Ladies' Wheels.

STAR CYCLE WORKS, Wolverhampton.

Canadian Agents,

A. A. Allan & Co.
. . . . . TORONTO, ONT.

NOTICE....

We are informed that a Mr. R. L. Kidd is representing himself as our agent. We therefore beg to inform the trade that he is not in any way connected with us. Mr. Henry F. Moulden is our only representative.

A. R. Woodyatt & Co.
GUELPH, ONT.

June 23, 1894.

BOECKH'S
STANDARD
BRUSHES

Always reliable, and as represented



Tempered Steel Wire Trace Chains

A pair of these trace chains have a

BREAKING STRAIN OF 4,500 LBS.

Prices Reduced for Season 1894.

WRITE FOR CATALOGUE.

The B. Greening Wire Co., Ltd. - Hamilton, Canada.

TRADE CHAT.

A NEW postoffice has been opened at Port Whitby, South Ontario, and another at Dudley, in East Simcoe.

The Grand Trunk shops, Brantford, started work again on the 3rd inst.

The Reid Bros. Co., of Toronto, are applying for charter of incorporation.

The Standard Bicycle Co., of Toronto, have obtained charter of incorporation.

The Tandem Car Brake Co., of Toronto, have obtained charter of incorporation.

Japanese machinists drive their work in lathes from them, using the cutting tool upside down.

The Grand Trunk workshops at Point St. Charles were reopened Tuesday, and fourteen hundred men were taken back to work.

The inland revenue receipts at Winnipeg for the fiscal year past ended were $418,000, an excess of several thousand over previous years.

The Canadian Electric Light Co. has embarked in a new industry in Peterboro'—that of the manufacture of cars for electric railways.

A gang of burglars are working Vancouver. McLennan & McFeeley's hardware store was burglarized the other day, and goods to the value of $200 taken.

A Kingston, Ont., despatch says it is proposed to organize the Canada Mica Co. with a capital of $100,000. The company will develop the properties secured by Mr. Baumgarten.

Two Brandon business men, C. Ireland and George Church, charged with having set fire to their implement warehouse, have been discharged from custody, the crown having failed to obtain evidence against them.

The engineer at the London Machine Tool Co.'s works had such a big head of steam on a few days ago that the packing around the safety valve was blown out. The place had to shut down for the day. No damage was done.

The most expensive thermometer in the world is in use at John Hopkins University. It is an absolutely correct instrument, with with graduations on the glass so fine that it is necessary to use microscope to read them. It is valued at $10,000.

The total duties collected at the port of Toronto during the past month were $215,935.69, being $130,524 43 less than the same month last year. For the year ending June 30, 1894, the total duties collected were $2,920.566,34, or $648,714.54 below the figures for the previous year.

With the view of warding off distress among the agricultural population in seasons of crop failure, Russian statesmen are preparing a scheme for the insurance of crops by the State. The insurance is to be compulsory so far as farming lands are concerned, the rates varying according to the conditions of the various districts.

General Agent W. F. Irwin, of the Massey-Harris Co., came in on the Northern Pacific yesterday. He reports prospects, especially in the west, as very promising, there having been showers of rain in good time. In the south-eastern part of the province there will be a light crop generally, the weeds having got the start and are choking the grain badly.

Adolph De Leenu, an ingenious young Hollander, who has been working at Springfield, Ohio, for some time, has completed an invention which will prevent railroad collisions. The tracks are wired, and by a peculiar electrical device the Westinghouse air brakes are automatically set whenever two trains get within a certain distance of each other. The distance may be fixed as desired.—Ex.

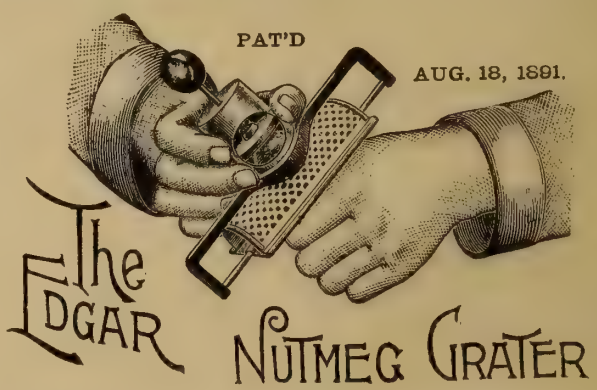
Hon. Mr. Foster gives notice of a motion to amend the act respecting Dominion notes, for the purpose of increasing the Dominion note issue from 20,000,000 to 25,000,000. The maximum amount of note issue under the present act has nearly been reached, and Mr. Courtney, the Deputy Minister of Finance, for the past two or three years has been recommending an additional issue.

According to some recent statistics on the cost of living, an Englishman spends, on an average, $48 a year for food; a Frenchman, $47; a German, $42; a Spaniard, $33; an Italian, $24; and a Russian, $23. Of meat the Englishman eats 109 pounds a year; the Frenchman, 87; the German, 64; the Italian, 26; and the Russian, 51. Of bread the Englishman consumes 380 pounds; the Frenchman, 540; the German, 560; the Spaniard, 480; the Italian, 400; and the Russian, 635.

It is learned upon good authority that the Mexican Government have at last decided to establish a consulate in this city, and that an appointment will be made very shortly. This is a very commendable step, as ships clearing for Mexico have hitherto been put to a great deal of inconvenience and expense in sending for their bills of health and the signature to their manifesto to the Mexican consulate at San Francisco. After the ship had finished loading her cargo, the whole manifesto had to be wired to that place, translated to the Spanish language, signed by the consul, and then returned by mail. The delay occasioned here and other expenses often amounted to over $200.—News, Vancouver.

The second annual promenade concert of the City Travelers' Association, Toronto, to be held on Monday week, 16th inst., on the steamer Chippewa, promises to be a successful affair. That is at least if the preparations that are being made are any criterion. In the ladies' cabin there will be a vocal and instrumental concert under the direction of R. M. Corrie. On the promenade deck there will be dancing to the music of Glionna's orchestra, while card rooms will be placed at the disposal of those who have a preference for cards, checkers, etc.

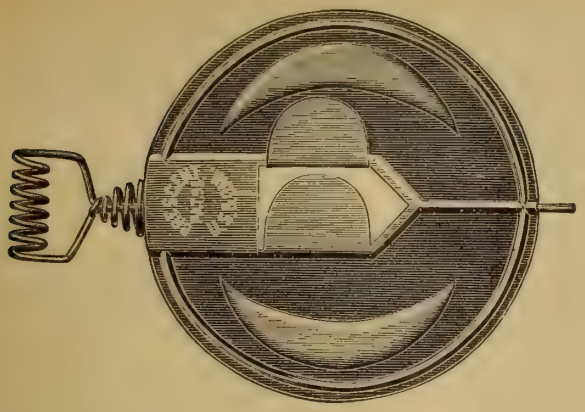
Joseph Morris, manager for Mahaffy & Clinkskill, Leithbridge, N.W.T., is visiting points in Ontario and Quebec, on his marriage trip. He is an old Ontario boy, coming originally from Blenheim, and has, like most other Ontario boys, made a success in his new field. He speaks very favorably of business in his district, where they depend largely on ranching and coal mining.



SHOULD BE A GOOD SELLER.

H. S. HOWLAND, SONS & CO. are just in receipt of a shipment of the Edgar patent nutmeg grater. This grater, an illustration of which is presented, is claimed by its manufacturer to be the most perfect of the kind made. Its principal points of recommendation are that it precludes the possibility of the finger of the operator being torn; the nutmeg cannot be dropped; and the nutmeg can be grated to the merest shell. The retailer should find this grater a good seller.

THE ONTARIO TACK CO.
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton. Ontario.
SP



CRESCENT DAMPERS

Patented in U.S. and Canada, 1893.

Has all the advantages of a high priced Stove Pipe Damper, at low cost. LIGHT FOR FREIGHT. Being made of sheet steel will not break, and being double will not warp. Spring keeps damper at any angle set in pipe.

Manufactured by

Thos. Davidson & Co.

MONTREAL.

HAMILTON BOARD OF TRADE.

THE annual meeting of the Hamilton Board of Trade was held Tuesday afternoon. Among those present were: President H. N. Kittson, Senator Sanford, John Knox, W. H. Gillard, Alex. Turner, James Turnbull, F. H. Lamb, W. F. Walker, Q.C., Joseph Kneeshaw, W. F. Findlay, Seneca Jones, and C. R. Smith, secretary.

President Kittson read a carefully prepared report of the board's work during the year. He congratulated Canada on the fine banking system which it possesses. He dwelt upon the fact that Canada had escaped a depression which prevailed in a country with which its trade relations were so intimate, and the evidence, he held, was plain that Canada has better resisted the adverse circumstances that have affected the trade in the United States. With one important exception no chartered Canadian bank has stopped payment.

The Act introduced into the senate by the Hon. Mr. Bowell, providing for the liquidation of insolvent estates, was referred to, and the hope expressed that it will soon become law.

The local railway facilities were also touched upon and the council reported that the prospect of an additional railway service for Hamilton was not encouraging. The president said that the Richelieu & Ontario Navigation Company, at the earnest solicitation of the board, established a weekly service between Hamilton and Montreal. This service was temporarily stopped, but the board was pleased to report that the company have promised to resume the service and continue same until the close of navigation.

The council were also pleased to report that the by-law which was passed some time ago granting a bonus for the erection of smelting works in the northeast part of the city had been enforced, and that the work thereon has begun. The establishment of these works would increase Hamilton's importance as a freight centre and serve as an additional incentive to the C. P. R. to give connection with their system.

The report was adopted unanimously without discussion.

MALLEABLE WORKS FOR TORONTO

A MOVEMENT is on foot to establish malleable iron and steel works in Toronto.

The promoters are United States capitalists.

A gentleman representing these capitalists, was in Toronto on Wednesday last interviewing the principal consumers of malleable iron and spying out the land.

Definite conclusions have not yet been arrived at, but the matter will be settled one way or another within the next two months.

The only things that now stand in the way of an immediate decision to start the works are coal and iron. If the promoters can see their way clear in regard to these the works will be established.

The representative who was in Toronto this week talked about silica iron from Alabama as being the most desired by his syndicate.

There are three malleable iron works in Canada—one at Oshawa, another at Walkerville and a third at Smith's Falls.

PERSONAL MENTION.

E. C. Boeckh, of Chas. Boeckh & Sons is away spending his holidays fishing.

Mr. Cauder, of the Gutta Percha and Rubber Mfg. Co., is east on a business trip.

T. B. Williamson, with M. & L. Samuel, Benjamin & Co., participated in the 100 mile century bicycle run Saturday last.

T. G. Dexter, buyer for H. S. Howland, Sons & Co., left for Great Britain yesterday (Friday). Bon voyage, Mr. Dexter.

C. Thurston, president of the Canada Screw Co., who has been in Toronto two or three weeks, returned to his home at Providence, R.I., Wednesday.

A. T. Wood, senior member of the hardware firm of Wood, Vallance & Co., Hamilton, Ont., and father of Geo. D. Wood, of the city, arrived on Saturday from the east. Mr. Wood is one of the best known business men in Canada.—Free Press, Winnipeg.

Mr. McNab, with W. G. Bingham, hardware merchant, Orillia, was in Toronto this week sorting up. He reports business quiet but says it will pick up in a few weeks. "In a year or two," says Mr. McNab, "Orillia will be as great a summer resort as Muskoka."

W. M. Gartshore, vice-president and manager of the McClary Mfg. Company, London, was in town Tuesday on a hurried business trip. He reports business a little slow compared with the corresponding date last year, but he anticipates a revival in business later on. McClary & Co. are now running full blast.

J. W. Fear, hardware merchant, Waterloo, was in Toronto, Thursday. He was attired in his bicycle suit, and was on his way back from the Montreal meet. "Did you wheel all the way?" asked T. G. Dexter, of H. S. Howland, Sons & Co. "Yes." "What! all the way?" again persisted Mr. Dexter. "Yes, all the way—on car wheels."

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants

As its name implies it is full of ideas for the retail hardware merchant.

PRICE, 50 CENTS (Half Price)

Buying, Handling and Selling of Tea

Being the experience of the most prominent and successful merchants.

PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade

This is another batch of Prize Essays full of valuable information.

PRICE, 10 CENTS

Sent, postpaid, on receipt of price.

HARDWARE MERCHANT

TORONTO.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, July 6, 1894.

HARDWARE.

BUSINESS in general hardware has been of fair volume considering the season of the year, and many lines of shelf goods especially have shown more life than was expected at this time. Few special features are to note, however. In wire business is slack. The market here is almost bare of wire cloth, screen doors and blinds. A new discount list took effect on tacks on the first of the month, the changes being appreciable in many lines in the direction of lower prices. Ice cream freezers have been moving freely, but complaints are numerous about unsettled values. Demand for lawn mowers is falling off while hinges of all kinds have shown more life during the week. Other lines are unchanged and payments might be more satisfactory.

WIRE—No change is to report in wire, which is quieter than it was, only a few small lots moving. The basis of values remains as it was before.

ROPE—The rope market continues steady, but business is dull this week We quote : Sisal, 7 to 7½c. for 7-16 in. and upwards, and 14c. for deep sea line. Pure Manilla, 9¼c. for 7-16 and upwards, 6¾c. for smaller.

CUTLERY—Demand for cutlery has been rather better than the trade expected. In addition to the call for pocket lines, quite a few orders of general assortments have also been noted this week.

SPORTING GOODS—The volume of business in these is on the increase, though the change is hardly appreciable as yet.

CUT NAILS—No activity to note in these. Values are unchanged on the basis of $1.80 to $1.85.

WIRE NAILS—No change in these to note, discounts remaining as they were. The movement is confined to a few small orders.

HORSE NAILS—No alteration in these to record. Business remains quiet and discounts unchanged as before.

GREEN WIRE CLOTH—Demand for wire cloth has continued more active than the trade expected. The market is almost bare of supplies both of the cloth and screen doors and blinds.

TACKS—A new discount sheet took effect on the first of the month. It tends to some appreciable reductions in many of the leading lines. Business fails to show any improvement, however.

CHAIN—Few orders are coming in for any kind, and the line is practically without motion.

HORSESHOES—No large lots appear to be wanted at present, and the market rules very quiet, only a few small orders moving.

WARE—A moderate movement is still to note in peerless and white ware.

LAWN MOWERS—Business in these has been good almost up to the time of writing. The season, however, is nearing its close, and the volume of business this week shows visible shrinkage.

TOOLS—A good, fair movement is to note in scythes and all kinds of harvesting tools. Garden tools are rather quiet, while carpenters' and other lines are without life or motion.

ICE CREAM FREEZERS—There is a good demand for these, quite up to the average of last year.

CLOTHES WRINGERS—Furnish no special feature.

PLUMBERS' SUPPLIES—A moderate movement to note in these, but the aggregate business is still of limited proportions. Building supplies are on much the same lines as last reported.

LEAD PIPE—A fair trade in a small way is passing. There is no change to note in the basis of values.

HINGES—Demand for these this week has been a surprise to the trade. Orders have been coming in for all lines in a moderate way, making the aggregate trade much larger than last week.

DAIRY FURNISHINGS—There is a moderate business in this line, with nothing special to report.

TAR—No further change is to note in this line. The advance noted in rosins last week is maintained. We quote : Rosins, $2.75 to $5.25 as to brand ; coal tar, $3 25 to $3.75 ; cotton waste, 5 to 7c. for colored and 7 to 10c. for white ; oakum, 5½ to 7½c., and cotton do. 10 to 12c.

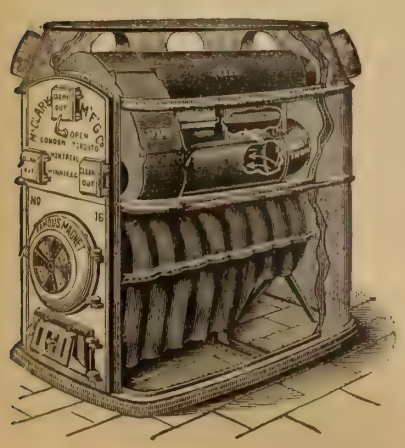
TURPENTINE—Continues firm, but has been rather quieter during the past week. We quote 47 to 48c.

CEMENT—No alteration is to note in this, but a fair volume of trade has transpired. We quote spot prices at $1.95 to $2.05 for English brands, and $1.85 to $1.95 for Belgian, and to arrive, English brands $1.95 and Belgian $1.80 to $1.90.

FIREBRICKS — Moderately active in a small way and steady at $15.50 to $19.50 per 1,000 as to brand.

METALS.

In metals and heavy hardware there has been some little change for the better to note, and it certainly is about time for it, for everyone in the trade agrees that the season to date has been one of the quietest in a long while. Present sales, however, are still confined to small quantities to fill immediate wants, and there is no disposition manifested



A Perfect Wood Furnace

Our famous Magnet, made in 3 sizes, Nos. 14, 16 and 17. Heavy Fire Box. Large Feed Door. Steel Flues with Cast Heads. Direct and indirect draft. Flues easily cleaned. All operations from front of Furnace. Everyone handling them concede their superiority. Send card for our new catalogue.

The McClary Mfg. Co.

London Toronto Montreal Winnipeg Vancouver

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

Gas, Electric, Combination

Fixtures AND **Brackets**

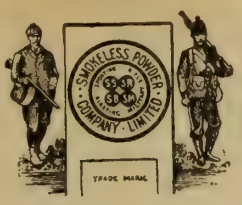
English, Canadian, and American DESIGNS



A select stock of **Gas and Electric GLOBES** always on hand

JAS. BARWELL, 88 Bay Street, Toronto

Drawings and prices on application.
The trade supplied.



SS. SMOKELESS POWDER Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.

429 Board of Trade Building
MONTREAL, Agents.

SEND FOR PRICE LIST.

CHURCH'S POTATO FINISH

NO MORE WATERY POTATOES

READY-FOR-USE-DRY
NO MIXING REQUIRED.
Worth its cost as a fertilizer.

DOES NOT INJURE THE VINES

The only safe way to use a Strong Poison

FOR SALE BY

Alabastine Company, Paris, Sole Manufacturers.

HILL & FORBES, 327 ST. JAMES ST., MONTREAL: Agents for the Province of Quebec.
A. M. BELL, HALIFAX: Agent for New Brunswick and Nova Scotia.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, **TORONTO**

ENGLISH HOUSE: **SAMUEL, SONS & BENJAMIN**
164 Fenchurch St., London, E. C.

Apple and Peach Parers

Cherry Stoners **Lemon Squeezers**

Ice Cream Freezers **Fruit Presses**

CANADIAN AND AMERICAN.

Write for Prices.

MONTREAL MARKETS—Continued

by either importers or large buyers here to do any business ahead. The threatened coal strike in England is causing an unsettled feeling just now in many lines, such as tin plates, Canada plates, which this week are cabled higher than they were, and it would be difficult to repeat orders for them on the same terms as a week ago.

PIG IRON—There is nothing very special to report in this line. A few moderate sized lots of Scotch and Nova Scotia brands have been put through during the week on a steady basis. On the whole the tone of values is much firmer than it was. We quote: Summerlee, $18.75 to $19; Eglinton, $18; Carnbroe, $18; Ferrona, $16.50 to $17; and Siemen's No. 1, 16.50 to $16.75.

BAR IRON—There has been a fair demand in a jobbing way for bar iron at steady prices. We quote as before, $1.70 to $1.80 according to quality.

TIN PLATES—There has not been much doing locally in these and importers are only taking in small lots. Cables, however, are much firmer, and though the fact has not resulted in a quotable change on spot it is having its effect. Sales agents on Wednesday, were advised that the market in Wales was from 3d. to 6d. higher, and that orders could not be repeated except at this advance. We quote prices steadier therefore. Cokes, $2.75 to $3, and charcoals, $3.35 to $3.50.

CANADA PLATES—The demand for these is not brisk, but the tone is much firmer than it was. In fact the impression is general that prices have touched bottom. Cables on Wednesday gave advances of 5s. to 7s. 6d. per ton, and prices on spot though not quotably higher are steady at $2.15 to $2.25.

TERNE PLATES—The easiness that we noted in these the week before last has not been dissipated. Sales were made during the week of round lots at $6.

SHEET IRON—There is a fair movement in sheet iron at steady prices. The ruling basis continues at $2.40.

IRON PIPE—Nothing special to report on this and discounts are unchanged.

GALVANIZED IRON—There is a steady demand for these at former prices. We quote: 4½ to 5c. for ordinary brands; Morewood, 5¼ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., and the usual extra for larger sizes.

INGOT TIN—There is a steadier feeling on this metal, which we quote firm at 17 to 18c., but the inside is possible only for a round lot.

COPPER—The copper market rules steady with a moderate trade passing. Prices are unchanged, but the feeling is rather steadier than it was at 9¾ to 10c.

STEEL—There is no change in this line. Advices indicate a firmer feeling across the lines however. We quote: Best cast steel

EASTLAKE GALVANIZED STEEL SHINGLES



Patented April, 1885. March, 1887. January, 1894.

The Shingle that others TRY to imitate. Has no equal in any particular. The EASTLAKE is in use on more roofs than all other shingles combined. Never fails to give satisfaction.
We protect the trade, and will quote liberal prices to those who mention that they saw our advertisement in HARDWARE.

Sole Manufacturers BEWARE OF CHEAP IMITATIONS

The Metallic Roofing Co. of Canada, Limited, 82 to 90 Yonge Street, TORONTO, ONT.

10½ to 12c.; spring, $2.50; tire, $2.50 to $2.75; sleigh shoe, $2.40; round machinery steel, $3.10.

SPELTER—Trade in this line has been flat, and a further decline in values is to note, sales transpiring during the week at $2.25 to $2.50.

ZINC SHEETS—There is no alteration to note, the market ruling steady at $5 to $5.25.

LEAD—Quiet and unchanged at $2.60 to $2.75.

HOOPS AND BANDS—No change to report, prices remaining at $2.30 to $2.35.

GLASS.

There has been but slight change in this market, and business is still far from brisk. We quote $1.25 for first break; $1.30 second break, per 50 feet; $3 25 for first break per 100 feet; putty in bulk, $1.85.

PAINTS AND OILS.

The past week has been rather quieter in paints and oils than the previous one. Prices continue easy in tone on white lead. Paris green is scarce and firmer and linseed oil is firm. Seal oil is quiet owing to the fact that buyers are holding off. There has been very little speculation in it this season so far, and the general impression is that values will rule low. Small lots of old stock have changed hands at 40 to 42½c., and single barrels at 45c. New is quoted at 35 to 37c. in round lots, but we do not hear of any further transactions. We quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots, raw, 54 to 55c., boiled, 57 to 58c.

PETROLEUM.

The petroleum market has ruled quiet. Demand is limited to immediate requirements, and prices are unchanged, as follows: Canadian refined at 11c. in shed in Montreal for round lots, and 12c. for small quantities. American petroleum, 14 4-5c. in car lots, 15¼c. in 10-barrel lots, 15½c. in 5-barrel lots, and 16c. for single barrels, net cash; American benzine, 23 to 25c.; Canadian benzine, 10¾c. Petrolea; 12¾c. Montreal.

HIDES.

The hide market has ruled quiet and unchanged since our last report. We quote: No. 1, 3½c.; No. 2, 2½c.; and No. 3, 1½c. The firmness in lambskins is maintained at 20 to 25c. each.

TALLOW.

Tallow continues quiet and about steady at 6¼ to 6¾c., as to quality.

ASHES.

Ashes are quiet and unchanged. We quote first pots, $4.10; seconds, $3.65; pearls, $5.40 to $5.50 per 100 lbs.

MONTREAL TRADE NOTES.

The Fox Cutlery Co. had a striking and novel example of the cutlers' art on exhibition in the Star window last Friday and

MONTREAL MARKETS—Continued.

Saturday. It consisted of a mammoth pocket knife of very handsome design. Painchaud, Squire & Co. are the agents for this cutlery.

W. H. Cottingham & Co. call attention to their advertisement in recent issues. There is only one Aspinall's enamel, and they are the sole agents for it in Canada.

Lewis Bros., of St. Sulpice, note an improvement in the demand for sporting goods. The season is now coming on, and they are prepared to attend to orders for all leading lines with promptitude.

The market here is very bare of green wire cloth and wire doors and screens, but Caverhill, Learmont & Co. are prepared to fill orders promptly for these lines of goods.

McArthur, Corneille & Co. note a firmer tendency on paris green under light stocks, but are prepared to attend to orders for it without delay.

Mr. Thorpe, of Pilkington Bros., Busby Lane, says that the glass market is still far from an active one. His firm's business has averaged up to last year's, however.

Thos. Davidson & Co.'s "Crescent Dampers," patented last year, which they are offering to the trade, certainly offer many advantages to commend them to actual users. They are meeting a very encouraging reception.

TORONTO MARKETS.

TORONTO, July 6, 1894.

HARDWARE.

THE falling off in business noted a week ago continues to characterize the wholesale hardware trade in Toronto. It is, however, but gradual, and is what may be expected at this season. In fact business is being maintained better than was expected. As a result of the manufacturers' meetings, which have closed this week, there have been some reductions in prices, notably screws and tacks. Wire remains quiet, and there is only a fair enquiry for rope. Trade is fair in cut and wire nails, but an improved demand is reported for horse nails. Demand is steady for green wire cloth. Supply is a little better in screen doors and windows, but there are still some back orders to be filled. A little more life has developed in horse shoes. With regard to lawn mowers the conditions are the opposite. Trade continues to improve in plumbers' supplies, and the same may be said of builders' supplies, only in a lesser degree. Business continues lively in harvest tools, but there is a considerable falling off in the demand for horse pokes and clothes wringers. Ice cream freezers are active.

WIRE—There is no improvement in the demand for ordinary fence and barb wire. Neither has there been any change in prices.

ROPE—Demand is only fair with orders small. We quote as before: Sisal, 7-16 in. and larger, 7c.; ¼, 5-16, ⅜ in., 7½c.; Manilla, 7-16 in. and larger, 9 to 9¼c.; ¼, 5-16, ⅜ in., 9½ to 9¾c.

CUT NAILS—Trade is keeping up well to the average. Although not a great many carload lots are coming forward, shipments are being made daily of fair quantities. Base price is unchanged at $1.80 Toronto for carload lots, and $1.85 for small lots.

WIRE NAILS—Most of the orders are for 10-keg lots, and trade, if anything, is better than that for cut nails. Discounts are unchanged at 75, 10 and 5 per cent., shipment in 10-keg lots being prepaid.

HORSE NAILS—Trade is improving a little, although no large lots are being called for. Discounts are still 60 per cent. off "C" and 60 and 2½ per cent. off "P B."

CUTLERY—It is now between the seasons, demand being satisfied both on spring and sorting-up account. There are a few forward orders being received.

SPORTING GOODS—There is no life in this particular line yet. Cartridges are about the only thing that is moving to any extent. Not much improvement in business is anticipated for another month.

GREEN WIRE CLOTH—There is a steady demand for this article, and it is not supposed that jobbers will have any difficulty in disposing of their stock before the season closes. Prices are unchanged at $1.85 per 100 square feet.

SCREEN DOORS AND WINDOWS.—Some sizes have arrived, but lines are not complete yet, some orders still being held back awaiting the arrival of further shipments.

TACKS—Business continues to improve, although it is yet far from being satisfactory. Prices have been reduced materially by manufacturers. This, the trade hope, will tend to increase the volume of business. The reductions are: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37½ per cent. The reductions run from 2½ to 5 per cent.

CHAIN—Trade in coil, tug, trace and tug chain is exceedingly dull.

HORSESHOES—Business is more lively, but stocks are light. Jobbers anticipate considerable improvement in this branch of trade during the next few weeks. Prices are still $3.80 Toronto, $3.85 London and $3.65 Montreal.

WARE—Peerless and Eclipse are going out freely, the former especially so. In white ware there is no improvement, demand still being exceedingly light.

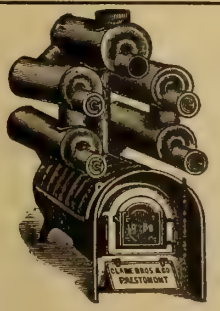
LAWN MOWERS—Trade has fallen off considerably. Stocks, however, are not very heavy, the rush of the past three weeks having reduced them to a minimum.

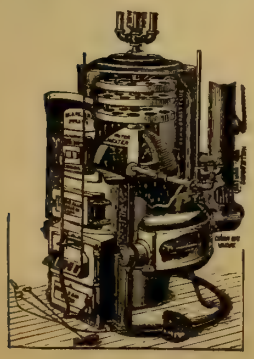
PLUMBERS' SUPPLIES—Trade is fairly good on country account, but very little improvement is to be noted in the city.

LEAD PIPE—There has not been many large shipments, demand being principally for one and two coil lots. Jobbers are still quoting shipments as follows: Toronto and the west 30 per cent. off in small lots and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

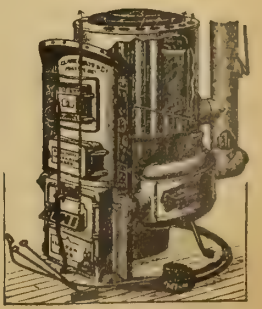
BUILDERS' SUPPLIES—Trade is fairly satisfactory outside, but there is no improvement on city account.

HINGES—These are going out more freely at previous prices.

Best Value  on Earth.



These are the Furnaces that secure the trade for dealers who handle them.
They have no rivals but many imitators.



Clare Bros. & Co. ....Preston, Ont.

MARKETS—Continued

HARVEST TOOLS—Trade is still exceedingly lively, in cradles, hay forks, turnip hoes and snathes, being particularly so.

HORSE POKES—Business has fallen off considerably although there is still a demand for the different kinds. Quantities wanted are small.

ICE CREAM FREEZERS—Are in better demand, the "Gem" being the principal kind in request. Discount 57½ to 60 per cent.

CLOTHES WRINGERS—Trade has not the same life that it displayed a few weeks ago. Demand is steady, but quantities wanted are smaller. Ruling prices are still $28 per dozen for Canadian.

BELTING—Business is improving. This applies particularly to leather, not much rubber belting being called for at the moment.

SCREWS—A considerable reduction in the price of these is announced. The manufacturers ordered the change at a meeting held Wednesday, and it is made in consequence of changes in the tariff. Discounts have been increased from 77½ to 80 per cent. on flat head, 72 to 75 per cent. on round head iron screws; brass screws from 75 to 77½ per cent. for flat head, and 70 to 72½ for round head. This is the first change that has been made for some years.

TAR, ETC.—There is a fair trade doing. We quote: Roofing pitch, $2.50 per brl.; pure coal tar, $4 per brl.; refined coal tar, $4.50 per brl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per brl. and 75c. per doz. pint tins; pine pitch, $2.75 per brl.

CEMENT, ETC.—Business fair. We quote: Portland cement (English), $3 per brl.; New Brunswick plaster paris, $2 per brl.; Canadian water lime, $1.25 per brl.

FIREBRICK, ETC.—Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

There is a little more activity in black iron, and jobbers experience some difficulty in supplying the demand for iron pipe. Trade in ingot copper is stagnant. Further improvement is to be noted in terne plates, and business is a little more satisfactory in hoops and bands.

PIG IRON—Trade is dull and featureless, with prices as before. We quote: Summerlee, $20 to $20.50; Carnbroe, $19 to $19.50; Siemen's, $18 to $18.25.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: "During the past week little or no business has been transacted so far as buying is concerned. There are some few inquiries being received for round lots, but most buyers are waiting for something to turn up. We quote on the cash basis f. o. b. Toronto bond: No. 1 foundry strong coke iron Lake Superior ore, $13.25; No. 2 foundry strong coke iron, Lake Superior ore, $12.75; Jackson county silvery, No. 1, $16.80 to $18.30; Lake Superior charcoal, $15.70; Southern soft, No. 1, $11.50; Southern soft, No. 2, $11.25."

BAR IRON—There is nothing special to report in connection with this line, quantities moving being small and prices virtually as before. Prices rule as before at $1.85 Toronto and $1.75 Montreal. The majority of the mills are still closed down owing to scarcity of fuel, and for immediate shipment it is therefore advisable to order from store.

SHEET IRON—Black sheet has shown more activity, especially in the lighter gauges, in which some large sales have been made. We quote 8 to 16 gauge, $2.50; 18 ditto, $2.25; 20 ditto, $2.25; 22 to 24 ditto, $2.35; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Gorbal's, 26 gauge, 5½c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

IRON PIPE—Jobbers at the moment are experiencing some difficulty in supplying the demand for all sizes called for, both in black and galvanized. Prices same as last week. Discounts are 70 per cent. for black and 50 to 50 and 5 per cent. for galvanized.

GALVANIZED IRON—Business keeps satisfactory in this line, especially in Gordon Crown and Queen's Head brands. Import orders are still being freely taken. We quote 4½ to 4¾c. for 28 gauge lots.

CORRUGATED IRON — Demand keeps good at unchanged prices. We quote: "Owl" brand from genuine steel plates, zinc coated, $4.25 to $6 per square; painted steel, same brand, $3 to $4.75 according to guage.

INGOT TIN—This article has been somewhat stagnant, and no large quantities have been forwarded during the past week. Prices are as before, namely, 19 to 19½c. for ton lots and 20 to 20½c. for small lots.

INGOT COPPER—Trade is exceedingly quiet with prices ruling as before at 10 to 10½c.

SHEET COPPER—Trade in this line is only fair, demand if anything having fallen off during the week, notwithstanding that there has been a reduction in price. We now quote untinned at from 14 to 16½c. according to weight and size. Brazier sheets are from 1 to 2c. lower, the range now being from 14 to 17c. according to quality.

BOILER TUBES—Demand is a little better than it was a week ago, there being more call from the country. We quote: 1¼ inch, 7c.; 1½ inch, 7¾c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

SHEET STEEL — Demand light with prices as before. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

ZINC SPELTER—Dull, and the little that is going out is principally the imported article. The idea as to price is 4¼c. for domestic, and 4½c. for imported.

TIN PLATES—There has been a good business doing, both in shipment from stock and in import during the week. Prices are being well maintained at $3.50 to $3.75 for "I C" and $3.25 to $3.35 for coke.

TERNE PLATES—The improvement in business previously noted continues, quite a large number of boxes having changed hands during the week. This article is now being used to quite an extent for shingling bands as well as for roofing purposes. Prices are $6.50 to $6.75 according to quality.

ZINC SHEETS—Not much change is looked for in this line until next month. In the meantime orders are only for very small quantities. We quote case lots at 4¾c. and small lots at 5c.

HOOP AND BAND IRON—Trade is a little more satisfactory than for some time past. Base price is unchanged at $2.25 to $2.35; American steel, $2.

CANADA PLATES—There is very little to report in connection with this line, shipments for stock being limited. Import orders are, however, still being booked at $2.30 to $2.35 for half polished, and deliveries are now being made throughout the country of orders placed in the spring.

SOLDER—Trade steady and prices firm at 12½ to 14c.

PIG LEAD—There is not any improvement. Quantities called for are only small, and prices remain as before, at 2¾c. for ton lots and 5c. for small lots.

ANTIMONY—Trade is still dull and prices as before, namely 9½ to 10c. for Cookson's.

GLASS.

There is not much doing in shipment from stock, but orders are still being received for import, although it is rather late in the season for this particular kind of business. Most dealers throughout the country have their import orders in their possession. It will be a matter of three or four weeks before any improvement in shipments from stock are likely to be reported. Prices are being cut a great deal, but ruling quotations are still $1.20 to $1.25 first break.

OLD MATERIAL.

Nothing new to report. No export trade doing and little coming in. We quote prices paid by dealers as follows: Agricultural scrap, 50c per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 30 to 35c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 6¾ to 7c.; heavy scrap copper 7½ to 7¾c.; old copper bottoms 6 to 6½c.; light scrap brass 4c.; heavy yellow scrap brass 6c.; heavy red scrap brass, 6 to 6½c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 2¾ to 3c.; country mixed rags, 60 to 75c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10c.

PAINTS AND OILS.

Business continues to fall off in volume. White lead is dull at 4½ to 4¾c. Turpentine both here and in the South remains firm. Quotations are unchanged at 43 to 44c. f.o.b., Toronto. In prepared paints trade

MARKETS—Continued

has fallen away a good deal, but $1.05 is still the idea as to price for pure. There was a a decline in linseed oil in England, but mail advices announce a recovery. On spot demand is light and prices unchanged at 53 to 54c. for raw and 56 to 57c. for boiled. Paris green market is firm and excited. Further shipments have been made to the United States, and stocks here are getting low. Prices, however, are as before. We quote: English, 112 lb. drums, 15 to 15½c. and 56 lb. drums at 15½ to 16c. There is a firmer feeling in castor oil, in sympathy with the East Indian market, but quotations are unchanged at 6⅝ to 6¾c. in case lots and 7c. in single tins. Refined seal oil is unchanged at 58 to 59c. per gallon in barrels.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are quiet at unchanged prices. We quote prices paid by dealers 3c. for No. 1's, 2c. for No. 2's, 1c. for No. 3's.

SKINS—Are moving a little, and an advance of 5c. is reported in prices. We quote: Lambskins, 25c.; pelts, 20c.; calfskins, 4 to 6c. per lb. for No. 1's and 2's.

TALLOW—Rules quiet. No change is reported in prices. We quote: Rendered, 5 to 5¼c.; rough, 2c.

WOOL—A fair street trade is reported. No large shipments have been made since our last report; prices unchanged. We quote: Mercantile combing, 16 to 16½c.; clothing, 19c.; unwashed, 9 to 10c.

PETROLEUM.

Nothing new to report in oils. Trade is quiet and few shipments are reported. Prices are unchanged. We quote: 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; Canadian water white, 16 to 17c.; American water white, 18 to 19c.; photogene 20c.

MARKET NOTES.

Wood screws are lower.

The Metallic Roofing Co. have just received fifty carloads of steel slates.

J. & J. Taylor have just made two shipments of their safes to Hong Kong.

Stewart & Wood are in receipt of a large shipment of James' English white lead.

St. Maurice Tool and Axe Works, Three Rivers, Que., is applying for incorporation.

The Toronto Silver Plate Co. report a decided improvement in business. A good fall trade is anticipated.

The Gurney Foundry Co. have succeeded in securing a sufficient supply of coal to enable them to resume operations in the shops.

The handsome trophy designed and manufactured by the Toronto Silver Plate Co. for the American Dunlop Tire Co. is now on exhibition in James E. Ellis & Co.'s window.

The Kemp Manufacturing Co. are booking several orders for fall shipments. The principal sales consist of stove pipes, elbows,

RAZORS See our fully warranted German Hollow Ground Razors. Fresh stock just received. Good assortment, low price, splendid value.

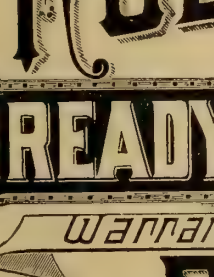
A. C. LESLIE & CO. Montreal and Toronto.

Our Specialty **PURE TURPENTINE** Our Customers Need fear no Adulteration

Every barrel guaranteed! We are headquarters for the Pure Article. Remember these facts when placing your orders.

FRANCIS, FROST & CO., 33 Front St. W., TORONTO

ROBERTSON'S



READY MIXED

Warranted *Absolutely Pure*

PAINTS

BEST ON THE MARKET.

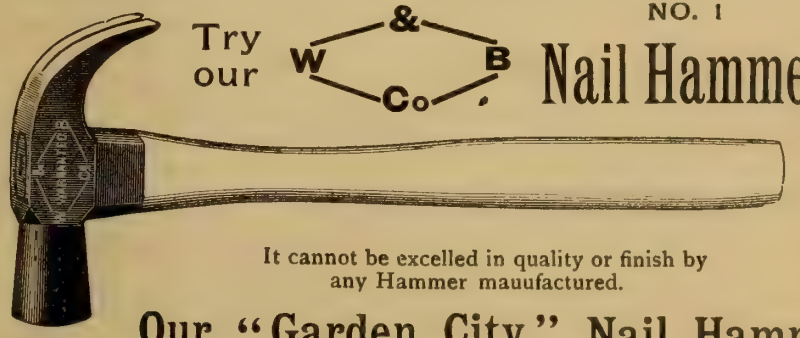
Manufactured by Write for sample cards and prices.

The James Robertson Co. Ltd., Toronto

THE WHITMAN & BARNES MFG. CO.

Canadian Branch: St. Catharines, Ont.

Try our W & B Co NO. 1 **Nail Hammer**



It cannot be excelled in quality or finish by any Hammer manufactured.

Our "Garden City" Nail Hammer

GET OUR PRICES AND TRY OUR GOODS

Is the best and cheapest "Solid Cast Steel" Hammer on the market.

We aim to keep in stock a full line of Hammers, Sledges, etc., and will make prompt shipments. . . . . .

MARKETS—Continued

etc. The new stove board which they have recently placed on the market will no doubt attract considerable attention, as it is artistically designed and of the latest pattern.

M. & L Samuel, Benjamin & Co., report a big demand for annealed preserving kettles.

The Metallic Roofing Co. have received a large contract for Haye's Patent Steel Lathing with parties in Kamloops, B.C.

The Canada Screw Co. are making square cornered cornice hooks. This is a new industry in Canada, this article having hitherto been supplied from England.

The McClary Mfg. Co. have already booked several fall orders, comprising a number of car lots for Eastern Ontario. They report trade opening up much better for July than was anticipated.

J. H. Farr & Co. are doing a good business in pitch for roofing, paving, etc. The demand for this article has been so brisk that it has compelled them to run night and day in order to keep up with the orders.

The Toronto Fence and Ornamental Iron Company have recently placed on the market a new style of lawn chair. It is made of iron, with a detachable seat, and will be useful as well as ornamental. They have already placed some on Mr. Kennedy's lawn at Parkdale.

The Toronto Silver Plate Co., on completing the trophy for the American Dunlop Tire Co., found it to be much larger than they expected when giving a brief sketch of its design in a recent issue of HARDWARE. They find that the actual measurement of the trophy is 7 feet 1 inch instead of 6 feet 7 inches.

The Kemp Mfg. Co. have issued a handsome catalogue illustrating their fall specialties for 1894. On the front cover is a design of their new "Maple Leaf" stove board, which, although a facsimile of the board itself, does not come out as clear, showing the different colors to as good advantage as the design of the board really is. Other designs, such as coal hods, coal shovels, stovepipes, lanterns, etc., are well illustrated.

UNITED STATES MARKETS.

NEW YORK, July 6, 1894.

PIG TIN—Prices underwent very little change on Tuesday, and the market again presented a more or less soft appearance that the nicest manipulation could not disguise completely. The fact that no less than 19,400 tons are figured out as being in sight has weight, as also the fact that the visible supply is much above the average. At the beginning of the year the visible supply was reckoned as being 16,390 tons. The apparent increase since, while heavy, is not distinctly unusual. In any event, there was a similar accumulation during the corresponding period last year. It is suggestive, however, that there are 2 000 tons more in sight than was figured out last year. As for business, there is little to say except that it is extremely commonplace and moderate to the extreme. Prices stand at about 19.30c. net cash for 5-ton or larger lots of Straits, delivery during the next thirty days.

COPPER—The market remains very quiet and is wholly bare of new feature, prices being about the same as for several days, yet rather uncertain, while business is very tame. The range is 9.10 to 9.15c. for Lake Superior ingot, 8¾ to 8⅞c. for electrolytic, and 8.60 to 8.75c. for common casting stock.

PIG LEAD—The situation is without radical change. Business was smaller and the demand hardly as lively as it was a few days ago, while the offering was extremely light for shipments prior to August. Prompt deliveries were quoted at 3.40 to 3 45c. On futures the figures were not above 3.35c. St. Louis wire to the Metal Exchange was 3.10c. The London cable was £9 3s. 9d. for soft Spanish.

SPELTER—A dull sort of market was experienced, and the general situation is practically the same as it has been the past ten days. That is to say, prices are held quite firmly on the basis of 3.50c. here for ordinary Western brands, despite slow business and very ordinary demand. St. Louis wire to the Metal Exchange was 3.20c. London cable quoted £15 16s 3d. for good merchant brands.

ANTIMONY—Dealings are of strictly routine character and barely up to the average for the season. Prices barely steady at 8⅝ to 8¾c. for Hallett's and 10 to 10⅛c. for Cookson's on the spot.

TIN PLATE—No improvement in the demand is visible. Buyers are very slow to take hold of either spot goods or forward shipments. Stocks here are not heavy, and the assortment is rather broken up, but accumulation takes place in Europe that operates against improvement in prices there, and the market therefore has rather uncertain tone, with some suggestion of weakness.

IRON AND STEEL—Business in all lines is momentarily very quiet. Besides the indifference of buyers, usual at this season of the year, there is the drawback of railroad strikes that operate unfavorably in more ways than one. Prices remain almost stationary.

WIRE ROPES.

AT a recent meeting of the Yorkshire College Engineering Society, in England, Herbert Cheesman of the Hartlepool Ropery Co., Hartlepool, England, read a paper on "Wire Ropes," of which the following is an abstract as it appeared in the columns of a contemporary: After describing the general construction of wire ropes, the lecturer urged the necessity of using wire having the same modulus of elasticity throughout one rope. The object of all rope manufacturers is to obtain an ultimate strength for the whole rope equal to the sum of the strength of the separate wires, and the only way of attaining this result is to use material of precisely similiar elastic properties. Another very important point brought forward was the initial torsion given to each wire in the formation of the strands by the "sun and planet" mechanism. This system of preparing the strands is very generally supposed to prevent any twist being given to the separate wires, but it was clearly demonstrated that a slight axial rotation of each wire is necessary to entirely prevent any torsional stress being put upon them. Mr. Cheesman has now brought out a machine which enables the operators to adjust this axial movement to the requirements of the lay of the strand. In speaking of the rotation of wire ropes, Mr. Cheesman pointed out that all long ropes not of a perfectly cylindrical form must necessarily rotate, though they may be fixed at both ends, for they always tend to follow the path of the greatest bearance, which is down the spiral of the rope. This tendency increases with the weight lifted, and he had observed that by raising a kibble empty it made five revolutions, while with the weight of two men it made 11, and when filled with earth 19. The rotation of the rope is advantageous in equalizing the wear. Illustrating the advantages of internal lubrication, Mr. Cheesman quoted the experiments of A. S. Biggart. An unlubricated rope stood 16,000 bends before fracture commenced, while the same rope when lubricated stood 38,000 bends over the same pulley. Another similar test showed that the life of the rope was just doubled by internal lubrication.

HOW TO SMILE.

Meet your customers with a smile on your face, and if it is not a self-evidently manufactured one, it will bring you good returns before night, remarks a contemporary. Most certainly, if it is one simply gotten up for business purposes and does not come from an inherent or cultivated kindness of heart, your customer will detect the fraud and think less of you for covering your face with the symbol of kindness, which is after all only the formation of the dollar mark upon your lips. No, we don't mean that kind of a smile, but one that comes out and is the product of a thankful heart and manifests itself in the beaming eye and sympathetic tone. This kind of a smile—the true and not the counterfeit—will bring you friends, and friends mean customers, customers mean a good profitable return for your labors, and all the blessings which, honestly earned, money can bring with it.

ALUMINUM AND ITS USES.

A GOOD many of my correspondents, says Philemon in Hardware Reporter, especially those in the tin and roofing shops, have been asking questions in regard to aluminum, and, at the same time, prophesying great things about it. In a recent trip, I found a number of persons who were enthusiastic over the new metal. Many of these men seem to think that in aluminum we have a metal which can have the strength of steel, the color of silver and all the good mechanical properties. People read with wonder of aluminum boats, cars, bicycles, and, in fact, almost every other article or structure which men build. They dream of wonderful things when this light metal shall be universally used. Unfortunately, their dreams are not going to realize any more than other dreams do, and it will not be because of high prices that they fail.

The cost of aluminum for the last year or two has not varied, bulk for bulk, very much from that of copper. It is true its price is about four times as great, but as it only weighs one-quarter as much, it is as broad as it is long, as the price is equal. There are several great troubles to be met with in handling this metal. First, it is stretchy. In other words, it is one of the waxy metals that belong to the copper class. Such metals commence to stretch when strain is put upon them and they keep on stretching until they break. Aluminum is a soft metal, consequently, for horseshoes and for similar uses where much wear is to be encountered, aluminum is too soft to be durable. Of course, for trotting horses, where it is as advisable to have as little weight as possible in the shoe, it may be desirable, and it is quite possible to use aluminum shoes, but it is not possible to use the metal generally for such purposes.

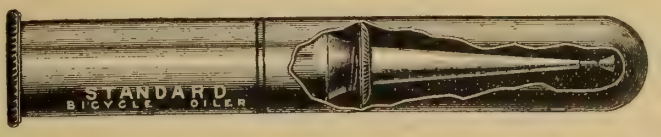
VALUE OF ACCURACY.

The president of a New England College, according to an exchange, in a recent address emphasized the moral value of accuracy. "There is a conscience of the mind," said he, "without the use of which no one can ever expect to become right-minded." But more than that he urged that accuracy is a joy. "Good study," he said, "is not a pastime—no one would claim that; but it may be made a very interesting business. Attention, if it is not strained, may become a source of pride and delight. I have no doubt that if we would cultivate the habit of accuracy, we might derive quite as much pleasure from it as from the Yankee substitute of guessing at things. Not only does devotion to accuracy bring its moral gains and its pleasures, though no more valuable. Whatever shallow cynics may say, in the long run it is the accurate newspaper that wins circulation, the accurate clerk that keeps his place, the accurate writer whose words are read and heeded. The engineer true to the second, the elevator boy careful about the niceties of stopping and starting and shutting doors, the office boy who observes where the waste-paper basket is used and puts it there—these rise, and others do not."

BICYCLE SUNDRIES.

HARDWARE last week published illustrations of some of the lines of bicycle sundries carried by Rice Lewis & Son, Ltd. This week we supplement the list.

Cut No. 1 shows the "Standard" bicycle oiler. This oiler is handsomely nickel-plated, and is especially designed for use on bicycles. By pressing the protruding wire plunger against the object to be oiled one drop of oil, and one only, is released, thus preventing waste. The nickel covering for the spout is an additional safe-guard for the pocket. Rice, Lewis & Son are putting the "Standard" on the market in two sizes, the smaller size being convenient for carrying in the vest pocket. The firm is also showing a line of whistles and calls. No. 2 is the "Universal," and it is made in three sizes. No. 3 is the "Echo," and is put on the market in one size only. The "Echo" is said to be the loudest and neatest whistle made, and can be conveniently carried in the vest pocket.



No. 1.



No. 2.



No. 3.

WHAT CHEAPNESS SHOULD DO.

The suggestion is made from a practical source that the cheapness and very great abundance of wrought scrap should stimulate the growth of the manufacture of open hearth basic steel. Manufacturing consumers have been so widely educated to the use of steel that it can now be safely claimed that steel has the preference among all classes of consumers. This is shown by the persistent demand for steel, notwithstanding the higher cost of billets has latterly made steel in some forms considerably dearer than iron. Until wrought scrap advances materially in price, the production of open hearth basic steel could be conducted on a very cheap basis, while the high quality of the product would probably enable it to command a slight if not a good premium over competing products by other processes. An open hearth basic steel plant would seem to be very suitable for moderate sized rolling mills whose owners prefer to control their own supply of raw material instead of purchasing billets. The development of this branch of the steel industry would solve the problem, now growing serious, of what is to be done with the steadily growing stocks of wrought scrap.—Iron Age.

KEEP KICKING.

Once upon a time, says a contemporary, two frogs who had been living in comfort and ease in a cool pool of clear water were accidently scooped up by a pious milkman in a bucket of water which he poured into his can in order to give his milk more body, and thereby increase his revenue. The frogs were astonished to find themselves in an unknown element in which it was not possible to support life, and they had to kick vigorously in order to keep their heads above the milk. One of them, disheartened by being shut up in the dark in an element new to him, said: "Let's give it up and go to the bottom; it's no use kicking any longer." The other said: "Oh, no; let's keep kicking as long as we can, and see what the outcome will be. Maybe things will change presently." So one frog gave up and went to the bottom. The other kept kicking, and when the pious milkman got to town and opened his can, behold! the frog had kicked out a lump of butter large enough to float him, and he was sitting on it very comfortably.

Moral—In hard times never give up, but keep kicking.

MONEY-WASTING ADVERTISING.

BY NATHANIEL C. FOWLER, JR.

THE man who says that all advertising pays is a liar. Half the advertising mediums are worth half charged for them. Half the methods of publicity are worth little more than nothing.

The circulation of the average advertising solicitor is twice as large as the circulation of his medium.

Half the advertising is placed because the man who asked for it knows his business.

Half the printed matter suits the compositor better than the man who sends it out.

Half the printed matter is ten times too long.

Half the advertisements attract nobody.

Half the descriptive catalogues are understood principally by their publishers.

Advertising will pay if not too much and not too little money is expended for it.

Economy is to be practiced in advertising.

Economy is to be practiced in everything.

Too much economy in advertising is just as unprofitable as too little of it.

The newspaper or regularly issued periodical is the fundamental back, sides, and bottom of all successful advertising, and all else, to be profitable, must be used in conjunction with it.

The circular has its place; so has the flyer, the hand-bill, the sign on the fence, the painting on the rock, the novelty, and everything else which tends to bring people to the store or to keep regular customers.

In every town of any size there are one or two directories.

The majority of directories are issued by concerns who grind them out by the yard and paste on new covers, getting their names from the other directories.

The directory publisher depends upon the advertisements and not upon the sale of the directory for profit, because it has no sale.

The majority of local dealers advertise in every directory.

It may pay to advertise in the regular standard directory of the town, but it never pays to advertise in directories not thoroughly standard.

If the advertiser thinks his advertisement in the back pages of the directory, surrounded by 100 or 1,000 more advertisements, is of any particular use to him, let him put a $5 bill among these advertising pages, place the directory in the most conspicuous place in his store, and he will find that his money is about as safe in that directory as it would be in his safe.

The charitable programme, and programmes issued by other local entertainment committees, come under the classification of legitimate blackmail; that is, they are honestly issued, their publishers are leading men and women, and it generally does not pay the advertiser to refuse to place a small announcement in them, because by not doing so he is liable to get the ill-will of regular or prospective customers. He must take this advertising space, although it is practically worthless in itself, and charge it either to charity or to profit and loss.

The advertiser issues a pamphlet, describing his goods.

He spoils it because he plasters his name all over it.

He gives information of interest to himself and not of interest to the public.

He is too technical.

He does not present his goods so that the public can understand what he intends to tell them.

He makes a directory of his catalogue when he should make of it an interesting book of reading.

More good money has been lost in catalogue and descriptive pamphlet advertising than in almost any other method of publicity.

The catalogue is indispensable, but its value is practically annihilated by overwriting it and presenting it to the public, typographically and otherwise, in a way which makes the public immediately throw it into the waste-basket without even a glance of recognition.

The flyer is illegitimate in that it is a cheap way of advertising—cheap in cost, and cheap in every way.

The flyer can be made to be of benefit if it contains the briefest matter, and only makes one point at a time.

The flyer should never be used to dispose of regular stock, but it can be used for the announcement of bargains, shop-worn articles, or anything else out of the usual line.

The newspaper announcement of bargains is worth much more than the flyer, but both can be used to advantage.

Never let a boy distribute flyers, unless the boy is guaranteed by some surety company.

If he is like the average boy, or like you as you were when a boy, he will leave from one to one hundred at each house, and give to each passer-by as many as he will take.

The circular left at the door seldom gets beyond the front steps, because the wind blows it away.

If the bell is rung, the servant girl takes the flyer into the kitchen, and there it remains.

About one out of a hundred circulars left at houses is seen by the inmates.

About one out of every twenty five handed to passers-by is read by the receiver.

A circular to be delivered at the houses, to be of any value, must be handsomely printed, and sent in a sealed envelope, properly addressed.

The circular given out upon the street must contain little matter and be in large type, that when the pedestrian drops it, and it happens to fall face up upon the sidewalk, it may then do a little good as a transient advertisement.

Signs on fences have been proven to be profitable.

Do not have the signs so near the street that the occupants of carriages cannot easily read them.

A large sign at a distance is much better than a small one near to.

Do not use the expression: "Go to Smith's," or "Smith's is the cheapest."

Paint lines of life.

Say something broad and out of the conventional ruts.

"Go to Smith's" means nothing.

"Smith's is the cheapest" is a hackneyed expression passed by everybody.

Of course the sign cannot be changed often, and therefore it must be of permanent character, but that does not interfere with its being bright.

If you know how to be funny, be funny in your signs.

Dry prose is bad enough, but cheap wit is an abomination.

The mile-board idea is not bad, although conventional.

If you put up mile-boards be sure that your distances are correct. It doesn't make a prospective customer feel very well to read while on the way that it is five miles to Jones', and then, after traveling a mile further, discover that he is five miles and a half away.

Be sure that your signs along the railroad are a considerable distance from the track, because passengers on a moving train cannot read letters close by the road-bed.

Advertisements on hotel blotters and depot clocks are worth comparatively little, because users of hotel blotters are transients, and people don't stay long in a depot if they can help it, and those who do are not generally townspeople.

Stereopticon advertising sometimes is valuable, but is not generally worth as much as is charged for it. It is of too transient a character.

The advertisement in the regular newspaper generally pays.

The advertisement in anything else may or may not pay.

From one-half to three quarters of the advertising appropriation should go into the regular newspapers, the balance into catalogues and other printed matter.

ADAM HOPE & CO.,

HAMILTON

Offer for Sale

"Pioneer" and "Sloss" PIG IRON

These are fine foundry irons, being strong and large scrap carriers.

Also all the well-known—

Scotch Brands,
Broken Car Wheels,
and Railway Cast Scrap.

MECHANICS FOR MERCHANTS.

IN the ordinary acceptation of the term the "commercial" or business college means a bookkeeping college, and in a large part of the institutions having this name throughout the country the sole aim is to impart a knowledge of bookkeeping in all its applications and to give to the young man such instruction in the bookkeeping branches as will enable him to successfully enter upon a business career. The idea of adding anything to the courses as laid down in the better schools of this class seems to be an unheard-of proposition. Additions have been few and far between in the last thirty years. They have mainly consisted of new systems applicable to new branches of business.

In answer to the question what could be with the greatest advantage added to the course of such a college to better fit the young man for success in a business career, we answer unhesitatingly a course in elementary mechanics. To most business educators this will seem an irrational idea, and probably a very large proportion of the young men who are studying bookkeeping would think that mechanics was the last thing in the world which they needed to help them in a business way. Let us see. The greatest number of mistakes made by business men seem to be in mechanical lines. They conduct a store and a counting house very fairly, and when they undertake the factory they are very likely to produce blunders which are phenomenal. Even in the handling of goods in stores there is a universal want of mechanical knowledge manifested by the heads of departments which shows that more blunders, as we have said, are made in this department than in almost any other. The worst errors made by the business men are in the mechanical line, and of these we only have to mention the Keely motor as an example. Here was stock in an entirely impracticable affair with a nominal value of $50, which was sold for over $2,500. A little mechanical knowledge would have kept the legitimate business element out of such a scheme, but in these days of mechanical achievements, mechanical credulity has been cultivated to such an extent that one only has to put a thing plausibly to find the ordinary business man a ready dupe. Inventions to supersede the crank, to propel ships by jets of water, to utilize a thousand and one "forces of nature" which do not exist, find ready and constant votaries in the business circles of our country, while schemes of the greatest usefulness languish and die and opportunities for immense fortunes are lost, simply because men with money, and business tact and brains, have not sufficient mechanical comprehension of the importance of mechanics to undertake them, or when undertaken do not have the technical knowledge to foresee and overcome trivial difficulties, meeting which they are discouraged and abandon the undertaking in disgust, still ready, however, to invest in the first bogus enterprise that appears.

The student will ask what use will mechanics be to him. Is it merely for the purpose, as it were, of keeping him out of mischief? By no means. There is another side to this question. The greatest fields for business success are to be found in the mechanical lines. The fortunes of the present day, as well as of the future, are to be found in the development of the resources of nature, and not in pure and simple commercial lines. The man of business who combines with his business ability a very small amount of mechanical knowledge is almost as certain to die rich as he is to live and do business. It is only necessary to name in this connection one or two of the men who are wealthy in this world, and become so by their own exertions. Henry Bessemer, Andrew Carnegie, Sir William Armstrong, Herr Krupp, and others are looked upon as great inventors. Practically they had to commence with a very small but practical knowledge of mechanics, and this they put to use to the very best possible advantage. They were able also to understand the inventions of others, and to take them to the right market. Sir Joseph Whitworth might be cited in the same way. The business men who are rich because of a moderate mechanical knowledge are to be numbered by the tens of thousands.

Two great lines—the mechanical and electrical—are open at the present time. In general it is supposed that these can only be entered by inventors. This is a mistake; inventions can be had for a song. The developing of them calls for men of business talent who have some knowledge of fundamental principles. In the immediate future in the electric line, for example, dynamos and motors must be manufactured in untold numbers. Now they are largely built, and between manufacturing and building there is a wide difference in profit.

Lastly, the question comes up, what would we do for a boy or young man to whom we propose to add mechanics as a branch of his education? First, we would teach him the principles, the reasons and the facts of mechanics in a general way. We would give him the foundation of the science of physics, with sufficient practical experimentation to enable him to really comprehend it. We would also give him an idea of the immutable laws of the universe and then some idea of their scope and application. We would put them before him in such a way that he would not fall a prey to the first inviting fraud who devised a new jargon and juggled with experimental mechanics.—William Eugene, in Business.

The Canada Shipping Co. will apply for legislation to reduce present capital stock and to issue preference shares.

SITUATIONS VACANT.

HARDWARE CLERKS—INCREASE YOUR INCOME by showing The Hardware Dealer's Magazine to your local hardware merchants and manufacturers. Subscription $1.00 a year. Liberal commission. For sample copy, terms, etc., address D. T. MALLETT, Publisher, 78 Reade st., N.Y.

Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

Roofing and Building Paper
Tarred Felt,
Dry and Tarred Sheeting
Building Paper,
2 and 3 Ply Ready Roofing,
Pitch, etc.,
In stock here for the convenience of the Trade.
Alex. McArthur & Co., Montreal

H. D. SIMMONS & CO., Western Representatives
85 York Street, TORONTO.
TELEPHONE 2164.

OUR SALES OF
"BURHAM" Portland Cement
For the past 8 months have been
25,499 CASKS.
"BURHAM" Brand outranks all other
Try it and be convinced. . . . .

Sole Consignees for Canada,
McRAE & CO., OTTAWA

MUNN'S LIQUID GLUE
IS THE BEST.

THE ART METROPOLE, Agents.
131 Yonge Street, TORONTO.

1879—ESTABLISHED—1879
Essex Handle and Wood-Turning Works

Next in importance to the Axe, comes the Handle.
Our shaved pattern is pronounced by choppers to be just right. If you do not sell them it's time you did, because they are what the people want who use axes. If you do not get them from your wholesale house send direct to
GARDNER BROS. & CO.,
Manufacturers all kinds of Handles and Wood Turning
ESSEX, ONT.

TRAIN THE MEMORY.

A MEMORANDUM is a good thing for many purposes, but we should learn not to depend upon it for things which we ought to "have at our fingers' end," for knowledge that ought to be part of our very selves, says a contemporary. The Earl of Chatham, in those famous letters to his nephew, advises him not to depend much on his memorandum book. "Your memory," he says, is a good friend, who if you do not trust him will soon cease to serve you."

A junior partner in a house was one day seated before a table with samples, a microscope and a new memorandum book, determined to learn and note down everything that was to be learned about cloth. The old partner came along and advised him to put up his glass as he might possibly need it some day, though not likely; then burn the memorandum and go among the goods; look at them, feel of them, learn to know them thoroughly, ask questions, remember what he heard, and before he knew it he would be able to tell the value of a piece of goods in the dark. "You can't learn this business by rule, young man," he said, "you've got to absorb it."

You know that with dexterity a trained hand can turn off its accustomed work. Just so a trained memory can imbibe ideas, can ticket and lay them away on the shelf in excellent order, ready to be brought out whenever called for. As one has said, "People talk about being blessed with a good memory, but anyone of ordinary mental capacity may bless himself with that useful article if he will but try."

A frequent review of knowledge is quite a help to retain it, especially in the start. Rapidly run over at night the points you have gained through the day. Study over those you have noted down, and transfer them to the mental ledger, so you may never have to recur to the same on the place-book again.

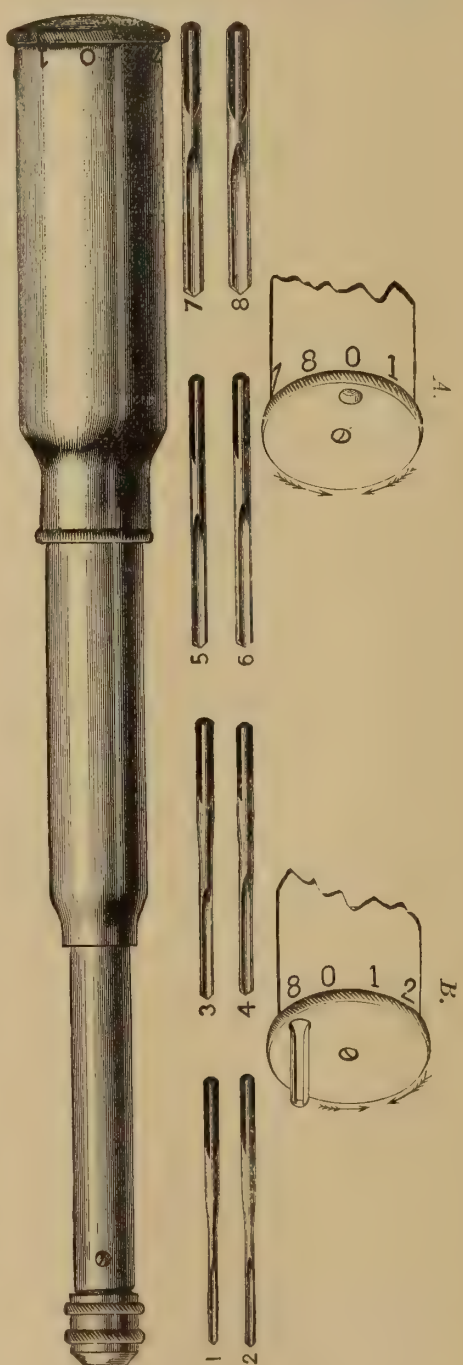
A "sponge" is not thought to represent just the kind of character to be cultivated, but if we would all learn to absorb knowledge sponge fashion, we should be great gainers. Be just as much of the sponge as you can in taking up information about your business, from every available source.

CANADA'S GREAT FAIR FOR 1894.

The Toronto Industrial Exhibition has now become one of the great events of the year in Canadian history, and is looked forward to by the people in all parts of the Dominion. We have received a copy of the prize list for this year's fair, which is to be held from the 3rd to the 15th September next. The amount of prizes offered is as large as ever, and there is every prospect of this year's show excelling all others, as there is no other great fair to conflict with it, and the directors have voted a large amount for novelties and special features which are bound to attract the people. The grounds are also being vastly improved this year. Any one desiring a copy of the prize list can obtain one by dropping a post card to Mr. H. J. Hill, manager, Toronto.

A HANDY DRILL.

THE Automatic Drill, an illustration of which is herewith given, is being put on the market by H. S. Howland, Sons & Co. The drill points are all contained in the handle, each in a separate compartment, and the exact location of each size is seen at a glance, as the numbers designating each are upon the outside. When closed the cap stands at blank O. as shown in sketch A. When the operator wishes to use a certain drill point, it can be turned to the right or left until the hole is opposite the desired number when the point can be readily removed as shown in sketch B.



THE TRAVELER CONVINCED HER.

THE other day an omnibus, full of passengers, drove up to its suburban terminus, says a contemporary. Side by side sat a commercial traveler and a lady temperance lecturer. The commercial traveler seized his bag and made a move to get out. The lady made a snatch after him and he halted.

"I beg your pardon," she said, "but you have my bag."

"You are certainly mistaken, madam," the traveler said, courteously but firmly, 'This bag is mine."

"No, sir," the lady replied firmly, "it is mine. I should know it among a thousand. You must not take it."

But the traveler persisted and the lady insisted, and they came very near quarreling.

Presently one of the passengers pointed to a twin bag in the omnibus, and said:

"Whose is that?"

"It isn't mine," said the traveler. "It is just like mine, but this is mine."

"And it isn't mine," said the lady. "He has mine, and I want it, and I'll have it. It's a pity if a lady can't travel alone in this country without being robbed of her property in broad daylight."

Finally the traveler said he would open the bag to prove his property.

The lady objected at first, saying she did not want her bag opened in the presence of a crowd of strangers.

But as there were no other means of settling the dispute, she at length consented.

The traveler took out a key, opened the bag, and the curious crowd bent forward to see.

On the top of everything lay a big, flat flask, half full of whisky, a pack of cards, meerchaum pipe, a quarter of a pound of tobacco, and a snuff box.

The traveler was the first to recover his self-possession and speech.

"Madam," said he, "You are right. The bag is yours. I owe you a thousand apolo—"

But the lady had fainted and the traveler relocked his bag with a quiet smile.

Early in the afternoon a sign painter received a note in a feminine hand, asking him to come to a certain house to mark a black bag in white letters a foot and a half long.

E. B. Eddy, the well known manufacturer and head of the E. B. Eddy Manufacturing Company, of Hull, Quebec, was married at Halifax, on Wednesday, the 27th ult., by Rev. William Fraser, to Miss Jennie Shireff, daughter of John Shireff, high sheriff of Northumberland Co., N. B.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THOMAS DAYNS, general merchant, Charing Cross, Ont., has obtained an extension.

C. S. Wright & Co., carriage manufacturers, are in difficulties.

H. Robichaud, general merchant, Buctouche, N. B., has assigned.

Thomas & Mowatt, general merchants, Elkhorn, Man., have assigned.

Edward Ellis, Jr., general merchant and pedlar, Glen Smail, has assigned.

King, Leakey & Co., general merchants, Calgary, are asking an extension.

Hayden Bros., plumbers, have placed their estate in the hands of H. S. Harwood.

Langlois & Lalonde, plumbers, Montreal, have compromised at 20c. on the dollar.

John Lounsbury, general merchant, Upper Haynesville, N. B., has compromised at 50c. on the dollar.

W. J. Guy & Co., plumbers, Queen street west, Toronto, have assigned to Henry Barber & Co. Liabilities and assets small.

M. Dwan, coal and wood, Queen street east, Toronto, has assigned to E. R. C. Clarkson. He owes about $10,000, with assets nominally the same.

H. P. Labelle, furniture dealer, Montreal, has assigned, on demand of Rolland Freres, with liabilities of about $100,000. The principal creditors are Hochelaga Bank, $30,000; Banque du Peuple, $12,000; Estate Evans, $14,000; Mlle. Orkney, $7,000; H. Picard, $3,000; Jas. Moore, $1,678.

PARTNERSHIPS FORMED AND DISSOLVED.

H. Hubbard and Arthur L. England have registered a partnership in Cowansville, Que., to carry on business as tinsmiths under the style of Hubbard & England.

CHANGES.

James Crerar, hotel, Yorktown, Man., has sold out to C. Abbot.

The Hudson Bay Co.'s general store at Russell, Man., has been sold to W. McKenzie.

SALES MADE AND PENDING.

The stock of W. A. Freeman, coal, wood, mantels, grates, etc., Hamilton, is to be sold by auction on the 10th inst.

FIRES.

R. J. McNally, furniture, Blackstock, has been burned out.

Edwin Shuttleworth, sash and door factory, Weston, has been burned out.

The stock of the Dominion Safety Lamp and Brass Works Co., Montreal, has been damaged by fire and water.

Paquet & Godbout, sash and door manufacturers, Montreal, have had their stock damaged by fire and water. Loss, $3,000; no insurance.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

OUR **Thorold Cement**—For all kinds of mason work.

Sometimes called **WATER LIME**—For work in moist or wet places.

Is the best and cheapest.

Hardware Merchants—In want of a good cement always fresh and reliable, should write us

Should keep it in stock.

Estate of John Battle, Thorold, Ont.

Make New Customers and please . . your old ones

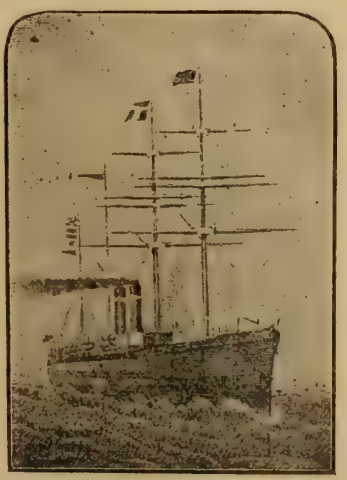
BY HANDLING

Work easier, cut better and wear twice as long as any others. . . .

"Clauss Scissors"

CLAUSS SHEAR CO.,

TORONTO.



ALLAN LINE

ROYAL MAIL STEAMSHIPS

Liverpool, Londonderry, and Montreal Mail Service

STEAMSHIPS.	From Montreal.	From Quebec.
SARDINIAN	July 14	July 15
NUMIDIAN	" 21	" 22
PARISIAN	" 28	" 29
MONGOLIAN	Aug. 4	Aug. 5
*LAURENTIAN	" 11	Not calling
SARDINIAN	" 18	Aug. 19
NUMIDIAN	" 25	Not calling
PARISIAN	Sept. 1	Sept. 2

And weekly thereafter.

The Steamers of this service carry all classes of passengers. The Saloons and Staterooms are in the central part where least motion is felt. Electricity is used for lighting the ships throughout, the lights being at the command of the passengers at any hour of the night. Music rooms and Smoking room on the promenade deck. The Saloons and Staterooms are heated by steam. Steamers are despatched from Montreal at daylight on the day of sailing, and sail from Quebec at 9 a.m. on Sundays. Steamers with a * will not stop at Quebec, Rimouski, or Londonderry. **RATES OF PASSAGE:**—Cabin, $50 and upwards, according to location of Stateroom and number of persons occupying same; all having equal privileges elsewhere. Second Cabin, $30 single, $60 return. Steerage to Liverpool, London, Glasgow, Belfast, or Londonderry, $20. Steerage passengers are provided with bedding and every requisite for the voyage without extra charge.

H. & A. ALLAN, Gen. Agents, Montreal, or H. C. BOURLIER, 1 King St., Toronto

DOWSWELL BROS.

HAMILTON, ONTARIO

MANUFACTURERS OF

Clothes Wringers, Mangles, Churns, Washing Machines, and Household Specialties

Prices are low but you will find our goods first-class. Send for Catalogue. . . . .

EASTERN AGENTS

W. L. HALDIMAND & SON, - Montreal

RAMSAY'S PURE WHITE LEAD

PARMENTER & BULLOCH

Manufacturers of

Rivets, Burrs, Wire Nails Of every Description

Carpenters' Braces, and other Hardware lines.

SPECIALTIES:

Tubular, and Bifurcated or Slotted Rivets, Lacing Studs, Rubber Arctic and Leather Shoe Buckles, and Shoe Braces. Write for Illustrated Catalogue and Price List.

Head Office and Works: GANANOQUE, ONT.

BRANCH WAREHOUSE:

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FLIES

Robert Ralston & Co.

Are sole agents for Canada for Hamilton, Ont.

THE MEXICAN FLY EXTERMINATOR

Manufactured by G. A. HOSMER & CO., Buffalo, N. Y.

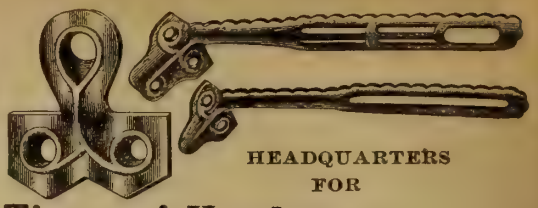
Flies will not bite nor light where this is used.

Price, $21 per gross or $2 per doz.

THE PROGRESS OF PITCH.

COAL tar pitch is among the rescued wastes of modern times, explains an exchange. As a commercial article it cut little or no figure less than fifty years ago. Gas companies, supposedly alert to the values of by-products, permitted millions of gallons of tar to be comparatively wasted, which if made into pitch would have been a source of revenue. Its uses to-day are of a wide and diversified character. For roofing purposes it has its special values and figures largely in most of the prepared roofing on the market. In some forms of street paving it has an equally distinctive place, and where judiciously used renders pavements impervious to water and consequently free from its corrosive and damaging effects. In the manufacture of carbons for electric lighting it is used extensively. In underground pipes for gas or water a coating of this material is used for protective purposes. It is used in ship and boat building as a preservative of timber and in wooden pipes for the same purpose. In chemical works it is used for the conveyance of cold acids and for the coating of acid vessels or holders. In England and in this country it has found a new and important use in the manufacture of patent fuel. Coal dust and screenings of both hard and soft coal, mixed with a low percentage of pitch and pressed into convenient forms, is becoming a popular article for both domestic and manufacturing uses. There is no doubt but that the demand for this convenient form of fuel will yet create an almost entirely new industry. Our coal waste has been criminally prodigal. We have dumped wealth into ditches, choked creeks and rivers with our pulverized fuel, and covered pastures and suburban lots with mountains of powdered anthracite and bituminous coal. Competition and the narrowing margin of profits have already and will yet continue to enforce economy and the rescue of waste. It is in this field of utilizing our coal screenings and dust that coal tar pitch will add to its use and commercial value. Besides the lines indicated, roofing, paving, electric carbons and patent fuel, there are other avenues of service, all indicating a broadening market for the use of pitch. It is in the utilization of by-products and in the gathering up of our commercial crumbs so that nothing is lost, that the secrets of success in the future will be vitally identified.

Burns, Philp & Co., Ltd., Australian merchants, have opened up a branch of their business in Vancouver, B C., under the management of Frank Dogan, who has been for many years with the firm. The company is strong financially, and have numerous branches in Queensland, New Guinea and Western Australia, and are large buyers of all kinds of merchandise suitable for the Colonies.



HEADQUARTERS FOR

Tinners' Hardware AND Roofers' Supplies

Largest Stock Greatest Variety Prices Lower Than Ever

Write us before buying elsewhere.

BERGER BROS., PHILADELPHIA

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

PIRATES...

Are selling Greens under many similar names tending to deceive the public, but there is only one original and reliable, the old standard in the United States and Canada, and that is . . . .

John Lucas & Co.'s Imperial French Green

BEST



IN THE MARKET.

Pearl Steel Ware
Chocolate Steel Ware
White Steel Ware

Lead for fine quality.

H. BOKER, Manufacturer.

Half Price



The original selling price of "Ideas for Hardware Merchants" was $1.00; the price now is

50 CENTS

And **only** handled by ourselves. We bought out the publishers at a bargain, hence the exceedingly low price.

> "There is a tide in the affairs of men
> Which taken at the flood leads on to fortune;
> Omitted, all the voyage of their life
> Is bound in shallows and in miseries."

This is the opportunity of your life. Will you grasp fortune as she rapidly glides past you and within reach? We have only a limited number of copies and they are rapidly going. Mailed on receipt of price, postage prepaid.

THE J. B. McLEAN PUBLISHING CO.
10 Front Street East, TORONTO, ONT.

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.



For Iron Fencing Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

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CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 50 $5 75
I.X., "	6 75 7 00
I.X.X., "	8 00 8 25
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	4 75 5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 35 3 50
I.C., special sizes	3 60 3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs	6c, 6¼c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6¼ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 85	1 90
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 25	2 30
Hoop " "	2 25	2 30
Swedish " "	4 00	4 25
leigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

½-inch	10½c
-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron,

8 to 20 gauge	2 50
22 to 24 "	2 35
26 "	2 45
28 "	2 65

Canada Plates.

All dull	2 50 2 55
½ polished	2 55 2 60
All Bright	2 85

Iron Pipe.

Wrought 67½ to 70 p.c.
Galvanized, 45 to 50 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4¼, 4½
26 gauge, "	4½, 4¾
28 " "	4¾, 5

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4½
" ⅜ " "	4⅛ 4⅜
" 7-16 " "	3⅞ 4
" ½ " "	3⅝ 3⅞
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10½ 0 11
Lake Superior	0 10½ 0 11

Bolt or Bar.

Cut lengths, round, ¼ to ¾ in	$0 20 $0 22
" round & square 1 to 2 in	0 19 0 21

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts.

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04¼ 0 04½

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2¾ 0 02¾
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 13½ 0 14
Standard	0 12½ 0 13
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10½ 0 11
Other makes "	0 9½ 0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4 50 4 75
No. 1 Do "	4 50
No. 2 Do "	4 25
No. 3 Do "	4 00

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } " "	1 25 1 90
Canadian " }	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0	69
Extra "	0	90
Brown Japan "	0	65
Brown Japan, Turpentine p. gal.	0	85
No. 1 Carriage "	1	30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish	....	1 30
Oil Shellac		1 40
White Shellac	....	2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls)

Selected Packages, per gal	0 43	0 44

Castor Oil.

Best, per lb	0 06⅝	0 06¾

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 10 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each	....	4 50

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's per doz.	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing	per gross	0 65	1 59
Pegging,	"	0 65	1 25
Brad,		0 85	1 60
" handled	"	3 60	7 30
Saddlers'	"	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	4 00	4 25

Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.		
Nickel 50 and 10 to 60 p.c		

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's,	per doz	0 65	0 90
Diamond, Shell "		1 00	1 50
Nail and Spike, per gross		2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking	9 00	
" 2, " "	4 50	

Blind Rollers.

Annex	per doz.	1 25	1 75
Mascot	"	1 35	1 85
Erminie	"	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis. 70 and 10 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 50 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8	"	....	6 00
" No. 9	"	....	7 00
Queen City		7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	500	4	23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 and 5 p.c.
Loose Pins, " 65 & 10 to 70 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	....

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 pc. } to 50 and 5
Plate dis. 50 pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*
American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	....	1 35
" No 2	....	2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	2	00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto FileCo., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40	

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
16 to 25	1 20-25	2 40	1 75	....
26 to 40	1 40	2 70	2 00	....
41 to 50	....	2 90	....	4 50
57 to 60	....	3 20	....	5 00
61 to 70	....	3 50	....	5 50
71 to 80	....	4 10	....	6 25
81 to 85	....	4 50	....	7 00
86 to 90	....	....	....	8 00
91 to 95	....	....	....	9 00
96 to 100	....	....	....	10 00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary.	
1st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	0 50

Picture Glass

Pilkington's ordinary.	
1st break	4 0
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	0 30	.....
Enamelled "	0 55	.....

Grindstone Fixtures.

P. S. & W., per doz	3 88	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe	per doz	00	3 50
Store door	"	1 00	1 80
Chest, per doz pairs		0 40	2 50

Chisel.

Firmer	per gross	3 00	4 50
Socket Firmer	"	3 25	8 00
Socket Framing per gross		3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz		1 00	1 25

Plane.

American, per gross		3 15	3 75

Hammer and Hatchet.

American, per doz		0 50	0 80

Cross Cut Saw.

Canadian per pair		0 18	0 25

Hangers.

Door 4 and 5 inch, per pair		0 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.			

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p.c

Heavy, per lb		03 3-5	0 04½

Screw hook and hinge—

6 to 10 in., per set		0 00	0 03½
12 up	"	0 00	0 02½

	Per doz. set	
Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		

	Per doz. pairs	
Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 40 to 45 per cent.

Planter	doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage,	per doz	0 50	1 10
Clothes Line,	"	0 27	0 65
Harness,	"	0 72	0 88
Hat and Coat, per gross		1 00	3 00
Chandelier	per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.

Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails

Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes.

F.O.B. Toronto & Hamilton $3 80
Snow, " " ... 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 30 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread cake and paring knives $7.20 per doz. nett.

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis 00 to 25 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy.....	1 85	1 90
40dy.....	1 90	1 95
30 dy.....	1 95	2 00
20, 16 & 12 dy....	2 00	2 05
10 dy.....	2 05	2 10
8 & 9 dy.....	2 10	2 15
6 & 7 dy.....	2 25	2 30

2. Amer. Pattern Only

from 4 to 5 dy ..	2 35	2 40
3 dy. (lath).....	2 85	2 90

3. Canada Pattern Only

from 4 to 5 dy ..	2 35	2 40
3 dy. (lath).....	2 75	2 80
3 dy. A.P. Fine	3 45	3 50

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.

German & American 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond 12 00 15 00

Netting.

Poultry, 65 to 65 and 5 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Caribou Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W." 0 25
S. R. Seal.....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Star R & L Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 1½ 2
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3¾ to 4c. ft.

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.

Canadian dis. 30, 35 per c.

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	7	9½
¼, 5-16, ⅜ in.....	7½	9½ 9¾
Cotton, per lb.....	18	20
New Zealand	8½	9
Russia Deep Sea, per lb.	12¾	13½
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.

Sectional, per lb..... 1¾

Saws.

Hand, Disston's, dis 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 to 40 and 5 p.c.

Scale Beams.

Canadian, B S. & M. dis. 40 p. c.

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 70 p. c. off.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis. 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ½ or ⅛ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ....per gross	7 50	12 00
Dessert " .... "	21 00	.....
Table " .... "	30 00	30 00
Dessert Forks... "	24 00	.....
Medium " ... "	27 00	.....
Table " .. "	36 00	.....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3¼
Wrought Iron, dis. 80 to 80 & 5 p. c.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 p.c

Thimbles.

Asbestos, filled, per doz., 35 to 40 p c.

Ties.

Cow, per doz 1 25 2 50

Tinner's Tools.

P.S.&W., net list.
Canadian 15 to 35 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33½ p.c. to 35 p.c.
Game, H & N., P. S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9 00

Twines.

Bag, per lb.....	0 12½	0 20
Wrapp'g, mottl'd, pr. pack	0 50	0 60
" cotton, per lb..	0 18	0 20
Mattress, per lb	0 33	0 45
Staging "	0 27	0 35
Broom "	0 30	0 55
Binding, flax, per lb.....	....	.....
" jute "	....	.....
" Blue ribbon	.....	0 12½
" Red cap	.....	0 11½
" Crown	.....	0 10½
" Silver Composite.....	0 09	

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz.....	4 00	6 00
Bench, parallel, each....	2 00	4 50½
Coach, each	6 00	7 00
Peter Wright's, per lb....	0 12	0 13
Pipe, each.....	5 50	9 00
Saw, per doz.	6 50	13 00

Washer Cutters.

Per doz 4 00 8 50

Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1 000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5¾ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	3½ 3¾
" 4 " 4 & 6 " "	
" Plain twist, all deld	3½ 3¾
" Steel thorn and ribbon.....	4¾ 5
"Lock Barb," 4 point	.. 4½
Ditto Glidden 2 point	.. 4½
Galvanized Barb, "Lyman," 2 to 4 points.....	.. 4½
Steel staples	... 3½

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Genuine, dis. 32½ to 35 p. c dis.
Diamond, dis. 33½, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 00
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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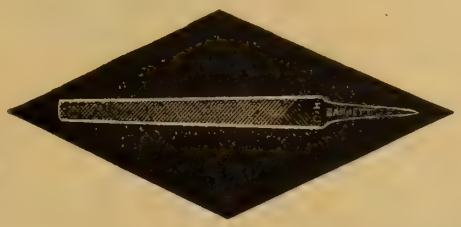
Horseshoe Vises.

Price, No. 1, - $4.00
" No. 2, - 7.50

Will save their cost in a week's sharpening. . . . .

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"**Maltese Cross,**" "**Extra Quality,**" (Black or White), "**Kinkproof,**" (Wire Bound), "**Antimony,**" (Red), "**Lion,**" "**King,**" "**Leader,**" "**Fairy,**" (Cotton).

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Chased, Gold Lined, $10.

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HARDWARE
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EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

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WRENCHES, NIPPERS, OILERS, LOCKS, BALLS, PEDALS,
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TAPS and DIES

FOR **REPAIR WORK**

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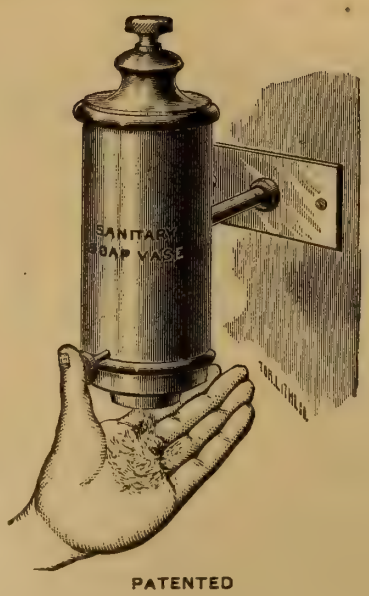
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LIMITED

Cor. King and Victoria Streets TORONTO.

SANITARY

Soap Vase



Press the button

Enough soap discharged for individual use.

Keeps basin clean.

Prevents pipes clogging.

Saves soap.

Saves money.

PATENTED

The Soap used in these Vases is made specially for the purpose, and we guarantee it pure.

Especially desirable in public buildings.

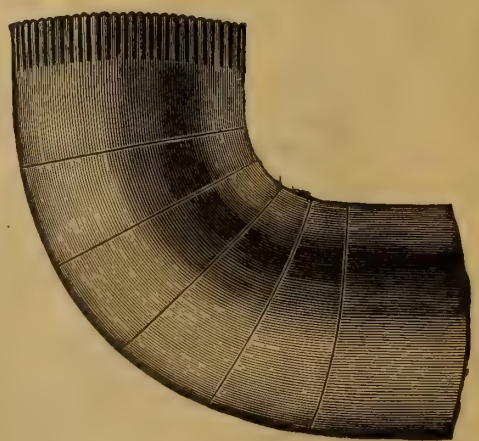
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123 QUEEN ST. EAST, TORONTO, CAN.

"Perfection" Inside Seam

ELBOWS.



Strongest
Handsomest
Best

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Different Kinds

Standard Patent Stove Pipe, Stove Boards, Coal Hods.

Order All Fall Lines Early.

Kemp Manufacturing Co.

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A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

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R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

BROKEN at last seems to be the back of the railroad strike at Chicago; and law and order is gradually taking the place of anarchy and disorder. The satisfaction at the turn affairs have taken is not bred of sympathy with the Pullman company, with who and its employees the trouble originally began, or with the railway companies who aided and abetted Pullman. It comes from a desire to see the law upheld and the men driven to their homes who value neither life nor property, and who respect not laws either divine or human. As far as the Pullman Company is concerned, most people look upon it as what it really is, a soulless corporation. All that it claims may be true enough, but when the trouble reached the stage it did, when blood was being spilled, when lives were being sacrificed, when property was being destroyed, when the trade of the whole North American continent was being more or less paralyzed, it showed itself to be inhuman, arbitrary, unchristian. By uttering but half a dozen words it could have stopped the reign of terror. These words were: "Yes, we'll agree to arbitrate." But no, the highest authorities in the city of Chicago could not get the Pullman Company to do this, though they pleaded long and earnestly. Nothing to arbitrate! Then why not, with lives hanging in the balance, agree to go through the form which would only establish what it had maintained, and demonstrating to the sceptical and to the world at large that the Pullman Company were in the right and its employees in the wrong.

* * *

A dusty and dirty-looking hardware store is almost as great an eye sore as dust and dirt in the grocery store. A hardware store, comparatively speaking, can be kept just as clean as a grocery store. That is, the standard of cleanliness should be as high, and the best efforts have as much right to be put forth in the one as in the other. Of course no one maintains that there should be no more dust particles in the hardware store than in the grocery store. The nature of the business denies the possibility of this. All that is demanded is that the store be kept as clean as it can be. The windows should be cleaned regularly, the stock and shelves dusted every day, the stock kept nicely arranged, and whatever of it that may be on the floor, placed so that customers will be given plenty of room to move about the store. If a hardware merchant chooses, it is possible for him to make his store a centre of attraction to passers by. He has the material at his disposal for doing so. All he wants is to exercise a little ingenuity and inspire his clerks with an ambition to lend their aid in the premises. Now is the accepted time; now is the time to begin.

* * *

A good many hardware men might get better results from their gas or electric lights in a simple way if they so chose. Let them whiten the ceiling of their store and office and paint or paper the walls in light colors or whitewash them. In the cellar and warehouse a liberal use of the latter material on ceilings or rafters and walls would secure the desideratum.

* * *

Advertising can be made to pay or not to pay just as the advertiser chooses. If a merchant or manufacturer has an article which is worth advertising and no results are obtained from his announcement it is his own fault nine chances to one. The man who has an article to sell and who wishes to announce the fact to the public, should select as his medium some good trade or daily or weekly newspaper. To-day no advertiser need make a mistake if he be wide awake. There are too many mediums of from fair to good quality to be had. But the trouble is that advertisers are too fond of going out after new and strange things and devices. In a word fakes, which, if they would only stop and think twice before committing themselves, their better judgment would tell them were wild will o' the wisps. Program, guide book, pamphlet advertising, is of this character.

* * *

At the moment Canada is the happy hunting ground of a number of projectors of advertising fakes of the program and guide book type. They confine their scheme to no one class of business men. Manufacturers, wholesalers and retailers, one and all, may come in and reap the advantages (?) they offer. This very fact alone is sufficient to condemn the scheme. One of the first things an advertiser wants to learn is where he can find the best medium for reaching the constituency to which he caters: If it is the masses, the daily or weekly paper is the best; if it is the manufacturer or the jobber, the trade journal is to be recommended. It is obvious that where the circulation of the medium is indiscriminate much energy is lost. In other words it is as if a cannon ball was divided into a number of small pieces, which, when fired, would fail to demolish the object it was aimed at, which the ball, left in its original shape, would have accomplished. In order to successful advertising the effort must be concentrated and the medium trusty. Trustworthiness is the last thing that can be claimed for the average projectors of guide books and pamphlet advertising. If they promise to issue 5,000 copies, 500 may be taken as nearer the mark, while five dozen will be more probable. This is no secret. Nearly everybody who has had anything to do with these advertising fakirs knows this. The hint, to the wise, is obvious: Give a wide berth to those things whose intent and purpose you know not of—advertising fakirs especially.

TRADE SITUATION IN CANADA.

THE trade situation in Canada is not of a character that should cause mistrust.

Business is not brisk. Neither is it stagnant. Nor will an unprejudiced search gather much material for a hot bed whereon to propagate pessimism.

The more the trade horizon is scanned and the conditions analyzed, the more reason will there be found for taking a bright view of the situation and the less reason will there be for taking a gloomy.

It is not well to judge the condition of the business of the country from the condition of our own environment.

We need to climb the fence and look around at our neighbors before we can begin to qualify for expressing an opinion on a matter so broad.

There are some business men with whom trade is always bad, with whom collections are always slow. And so it will be with them to the end of the chapter. There is no business adaptibility in them. And they are not sufficiently keen of perception to see that the hard times they experience is of their own making.

Anyone that gets outside himself cannot fail to find much of an assuring character in the trade situation in Canada at the moment.

For some years, the past five years particularly, there has been a preconcerted attempt on the part of mercantile men to do business on more business-like lines.

And this peculiarity was never so marked, never so general as it is now.

Manufacturers, wholesalers, retailers, all are scrutinizing their accounts more closely; all are curtailing their credits. And while there is still much room for improvement, yet much has been done. Rome was not built in a day.

Buying, too, is now being done more carefully. In fact, shorter credits and conservative buying are reforms that necessarily go hand-in-hand. Merchants do not now buy with the same speculative—or, rather, gambling—spirit that they did five or ten years ago. They buy because they want the goods. And this is the wiser course for everybody to pursue, be the times good or be the times bad.

So far the conditions noted are those within the trade. Those outside are on the whole of a promising character, too.

Ever since the seven fat and the seven lean years we read of in Holy Writ, much of any nation's prosperity depends upon the nature of the crops. In a country like Canada, where agriculture is the leading industry, it is of the utmost importance. Basing on this premise, the outlook for the next twelve months is excellent.

A land flowing with milk and honey, may Canada, like Canaan of old, at the moment be styled.

Never before probably were reports regarding the crops more uniformly assuring. From the Atlantic to the Pacific a rich and bountiful harvest is heralded. Fields are rich with golden grain, and the apple, the peach and the plum trees are loaded with fruit: and the cultivated and the wild small fruits are contributing their quota towards a bountiful harvest.

Turning to the dairying interests one is greeted by another bright view. As a maker of cheese Canada has a name that stands above all other names. She has for some years been qualifying for it. At the World's Fair she was formally crowned as such. Great as have been her achievements in the consuming cheese markets of the world, her prospects were never better than they are at the moment. While with regard to butter Canada does not occupy as enviable a position as desirable, yet her position is improving in this respect. The creamery system is growing, and as the creameries multiply the condition of the farmer, and consequently the condition of the country storekeeper, improves. This is beyond peradventure.

The world has not yet reached the ideal stage. Until it has, Canada, or any other country, will have a dark side as well as a bright side to its shield. Sometimes it may be the dark side that is the most prominent; at others, the bright.

In Canada at the moment the bright side of the trade situation shines out strong and powerful, almost hiding the conditions that are dark.

While the financial crisis which swept over the civilized world last year scarcely touched the shores of Canada, yet they did touch; and although it caused no panic, it exercised some influence: Capitalists became more cautious; some of them over so. But this influence was only slight and short-lived. Next the coal strikes in the United States caused a number of factories in Western Canada to close down for want of fuel, and the railways to curtail passenger and freight service. And now the wheels of commerce in this country are not moving as rapidly as they otherwise would because of the railroad strike that is causing our neighbors so much trouble.

That part of the Dominion where the situation is probably not so satisfactory as in others, is Manitoba, the Northwest Territories, and British Columbia.

Last season Manitoba and the Territories had one of the best crops they ever had as far as quality was concerned. But the unusually low prices obtained more than counteracted the results that might have been expected to accrue from the exceptional quality of the crop. Being almost wholly a wheat-raising country the effect of low prices was more keenly felt than it was in the older provinces of the Dominion. As the farmers in those portions of the Dominion are now actively branching out into mixed farming, a short wheat crop, or low prices for wheat, are bound to have less and less influence as this tendency becomes more general.

Then the credit system has obtained in its most vicious type in Manitoba, in the Territories, and in British Columbia, and for some time they have been reaping the whirlwind. But like all young countries they have to learn by experience, and pay a high price for it, too. A general improvement is now, however, apparent all along the line. The crop conditions are promising, and confidence is gradually, but surely, rising in the scale.

The people in Manitoba and the Northwest have unbounded faith in the future of their country and the greatness of its possibilities. In no other part of the Dominion is it probably so pronounced. And as they are made of the stuff that laughs at difficulties and cries "It shall be done," a brighter trade era may be expected soon to dawn in Manitoba and the Northwest.

In British Columbia a revival in the lumbering industries, in which that province is so rich, is setting in, and in spite of the injury wrought by the floods out there, a fairly active trade and a gradual recovery of normal conditions is assured.

There are some things that reflect more strongly than others the trade conditions of a country. One of them is the banks. The Canadian banks have lately been holding their annual meetings, and while the reports show a general falling off in business, yet the reports are equally plain in showing that the chartered banks in the Dominion of Canada are in a most healthy condition. Last year in the United States over 600 banks failed, while in Canada there was but one chartered bank that went to the wall, and its collapse was directly traceable to reckless mismanagement. In Canada, too, the clearing house returns declined but 11 per cent. last year to the United States' 26 per cent.

To he who will stop and think this must be plain: The financial condition of the Dominion is healthy, the outlook promising, and, consequently, reassuring, and that the trade of the country is entering upon a newer and better era.

TIN AND CANADA PLATE.

AMONG the many lines of the iron and steel market which have shown easiness, one of the most pronounced has been tin and Canada plate.

It seemed ever since the spring opened as if neither of these two lines would touch bottom; and of course the steady decline in prices had a sensible effect in restricting the volume of importations.

The fact has had marked influence on the iron import business at Montreal this spring.

Since American pig drove the Scotch article out of the Western Ontario market, except a few special brands, and Nova Scotian pig has done the same in the East, the securing of import orders for Canada and tin plate has constituted the bulk of the business done by iron brokers at Montreal.

Naturally, therefore, the dropping tendency of primary markets on the two lines in question has been felt seriously by them, and complaints have been general about backward buyers.

Competition in the West, also of Cleveland and Pittsburg sellers of other lines of iron, has been felt too, so that, all in all, they have not had a very satisfactory season so far.

Now, however, that cable advices both on tin and Canada plates show an upward tendency, Montreal brokers and commission men hope that it will induce buyers to take hold more freely and give them a chance to do a little better business than they have been able to book so far this season.

They contend that imports to date are fully one quarter per cent. less than those of last year, and that supplies therefore cannot be heavy.

In 1892 the imports of tin and Canada plate, etc., at Montreal, were 215,000 odd hundredweight, and in 1893 they reached 250,000 odd.

They hold therefore that the imports from now out will have to be pretty free if these figures are to be reached before the fall in the natural course of business; and that also, with the exception of one or two firms who hold fair stocks, the general supplies throughout the country are light.

The decline in prices that has ensued since the spring gives plenty of room for noticeable reaction if the change in Great Britain is lasting.

When the month of May opened this spring, coke tin plates were selling at $3 as the usual figure. Since then they have sold as low as $2.60 to $2 65 in round quantities ex wharf.

The difference in Canada plates has been equally great.

On the first of May the ruling basis on these was $2.45 to $2.50. Within the past fortnight they have sold as low as $2 10 to $2.15 ex wharf to arrive.

If the stiffness that set in on both lines the week before last is of any permanence, the buyers who took advantage of these low offers will be the lucky ones.

Importing agents say, however, that the quantity sold for import at these low figures is not heavy, for buyers were possessed with the idea that values were going still lower.

TO MAKE ICE WITH NATURAL GAS.

IT is announced that Lancaster & Elrick, of Marion, Ind., have constructed a refrigerator for making ice with natural gas, says American Manufacturer. It is well known that when gases are compressed they part with a portion of their heat, and, as they expand again, take back the same amount from bodies in contact with them. Gases thus deprived of heat can be made to take it from uncongealable fluids, which in this way accumulate cold, that may be applied to the freezing of water. Application of this principle has been made of the cold produced by the sudden expansion of compressed air to the production of ice. Powerful and expensive machinery is required to compress air and cool it. Ammonia machines require a pressure of from 120 to 180 pounds per square inch. These gentlemen hold that all that is required for making ice with natural gas, except the refrigerator and cans, is provided for by expanding it from its initial pressure to the atmospheric pressure, nature having done all the work of compression and cooling and made it ready to absorb the heat made latent and freeze the water into ice. Natural gas is compressed in the earth to 20 atmospheres. Its temperature is about 42° at the top of the well. Assuming its density to be 5-10 that of the atmosphere, 1,000′ would weigh 38.5 pounds. Calculating from a formula by Pecelet, a gas expanding from a pressure of 20 atmospheres to 1 atmosphere, its temperature would be reduced 318° below the freezing point, and by expanding 1000′ or 38.5 pounds of gas per minute, we would have 318° multiplied by 38.5 pounds. The product, divided by 170°, is equal to 72 pounds of ice per minute, from water at 62°; for water at 62° requires 30° cooling to bring it to 32°, and the abstraction of 140 units of latent heat. An ordinary gas well, furnishing 1,500,000′ per day, with a suitable refrigerating apparatus, is capable of making 51 tons of ice at an expense not to exceed 50 cents per ton; and then, by conducting it to furnaces or rolling mills, glass works, brick, lime or pottery kilns, it would produce the same amount of heat as if it was delivered directly from the well.

THE STRENGTH OF METALS.

THE utmost strength for a given weight is requisite in many kinds of construction, but is especially important in building flying machines, says Iron Age. Prof. Robert H. Thurston, in the March Aeronautics, discusses various materials with this special object in view, but makes comparisons of interest to other lines of engineering.

At the outset he gives the following generally accepted figures: Cast iron weighs 444 pounds to the cubic foot, and an inch square bar will sustain a weight of 16,500 pounds; bronze—weight, 525 pounds, tenacity, 36,000; wrought iron—weight, 480, tenacity, 50,000; hard "struck" steel—weight, 490, tenacity, 78,000; aluminum—weight, 168, tenacity, 26,000. We are accustomed to think of metals as being stronger than wood; so they are, generally speaking, if only pieces of the same size be tested. But let equal weights of the two materials be compared, and it will be found that several varieties of wood will prove stouter than ordinary steel. A bar of pine just as heavy as but no heavier than a bar of steel an inch square will hold up 125,000 pounds; the best ash 175,000 pounds, and some hemlock 200,000. Wood, however, is bulky. It occupies ten or twelve times the space of steel; and for a machine which is to move rapidly through the air, skin-friction and the resistance of cross-section require that the material shall be used that is as compact as possible. Hence, wood is out of the question, after all.

The best steel castings made for the United States navy have a tenacity of from 65,000 to 75,000 pounds to the square inch. Whitworth, by solidifying such castings under great pressure, got a tensile strength of 80,000 to 150,000. By "drop forging," no doubt, this can soon be paralleled. We now get still greater strength in small pieces. The best tool steel, from ingots, is far superior to ordinary steel castings and forgings in this respect, and fine steel wires and ribbons give a tenacity of 300,000 pounds to the square inch of cross section.

Ordinary aluminum is only one-third as heavy as steel, and a bar of the former, with a cross section of 3 square inches, would hold up 78,000 pounds, and that is as much as 1 inch of good steel would do. It has, however, to a less degree, the same objection offered to wood, namely, that it is more bulky, and would offer more resistance to the air than steel. Various alloys have been made in which aluminum is the chief ingredient, securing increased strength without materially adding to the weight.

GERMAN COOKING APPARATUS.

AT different times in the past, says Metal Worker, we have called attention to the character of the cooking and heating apparatus generally employed in foreign countries, but the subject always has interest to American readers for the reason, no doubt, that the visitor abroad usually describes what is seen from his or her individual standpoint. In this way the same topic variously treated is the source of much that is entertaining and instructive. A correspondent of one of the New York daily papers tells in a recent issue about the apartment houses in Berlin, and after describing their general construction and arrangement touches upon the questions of heating and cooking with the appliances necessary therefor. The writer states that in none of the houses are steam heat or hot air furnaces employed. In all the rooms, she says, are large stoves reaching from floor to ceiling, made of colored or white porcelain tiles, with brass or nickel doors and trimmings. Some of them are exceedingly artistic and ornamental, while others are painfully suggestive of a family monument. Briquettes of pressed coal, about 8 inches long, 2 wide and 1½ thick, are burned, and the fire must be made every morning. The fireplace is very small and is in the lower part of the stove, while the upper part is filled under the tiles with coiled iron pipe. A little paper and a few small dry sticks are laid in the fireplace, and from ten to twenty briquettes placed on top. This is lighted and allowed to burn with open door until the briquettes are all aglow and just ready to crumble. The doors are then closed and screwed up tight with a key, so that no draught can enter. The tiles soon begin to radiate a gentle heat communicated to them by the coil of iron pipe, which holds the heat for some hours. At no time is the stove so hot but that you can bear your hand on it. These "Berliner oeven," as they are called, are made with fancy mantels on them, which always bear numerous pieces of bric-a-brac, and are ornamented with delicate lambrequins and scarfs. The rooms can be kept warm and the heat is a pleasant one, but the floors are generally very cold.

The kitchen stove is a curious structure to American eyes. It also is made of white porcelain tiles, with polished brass doors and trimmings and an iron top. The ordinary German "koch machine" has only one hole, which is directly over the grate, but this is covered by a series of concentric rings, so that it may be regulated to suit the size of the pot. Directly over the grate and around this hole the stove becomes very hot, but on any other part of the stove dishes may be set with perfect safety. A mixture of coke and soft coal is burned, and the fire is allowed to go out after each meal, but it is so easily lighted and burns so freely that one can make a fresh fire and have boiling water in 15 or 20 minutes. The baking ovens, two in number, are back of the stove and are heated by a separate fire made directly under them, and made only when necessary. The oven may be made hot in about 20 minutes, but though admirably adapted for meats, the heat from below is so great that puddings and cakes will burn badly on the bottom before they are half baked. The Germans never bake cake and bread as we do. They always buy the latter, and if they occasionally make the former, they send it out to a baker to be baked; these ovens are, therefore, admirably adapted to the German housekeeping. Americans can also use them, however. By long experience, some American ladies found that a sheet of thick asbestos paper cut to fit the bottom of the oven, and laid in just before setting a cake in, would sufficiently reduce the direct heat and so diffuse it that cakes, biscuits and pies could be successfully baked, but bread burned before becoming cooked through. There is a small warming oven in the stove, and the water in the kitchen sinks is heated by it, but the bath water must be heated by a separate fire made under a boiler-like tank in the bathroom.

INTRODUCING GAS STOVES.

AT the annual meeting of the Western Gas Association held at Cleveland, O., says American Manufacturer, a paper upon the best method of introducing gas stoves was read. In the course of the discussion which followed, Mr. Evans, of Chicago, thus explained the plan adopted by his company:

"We adopted rather a novel method of introducing gas stoves, by distributing circulars to every family on the line of our street mains, offering to give them a gas range free. Of course the object of this circular was to bring possible consumers to the office, where we could explain what we meant by it. Our explanation was simply this: If the consumer would pay for $20 worth of gas in advance we would give him a $25 gas range, or, rather, a gas range he could not purchase for less than $25 at retail. Of course they could not understand such an offer. Our explanation was, that by the use of $20 worth of gas, having acquired the knowledge of how to use gas properly, they would become permanent consumers. Of course the facts were simply these: They paid for gas in advance; we had the money to buy the stoves with; we made a profit on that $20 worth of gas sold which was nearly enough to pay for the stove (laughter); and we got a permanent consumer. Perhaps I will modify that a little by saying that it does not cost any more to distribute 200,000 feet of gas than it does to distribute 100,000 cubic feet. In figuring on the cost of gas, in that deal especially we figured on the cost of the gas in the holder; and our profits accrued on the margin beyond that. As a matter of fact it did bring us in immediate business. On that plan we put out 1,500 gas ranges within three months; and those gas ranges brought us in a consumption of 150,000 feet per day; and as a matter of fact we made $9.40 profit on $20 worth of gas sold; and between that and what the gas ranges cost us was certainly an advertisement that paid us to adopt that system."

Manufacturers of gas stoves will be interested in the remarks made by S. M. Highlands, of Clinton, Ia., who said:

"In respect to the methods of selling gas stoves, my impression now is that one of the best ways is to find a good gas heating stove. I have looked the market over to the extent of my ability for the last two or three years, but I have not as yet found a gas heating stove that I can recommend to my customers. We have a great many gas stove manufacturers here, and I think it would be well to call them to our assistance The gas heating stove that our customers insist upon buying is, first, a stove that they can afford to use; next, a stove such that they can live in the same room that the stove is working in. A stove that must be connected with a flue becomes rather expensive; and one that is run without a flue connection in our vicinity insists on being the sole occupant of the room. I stand here ready to give any man an order for 100 or 200 heating stoves, if he can give me stoves that will heat the room without wasting the heat that is produced by the gas; something that will be attractive, and at the same time economical. I will solve a part of the question how to sell gas stoves if any manufacturer will give me such a stove."

SYSTEM IN THE SHOP.

WITHOUT a good system of conducting your business things are sure to go wrong with you, losses are certain to be heavy, and while you may avoid drifting into bankruptcy, you will always be in danger of being drawn in that direction. With a good system, the exercise of intelligent control, and a sense of the importance of advancing with the times and adding suitable new lines or branches to your business as opportunities serve, or you make them, success can scarcely give you the go-by. A searching study of almost any subject will readily convince any one who has not considered the matter before that this proposition is sound and justified, notwithstanding that the first thing that may occur to you will be the retort, that many of the most clever men the world has ever seen have been noted, not for the methodical manner in which their work was accomplished, but for the absolute want of care, forethought, or pre-arrangement as to the lines on which they were to work. Just so. There are such cases, not particularly

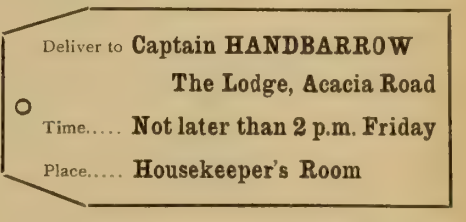
numerous, but few and far between, and these men have been, as a rule, gifted in only one important degree, or bounteously blessed with a particular order of talent—in short, they are the men of genius. If you are of opinion that you are a man of genius, the benefit to be derived from the perusal of this article will be nil, indeed, you had far better spare yourself the labor of reading it. When writing for ironmongers we do so, not with the premise that the trade is made up of men of genius, but that those engaged in it are men of business, anxious to succeed in life, and ready and willing to fairly consider any reasonable and sound proposition which is put before them for the purpose of aiding them in the attainment of the object for which they are working—in our trade working hardly and laboriously against the keenest of competition on all sides. The subject of a good system in the shop is to them of the utmost importance, as the want of a good system will afford opportunities for leakages of profits so numerous as to overwhelm the man who has not yet learnt that "evil is wrought by want of thought."

Now we will take it for granted, for the present purpose, that being an ironmonger, and a constant reader of Ironmongery, you have been convinced of the urgent necessity for keeping a bright shop window, and also for attractively arranging the goods in the shop. We will assume you do that. There are two sides to the shop arrangement question. The first is that you must so arrange your goods that you make customers notice them, inquire about them, and buy them. The other side is this: many of the goods displayed are show goods. When the customer has made his selection from these, you will want to find at once from the selling stock the articles he is to take away with him, or which will have to be delivered to his premises. Here then is a very important matter, in which a thoroughly good system is needed. You want your stock arranged on such a well-ordered plan that immediately any article is required it can be produced, every assistant and apprentice in the shop knowing exactly where upon the shelves or in the drawers, or in the warehouse or cellar the article is to be found. In many shops no difficulty occurs when articles which are wanted fifty times a day are asked for. Everyone knows where they are kept—even the customer himself, very often, if he is a regular buyer at your shop. The difficulty arises when articles not so frequently in requisition are called for, and when, as often occurs, everyone thinks he knows where the articles are kept, but nobody really knows. Then delays are caused, tempers—and first of all that of the customer himself—are lost, hasty words are uttered, and a customer is perhaps lost to you for ever. A point should be made in arranging the stock, that all those articles which are called for frequently should be arranged as nearly as possible to the counter, so that time will not be wasted in going to a distant part of the shop for these articles.

Another question of system arises in connection with this knowledge on the part of assistants as to the whereabouts of goods. Division of labor is essential to a good system in the shop. Let each man have his special duties, to which his first attention must be given. But also insist that each man shall have enough knowledge of those departments not immediately under his care to enable him, when his department is doing nothing, to go to the assistance of other employees if they are pressed by more customers than they can deal with. Let it be a rule that each man shall stick to his department, but let the rule be so elastic that it should be an unwritten law that if one special man is doing nothing, and his fellows have a great deal too much to attend to at the moment, he shall go to their aid. Cordial relations between all in the shop will enable such assistance to be cheerfully rendered with advantage all round, without treading upon the dignity of special men, and without the least danger of special departments not receiving their proper amount of attention. In the very small shops, where the master has the help of only one assistant, or perhaps of a boy, he should take care that he himself knows perfectly where each article is to be found—and even the boy can be taught to acquire the same knowledge.

When goods have, owing to the general good system in the shop, been sold, then be careful that the bookkeeping is on such a scale that by the system which is the rule of the shop, nothing shall go out which is a credit sale, without being duly entered if only in a rough day-book or waste-book. Insist also that every cash sale shall also be entered in a cash-book. The loose method of selling small articles for cash, and dropping the money into the till from which money is also indiscrimately taken to purchase small things, also without any account being taken of them, is as pernicious as it can be. Moreover, a shop till open to everyone is an unfair temptation to place at the hand of young men who may get short of money at times. No employer is justified in placing temptations to peculation ready to the hands of his employees. See, therefore, that it is part of your shop system that everything sold is accounted for in the books. By putting a certain sum into the till at the beginning of the day, and at the close checking the amount then in the till by the addition of the cash sales entered, you will know from day to day exactly how you stand with regard to these sales. When credit sales are made they should be charged in the books immediately the sale is effected, and in large establishments it is an excellent plan to have a youth in an entering desk at the end of the counter, to whom the assistants can call the items to be charged for the clerk to enter in a "waste" or rough day-book, from which the entries can be transferred directly into the journal, where the items can be entered in the neat manner in which they ought to be set down. Have your account books kept posted up to date, and do not allow credit accounts to run for a long time. Where there is not sufficient work to keep the boy well employed in entering only, he can fill up by writing out the invoices and sending them out, by addressing circulars and wrappers, by copying letters, and in any other useful way.

In the ordinary business routine the next thing to do is to deliver the goods. Let your system of delivery be prompt and regular, and be most careful not to deliver any goods at wrong addresses, as nothing gives greater annoyance to customers, quite apart from the delay mistakes of this kind cause. If the customer wishes to have the goods delivered to a particular portion of his premises be careful that full and correct instructions are given to the person who will deliver them. A great aid in the satisfactory delivery of goods is to have tied to each



parcel a label which on one side bears your name and address, and on the other side bears the name and address of the customer very plainly written, and also special instructions as to the time the goods are to be delivered, and to which portion of the customer's premises they are to be delivered. It should be made the duty of each assistant to write the necessary particulars on the labels which go with the parcels he has had to make up. The name and address of the ironmonger should be boldly printed on the one side of the label, and the other side should be, when filled in and tied to the parcel, something after the style of the illustration we give.—Ironmongery.

ANXIETY TO PLUMBERS.

There is nothing in the plumber's work which causes so much anxiety or more annoyance than the laying of an earthen sewer, and yet it is one of the simplest matters which he has to do. It is so simple, so easy to do good work that it is really worth while to inspect and personally oversee such jobs until the men understand how to do the work perfectly. The first thing to be looked after is a good grading in the ditch. Next to this the use of good cement and clean, sharp sand; and in order to have the cement and sand of any value, they ought to be mixed in small quantities with just as little water as possible. The ideal cement is one which, when ready to use, is just about as damp as ordinary brown sugar.

DOES IT PAY?

AN old dry goods dealer taught me a lesson very early in my hardware career, writes an Indiana merchant in Iron Age. I had been in business about six or eight months and needed quite a lot of dry goods for my own home. The bill came to $12.23. "Call it $12," I said, laying down that amount. "I can't do it,' he said. "You can't?" said I. "Why, I treat my customers more liberally than that!" "Yes," said he. "I have heard that you did, and you are educating them to expect it on every sale. It's just as you educate your trade, but you will find that is a poor plan in the long run."

When I went out I began to think of this. I had thought nothing heretofore of throwing off odd amounts, but the more I considered it the better convinced I was that the old man's way was the wiser one. Just then a rich and stingy old farmer came in and wanted a hatchet. My price was 85 cents. "You can make this 75 cents," said he. Half an hour before I would have said, "All right, Mr. Brown, seeing as it's you, I'll make it 75 cents." But now I said: "No, I can't sell it for better than 85 cents. It is a warranted hatchet, and 85 cents is cheap for it." I was afraid he would go out, and if he had I think it would have given my new resolutions a nip in the bud, but he didn't. He said, "Wrap it up," paid 85 cents, and appeared perfectly satisfied.

"See that," said I to myself after he had gone, "I made a sale, got my full price, and I honestly believe Brown is better satisfied with his purchase than he would have been if I had thrown off the 10 cents. I'm going to go on this line hereafter." And I did, except on very rare occasions. It made quite a difference in my profits in the course of a year, and my trade appeared to think more of my word. I owe the old dry goods man a large measure of gratitude.

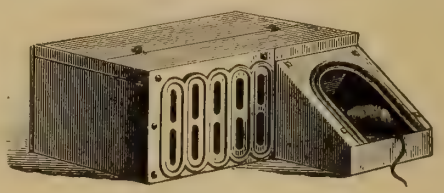
AMMONIA MOTOR FOR STREET CARS

THE Railway Ammonia Motor Company, says Mining and Engineering Journal, has recently had built at the works of the De La Vergne Refrigerating Machine Company, in New York, a motor car upon its system, and a trial of this car was had at the De La Vergne works on the afternoon of June 19th. The car is about the size of an ordinary horse or trolley car, and about one-half of its space is occupied by the motor. The general principle of the motor is well known. Anhydrous ammonia in this car is charged in a reservoir, which is surround d by a tank filled with hot water. From the reservoir it passes into the cylinder, where it acts on the piston expansively, precisely as steam does. The exhaust from the cylinder is conveyed into the water tank, where the ammonia is condensed and can afterward be recovered, the inventors claim, with very small loss. In the trial made this week, the reservoir was charged until the pressure was about 150 lbs., and the car was run about a mile backward and forward before the pressure ran down to 100 lbs.

As before stated the use of ammonia in place of steam or gas has been frequently discussed and the principles are well understood. The main question after all is one of relative economy, and where the circumstances are such that the ammonia can be cheaply made and supplied, the system could be well appl ed. It can be used in cities where a steam motor would not be permitted, and it presents the advantage which any separate motor does over an electric or cable system, where a failure at the central power house will stop the entire system. In the present case it is to be regretted that the ammonia motor had hardly a fair trial. The cylinders are apparently too small to work the motor and a trailer or tow-car, while the mechanical arrangement of the engine is not good, and the power is transmitted to the axle through an intermediate shaft and gearing, the latter always objectionable in a street car. With a better design of engine, and with cheap ammonia, the motor may be able in many places to compete successfully with the electric road.

HOUSEHOLD MOUSE TRAP.

The great convenience of this trap is that it is always ready for use without setting. By its peculiar construction it will catch several mice at a time. Every trap is per-



fect. First-class material is used and great care exercised in the manufacture of them. H. S. Howland, Sons & Co. are the agents.

THE STORAGE BATTERY.

The storage battery is steadily justifying the belief that it has come to stay for traction purposes, says an exchange. During the last severe snow storms of the winter the cars run by this system on the Second Avenue, New York, passed the severe test most satisfactorily. A very important feature of one of the latest storage traction systems is that the car is no heavier than the ordinary motor car, the batteries being able to give a greater return in power for the size of generator than the trolley, as the charging is more regular; there are no long stretches of trolley wires and feeders to waste power, and no leakage to destroy water and gas pipes by electrolysis; furthermore, each car being self-propelling, is a unit in itself.

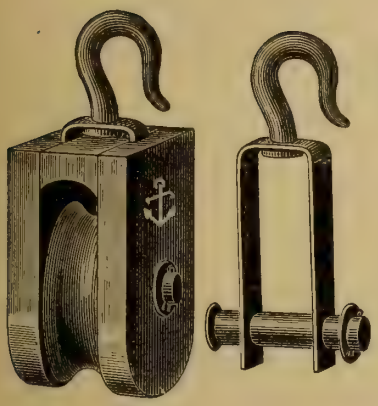
ALUMINUM COOKING UTENSILS.

ALUMINUM has been fast making a place for itself as a very desirable material from which to manufacture cooking utensils. Several years ago, when the first experiments ware made with aluminum, the great objection raised against it was that the cost was entirely too high to manufacture goods at a price within the reach of the masses, but there has been such a demand for aluminum on account of the numerous articles manufactured from it and the ready sale that they have, that the price has gradually been reduced until now goods can be manufactured from it to sell at a very reasonable price indeed. There are to-day, according to Housefurnishing Review, six concerns in the United States manufacturing aluminum cooking utensils, and many other factories are experimenting upon this article, and we predict before many months that house furnishing goods will be manufactured from aluminum so as to be sold at a price that will meet the popular demand, and that these attractive goods will be found in the household of a large majority of our families throughout the country. Dealers have been backward in adding aluminum house furnishing goods to their stock, as they were of the opinion that these articles could not be sold for the price the dealer would be forced to ask; but this argument has been proven to have no foundation, for where aluminum goods have been offered for sale, their attractiveness in appearance, cleanliness in use, and lightness in weight, have overcome the objection, and have found a ready sale. The intelligent housewife does not care to purchase inferior cooking utensils that she is compelled to use in her daily kitchen labor any more than the mechanic cares to work with inferior tools.

A NEW BAKING PAN.

A baking pan, according to Housefurnishing Review, has lately been introduced which facilitates cooking and basting by providing a means for more efficiently collecting the juices which exude from a joint or fowl while undergoing the process of roasting or baking. The pan in question is provided with a gravy tray which is of peculiar conformation, and sets in the bottom of the regular pan, under a grid. This supplementary pan is formed with converging hollows all dipping evenly towards a sunk corner thereof. The effect of this is, of course, to carry all the escaped juices inevitably and speedily into the proper receptacle, where they accumulate for the spoon to restore them to the meat for basting purposes. The ordinary pan with the sunk corner is very apt to fail in this function, owing to the fact that in stamping the bottom for the corner, well ridges are formed around the depressed portion, which serves to dam back the gravy, so that it does not freely flow into the well, whereby basting cannot be easily and effectively done.

HAY FORK PULLEYS



No. 45 Wood.

H. S. HOWLAND, SONS & CO.

Wholesale Hardware Merchants

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ORDERS SOLICITED.



Hartz Steel.

Do You Want.....

WINDOW GLASS?

We have a full stock of

STAR
DOUBLE DIAMOND
ENAMELLED
COLORED, Etc., Etc.

We sell at Import Prices and give you what you buy.

Sanderson Pearcy & Co.

130 to 140 BAY ST. TORONTO

WORK FAITHFULLY DONE.

TWO men employed by the city government, says an exchange, were conversing lately about their work.

"How much can you do in a day?" asked one.

"When I came to this place last fall," he replied with a smile at the recollection, "I was quite 'fresh,' and I worked with all my might. I did a big day's work every time," and he specified the amount. "But I have learned better since then. I do about a third now of what I did at first," and he seemed to feel quite proud of his increased worldly wisdom.

"When I am paid for a day's work I do it," said the other.

"Everybody knows your practice, and it will make you unpopular with the rest if you persist in being so exact to the minute in the morning, and in working your full time or over at night."

"I am willing to take the risk," said his friend decidedly. "It will be the first time I ever saw it work to a man's disadvantage, to do his duty honestly and faithfully."

"There is no use in being so particular," said another in the same line of work, "when you get your money just the same, whether you work or not."

It might look so on the surface, but even on the low ground of expediency, faithfulness was best.

Troublesome investigating committees have a fashion of coming around at times and making a good deal of disturbance where they are honestly conducted. It is not the really useful workers who are weeded out. It is the nature, too, of all dishonest proceedings to multiply themselves, and sometimes losing his place is the least of the evils that befalls such a workman.

In these days, when every perjury seems so common, a young man cannot take too great pains to have his character rooted and grounded in truth. Nothing short of it will save him from a thousand pitfalls. "Being found out" is a small consideration compared with being dishonest; and being dishonest in the matter of time is the same in principle as being too free with an employer's money. The responsibility is not the least lessened when that employer is the Government of the United States.

The first year of a boy's business life often decides much with regard to his future course. When the Duke of Wellington stood in his later years overlooking the playground of his boyish school days and observed the skill and science and endurance of the lads, busy with their athletic games, he said with warm interest and sympathy: "It was here that Waterloo was won!" Many a youth has won or lost his Waterloo in just such unconscious moments. That was a sad day for Napoleon, but not in the least more disastrous than for one to lose the battle of life.

E. B. Eddy, the Hull lumberman, has again taken to himself a wife. It never did seem very difficult for him to make a "match."—Winnipeg Free Press.

Works: St. Helens, England

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LIMITED

Manufacturers of

Polished Plate

AND

Window Glass

BEVELLED PLATE AND MIRRORS

Rolled Plate, Ornamental Cathedral, etc.

Depots: Busby Lane, Montreal. Mercer Street, Toronto.

TRADE CHAT.

THE Brantford Cordage Company will resume operations, the council having reduced their assessment from $120,000 to $40,000.

Andrew Young is commencing business in Metcalfe, Ont., as agricultural implement agent, etc.

City Electrician Barrett, of Chicago, fears that the electric light plant will have to close down for lack of fuel.

The contract for oil for the pumping machinery at the Toronto Water Works was awarded to McColl Brothers.

It is about 30 miles across town in London, and for that entire distance there is said to be an unbroken line of residences and stores.

Kennedy & Sons, of Owen Sound, have shipped $10,000 worth of machinery and castings for the lock gates at Sault Ste. Marie.

The latest application of aluminum is made by the shoe trade. It is used as a substitute for leather in building up the heels of boots and shoes.

Canada's revenue for the fiscal year ending June 30, amounted to $35,382,000, as against $37,183,000 in 1893. The Customs yielded $19,119,000, as against $20,700,000 last year.

The scarcity of coal has compelled the electric light station at Windsor to use wood, and it has met the requirements so well that the light committee has recommended it to be used.

The Quebec Provincial Government proposes taking early means to enforce the collection of overdue commercial taxes and licenses declared constitutional by the highest courts.

The warehouse of the Standard Oil Co. at Glenboro', Man., was struck by lightning the other day and totally consumed. Robert Mullins, farmer, of Virden, lost his barns and all their contents from the same cause.

The tender for Hamilton's wood supply has been awarded to C. G. Kelly, and for the coal supply to Thomas Myles & Sons. The saving to the corporation through taking tenders in this way will amount to $7,268.03.

The Ontario Mining Bureau has established one of the summer schools for mining for which provision was made last session. Two experts were sent this week to Sudbury, where classes are now being held among the miners and prospectors from that vicinity.

Letters patent of the Province of Quebec have been issued incorporating Henry Lovell, Moody B. Lovell, Charles A Lovell, and Fritz E Lovell, manufacturers, of Coaticook; Michael F. Hackett, John M. LeMoney, Alfred N. Thompson, Henry E. Channell, of Stanstead Plain; and George F. Terrill, of Sherbrooke, for the purpose of furnishing electric light and power for streets and private residences, by the name of the Stanstead Electric Light Co., with a total capital stock of $25,000.

The output for the month of June at the International pier, says the Island Reporter, was 37,000 and some odd tons, by far the largest in the history of coal shipping in Cape Breton. The output at the reserve was 29,000 tons, which is also the record for that pier.

Judgments amounting to $1,100 have been placed in the sheriff's hands against the St. Thomas street railway, owned by S. Hendrie, of Detroit. One execution is in favor of the local manager, George Chambers, for $900 wages.

Napoleon Page and Ferdinand Leonard, the two men who pleaded guilty to having stolen the hardware from Frothingham & Workman, Montreal, have been sentenced in the Court of Special Sessions. Judge Dugas condemned them each to one year's imprisonment.

A bill has been filed by the trustees for bondholders on the first 180 miles of the Manitoba & Northwestern road, asking that a receiver be appointed for that portion of the road covered by their mortgage. The matter came up this morning before Chief Justice Taylor and was enlarged.

Mr. Siemens, of London, a well known cable electrician, is on a visit to this country accompanied by Messrs. Jacobs and Brittle, also of London. Mr. Hosmer, General Manager of the Canadian Pacific Telegraph Company, was also with the party. Their object in coming to Canada is thought to be in connection with the proposed new Pacific cable.

The next convention of the Canadian Electrical Association will be held in Montreal next September. The convention will be held in the Mechanics' Institute building, and will last two days. The business part will comprise some important matters relative to the amendments to the constitution and by-laws. A number of important papers will be read and discussed. The social part of the programme will be looked after by the Montreal Committee, and will include a number of visits to points in the vicinity of the city.

A. W. Law has been appointed permanent liquidator of the Vulcan Iron Works Co., Winnipeg, he to give security in the sum of $5,000. From the papers filed in court it appears that the liquidator estimates that the assets are worth $35,000 over all liabilities. An order of the court was made allowing the liquidator to continue the business so as to work up the material now on hand as it can be sold then to so much greater an advantage. The liquidator is of opinion that there is work enough on hand to keep the concern going until November next. It may also be possible to dispose of the concern in the meantime as a going concern.

EARLY CLOSING OF STORES.

WINNIPEG is to try the experiment of the compulsory closing of retail stores at a fixed hour. Some time ago an act was passed by the provincial legislature, giving municipal councils the power, upon petition of retail dealers in any particular branch of trade, to pass a by-law providing that stores should be closed at a given hour. The act has heretofore been a dead letter, but lately an effort has been made to have it enforced in Winnipeg. The requisite number of signatures has been obtained in several branches of trade, to a petition asking that the act be put into effect, and at the last meeting of the council the necessary by-law was passed. The by-law provides for the closing of grocery, boot and shoe, jewelry and hardware stores and tailoring shops. The effect of the working of the by-law will be watched with interest. While there seems to be something harsh about compelling stores to be closed at a certain hour, it is certainly more harsh and unjust to compel clerks to work such an unreasonably long number of hours each day, as is customary in this country. Some may say that the clerks are not compelled to work these hours, as they can give up their jobs; but clerks have to earn their living, and though in theory they are not compelled to accept a position which necessitates their working twelve to fifteen hours per day, they are practially compelled by force of circumstances to fulfil the requirements of this unreasonable system of long hours. If the system of long hours is unreasonable and unjust to the employees in stores, as all admit that it is, it seems justifiable for the state to interfere to correct the abuse. Really the first duty of the state is to provide for the welfare of its subjects, and those who are obliged to earn a living in any capacity as employees, have a right to the protection of the state from a system which is unjust to employees, and which is really an abuse of the power of employers. The great majority of merchants, we believe, are in favor of early closing, but they have been forced into the long hour system by the few. If all close at the same time, business will not be injured in any way, the distribution of custom will not be interfered with, and the general public will not be seriously inconvenienced.—Commercial Winnipeg.

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MONTREAL, 338 St. Paul St. LONDON. OTTAWA.
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Buy a
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Are a recognized thoroughly reliable make at **POPULAR PRICES.**

They embrace the best procurable workmanship and material. They will maintain the reputation of our Trade Mark and give full and lasting satisfaction to all concerned. They comprise—

PATH RACERS ROAD RACERS

"Tourists'" Business Wheels,
Light, Staunch and Graceful Ladies' Wheels.

STAR CYCLE WORKS, Wolverhampton.

Canadian Agents,

A. A. Allan & Co.

..... TORONTO, ONT.

NOTICE....

We are informed that a Mr. R. L. Kidd is representing himself as our agent. We therefore beg to inform the trade that he is not in any way connected with us. Mr. Henry F. Moulden is our only representative.

A. R. Woodyatt & Co.

GUELPH, ONT.

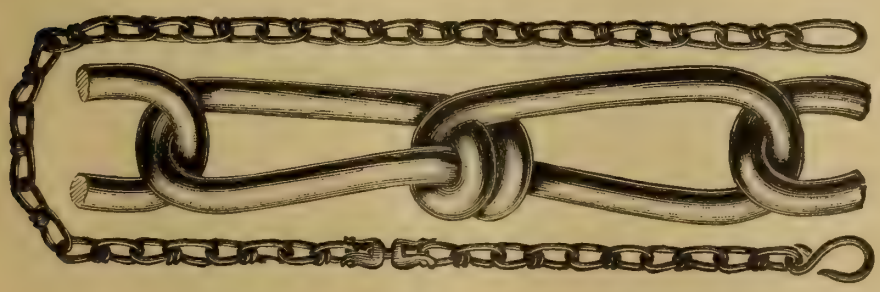
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Always reliable, and as represented



Tempered Steel Wire Trace Chains

A pair of these trace chains have a

BREAKING STRAIN OF 4,500 LBS.

Prices Reduced for Season 1894.

WRITE FOR CATALOGUE.

The B. Greening Wire Co., Ltd. - Hamilton, Canada.

THE EUROPEAN COAL SUPPLY.

IN a work on the coal supplies of the European States and their exhaustion (Die Kohlenvorrathe der Europaischen Staaten und deren Erschopfung, Berlin, Puttkammer and Muhlbrecht) Herr R. Naffe estimates as follows the mineral wealth still remaining in the various coal fields of the German Empire, taking into account only seams of sufficient thickness to be worked economically, and not lower than 1,200 meters (3,935 feet) and also deducting loss in getting and picking :

	Metric Tons.
Ruhr coal field	50,000,000,000
Saar coal field	10,400,000,000
Aachen	1,800,000,000
Upper Silestia	45,000,000,000
Lower Silestia	1,000,000,000
Saxony	400,000,000
Various small coal fields	400,000,000
Total coal in Germany	109,000,000,000

To this 109 milliard tons he adds another three milliards for the lignite, taking, however, only three-fifths of its quantity—the relative calorific value—thus bringing up the total for Germany to 112 milliard tons. Admitting that in England seams 13 inches may be worked, and at depths of 400 feet, he puts the quantity of coal still available at 198 milliard metrical tons, adding the other European States as follows, making a total of 360 milliard tons :

	Metric Tons.
Great Britain and Ireland	198,000,000,000
Germany (coal and lignite)	112,000,000,000
France	18,000,000,000
Austria	17,000,000,000
Belgium	15,000,000,000
Total for Europe	360,000,000,000

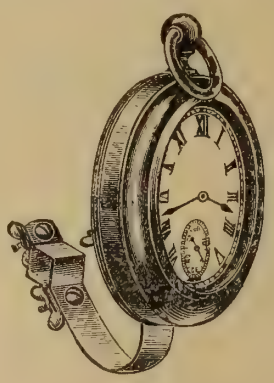
Herr Naffe considers that the coal will first be exhausted in Austria, then in France and Belgium, and, lastly, in Germany, in from 800 to 1000 years ; but this opinion is based upon the present output and also upon the present depth of working, whereas it is probable that both will alter considerably.—Ex.

VALUE OF HANDS AND FINGERS.

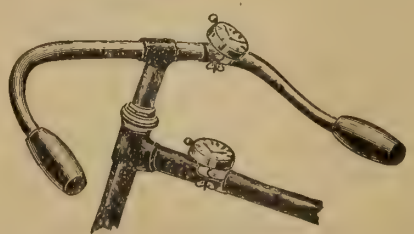
The following estimate of the relative value of the hands and of the several fingers is taken from the British Medical Journal. According to a scale drawn up for the Miners' Union and Miners' Accident Insurance Companies of Germany, the loss of both hands is valued at 100 per cent., or the whole ability to earn a living. Losing the right hand depreciates the value of an individual as a worker 70 to 80 per cent., while the loss of the left hand represents from 60 to 70 per cent. of the earnings of both hands. The thumb is reckoned to be worth from 20 to 30 per cent. of the earnings. The first finger of the right hand is valued at from 14 to 18 per cent., that of the left hand at from 8 to 13.5 per cent. The middle finger is worth from 10 to 16 per cent. The third finger is valued at no more than 7 to 9 per cent. The little finger is worth 9 to 12 per cent. The difference in the percentage, is occasioned by the difference in the trade, the first finger being, for instance, more valuable to a writer than to a digger.

BICYCLE WATCH.

THE accompanying cuts are illustrations of a bicycle watch to be found in the bicycle sundries department of Rice Lewis & Son (Ltd). It is an accurate keeper, and is claimed to be the simplest, most practical and secure bicycle watch attachment on the market. The attachment is a band of spring brass with adjustable clamp and thumb screws to attach to handle bar or frame, fitting any size, one inch and under. To this spring the watch is securely



fastened by thumb screw, directly from the case, making it impossible for watch to get away, as it frequently does with other holders. The attachment contains the proper amount of spring to relieve watch from jar, and with it our watches are guaranteed to keep accurate time on any road. To attach the watch holder to any bicycle, snap spring over handle bar ; with pliers or wrench (do not try to do it with fingers) compress spring and insert screw, turning thumb nut until spring clamps bar tightly enough. These springs are formed in two sizes, to fit when



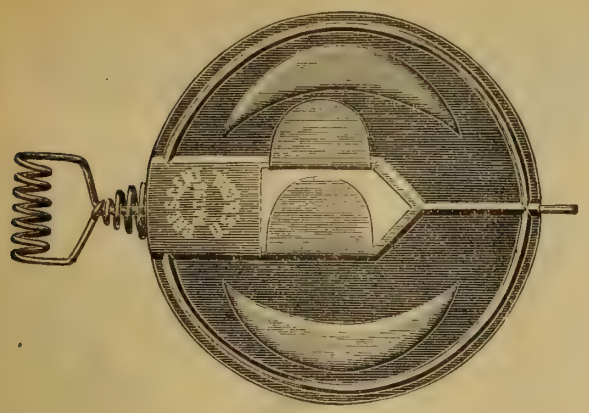
closed ¾ and ⅞ inch bar, but may be used on other sizes by not bringing spring together on larger sizes, or winding bar with tire tape on smaller sizes. Care should be used in removing watch from cup : Take hold with thumb nail under hinge, at back, and forefinger on stem, lifting from both sides equally, avoiding undue strain on hinge, stem or case. Should cup fail to hold watch tightly enough, which may be the case on hard tire wheels, press in the spring cups, also shift the attachment so watch will stand nearly erect.

THE FARM MACHINERY TRADE.

THE prospects are not favorable this year for a heavy demand for iron and steel from manufacturers of agricultural implements in the United States, according to Iron Age. An important meeting was held last week in Chicago of representatives of large concerns in this line, at which the outlook for future business was thoroughly discussed. It was decided that the short crops now almost certain in the greater part of the West, together with low prices ruling for all kinds of farm products, would have a bad effect on the agricultural implement trade. The manufacturers think it will be better to lessen the output of goods than to precipitate a cut throat war in price in the attempt to sell their usual production. An effort will therefore be made to secure the co operation of all the leading manufacturers in the support of an agreement to curtail factory outputs and maintain a profit price. While this seems a sensible course to pursue, in view of the fact that prices of farm machinery are very low, yet the adoption of such a policy will be very severely felt by iron and steel manufacturers. The farm machinery trade is a great interest, which has wonderfully expanded in recent years, and has helped in no slight degree to compensate iron and steel manufacturers for the falling off in their railroad business. The curtailment of consumption which is foreshadowed by the action just taken is unwelcome news, and it is to be earnestly hoped that conditions may change and implement factories be able to work up to something like their normal capacity.

Apropos of a recent exhibition of gas stoves and cookers a rather good story is told, says an exchange. A countryman invested in a gas cooker, having witnessed with surprise and delight the experiments upon it in the exhibition. In a few days, however, he returned to the dealer full of anger. "The thing wouldn't act," he said. "Then," explained the dealer, "you cannot have properly turned on the gas." To which the countryman sharply retorted, "Gas ? What gas ? There ain't no gas in our village."

THE ONTARIO TACK CO.
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton. Ontario.
SP



CRESCENT DAMPERS

Patented in U.S. and Canada, 1893.

Has all the advantages of a high priced Stove Pipe Damper, at low cost. LIGHT FOR FREIGHT. Being made of sheet steel will not break, and being double will not warp. Spring keeps damper at any angle set in pipe.

Manufactured by

Thos. Davidson & Co.

MONTREAL.

GAS MOTORS IN GERMANY.

PROMINENT among the economics which have been introduced during recent years in Germany, says an exchange, is the use of gas motors in place of steam engines in all the smaller forms of manufacture where the motive force required does not exceed 75 to 100 horse power. At the Frankfort Exposition of 1891 most of the dynamos were driven by gas and caloric engines, and the display of these motors at that time was almost as varied and interesting to the general public as that of the electrical apparatus to which they were technically subsidiary. There were in operation at that time throughout Germany about 18,000 gas motors, with an aggregate motive force of 60,000 horse power. Since then the gradual cheapening of gas and the rapid extension of electrical lighting and electrolysis have combined to increase very rapidly the use of gas motors, the effectiveness and economy of which were so brilliantly demonstrated at the Frankfort exposition. No statistics are available to show the precise number that are at present in use, but, as the two principal makers of gas engines in Germany have alone made and delivered during the past two years 1,950 motors, it may fairly be inferred that the number in actual service in that country is not far short of 24,000 or 25,000. Meanwhile the progress that has been made in improving the machines and increasing their economy has been quite remarkable. The first gas motors, which were exhibited and used experimentally about 1868, were fatally extravagant. The Lenoir machine, which was the best model known to Germany as late as 1861, used—according to a recent statement—1,235 cubic feet of gas per horse power per hour, whereas the motors now in use consume only 28 feet per horse power per hour in small machines, and in large sizes as low as 23.75 ft.; so that 21.2 cubic feet of gas per hour will run an incandescent lamp of 16 candle power, and this proportion is said to have been reduced in large plants which employ motors of 500 horse power and more to 17.6 cubic feet of gas per horse power per hour.

DESERONTO BUSINESS MEN.

The Deseronto Tribune of June 29th has published a supplement giving a brief sketch of the town of Deseronto, with illustrations. Among the list of business men are the names of E. T. Miller and J. M. Anderson. The firm of Anderson & Miller was established four years ago, but last January Mr. Anderson retired. A general tinsmith business is done, but Mr. Miller also keeps on hand a large stock of shelf hardware and stoves. J. M. Anderson is one of the young business men of the town. Aside from the manufacture of tinware, he is agent for Eastlake Metallic Roofing.

BICYCLE RACING OVER THE ALPS.

A bicycle race over the Alps was held Monday morning, June 11, starting from Milan, Italy (Milan, Verona, Trient, Bozen, Brixen, Brenner, Kufftein, Munich). Forty-six competitors took part and announced were forty-nine, of whom were sixteen Germans, seven Austrians, two Swiss and twenty-four Italians. The first prize was taken by J. Fisher, of Munich, who made the tour of 590 9-10 kilometers, including the most difficult mountain grades in 29 hrs. and 34 min. Mr. Fisher also took the first prize in the long distance competition from Vienna to Berlin. Both races were won on the "Adler" bicycle. Dorken Bros, of Montreal, are agents for the "Adler."

In the supplementary estimates that were brought down Thursday night in the House of Commons, was an item of $33,000 for the purchase of manilla for the binder twine factory at the Kingston Penitentiary.

The creditors of Doty Bros. & Co, engine makers, held a meeting yesterday, when a statement was presented showing liabilities of $20,000 and assets of $14,000. If their offer of settlement is accepted by the creditors, A. R. Williams & Co. will fulfil all existing contracts for Doty Bros. & Co.

James Burnett, Montreal's leading broker, president of the stock exchange, and a man worth probably three-quarters of a million dollars, died suddenly the other morning. His health had not been good for some time past. Deceased had been for 20 years one of the foremost financiers of the street, and was at one time connected with the Bank of British North America. He was always considered exceedingly conservative in his financial methods, possessed excellent judgment and his wise counsel will be much missed by many younger members of the board. Deceased was 52 years of age and leaves a widow, six daughters and a son.

FURTHER TARIFF CHANGES.

A NUMBER of changes were announced in the tariff on Tuesday night by the Minister of Finance. Those of most interest to the hardware trade were :

Lamp springs, 10 p.c. ad valorem.

Horse clothing of jute, shaped or otherwise manufactured, 30 p.c.

Glass bulbs for electric lights, 10 p.c.

Frames, clasps or fasteners for purses, chatelaine bags or reticules, not more than seven inches in width, when imported by the manufacturers of purses, chatelaine bags or reticules for use in their factories, 20 p.c.

German looking-glass, unsilvered, 17½ p.c.

Wrought iron or steel nuts and washers, iron or steel rivets, bolts with or without threads, nut and bolt blanks less than ⅜ of an inch in diameter, are set down at present at 1c. per pound and 25 p.c.; by the amendment of which notice was given Tuesday night this was changed to 1c. per pound and 25 p.c. but not less than 35 p.c.

The following are additions to the free list: Ground logwood, ground fustic and patent prepared dyes, bird skins and skins of animals not native to Canada for taxidermists' purposes, not further manufactured than prepared for preservation, iron borings, album insides made of paper, hair-brush pads, "balearic fire" and "satin white," nitrite of ammonia.

Section 724 of the free list schedule is as follows: Wire of iron or steel of No. 13 and No. 14 gauge, flattened and corrugated, used in connection with the machine known as the wire-grip machine for the manufacture of boots, shoes and leather belting, when imported by the manufacturers of such articles, to be used for these purposes only in their own factories. Tuesday's amendment adds the Champion nailing machines to this section.

One more addition to the free list is to be made—iron wire twisted, when imported by the manufacturers of boots and shoes for use in their own factories.

Brass and copper wire for manufacturers of boots and shoes were already on the free list.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, July 13, 1894.

HARDWARE.

THERE has been no special feature to report in the general hardware market during the week. Business is of moderate volume, but better than the majority of the trade seem to expect, and matters are shaping now so that a better movement of business is expected in the near future. Wire continues quiet in a jobbing sense, but makers are experiencing a fair demand at present for nail wire. Theyalso anticipate a move in hay baling wire shortly. Cut nails continue quiet, both makers and jobbers complaining. Wire nails are fairly lively, while the reduction in the price of tacks has not had any effect in improving the demand for them. Some demand is being experienced by makers for horseshoes. Wire cloth and wire screens still move fairly well, while other lines present nothing special. Payments, it is generally stated, might be better than they have been, but better things are looked for in this connection once the crops are got in.

WIRE—The jobbing movement of wire is small. Makers, however, are working on some good orders for nail wire, and also anticipate a move soon in the demand for hay baling wire, and are preparing for the same. It is their impression that stocks generally are not heavy, and they are commencing to accumulate supplies to be ready for any calls for prompt shipment that may be made upon them.

ROPE—There is only a quiet business to note in rope. Prices, however, continue steady. We quote : Sisal, 7 to 7½c. for 7-16 in. and upwards, and 14c. for deep sea line. Pure Manilla, 9¼c. for 7-16 and upwards, 6¾c. for smaller.

CUTLERY—There is little to note in cutlery at present aside from a fair sorting demand, which, however, is falling off this week.

SPORTING GOODS—The expected improvement in these is still wanting. The only thing to mention is a few orders for ammunition.

CUT NAILS—Business in these continues as quiet as ever, and while jobbers state that the demand is slack, makers report that there is no demand at all for forward supplies. Prices remain at $1.80 to $1.85.

WIRE NAILS—There is fair demand still to note for wire nails in a small way. Discounts are as before.

HORSE NAILS—It seems impossible to arouse these into any kind of life. The movement is strictly confined to a small demand for actual requirements, and they seem to be very small at present. The basis of cost is unchanged.

GREEN WIRE CLOTH—A steady demand is still to note for this article, and also for wire doors and screens. Supplies of both articles continue limited, some fresh lots which arrived being rapidly depleted.

TACKS—The reduction in the discount list on tacks has failed to effect any improvement in the demand from makers who complain that business is not a whit better than it was. The business that jobbers are doing also is not specially active though it is somewhat better than it was.

CHAIN—Trade dull with nothing to report.

HORSESHOES—Makers are beginning to feel some demand for supplies, and remark that it is about time they did so. Jobbers' stocks are light, and as they look for a better demand in the course of a week, they are preparing for it. Prices are unchanged on the basis of $3.65.

WARE—The only goods moving are peerless and white ware, for which there is a fair demand in a moderate way.

LAWN MOWERS—As noted last week, there is a distinct shrinkage in the movement of these goods. It has continued during the present week.

TOOLS—Demand for harvest tools of all kinds continues brisk. In other lines there is no business doing.

ICE CREAM FREEZERS—The call for these keeps up and they are one of the active lines at present.

CLOTHES WRINGERS—Business in these is without life.

PLUMBERS' SUPPLIES, ETC. — There is little activity to note either in plumbing or building supplies.

LEAD PIPE—A moderate jobbing movement is noted.

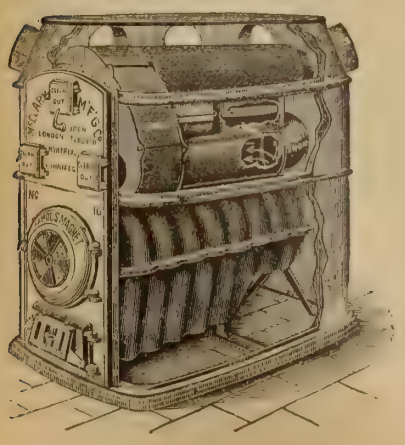
HINGES—Continue to move out with freedom at steady prices.

TAR—No change has transpired in this line during the week. Business rules quiet. We quote : Rosins, $2.75 to $5.25 as to brand ; coal tar, $3 25 to $3.75 ; cotton waste, 5 to 7c. for colored and 7 to 10c. for white ; oakum, 5½ to 7½c., and cotton do. 10 to 12c.

TURPENTINE—Since last writing, weaker advices from the South and larger stocks have led to a decline of 1c. in turpentine, which we now quote at 46 to 47c.

CEMENT—Receipts of this have been fair during the week, and have moved out fairly well. Prices are steady at $1.95 to $2.05 for English brands, and $1 85 to $1.95 for Belgian, and to arrive, English brands $1.95 and Belgian $1.80 to $1.90.

FIREBRICKS—There is a quiet business doing in these at unchanged prices, viz., $15.50 to $19.50 per 1,000, as to brand.



A Perfect Wood Furnace

Our famous Magnet, made in 3 sizes, Nos. 14, 16 and 17. Heavy Fire Box. Large Feed Door. Steel Flues with Cast Heads. Direct and indirect draft. Flues easily cleaned. All operations from front of Furnace. Everyone handling them concede their superiority. Send card for our new catalogue.

The McClary Mfg. Co.

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26 Wellington St. East, TORONTO

Gas, Electric, Combination

Fixtures AND **Brackets**

English, Canadian, and American DESIGNS



A select stock of **Gas and Electric GLOBES** always on hand

JAS. BARWELL, 88 Bay Street, **Toronto**

Drawings and prices on application.
The trade supplied.



SS. SMOKELESS POWDER Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.
429 Board of Trade Building
MONTREAL, Agents.

SEND FOR PRICE LIST.

ARE YOU A KICKER?

If So, Do All Your Kicking Before Pay Day

Many dealers are now kicking themselves because they did not order our . . . **POTATO BUG FINISH** when they had a chance to get it. Some who did buy it are kicking themselves because they did not buy more. Nearly all have lost sales by not having enough to supply the demand. In the meantime, while the bugs are kicking with the stomach ache, we call your attention to our

CALCINED PLASTER

which we can supply to all points west of Toronto cheaper than any other manufacturer. We can sell it in ten-barrel lots about as cheap as you can buy by the carload elsewhere.

We shall offer all Alabastine dealers this Fall another great Money Maker and Trade Catcher. Our genius is now at work. It pays to have your name on our list, because you will get

First-class Goods,
The Best Advertised Goods,
Liberal Discounts to Quantity Buyers,
Goods that Draw Your Competitors' Customers,
Always at Low Prices for Prompt Pay.

THE ALABASTINE CO., Limited,
PARIS, ONT.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, **TORONTO**

ENGLISH HOUSE: **SAMUEL, SONS & BENJAMIN**
164 Fenchurch St., London, E. C.

LAMPS

AND

Lamp Goods

Gas Fixtures

Of all descriptions
And splendid assortment.

WRITE FOR PRICES.

MONTREAL MARKETS—Continued

METALS.

The better feeling that we noted last week in iron and heavy hardware has been maintained, and though the change in the volume of trading is not appreciable, prospects appear more encouraging. Stocks in many of the leading lines are light, while values on them are tending higher, and the fact is having an influence on buyers. The case of Scotch pig iron and tin and Canada plates may be instanced as examples, both of these lines being higher this week on spot, while, as we noted in our last, fresh supplies cannot be laid down here for the same money as they could a week ago.

PIG IRON—The pig iron market is tending higher under light stocks and a firm tendency at primary sources. Values on Scotch pig have advanced on spot since our last, 100 tons of Summerlee having sold ex store at $19.50. It might be had at $19 ex wharf, but there is little to be had from this source. These prices are an advance of 25 to 50c. a ton on last week's quotations, and other lines of Scotch pig have acted in sympathy. We quote: Summerlee, $19.25 to $19 75; Eglinton, $18 to $18.50; Carnbroe, $18 to $18.50; Ferrona, $16.50 to $17; and Siemen's, No. 1, $16.50 to $16 75.

BAR IRON—The bar iron market is quiet, with only a moderate amount of business passing. We quote $1.70 to $1.75.

TIN PLATES—The spot market for these has reflected this week the firmness in the English market noted in our last report. Prices are advanced all round, therefore, and with small stocks here importers' agents are looking for a brisker market. Any buyer who wants to fill an order this week has to pay the advanced prices, and cokes have sold ex-store at 25c. advance upon last week's basis. Charcoals are steady though unchanged. We quote cokes $3 to $3.25 and charcoal $3.35 to $3.50.

CANADA PLATES—The firmer feeling in these pointed out last week has become more apparent, and prices are firmer at $2.20 to $2.25.

TERNE PLATES—No change in these is to report. Sales of some good sized lots have left first hands on the basis of $6 to $6 20.

SHEET IRON—There has been no change in sheet iron, with sales steady on the basis of $2.40.

IRON PIPE—Only a few small lots moving. Discounts are unchanged.

GALVANIZED IRON—There is a fair demand for galvanized sheets. We quote: 4¼ to 4½c. for ordinary brands; Morewood, 5¼ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

INGOT TIN—The firmness noted in the last week is maintained and sales have been made here of round lots at an advance of ½c. We now quote 17½ to 18c.

EASTLAKE GALVANIZED STEEL SHINGLES



Patented April, 1885. March, 1887. January, 1894.

The Shingle that others TRY to imitate. Has no equal in any particular. The EASTLAKE is in use on more roofs than all other shingles combined. Never fails to give satisfaction.
We protect the trade, and will quote liberal prices to those who mention that they saw our advertisement in HARDWARE.

Sole Manufacturers BEWARE OF CHEAP IMITATIONS

The Metallic Roofing Co. of Canada, Limited, 82 to 90 Yonge Street, TORONTO, ONT.

COPPER—The copper market is steady and unchanged with a small business passing. We quote 9¾ to 10c.

STEEL—No change to note in this. We quote: Best cast steel 10½ to 12c.; spring, $2.50; tire, $2 50 to $2.75; sleigh shoe, $2.40; round machinery steel, $3.

BOILER PLATE, ETC.—The only change in tube plate has been in ¼ inch and upwards, which is now quoted $2.10 to $2.25; ditto 3-16, $2.60.

SPELTER—There has been no further decline in this to note and we quote as before, $2.25 to $2.50.

ZINC SHEETS—Business quiet and prices steady at $5 to $5.25.

LEAD—No change to note. A moderate business is doing on the basis of $2.60 to $2.75.

HOOPS AND BANDS—Prices remain unchanged under a quiet business at $2.30 to $2.35.

ANTIMONY—Featureless and steady at 10½ to 12c.

GLASS.

There is not much activity to note in the glass market. We quote $1.25 for first break; $1.30 second break, per 50 feet; $3 25 for first break per 100 feet; putty in bulk, $1.85.

PAINTS AND OILS.

Business in these has been quiet during the week. Demand for Paris green which was quiet active is following off somewhat. There is no change in values to note. We quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots, raw, 54 to 55c., boiled, 57 to 58c.

PETROLEUM.

There has been no change in the situation of the petroleum market, business being quiet and prices steady. We quote: Canadian refined at 11c. in shed in Montreal for round lots, and 12c. for small quantities. American petroleum, 14 4-5c. in car lots, 15¼c. in 10-barrel lots, 15½c. in 5-barrel lots, and 16c. for single barrels, net cash; American benzine, 23 to 25c.; Canadian benzine, 10¾c. Petrolea; 12¾c. Montreal.

CHEMICALS AND DYESTUFFS.

The demand for these has improved somewhat and a better volume of trade is to note. Late mail and cable advices from abroad have been all steady, and note no change in values. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2 50; chlorate of potash, 20 to 22c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2.00; ditto roll, $2.00 to $2.10; sulphate of copper, $4.50 to $5.00; white sugar of lead, 7½ to 8½c.; bicarb. potash,

MONTREAL MARKETS—Continued.

10 to 12c.; sumach, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2.00 to $2.10; castor oil, 6½ to 7c.; and Norwegian cod liver oil, $25 to $26.

HIDES.

Since our last there has been more enquiry for beef hides, and in the aggregate about 2,000 hides have changed hands. Outside of this there is nothing special to note. We quote: No. 1, 3½c.; No. 2, 2½c.; and No. 3, ½c. The firmness in lambskins is mainly at 25c. each.

TALLOW.

The tallow market rules quiet and steady at 6¼ to 6¾c., as to quality.

MONTREAL TRADE NOTES.

Mr. Painchaud, of Painchaud, Squire & Co., is at present in Europe visiting the different iron markets.

Mr. Crowdy, of Jas. Hutton & Co., returned from the seaside this week.

Wm. McNally & Co. received 3,500 casks of leading brands of English cement on Tuesday last. Demand from the West is good with them.

McArthur, Corneille & Co. note that there is a shortage in the call for Paris Green this week. Business has been quite brisk in the article up to very recently.

Advices from London are firmer on cement, cables to one or two importers asking an advance of 3d. On the other hand Belgian makers are still offering lower prices.

Receipts of fire bricks last week were 50,000. Two firms, Francis Hyde & Co. and Wm. McNally & Co., were the principal receivers.

In consequence of lower advices from the South, turpentine has been marked down 1c. per gallon all round. Sales to arrive of round lots have been made at 44c.

Advices to Thos. Robertson & Co. note a firmer tendency in the heavy iron and metal market. Tin, for instance, has been sold higher and the stock of it is not heavy.

TORONTO MARKETS.

TORONTO, July 13, 1894.

HARDWARE.

NO distinctly new features have developed in the trade during the past week. There is still a fair volume of business doing for the season, although it has evidently been getting lighter each week during the last month, and the past week has been no exception in this respect. Demand at the moment is principally for builders' hardware, grindstones, scythe stones, hinges, hay rakes, cradles, garden tools, coal oil stoves, preserving kettles. The movement in tinware is satisfactory. Neither cutlery nor sporting goods exhibit much life yet. Business is scarcely as brisk in wire nails as it was, but in cut nails a fair trade is still doing, while further improvement is to be noted in the demand for horse nails. Business does not improve much in horse pokes, while in clothes wringers it has fallen off considerably. Manufacturers of wood screws have been flooded with orders since the reduction in prices was denounced a week ago.

WIRE—Orders for ordinary fence wire are very limited. Demand for barb wire is, if anything, a little better, but the movement, however, is still light. No change in prices.

ROPE—Trade in this line is virtually at a standstill. We quote as before: Sisal, 7 16 in. and larger, 7c.; ¼, 5-16, ⅜ in., 7½c.; Manilla, 7-16 in. and larger, 9 to 9¼c.; ¼, 5-16, ⅜ in., 9½ to 9¾c.

CUT NAILS—Business is fairly satisfactory. A number of carload lots have been forwarded during the week and a good many small shipments have gone forward. Base price is unchanged at $1.80 Toronto for carload lots, and $1.85 for small lots.

WIRE NAILS—Trade is not quite so strong as it was, quantities moving being considerably smaller than the average of a few weeks ago. Discounts are unchanged at 75, 10 and 5 per cent., shipment in 10-keg lots being prepaid.

HORSE NAILS—The slight improvement noted last week continues to characterize the market, but quantities are only for immediate wants. Discounts are still 60 per cent. off "C" and 60 and 2½ per cent. off "P.B."

CUTLERY—There is a better movement, principally in pockets, but, being between the seasons, much business is naturally not expected.

SPORTING GOODS—Business in this line still evinces no disposition to improve, dealers still holding back, although jobbers are not idle in trying to induce trade.

GREEN WIRE CLOTH—This is still moving steadily, necessitating jobbers sending repeat orders for some sizes. We quote as before, $1.85 per 100 square feet.

SCREEN DOORS AND WINDOWS—Fresh arrivals are now in. This enables jobbers to fill all orders that were held on file awaiting supplies.

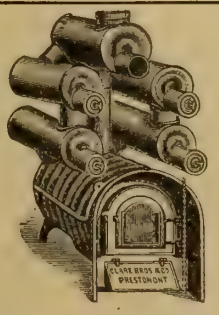
TACKS—The reduced figures do not seem to have induced much trade yet, but jobbers are living in the anticipation that an improvement will take place in the near future. We quote: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37½ per cent.

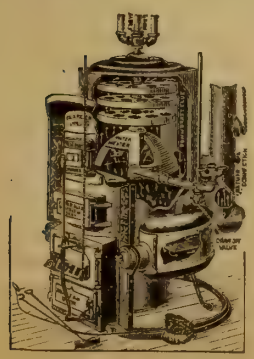
CHAIN—Business in coil chain is exceedingly flat, and although a few orders have been booked for tug and trace chain, demand for them is not what it should be.

HORSESHOES—These are showing more life. Some good orders have been forwarded during the week, but stocks are light and jobbers are not disposed to purchase their fall supplies until business shows more improvement. Prices are $3.80 Toronto and $3.85 London.

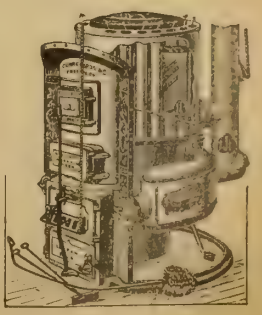
WARE—The improvement noted in Peerless and Eclipse ware has been maintained, especially in kettles, saucepans and teapots. In white ware there is nothing doing; but for enamelled kettles the demand is brisk.

LAWN MOWERS—Trade is virtually over. The season's trade was not nearly as large as last year. Stocks have, however, been

Best Value  on Earth.



These are the Furnaces that secure the trade for dealers who handle them.
They have no rivals but many imitators.



Clare Bros. & Co. ....Preston, Ont.

MARKETS—Continued

reduced so that jobbers will not be compelled to carry many over to next season.

PLUMBERS' SUPPLIES — There is no special feature in this. What little business there is doing is on country account, city trade being dead.

LEAD PIPE—A number of ton lots have changed hands during the week, but outside of that there is not much demand and no change in prices. We quote: Toronto and the west 30 per cent. off in small lots, and 30 and 10 per cent off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

BUILDERS' SUPPLIES—Country trade is fairly good, but there is little or nothing doing in the city.

HINGES—Are still going out in good quantities, especially barn door, "T," and strap hinges.

HARVEST TOOLS—Demand is still being maintained. Jobbers have found it difficult during the past week to supply the demand in some lines. Fresh supplies, however, have been received during the past few days, and no further delay is anticipated in meeting the demand. The demand seems to run principally on turnip and field hoes, and cradles.

HORSE POKES—Trade is very quiet, and while stocks have not been reduced as readily as wished, jobbers anticipate that before the season is over they will be in more satisfactory shape.

ICE CREAM FREEZERS—Are going out freely. Although quantities are not large, shipments are frequent. Discount, 57½ to 60 per cent.

CLOTHES WRINGERS—Trade has fallen off considerably during the past few weeks, although the demand is still steady. Much change is not expected for the next month or six weeks. We quote $28 per dozen for Royal Canadian.

BELTING—The improvement continues. It is principally in leather, rubber belting not being in as good demand as a week ago.

SCREWS—Demand has become active since the reduction was made in price, and manufacturers are experiencing a good deal of difficulty in filling orders. We quote discounts: 80 per cent. on flat head, 75 per cent. on round head iron screws; brass screws 77½ per cent. for flat head and 72½ per cent. on round head.

TAR, ETC.—Business fair. We quote: Roofing pitch, $2.50 per brl.; pure coal tar $4 per brl.; refined coal tar, $4.50 per brl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per brl. and 75c. per doz. pint tins; pine pitch, $2.75 per brl.

CEMENT, ETC.—Much as before. We quote: Portland cement (English), $3 per brl.; New Brunswick plaster paris, $2 per brl.; Canadian water lime, $1.25 per brl.

FIREBRICK, ETC.—Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

Business in metals does not show much change. Copper is low and the market discouraging on account of the continued weakness in prices. Tin is a little firmer, through the canning men being at work. A number of large specifications for tin plate have gone out, but at prices exceptionally low. There has been a little improvement in the demand for bar iron, but difficulty is experienced in getting it. Trade in zinc is brightening a little.

PIG IRON—There is a little Nova Scotia iron coming up. Some inquiry is reported for import, but is for small lots as a rule, although one or two good contracts, spreading over a long period, are announced for Summerlee and Carnbroe. We quote: Summerlee, $20 to $20.50; Carnbroe, $19 to $19.50; Siemen's, $18 to $18 25.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: "We note an increased sale of American iron throughout the Province of Ontario which has been stimulated by special freighting arrangements recently made. The excessive advance made in rail freights has caused American shippers to look for other means of transportation, resulting in several large blocks having been placed for delivery by vessel to lake ports and distributed to individual consumers from those centers. Prices remain steady, and under the influence of the very light supply are firm at recent quotations. We quote on the cash basis f. o. b. Toronto in bond: No. 1 foundry strong coke iron Lake Superior ore, $13.25; No. 2 foundry strong coke iron, Lake Superior ore, $12.75; Jackson county silvery, No. 1, $16.80 to $18.30; Lake Superior charcoal, $15.70; Southern soft, No. 1, $11.75; Southern soft, No. 2, $11.50."

BAR IRON—Stocks are exceedingly light, and jobbers find it difficult to procure enough from factories to supply the demand for general sorting orders. There has been a little improvement in the demand for shipment from stock, although quantities are far from large. Prices rule as before at $1.85.

SHEET IRON—Trade has been quite active during the past week or so, some good shipments having been made. No change has taken place in prices, although large quantities can be shaded about 10c. per hundred on the prices quoted. We quote 8 to 16 gauge, $2.50; 18 ditto, $2.25; 20 ditto, $2.25; 22 to 24 ditto, $2.35; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Gorbal's, 26 gauge, 5½c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

IRON PIPE—Trade is keeping up well, although stocks are incomplete, especially in galvanized, of which there is very little in the market. Discounts are 70 per cent. for black and 50 to 50 and 5 per cent. for galvanized.

GALVANIZED IRON — Business remains satisfactory, inquiries coming in frequently both for case lots and small shipments. Quantities are offering in case lots at $4.35 for 28 gauge.

CORRUGATED IRON—Much as before. We quote: "Owl" brand from genuine steel plates, zinc coated, $4.25 to $6 per square; painted steel, same brand, $3 to $4.75 according to gauge.

INGOT TIN—Is a little more lively than it has been, although very few ton lots have changed hands. Prices are as before—namely, 19 to 19½c. for ton lots and 20 to 20½c. for small lots.

INGOT COPPER—Is still quiet, with no immediate prospect of an improvement. Prices rule at 10 to 10¼c.

SHEET COPPER—Is a little more active again. Quite a number of case lots of tinned copper have gone out during the week; also fair quantities of brazier sheets. We quote untinned at 14 to 16½c. according to weight and size; brazier sheets 14 to 17c., according to quality.

BOILER TUBES—There are a few good contracts under consideration, but present demand is rather small. 1¼ inch, 7c.; 1½ inch, 7¾c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

SHEET STEEL—The stove men are beginning to get busy, and this is being reflected in a slightly improved demand for steel plates. American steel is higher 10 to 15 per cent., more mills having been compelled to shut down. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

ZINC SPELTER — Trade is exceedingly quiet. Although a few large sales have been made here and there, the general demand is unsatisfactory. The idea as to price is 4¼c. for domestic, and 4½c. for imported.

TIN PLATES—Trade has fallen off a little, but a demand still exists for charcoal, both in 14x20 and 20x28. Prices are unchanged at $3.50 to $3.75 for "I C," and $3.25 to $3.35 for coke.

TERNE PLATES—Not as many boxes have gone out during the week as before. Trade, however, so far this season has been fairly satisfactory, and if anything better than last year. Prices are $6.50 to $6.75 according to quality.

ZINC SHEETS—Trade is beginning to brighten up a little. Jobbers are receiving their fall supplies, and orders booked for September delivery are now being asked. We quote case lots at 4¾c., and small lots at 5c.

HOOPS AND BANDS—Trade is still quiet, although a better demand is existing; quantities shipped are small. Prices can be shaded 10 per cent. per 100 lbs., but for small lots $2.25 is the idea. American steel, $2.

MARKETS—Continued

CANADA PLATES—There is nothing special in connection with this, as dealers in the city are not needing all their stock, while a number of country dealers have received their import orders.

SOLDER—Trade is steady, and if anything better than a week ago; 12½ to 14c. is still the idea as to price.

PIG LEAD—Is still stagnant, very little having changed hands. Prices have advanced a little, and $2.90 is the figure now asked.

ANTIMONY—Continues quiet and unchanged at 9½ to 10c. for Cookson's.

GLASS.

Enquiries for shipments from stock are becoming very numerous. They are, however, principally of a sorting-up nature. The shipments received this year on through bills by country dealers have in the aggregate proved satisfactory, very few complaints having been recorded of shipments arriving in bad condition. Complaints are numerous regarding cutting of prices, and figures are expected to rule very low next fall on account of the large shipments that have been ordered. We still quote $1.20 to $1.25 for first break.

OLD MATERIAL.

Market remains quiet at unchanged prices. We quote prices paid by dealers as follows: Agricultural scrap, 50c per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 30 to 35c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 6¾ to 7c.; heavy scrap copper 7½ to 7¾c.; old copper bottoms 6 to 6½c.; light scrap brass 4c.; heavy yellow scrap brass 6c.; heavy red scrap brass, 6 to 6½c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 2¾ to 3c.; country mixed rags, 60 to 75c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10c.

PAINTS AND OILS.

There is not much that is interesting to note.

WHITE LEAD—Continues dull at 4½ to 4¾c. per lb.

PREPARED PAINTS—Are quiet, although there is a little more going out than a week ago; $1.05 is the idea for pure.

PARIS GREEN—Demand for paris green has dropped off materially, but a slight revival is anticipated later on, although it is not expected to assume important proportions. The Canadian manufacturers have again started to make paris green, so that in spite of what has been shipped out of the country there will be plenty to go round. Prices rule as before. We quote: English, 112 lb. drums, 15 to 15½c.; and 56 lb. drums at 15½ to 16c.; Canadian, 100 lb. drums, 13c.; 1 lb. packages, 14½c.

LINSEED OIL—Trade has picked up in this line, although the turnover is still small.

RAZORS See our fully warranted German Hollow Ground Razors. Fresh stock just received. Good assortment, low price, splendid value.

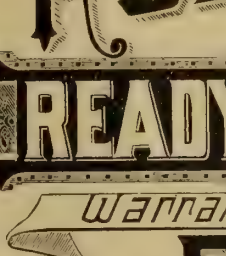
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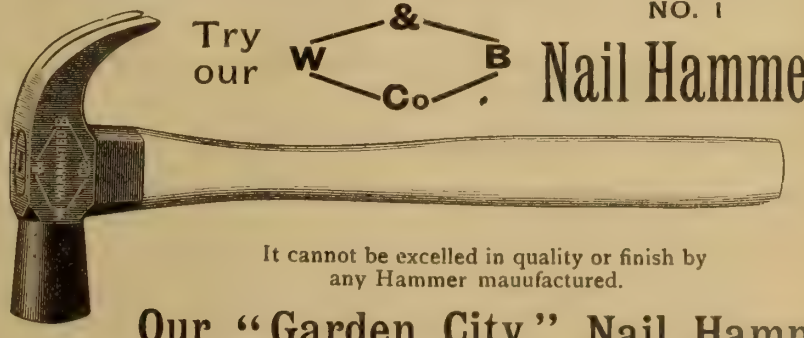
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Try our W & B Co. NO. 1 **Nail Hammer**



It cannot be excelled in quality or finish by any Hammer manufactured.

Our "Garden City" Nail Hammer

GET OUR PRICES AND TRY OUR GOODS

Is the best and cheapest "Solid Cast Steel" Hammer on the market.

We aim to keep in stock a full line of Hammers, Sledges, etc., and will make prompt shipments. . . . . .

MARKETS—Continued

We still quote 53 to 54c. for raw, and 56 to 57c. for boiled.

TURPENTINE—Trade is quite, but a little better than a week ago. Prices are steady, but there is no likelihood of prices going any higher; 43 to 44c. f.o.b., Toronto, are the ruling quotations.

VARNISHES—There is not much doing in Canadian varnishes, but demand for imported keeps up well.

CASTOR OIL — Has been active. In Europe, prices are advancing, but there has been no change here, figures still being 6⅝ to 6¾c. in case lots, and 7c. in single tins.

SEAL OIL—Refined is unchanged at 58 to 59c. per gallon.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Remain unchanged with poor prospects for advancement. We quote: No. 1's, 3c.; No. 2's, 2c.; No. 3's, 1c. Steers, ½c. in advance of above price.

SKINS—Nothing new to report in skins. The usual number are being received by butchers, but no export or shipments are reported. Prices are the same. We quote: Lambskins, 25c.; pelts, 20c.; calfskins, 4 to 6c. per lb. for No. 1's and 2's.

WOOL—Plenty of wool is offering, and farmers lots are being bought at 16 to 17c; country lots at close selection are 17c.; clothing, including down, 18 to 19c.; unwashed, 9½ to 10½c.; rejection, including black coar, burrs, and chaffy fleeces, 12 to 13c. It is expected that the passing of the Wilson Tariff Bill will have but little effect on our wool market owing to the fact that the domestic wools in the United States are as low as the domestic wools in Canada. The only hope that the dealers have is that there will be a demand for our bright, light, shearing and combing wools.

PETROLEUM.

There is no change to report in oils. Trade remains about the same, with a prospect of advancement later on. 5 to 10 brl. lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; Canadian water white, 16 to 17c.; American water white, 18 to 19c.; photogene, 20c.

The Petrolia Advertiser, in its weekly report, says: "Crude, 93c. per brl.; refined, 5¾ to 6¼c. in bulk, or 8½ to 9c. in barrels in car lots f.o.b. here. Oil matters are painfully quiet, and there is nothing of any interest to report."

MARKET NOTES.

Graham Nail Works report business good, particularly in wire nails.

Stewart & Wood are this week taking in a large consignment of glass.

The Art Metropole report a steady increase in the sale of Munn's Liquid Glue.

Craig & MacArthur report they are exceptionally busy in belting at the moment.

Rice Lewis & Son, Ltd., are making a specialty of bar supplies, and have a big supply in stock.

The hardware and cutlery business, formerly carried on by E. Heuser & Co. and J. Dorken, will hereafter be carried on jointly, under the style of Dorken Bros. & Co. The general partners of the new firm consist of H. W. Dorken, F. J. Dorken, E. Rudolf Dorken, Montreal; special partner, H. Boker, Remchseid, Germany.

H. S. Howland, Sons & Co. report large sales of Rixford's harvest tools and "dead shot" and smokeless powder.

One large No. 8 hot water boiler, with radiation, was shipped this week to Church's Point, N.B., by the Gurney Foundry Co.

The Gutta Percha & Rubber Co. report orders coming in freely for their "Red Strip" and "Lion" brands of endless threshing belts.

Sanderson Pearcy & Co. are experiencing an active demand for glass, and announce that they have all sizes in "double diamond" and "star" in stock.

Clauss Shear Co. have had very flattering success in introducing their goods in Canada. They are about to introduce their "Clauss" razors to the Canadian trade.

The Gurney Foundry Co shipped this week to F. Roidneaux, St. Jovite, Que., 1 No. 1, style C, double crown hot water boiler, and 2 No. 3, style C, double crown hot water boilers, twin together. To O. Picard & Son, Quebec, they shipped 2 No. 6 Oxford hot water boilers, twin together. They also put a large steel plate range in the steamer Garden City.

A. A. Allan & Co. have just received a large consignment of their famous "Star" bicycles. They are using the Dunlop and Bartlett clincher tires. Owing to the great demand for ladies' wheels they are paying special attention to high grade ladies bicycles fitted with Bartlett's clincher tire. One great feature in these tires is that they will not slip as easily on wet asphalt as the smooth one. Parties purchasing from A. A. Allan & Co. may rest assured they will get a strictly high grade wheel, as they keep nothing but the best in stock. Mr. Harvey says that the best proof he can get of the quality of their stock is that although many dealers around town are cutting prices on wheels, still the public seem satisfied in paying the standard price for the "Star." A consignment of high frame wheels will be in soon.

UNITED STATES MARKETS.

NEW YORK, July 13, 1894.

PIG TIN—Lower London quotations and very indifferent local speculative interest, along with extremely conservative buying on the part of jobbers and consumers combined to give the market a rather weak appearance. While official record was made of bids of 19.20c. for July and 19.15c. for later deliveries, contract terms, small lots were parted with at only a small fraction advance on those figures, or in other words at 19 30 to 19 35c. net cash. The arrival was reported of 100 tons, making a total of 400 tons received this month, and indicating further addition to spot supplies.

COPPER—For ingot there is little demand at present, but more reserve in the offering has the effect of giving the market somewhat better tone, and it is doubtful that good brands of Lake Superior product can be secured now at less than 9.15c. for either prompt or future delivery. At the best, 9⅛c. is considered an inside quotation. The cheaper varieties are meeting with rather slow sale, and prices for the same remain somewhat uncertain, with the range of 8¾ to 8⅞c. quoted for electrolytic, and 8⅝ to 8¾c. for ordinary casting stock.

PIG LEAD—Common domestic was sold to a moderate extent at 3.47½ to 3.50c. in carload lots for delivery this month. Spot parcels realized 3.50c., but it was difficult to duplicate orders at that price since spot stocks are light and prompt shipments from the West very difficult to make. Holders asked 3 55c. August shipments were 3.40c. bid, and futures generally showed stronger tone, chiefly under the influence of enforced reduction in output. St. Louis wire to the Metal Exchange was 3.10c. The London cable was £9 12s. 6d. for soft Spanish.

SPELTER—Not much besides routine business or demand was reported, but the latterly cheapest sellers are less aggressive, and the market therefore gains somewhat in tone despite the conservative policy of Eastern consumers. At the moment 3 50c. would appear to be an inside rate for ordinary Western brands. St. Louis wire to the Metal Exchange was 3.20c. London cable quoted £15 18s. 9d. for good merchant brands.

ANTIMONY—Only a moderate business is passing at present, and prices are still rather easy, with about 8½ to 8⅝c. quoted for Hallett's and 10c. for Cookson's on the spot.

TIN PLATE—The market remains in a remarkably quiet condition. Spot purchases are, if anything, still below the average for this season, and the interest in forward shipments continues exceedingly tame. This dull condition of trade operates to keep values rather soft, but no radical changes have taken place thus far this week.

IRON AND STEEL—Pig iron orders come along rather tardily and are almost invariably small quantities of foundry grades for delivery during the next two months. The business passing is chiefly at former prices, and the market does not appear to be seriously affected by the railroad strikes. Old material sells rather slowly, but enough business goes through to keep prices quite steady. Rails, structural material and other products of the mills remain dull. New orders are scarce and there seems to be hesitancy about closing contracts previously under negotiation. Prices remain almost stationary.

PERSONAL MENTION.

Thomas Hemphill, of Wroxeter, was in Toronto this week.

Mr. Varzant, of Varzant & Son, was paying his respects to the trade in Toronto a few days ago.

H. T. Seymour, president of the Seymour Cutlery Co., Holyoke, Mass., paid a visit to the trade in Toronto this week. He said that his firm were behind with their orders on account of the strike.

The following merchants were to be seen this week at the Gurney Foundry Co.'s works: S. P. Gourlay, St. Catharines; Mr. Fear, of J. W Fear & Co, Waterloo; Geo. Lyod, St. Catharines, and J. H. Bundy, Pickering.

ANCIENT LOCKS AND FASTENINGS.

THE following paper was read at the recent meeting of the New England Hardware Dealers' Association. We reproduce it from Iron Age :

It is fair to assume that thieving has been practiced since the world began and has continued to the present moment, therefore the use of locks and fastenings has been necessary to protect valuables and secure dwellings and apartments from intrusion. In looking up information upon this subject, I find few publications of much value, but such as I have found have been to me of great interest. In the British encyclopedias I have found descriptions of old locks such as we to-day know little about.

HISTORICAL LOCKS.

The antiquity of locks and keys is unquestioned. We read in Holy Writ of their use many centuries prior to the Christian Era. In Solomon's Song, chapter v., verse 3, we read, "I rose up to open to my beloved, and my hands dropped with myrrh, and my fingers with sweet smelling myrrh, upon the handles of the lock." In Nehemiah, chapter iii., verse 3, is the following : "But the fish gate did the sons of Hassenaah build, who also laid the beams thereof, set up the doors thereof, the locks thereof." And these words are repeated in the 6th, 13th, 14th and 15th verses. You will observe in the foregoing quotations there is no mention of a key in connection with the lock.

LOCKS WITH KEYS.

In Judges, chapter iii., verses 23-25, we read : "Ehud went forth through the porch, and shut the doors of the parlor upon him, and locked them. When he was gone out his servants came, and when they saw that behold the doors of the parlor were locked they said, 'Surely he covereth his feet in his summer chamber,' and they tarried till they were ashamed, and behold he opened not the doors of the parlor, therefore they took a key and opened them." In Jeremiah, xxiv., verse 1, we read that Nebuchadnezzar, King of Babylon, carried off captives, "carpenters and smiths," from Jerusalem to Babylon.

LARGE KEYS.

The most ancient lock ever discovered is described by Mr. Bonomi, of England, as having secured the gate of an apartment in one of the palaces of Khorsabad. He says : "At the end of the chamber just behind the first halls was formerly a strong gate of one leaf, which was fastened by a large wooden lock, like those still used in the East, of which the key is as much as a man can conveniently carry, and by a bar which moved into a square hole in the wall. It is to a key of this description that the prophet probably alludes, 'And the key of the house of David will I lay on his shoulder,' and it is also remarkable that the word for key in this passage of Scripture, Isaiah, xxii., 22, is the same in use all over the East at the present time—'Muftah.' The key of an ordinary street door is commonly 13 or 14 inches long, and the key of the gate of a public building or of a street or quarter of a town is 2 feet and more in length." This reminds us that at the present day the Yale Lock Company furnish keys of a similar length to be used as signboards.

PIN LOCKS.

The ancients used to hang their keys over their shoulder several at a time, suspended by strings and sometimes by chains. At one end of their keys were iron pegs to correspond to so many holes in the wooden bar or bolt of the lock. When the door or gate is shut it cannot be opened until the key has been inserted and the impediment to the drawing back of the bolt removed by raising up so many iron pins that fall down into holes in the bar or bolt corresponding to the peg in the key. The above discovery, and also the figure of one being sculptured among the basso relievos of the great temple of Karnac, prove it to have been in use in Egypt for about 4,000 years, during which period it does not appear to have undergone any sensible change. This discovery was first published in England in 1798, but was not generally known until the invasion of Egypt by Napoleon early in the present century, when a further account of it was given by M. Denon in his great work on that country. It is also remarkable that this same pin lock was found to have been in use for centuries in the Faroe Islands, being identical in its construction with the Egyptian, all their parts, lock and key, being made of wood. A lock similar in character has been in use in Cornwall from time immemorial, which might have been introduced there by the Phœnicians.

Mr. Chubb, of London, in his paper on the construction of locks and keys, April 9, 1850, says :

CROOKED KEYS.

"It is evident, however, that in the East another lock and key of a different description was in ordinary use for fastening large doors and gates. There is nothing recorded as to the construction of the lock, but it can be inferred from the description given of the key, which is stated to have been in the form of a large sickle." Aratus, in order to give his readers an idea of the form of the constellation Cassiopeia, compares it to a key, and Huetius states that the constellation answers to such a description, the stars to the north composing the curved part and those of the south the handle. In Parkhurst's Hebrew Lexicon we read : "In early ages they made use of certain crooked keys having an ivory or wooden handle." These keys were placed in the holes of doors, and by turning them one way or the other the bolt was moved forward or backward in order to open or shut the doors. Homer in his "Odyssey" XXI, writes of Penelope, wanting to open a wardrobe, using a brass key, very crooked, hafted with ivory. Eustathius, who flourished in Constantinople about 1170, speaks of this key as very ancient, which differs from the keys having several wards which have been invented since. Callimachus, in his hymn to Ceres, speaks of her priestess Nicippe carrying a key. Mr. Donaldson, of London, writing about ancient doorways, says, "the fastenings to the doors consisted of bolts, bars, and locks." Commentators are uncertain as to the time when keys were first used. Eustathius attributes the invention to the Lacedemonians. Pliny, on the other hand, gives the credit of the discovery to a certain Theodorus, of Samos.

KNOTTED CORDS AS LOCKS.

At at events, the use does not appear to be as remote as the Homeric ages, for in the "Odyssey" Ulysses is represented as secur-

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Sole makers of the
"ALLIANCE"
PRIZE SPORTING POWDER
THE TRADE ONLY SUPPLIED.

BERGER BROS.
OF PHILADELPHIA

Trade has within the last two years increased beyond their highest expectations, the panic year being the best on record both as to the amount of sales and profits, the business keeping up to date about the same average. With the present low cost of producing supplies in their line, enabling them to sell at lower prices, and with other advantages and splendid facilities for handling goods in greater quantities, also prospects of better times ahead, they look for still larger trade in the future.

It may be well to state that this firm not only handle great quantities of Tinners' and Roofers' Supplies, such as Long Eave Gutters and Pipe, Zinc, Sheet Iron, Registers, etc., but are a general headquarters for Tinners' Hardware, where almost everything is kept in stock.

It will pay you to write for their Illustrated Catalogue, 1894 edition.

BERGER BROS.

ADAM HOPE & CO.,
Offer for Sale HAMILTON
"Pioneer" and "Sloss"
PIG IRON
These are fine foundry irons, being strong and large scrap carriers.
Also all the well-known—
Scotch Brands,
Broken Car Wheels,
and Railway Cast Scrap.

ing the rich and costly robes, vases, gold and other valuable presents of Alcinous and his queen, by a rope or cord fastened in a knot. This knot of Ulysses became a proverb to express any insolvable difficulty, and the proof of the esteem in which the ancients held this art, so necessary in the absence of locks, may be adduced from the Gordian knot famous in antiquity. In fact, Homer describes the treasures and other valuable objects as being kept in the citadel, secured merely by a cord intricately knotted. This, of course was soon found to be a very poor protection; therefore a wooden bar was adopted inside the doors of houses, to which it was attached by an iron latch, fastened or removed by a key adapted to it. This key was easily applied from within, but in order to get at it from without a large hole was made in the door allowing the introduction of the hand so as to reach the latch and use the key.

GROWTH OF THE LOCK.

The lock called the Lacedemonian, much celebrated by ancient writers, was invented subsequently; it was especially fitted for the inner chambers of houses, the bar fastenings continuing to be employed for closing the outer doors of dwellings and the entrance gates of cities. The Lacedemonian lock did not require a hole to be made in the door, for it consisted of a bolt placed on that side of the entrance door which opened, and on the inside of a chamber door. When a person outside wished to enter, it was necessary for him to insert the key in a little hole and raise the bolt, and in time this species of fastening was improved by the insertion of the bolt in an iron frame or rim permanently attached to the door by a chain, and fastening the door by the insertion of the hasp, through the eye of which was forced the bolt inside the lock by applying the key. Thus it appears that the locks of the ancients were not of the same construction as ours, not being inserted or mortised into the doors; not even attached, except by chain, being, in fact, mere padlocks,

KEYS WITH WARDS.

Throughout old writings one reads of doors being fastened by the use of bolts and bars. In "Ben Hur," we read of his house in Jerusalem being closed by valves. Doubtless General Wallace, the talented writer, found many of these ancient usages during his residence and travels in the Orient and the Holy Land. One also reads of progression in the art until keys were worn upon the fingers by aid of a ring, and keys having many wards. The pictures of these old keys, with large rings to wear on the finger, are very curious and interesting.

KEYS OF POMPEII.

In the year 1689, during some excavations in the plain at the foot of Vesuvius, where it was subsequently proved that Pompeii had flourished, a workman observed the regularity with which successive layers of earth and volcanic matter had been deposited and compared them to pavements one upon the other, with remains of burnt vegetation, charcoal and common earth beneath each volcanic deposit. Under one of these dense masses of scoria, dust and pumice stone he found large quantities of carbonized timber, locks and iron work, evidently the remains of the inhabitants, which together with some old keys and inscriptions giving the name of the locality, satisfied the learned of the day that they belonged to the ancient city of Pompeii. In the garden was found a skeleton with a key in its bony hand, and near it a bag of coins. This is believed to have been the master of the house, who probably thought to escape by the garden, and had been destroyed either by vapors or some fragment of stone. Beside some silver vases lay another skeleton, probably of a slave. Examples of beautiful Roman keys found in various parts of England and now deposited in the British Museum fully bear out this statement. There are also very beautiful specimens of early English keys in the museum at Marlborough House that are the wonder and interest of all admirers of this art.

ANOTHER CURIOUS ITEM

of lock making is that between the keys found at Pompeii and Roman keys found in England there is a distinctive difference, although all of them belong to the same description of lock—that is, a warded lock, and the shape of the cuts and holes in the bits of these ancient keys proves beyond question that the keys did not perform a complete revolution, but were identical with the spring locks and latches of modern times.

PERFECTION OF LOCKSMITHING.

It was in the sixteenth century, in Germany, Italy, France and England that the art of locksmithing was at its highest perfection, and the keys, too, were very beautiful. In Europe the visitor will find in many of the museums and art collections most valuable collections of keys, the bows of which are as beautiful as finest lacework, and examples of such keys are considered exceeding valuable by art collectors. Upon the bows were worked insignias, coats of arms, noble escutcheons, fine piercings and ornamentations, these all being placed at the end grasped by the hand and for which we to-day substitute a plain bow or ring. I am told the wards of some keys of the Elizabethan reign were as thin as tissue paper, and, of course, most of them have been made of a superior quality of iron. These ancient keys were made of iron, bronze, copper, brass, silver and gold, the two latter precious metals being, of course, only seldom used used except by the nobility.

ORDERING BY MAIL.

A very considerable portion of the orders for goods of whatever character, says Hardware Reporter, are received by mail. As a rule, the retail merchant who sends in a memorandum for stoves or hardware has a catalogue of the house from which he intends to order and can very easily turn it over and find out what he wants, then ordering by the prescribed number. But he does not always do this and the result is sometimes a confusion of ideas for which he blames the selling house instead of himself, when, in reality, the fault is his own. Did it ever occur to a merchant who is not explicit in his orders by mail that when he tells the traveling salesman what he wants he has these wants supplied without an error, but that quite frequently he finds a mistake in the kind of goods he has received directly on his own memorandum? And if this does occur to him, is it not reasonable to suppose that the order given to the salesman was properly filled because it was properly forwarded, and that the error in the other case was one that had its origin in the retail store and not with the manufacturer or jobber?

An error frequently arises, even in ordering from a catalogue, when the same article in different forms has separate designating numbers. As an instance, 967 in a hardware catalogue may stand for a certain grade of locks without knobs, while 967½ may be for the same locks with the knobs attached. In the hurry or carelessness of ordering, the dealer may mistake the application of the numbers—and then wonder why in the name of common sense the shipping house should make such a foolish mistake. Other errors arise from the fact that articles are known by different names in different parts of the country. Unless a New York hardware house was well up in the vernacular it would probably reply to an order for "two dozen gophers" that it did not keep a menagerie, simply because it would not know that a gopher in Illinois means a drain tool. In the South a malleable clevis is known as a "buckhead," but it is doubtful if the name would be recognized in many other sections of the country, and there are hundreds of other similar cases, most of which will recall themselves to the reader.

The best way to insure a certain and prompt delivery in ordering is to follow the catalogue, being careful to take the right number. Still another point is care in penmanship. The writing need not be Spencerian, but it should be plain, yet many an order has gone wrong because the meaning of the writer had to be guessed at and the guessing wasn't right after all the trouble that had been taken in deciphering faulty penmanship.

The Foundry and Machine Co. have quite large orders in hand from the Cochrane Hill Gold Mining Co., Guysborough county. J. E Burgess, of Halifax, is president of the company, and active operations under his presidency are being carried on in this rich district. Our F. and M. Co. have contracted to erect a 20-stamp mill and all necessary buildings connected therewith. This will keep our ever active friends of the foundry on the bustle for some time. The first instalment of the machinery, a heavy rock-crusher, was shipped to day.—Truro (N.S.), News.

A LESSON FOR WAGE EARNERS.

COLLIS P. HUNTINGTON, the distinguished railway magnate, has lately made a public avowal of the principles of conduct that guided his earlier years, according to an exchange, and which he recommends to all who want to get on in the world. "The first thing for a workman to do," says Mr. Huntington, "is to spend less than he makes." Mr. Huntington is a firm believer in the truth of Micawber's statement: Income £100, expenses £99 19s. 6d.: result, happiness; income £100, expenses £100 0s. 6d.: result, misery. We have striven from time to time to promulgate the truth of this in these columns, and we are pleased to see the policy so highly commended by the gentleman above referred to. In a chat with an acquaintance recently, he said:

"When I was a lad I worked for a very small salary, but I always had a dollar and always have had. I have been in business for myself 58 years and have never used tobacco in my life. Neither do I touch intoxicants. My sole recreation is reading, as it always has been. I read Herodotus in my sixteenth year, and am reading history still. I have two sons in New York, and each owns his own home, one costing $5,000 and the other $3,500. At one time, when the elder of the two boys was getting $75 a month, I got him to buy a place worth $5,000, for which I paid cash. The young man paid me $45 a month out of his salary and lived on the balance—quite enough for any young man. He has paid me back long ago, but of course his salary has increased somewhat since he assumed the debt. The other son did the same. I have no use for fellows who won't work and live within their means. All I need is what I eat and wear; apart from that, $100 a year is enough for me. All of the members of my family spend money—they do as they like—but I don't.

"A friend whom I had known for years came to me once—we'll call him George Weston—and said he was out of work and money. He had for years been getting $150 a month salary, and in view of that fact I told him I didn't think I wanted his sort. He begged hard, however, and I gave him a position worth $125 a month provided he would do as my son had done—buy a $5,000 house, for which I would pay, he to liquidate his indebtedness $75 per month. He agreed, but shortly came to me saying he could not live on what was left. I gave him his choice of losing his position or doing as I suggested, and he stuck to it, the result being that he owns his own house. He and his wife had to live close, but they have their reward now and both of them have thanked me since. I'm willing to do the same thing by everybody in my employ, but I've no use for the man who lives up to his income. One day he'll get sick, and then I'll either have to turn him out or pay his bills. I won't do either, so I prefer to deal with men who won't put me into such a hole."

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price)

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS

Sent, postpaid, on receipt of price.

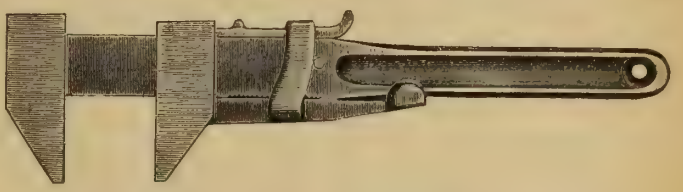
HARDWARE MERCHANT
TORONTO.

THE OAKVILLE BASKET CO.,



Manufacturers of
1, 2, 3 Bushel
Grain
AND
Root
BASKETS
THE OAKVILLE BASKET CO.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

OUR
Thorold Cement—For all kinds of mason work.
Sometimes called
WATER LIME—For work in moist or wet places.
Is the best and cheapest.
Hardware Merchants—In want of a good cement
Should keep it in stock. always fresh and reliable, should write us
Estate of John Battle, Thorold, Ont.

Listen..

This is from a Hardware Merchant

DEAR SIRS:

Before handling "Clauss" Shears and Scissors my trade in this line was but little. I now sell more scissors than all the other stores in this place put together. Parties come to my store for your goods who have never been here before. Am making new customers for myself by it. Fill enclosed order at once. Most truly,

For discounts . . . write **Clauss Shear Co., Toronto**

CANADA WHEAT TOOK THE MEDAL.

JAS. ANDERSON, of North York, Ont., superintendent of Canadian exhibits at the San Francisco midwinter fair, was in the city yesterday on his way to Ottawa. Mr. Anderson closed the Canadian departments last week and shipped the exhibits east. He has been at the fair since last December, and from his observation he believes the exhibits of Canadian grains, grasses, coal and minerals placed in the agricultural building did great good to the country. The people of California and other adjoining states have p culiar ideas as to the climate of the Northwest, and in many instances their minds were cleared of the false impressions of the ice-bound, snow-covered plains by the excellent grain samples sent from the Brandon and Indian Head experimental farms. The grasses were used for decorating, and the grain in straw from Brandon, Souris, Edmonton, Calgary, and other points, together with the 800 bottles of grain from this province, the Territories, and British Columbia, captivated the eyes of many farmers, and a party of fifty persons left last month for Canada, and another party leaves on the 19th. California, Mr. Anderson says, is in bad shape. There is great depression in the farming districts, and the prices now received for the ra'sing of grapes is not worth the trouble of growing the fruit.

The exhibit of grain sent in from Manitoba and the Territories, was judged by the commissioners, and they awarded it 100 points and the much coveted gold medal for the finest grain exhibit.

Besides showing visitors through the Canadian exhibit, 20,000 pamplets and 10,000 C.P.R. folders were given away.

The surplus of receipts over expenses at the fair was $160,000.—Free Press, Winnipeg.

IRON ROOFING AND HARDWARE.

WHEN trade is dull in one branch of business, remarks Hardware Reporter, the enterprising dealer generally looks around for some collateral line which he can handle with profit. If he is not enterprising, his trade is apt to be dull, anyway, and it does not matter much what he handles providing he is not obliged to leave the beaten track to which he has become accustomed. But there are few such dealers in the hardware trade, and, on the contrary, most of them are looking around for new lines. This is shown by the way they have taken up bicycles, and again by their acceptance, at least in a number of cases, of iron and steel roofing as a part of their own trade.

It is a fact that this branch of the business is growing in favor with the dealers in nearly every section. Nor is there any reason why they should not handle it as largely as their trade will permit. It need not be kept in stock, excepting in large stores; it can easily be ordered and delivered without delay, and beside this, it induces the sale of other articles. Its extended use is an argument in its favor. For ordinary roofing, where there are no curves or angles to cut and meet, an unskilled mechanic can do the work without any difficulty. All of the manufacturers issue printed directions for laying, with practical illustrations, and in most cases the services of a practical roofer are not required. The customer very frequently does his own work. If not, there is usually some one in the neighborhood who can do it for him, and the dealer should not be deterred from going into this branch of the business because he is not a practical roofer. He now handles terne plates, as a matter of course. Then, why not handle iron?

DIPPING INTO VERSE.

THE advantage to be derived from intelligent advertising has been suggested to the dealers from time to time in these columns. Hitherto, these suggestions have been confined to the use of the local papers, not because of a desire to help the brotherhood of printers, but through a belief that the local columns afford the best means of placing the dealers' goods before the public. We still believe this, but the mail brings an idea from T. J. Elmore, a dealer at Curryville, Mo., who has used it in his own business, presumably with profit. When a hardware or stove dealer leaves his practical pots and pans to dip into verse, the event is certain to be so unusual as to catch the public attention, even if circulated on dodgers as are these verses of Mr. Elmore's.

FLIES! FLIES! FLIES!!!

Of all the things beneath the skies,
That I abominate and despise,
The worst are these pestiferous flies.
At early morn they make you rise,
(It matters not about your size,)
By crawling o'er your face and eyes;
They're in your milk, they're on your pies,
They make their mark on things you prize;
And there's no mark that so defies
The effacing hand, which time applies.
This is a truth no one denies,
They torment man until he dies;
When, free from sorrow, care and flies,
He soars away beyond the skies,
Honor the man who did devise
A plan to shut out these here flies
These lines are meant to advertise
Screen doors and windows, every size.
Elmore keeps them, and he tries
To suit your wants, in style and size.
Then do not longer jeopardize
Your comforts and your liber-ties,
But be considerate and wise,
And arise, and brush the flies from your
Eyes, and protect your pies from these here

FLIES, FLIES, FLIES.

This is not good verse in the strict sense of the term, but it is catchy and apart from the ordinary, and the readers will not be so critical in scanning the lines as they will be curious in finding out all about the screens whose merits have been perpetuated in verse. The idea is there, and that is the main point to be considered.—Hardware Reporter.

DOES ADVERTISING PAY?

A book, entitled "How to Get Money," published away back in the fifties, contains, according to an exchange, the following on advertising:

"Whatever your occupation or calling may be, if it needs support from the public, advertise it thoroughly and efficiently in some shape or other that will arrest public attention. I freely confess that what success I have had in life may be attributed more to the public press than to nearly all other causes combined. There may possibly be occupations that do not require advertising, but I cannot well conceive what they are. Men in business will sometimes tell you that they have tried advertising and it did not pay. This is only when advertising is done sparingly and grudgingly. Homeopathic doses of advertising will not pay, perhaps; it is like a portion of physic, making the patient sick, but effecting nothing. Administer liberally and the cure will be permanent. Some say they cannot afford to advertise. They mistake: they cannot afford not to advertise. In this country, where everybody reads the newspapers, it will be seen that these are the cheapest and best media through which persons can speak to the public, where they are to find their customers. Put on the appearance of business and generally the reality will follow. The farmer plants his seed, and while he is sleeping his corn and potatoes are growing. So with advertising. While you are sleeping or eating, or conversing with one of your customers, your advertisement is being read by hundreds and thousands of persons who never saw you or heard of your business, and never would had it not been for your advertisement appearing in the newspapers."

THE PLUMBER.

It seems quite the recognized thing among jokers to use the plumber as a butt at which such witticisms as suggest themselves may fitly be discharged, and the point usually aimed at is that worthy tradesman's bill, the unreasonableness of which is supposed to pass conception. Max Adeler had much to say on this head, and he it was, I think, who on being told of the bankruptcy of a reputed Crœsus, expressed his amazement by exclaiming, "We shall hear of an insolvent plumber next." And now a comic journal breaks forth on the same subject. This time the joke is in verse. It runs thus:

The plumber came down like a wolf on the fold,
And his pockets were bulging with silver and gold;
Nine hours and a half he made love to the cook,
And twenty-one shillings he charged in his book.

One cannot help regretting that the author of this effusion did not add another verse telling us whether the amorous plumber ever got paid. He would be a phenomenally lucky man if he did.—Vulcan, in Ironmonger.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A DEMAND of assignment has been made upon W. R. Freeman & Co., furniture, Montreal.

Robert Frere & Co., tinware, Lachine, have assigned.

G. W. Morrow, general merchant, Ignace, has assigned.

A. Genest, general merchant, Gentilly, Que., has assigned.

J. A. Thompson, hardware, Wellington, B. C., has been burned out.

H. Paradis, match manufacturer, has compromised at 35c. on the dollar.

Philip Ginsburg, tinsmith, St. Catharines, has assigned to T. C. Dawson.

Lambert Leclare, plumber, Montreal, has assigned to Belodeau & Renaud.

D. A. McDonald, general merchant, Port Hawkesbury, N.S., has assigned.

H. T. Spawn, trader, Montreal, is reported to be absent, and a meeting of his creditors is called for 23rd inst.

A meeting of the creditors of the Dominion Blanket and Fibre Co., Ltd., Montreal, has been called for 24th inst.

John Lindsay, general merchant, Lunenburg, N. S., has assigned. Narcisse Marquis in the same line of business at Edmunston, N. B., has done likewise.

The firm of S. & J. Armstrong, millers and general contractors, of McKellar, Ont., have assigned to Richard Tew. The liabilities will reach about $10,000, with assets nominally the same.

SALES MADE AND PENDING.

Assets of Theo Delage, painter, Montreal, have been sold.

The assets of Frechon & Co., church ornaments, Montreal, are to be sold.

Assets of the Central Stone and Chinaware Co., Iberville, Que., is to be sold Aug. 6.

The stock of James Fitzgerald, general merchant, is advertised for sale by tender.

The stock of the estate of P. Walsh, hardware, Halifax, has been sold to D. G. Widden.

Stock of the Victoria Iron Works Co., Victoria, B.C., has been sold to Walter S. Chambers.

The general stock of Ecrement & Co., St. Gabriel de Brandon, Que., is to be sold by auction 18 h inst.

PARTNERSHIPS FORMED AND DISSOLVED.

M. D. Barr & Co., electrical apparatus, Montreal, have dissolved.

A. M. Thom & Co., electrical supplies, Montreal, have dissolved.

Hopewell & Co., manufacturers of chairs and saw mill; co partnership registered; George McMinn, only.

G. W. Robinson & Co., general merchants, Manitou, N. W. T., have dissolved; James Houston continues.

Robert Saulnier, general merchant, Weldford, N. B., has formed a partnership with Clarence Wry; style Wry & Saulnier.

Julien and Odina Desrocher have registered a partnership in Montreal to carry on business under the style of Desrocher & Fils.

CHANGES.

A. W. Archibald, general merchant, Melrose, N.S., is out of business.

The Brantford Stoneware Manufacturing Co. are applying for charter of incorporation.

Doerkin Bros. & Co., importers of hardware, Montreal, new firm formed, composed of H. W. Doerkin, F. J. Doerkin, and Horace Rudolph, general partners, and H. Boker, special partner, for $30,000, to July 1, 1897.

FIRES.

Byram & Murphy, bending works, Blenheim and Charing Cross, have been burned out at the latter place.

DEATHS.

W. Whitman, general merchant, Georgetown, P.E.I., is dead.

G. Lucke, of Lucke & Mitchell, wholesale and retail hardware, Sherbrooke, Que., is dead.

THE WINDOW WAS ATTRACTIVE.

An attractive form of advertising is the artizan in the store window at work upon some specialty sold within. It always attracts a crowd, and at least gives the firm name a good send off. In an uptown New York store window the other afternoon we saw, says Housefurnishing Review, a Japanese artist at work upon a clay model of a flying eagle. The usual gaping crowd surrounded the window. Presently an Indian, accompanied by two women of his race, sauntered along the pavement evidently intent on seeing the sights. Quickly they caught sight of the Jap, and pushing their way through the crowd they flattened their noses against the glass and began laughing, making signs and cackling in Sioux gibberish. The Jap in the window laughed and made signs, too, and altogether it was quite a dime museum show. In about two minutes the walk was blocked with people bent on seeing the fun, and it took a nervy policeman quite ten minutes to stop the show and make the crowd disperse.

ANTIQUITY OF COPPER.

Copper must have been one of the earliest metals known, worked, and valued in human industry, remarks an exchange. It ranks second to silver in malleability and ductility, or third as compared with gold, which is the most malleable metal known, and ranks next to iron in tensile strength, and, being an abundant metal, native in many parts of the world, it often lies at or near the surface of the earth.

SITUATIONS VACANT.

HARDWARE CLERKS—INCREASE YOUR INCOME by showing The Hardware Dealer's Magazine to your local hardware merchants and manufacturers. Subscription $1.00 a year. Liberal commission. For sample copy, terms, etc., address D. T. MALLETT, Publisher, 78 Reade St., N.Y.



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

Roofing and Building Paper
Tarred Felt,
Dry and Tarred Sheeting
Building Paper,
2 and 3 Ply Ready Roofing,
Pitch, etc.,
In stock here for the convenience of the Trade.
Alex. McArthur & Co., Montreal

H. D. SIMMONS & CO., Western Representatives
85 York Street, TORONTO.
TELEPHONE 2164.

OUR SALES OF
"BURHAM" Portland Cement
For the past 8 months have been
25,499 CASKS.
"BURHAM" Brand outranks all other
Try it and be convinced. . . . .
Sole Consignees for Canada,
McRAE & CO., OTTAWA

MUNN'S LIQUID GLUE
IS THE BEST.
THE ART METROPOLE, Agents.
131 Yonge Street, TORONTO.

1879—ESTABLISHED—1879
Essex Handle and Wood-Turning Works
Next in Importance to the Axe, comes the Handle.
Our shaved pattern is pronounced by choppers to be just right. If you do not sell them it's time you did, because they are what the people want who use axes. If you do not get them from your wholesale house send direct to
GARDNER BROS. & CO.,
Manufacturers all kinds of Handles and Wood Turning
ESSEX, ONT.

DOWSWELL BROS.

HAMILTON, ONTARIO

MANUFACTURERS OF

Clothes Wringers, Mangles, Churns, Washing Machines, and Household Specialties

Prices are low but you will find our goods first-class. Send for Catalogue. . . . .

EASTERN AGENTS

W. L. HALDIMAND & SON, - Montreal

THE . . .

UNICORN

PURE LEAD
MIXED PAINTS
VARNISHES

ALL LEADERS

A. RAMSAY & SON

MONTREAL.

PARMENTER & BULLOCH

Manufacturers of

Rivets, Burrs, Wire Nails Of every Description

Carpenters' Braces, and other Hardware lines.

SPECIALTIES:

Tubular, and Bifurcated or Slotted Rivets, Lacing Studs, Rubber Arctic and Leather Shoe Buckles, and Shoe Braces. Write for Illustrated Catalogue and Price List.

Head Office and Works: CANANOQUE, ONT.

BRANCH WAREHOUSE:

32 and 34 St. Dizor St., Montreal

FLIES

Robert Ralston & Co.

Are sole agents for Canada for Hamilton, Ont.

THE MEXICAN FLY EXTERMINATOR

Manufactured by G. A. HOSMER & CO., Buffalo, N. Y.

Flies will not bite nor light where this is used.

Price, $21 per gross or $2 per doz.

BRONZE CHURCH DOORS.

A masterpiece of the sculptors' and founders' arts has recently been completed and exhibited in New York in the shape of a pair of magnificent bronze central doors for old Trinity Church, that city. These doors, explains Iron Age, are probably the most important piece of work of the kind yet produced on this side of the Atlantic. The doors are surmounted by an elaborately wrought stone tympanum, representing Christ opening the gates of Heaven. The bronze doors are in two leaves, each 11 feet high by 4 feet 2 inches wide, giving to the whole portal a height of 18 feet. Each of the doors weighs 4200 pounds, and is made up of three panels in high relief, representing biblical scenes. The panels are surrounded by a border, containing on the sides 12 niches holding figures of saints, with intervening heads of men and women, and, on the top and bottom, the symbols of the four Evangelists, with reclining figures representing Eternity, Justice, Mortality, Sin, Time, etc. The panels depict, respectively, the Expulsion of Adam and Eve from Eden; Jacob's Dream; the Annunciation of the Virgin; the Resurrection; and two apocalyptic scenes.

The whole work is remarkable for its majestic effect and high artistic feeling. The completeness of the detail and the harmonious blending of the design leave little to be desired; and the work is well worthy of comparison with the famed Ghiberti doors at Florence, which occupied the better part of the artist's lifetime in execution. These doors have been three and a half years in completion. They form, moreover, a remarkable specimen of skilful casting, some of the figures being in almost full relief, and many of the designs being of a most delicate and intricate character.

DEVICE FOR BURNING CRUDE OIL.

In the blacksmith department of the P. R. R. shops at Altoona, Pa., there is now being operated, says an exchange, a very simple and at the same time a very effective device for burning crude oil. A system of pipes admit the delivery of oil at the furnace, after which it is thrown into the burner through a needle valve of ⅛ of an inch diameter. It strikes a ball which causes the atomizing of the oil and the blaze thus made heats to perfection the furnace and any iron which may be therein. It is remarkable for its cleanliness, there being no waste. These claims are also made by the patentees: That the oil is perfectly atomized; that 1 barrel of oil is equivalent to 2½ tons of the best soft coal for heating furnaces and generating steam; that compressed air, blast from blower fan, and steam jet with air suction can be used; that it is a perfect burner, does not leak, allows no oil to run back, no oil is wasted. There are now in use by the Pennsylvania railroad company some 10 of these burners.



Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

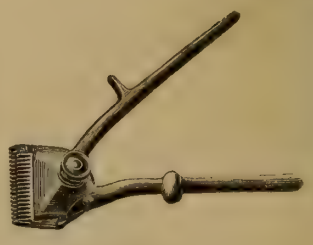
Managing Director and Treasurer

PIRATES...

Are selling Greens under many similar names tending to deceive the public, but there is only one original and reliable, the old standard in the United States and Canada, and that is . . . .

John Lucas & Co.'s Imperial French Green

Warranted



in every respect.

H. Boker's B. & S. pattern.

H. Boker's SPECIAL PATTERN

Toilet Slippers

ARE THE LEADERS IN THE CANADIAN MARKET

GET OUR PRICES FOR

Calcined Plaster
Sewer Pipes
Chimney Linings and Tops
Mortar Stains

Fire Bricks and Clay
Enamelled Porcelain Sinks
English and Belgian Portland Cements

And General Builders' and Contractors' Supplies

W. McNALLY & CO. - Montreal

THE

Best Upsetter

A Poor Upsetter means to the blacksmith who buys it money thrown away. In the long run it don't pay a merchant to handle goods that are not satisfactory to his customers. Jardine's Patent Tire Upsetter is reliable and durable, and moderate in price.

TRADE MARK J REGISTERED

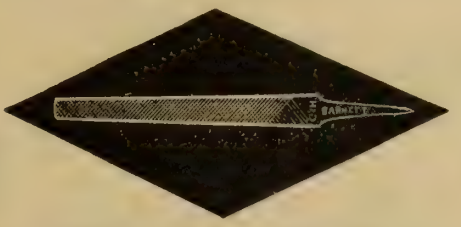
A. B. JARDINE & Co.

Manufacturers Blacksmiths' Tools

HESPELER, ONT.

TRADE MARK.

BLACK DIAMOND FILE WORKS



21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. Gulletting Sawfiles.
Climax Sawfiles. Lightning Sawfiles.

—AND—

EVERY OTHER DESCRIPTION OF SAW FILES.

The Hardware Trade

Would do well to get our quotations on paper made specially for their business. Prices and samples sent on application.

Manilla
Brown Wrapping
Hardware Manilla
Leather Manilla
Etc., Etc.

THE E. B. EDDY CO.

Hull, Montreal, Toronto, Quebec, Hamilton, Kingston, St. John, Halifax, Winnipeg, Victoria, St. Johns, Nfld.

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.



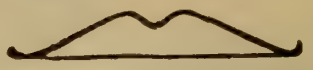
For Iron Fencing Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.



W. & S. BUTCHER, Sheffield, England, Makers for over ***ONE HUNDRED YEARS*** of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR  OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal.

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 50 $5 75
I.X., "	6 75 7 00
I.X.X., "	8 00 8 25
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	4 50 3 75
D.X.,	4 50 4 75
D.X.X. "	4 75 5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 35 3 50
I.C., special sizes	3 60 3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
X.X., 14x56, 50 sheet bxs	6c, 6½c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base Price
Common Bar, per 100 lb	$1 85 1 90
Refined " "	2 35 2 65
Horse Shoe " "	2 60 2 75
Band " "	2 25 2 30
Hoop " "	2 25 2 30
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 11
Tank Plates1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

½-inch	10½c
1-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 50
22 to 24 "	2 35
26 "	2 45
28 "	2 65

Canada Plates.

All dull	2 50 2 55
½ polished	2 55 2 60
All Bright	2 85

Iron Pipe.

Wrought 67½ to 70 p.c.
Galvanized, 45 to 50 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 4¾
28 " "	4¾, 5

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4⅞
" 5-16 " "	4¼ 4½
" ⅜ " "	4⅛ 4⅜
" 7-16 " "	3¾ 4
" ½ " "	3⅜ 3⅝
" ⅝ " "	2⅞ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10½ 0 11
Lake Superior	0 10½ 0 11

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square 1 to 2 in	0 19 0 21

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04¼ 0 04½

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2¾ 0 02¾
Domestic "	0 02¾
Bar, 1 pound	0 04¾
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 13½ 0 14
Standard	0 12½ 0 13
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10½ 0 11
Other makes "	0 9½ 0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4 50 4 75
No. 1 Do "	4 50
No. 2 Do "	4 25
No. 3 Do "	4 00

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian " " "	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal		0 69
Extra "		0 90
Brown Japan "		0 65
Brown Japan, Turpentine p. gal.		0 85
No. 1 Carriage "		1 30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls)

Selected Packages, per gal	0 43	0 44

Castor Oil.

Best, per lb	0 06⅝	0 06¾

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 (9½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 10 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	4 00	4 25
Copper, discount, 50 p.c. off Revised list.		
Steel Clad 20 p.c. dis.		

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American, make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00
Blacksmiths' discount 35,40 per cent		

Belting.

Agricultural, 50 per cent.
No. 1, leather dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ percent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking	9 00	
" 2, " "	4 50	

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70 and 10 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 70 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	500	4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 and 5 p.c.
Loose Pins, " 65 & 10 to 70 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz		22 50
World "		21 75
Daisy, "		24 00
Star, "		18 00
Crown Jewel, per doz		99 00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } Plate dis. 50pc. }	10 50 and 5 per cent.	

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots		2 70
Thorold "		1 10
Queenston "		1 10
Napanee "		1 10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz 0 85 4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	1 35	
" No 2	2 70	

Compasses, Dividers, etc.

American, dis., 60⅓ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	2 00	
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1 70	
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
16 to 25	1 20-25	2 40	1 75	....
26 to 40	1 40	2 70	2 00	....
41 to 50	....	2 90	....	4 50
57 to 60	...	3 20	....	5 00
61 to 70	....	3 50	....	5 50
71 to 80	....	4 10	....	6 25
81 to 85	...	4 50	....	7 00
86 to 90	....	....	....	8 00
91 to 95	....	....	....	9 00
96 to 100	....	....	....	10 00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 0
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., tree of duty. Net list on application.

Glue Pots.

Tinned, each	0 30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 88	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis. 65 to 70 p.c

Heavy, per lb	03 3-5	0 04½
Screw hook and hinge—		
6 to 10 in., per set	0 00	0 03½
12 up "	0 00	0 02½

	Per doz. set	
Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		

	Per doz. pairs	
Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 40 to 45 per cent.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Car. dis. 40 and 5 to 40 and 10 per cent.

Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails

Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " " ... 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread cake and paring knives $7.20 per doz. nett.

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis 00 to 25 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.		
Basis—50 to 60 dy.....	1 85	1 90
40dy.....	1 90	1 95
30 dy.....	1 95	2 00
20, 16 & 12 dy....	2 00	2 05
10 dy.....	2 05	2 10
8 & 9 dy..... ..	2 10	2 15
6 & 7 dy.....	2 25	2 30
2. Amer. Pattern Only		
from 4 to 5 dy ..	2 35	2 40
3 dy. (lath).....	2 85	2 90
3. Canada Pattern Only		
from 4 to 5 dy ..	2 35	2 40
3 dy. (lath).....	2 75	2 80
3 dy. A.P. Fine	3 45	3 50

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.

Poultry, 65 to 65 and 5 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W. " 0 25
S R. Seal.....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... . 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Star R & L.Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 1⅞ 2
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3¼ 3¾
Lanes, 3¾ to 4c. ft.

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.

Canadian dis. 30, 35 per c.

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	7	9½
¼, 5-16, ⅜ in.....	7½	9½ 9¾
Cotton, per lb.....	18	20
New Zealand.....	8½	9
Russia Deep Sea, per lb..	12½	13½
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

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B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

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Per lb..... 22 50

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Canadian, dis. 45, 50 p. c

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Per doz..... 1 65 9 00

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Box, per doz 2 10 4 50
Foot, " 40 3 50

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Door, per doz..... ..... 10 75

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Sargent's, per doz 65 4 00

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Scythe Snaths.

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Brade's " 00 10 50
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Per doz 4 00 8 50

Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

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Annealed, annealed and oiled, galvanized 20 per cent. dis.
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Terms, 60 days or 2 per cent. in 30 days.

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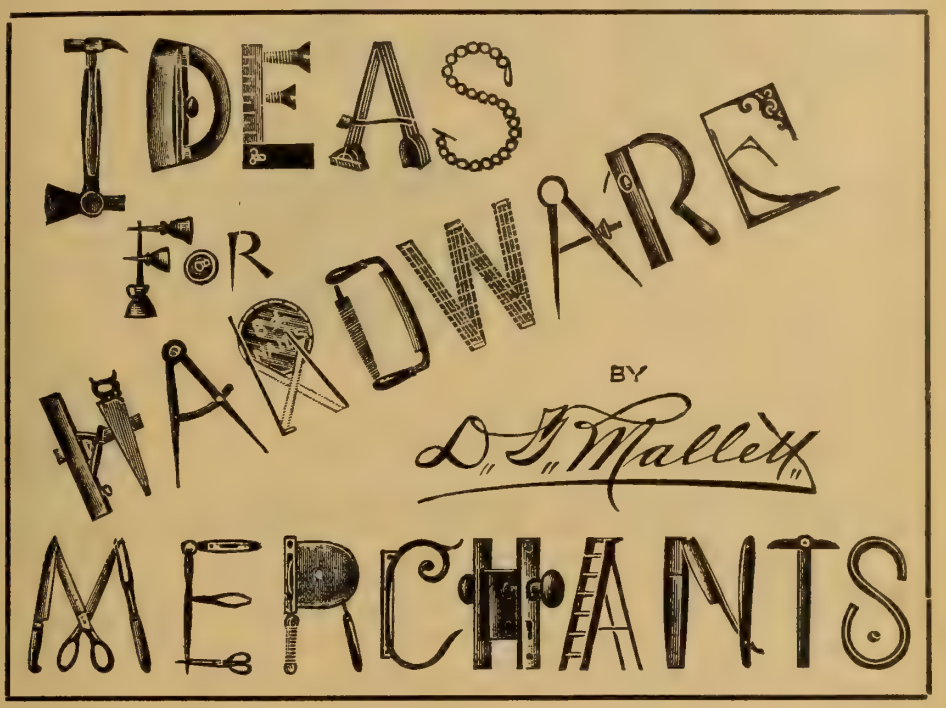
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Acme, 35 to 37½ per cent.
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Diamond, dis. 33⅓, 35 p. c.
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" S., per doz..... 5 80 7 00
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VOL. VI. TORONTO, JULY 21, 1894. No. 29.

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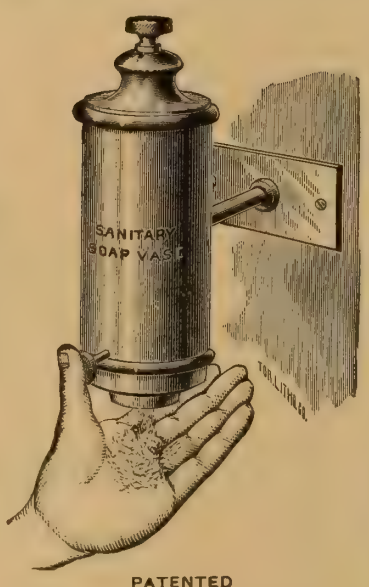
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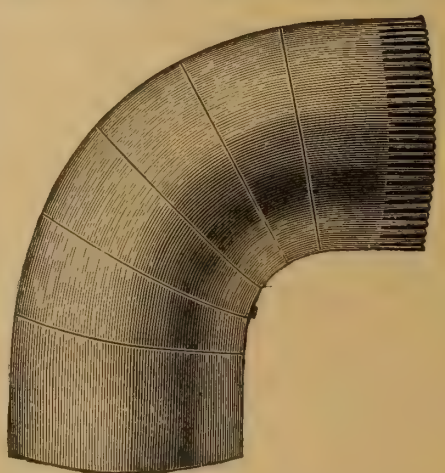
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Published Weekly. $2.00 a Year.

Vol. VI. TORONTO AND MONTREAL, JULY 21, 1894 No. 29

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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JOBBERS of glass do not view the prospects for fall trade with much satisfaction. The present conditions are bad enough, but the future augurs worse, rather than better. The trouble at the moment is that prices are being cut to pieces; and it is in this particular that the future augurs bad. The particular reason the trade has for taking this view is the unusually large supplies that have been purchased for the fall trade, induced by the good demand that has been experienced the past year. There are those who claim that the future has been too largely anticipated, hence the belief that cutting more pronounced than that now obtaining will rule. This, however, is largely speculation. At any rate, it lies with the trade whether prices shall be cut recklessly or whether a living profit shall be made. The "to be or not to be" is in its own hands.

* * *

Many of our so-called new discoveries are after all merely the resurrection of some old and forgotten discoveries. Nickel is a case in point. We have all been for some time looking upon this as a "new" metal, when the facts are that two thousand years or more ago it was used for coinage purposes. This is demonstrated by analysis of some of the coins of that day. Then China, the country with such an attenuated history, in times past sent an alloy of nickel to Europe. In Germany and Switzerland it was no stranger, in the former country being used as a subsidiary coinage. But it is reserved for modern days to employ the versatility of this metal in the making of a multiplicity of things far beyond the ken of the ancients; so that if we have not in reality discovered the metal we can safely lay claim to having discovered its utility. We now employ this metal in making armor plates, shafting for machinery, cooking utensils, etc., and no one believes that anything but a fractional part of its utility has yet been learned.

* * *

Canada is particularly interested in this metal: Within her confines are to be found the most extensive nickel mines in the world. The production last year aggregated 3,992,982 pounds, valued at $2,076,351. The trade and navigation returns show that the quantity of nickel (ore, matte or speiss) exported last year was 4,462 tons, valued at $427,557. We sent 4,087 tons to the United States, 117 tons to Germany and 258 tons to Great Britain. The production of nickel in the United States last year was 25,898 pounds, valued at $12,429. Canada holds the premiership in a good many things, and nickel is one of them, although the development of the industry is yet only in its infancy.

* * *

It looks as if the United States is never going to get through with its job of tariff tinkering. Congress has had the work in hand for nearly a dozen moons. And now from Washington comes the disquieting news that there is trouble in the conference of Representatives of both Houses that is trying to fashion a tariff that will be acceptable to both Senate and House. One party is trying to again fashion the bill into a semblance of its original self as it left the House of Representatives, while another lays down the premise that the features it possessed when delivered of the Senate must not be interfered with. And there it is, one pulling this way and another that. The country in the meantime is on the ragged edge of despair. The manufacturers, merchants, the press—everybody in fact—are pleading with the members of the Congress to get through with the tariff and hasten to their respective homes. That is all they want. Their patience is exhausted, and they have reached a point where they do not care what the character of the tariff bill may be as long as the tinkerers get through with it, and thus destroy the cause of the uncertainty and unrest that is working so much injury to the trade and commerce of the country. But the eyes of United States Congressmen are blind that they cannot see, and their ears deaf that they cannot hear. Unless we much mistake the temper of the people of the United States, there is a day of reckoning coming—at the ballot box.

* * *

One would naturally have expected that after the coal strike in the United States business in this line would have been brisk. But the contrary is the case, however. It is true that the dulness is in anthracite coal, while the strike was among the miners of bituminous coal, but this very fact caused an increased demand for the former. But in spite of this advices tell us that trade in anthracite was probably never so dull as it is now—in New York and immediate vicinity, for instance, where it has been the rule with thrifty consumers to commence to buy their winter's supplies in July and August in order to save from 30 to 50c. per ton. The producers sell their coal cheaper in the spring and the dealers offer a reduced rate to those of their customers who can buy early. This year very little such buying has been done, and there is every indication that people—the great mass of them—will continue to buy from hand-to-mouth. It is evident that the conservative feeling which has been so characteristic of most lines of trade the past year has extended at a bound to the coal trade.

ONTARIO'S ARBITRATION LAW.

ONE of the most difficult social questions that has for years been occupying the attention of economists is how to settle grievances between capital and labor.

One of the means most advocated in order to secure the end is arbitration. And so strong has faith in its efficacy become that legislative bodies throughout the world are creating machinery to carry out the principle.

At the last session of the Ontario Legislature, it, too, fell into line, enacting what is now known as "The Ontario Trade Disputes Conciliation and Arbitration Act, 1894."

The Act is what may be termed double-barrelled in character.

One set of machinery is for the settlement of difficulties between railway companies and their employees, and the other is for adjudicating difficulties between all other kinds of employers and their employees.

There are what are termed councils of conciliation and councils of arbitration.

The council of conciliation consists of four conciliators. To this body the dispute is first submitted. Should this body fail to bring about a settlement, the matter goes on to the council of arbitration. That body consists of three members, two appointed by the Lieut.-Governor, on recommendation of employer and employees respectively. The third, who presides, is appointed on the recommendation of the other arbitrators. Each council holds office for two years.

A claim or dispute under the Act includes such matters of dispute between employers and employees of ten or more in number as these: (1) The price to be paid for work done; (2) damages alleged to have been done to work, delay in finishing same, etc.; (3) the price to be paid for mining; (4) the performance or non-performance of any stipulation or matter alleged to have been in an agreement; (5) insufficient or unwholesome food supplied to employees where there is an agreement in regard thereto; (6) ill-ventilated or dangerous workings or places in mines or unwholesome or unsanitary rooms or other places of accommodation in which work is being performed; (7) the dismissal or employment under agreement of employees; (8) the dismissal of employees for their connection with any trade or labor organization.

Both councils have power to enforce the attendance of witnesses and to examine them under oath.

The report of the award of the council of arbitration is to be made within one month after the council has completed its sittings, and, provided each party to the dispute had agreed, prior to the hearing of the same, to be bound by the award, the award may be enforced by legal proceedings.

Remuneration of members of council of arbitration is fixed at $3 for preliminary meetings, $4 for whole day sittings. The members of the board of arbitration are to be remunerated in such manner and at such rate as the Lieut.-Governor-in-Council may appoint. Witnesses are entitled to the same fees as in the Division Court.

There is now in the Province of Ontario the machinery for adjudicating differences between capital and labor, and if disputants fail to take advantage of it, the fault will not be with our legislators. They have done their part; and it now devolves upon employers and wage-earners to do theirs when occasion demands, instead of going into open warfare, unsettling trade and inflicting injury upon themselves directly and others indirectly, as is always the case to a more or less extent where strikes obtain.

THE STRIKE AND IRON PRICES.

A WELL known iron merchant, speaking to HARDWARE'S correspondent at Montreal last week, raised the question whether the ebb of the tide in 1894, in the United States and elsewhere, is to correspond to the like situation in 1888 and 1878, following the prices of 1884 and 1873.

The depression of the year last named, he pointed out, was followed by five years of business depression, culminating in widespread labor disturbances in the United States, notably the extended railway strike and riots of 1877, the extent of which disaster required another twelve months before the revival actually began.

In 1884, when the panic was less extended, there was a further depression in values in the year following 1885, and also a series of industrial outbreaks in that and the succeeding years. In fact the revival did not show itself until 1889, culminating in 1890, only to be precipitated in the reaction consequent upon the Baring crash due to South American securities, which was exactly four and a-half years ago.

Arguing on these precedents he pointed out that the present troubles are about as far removed from the date of the crash above mentioned as were those of the preceding decade from the troubles in 1884, and those in 1877 from the panic in 1873.

He said it would be interesting to see if this parallelism is to be continued, for if it is, a year of cautious conservative trading will be likely to follow before the necessary momentum is gained to compare with the recoveries in 1891 and 1892.

He instanced the case of the low price of cereals and other lines, and remarked that the shrinkage in the quotations for metals had been very marked. No. 1 anthracite pig had not varied in price at New York nominally within three months, but it is $1.50 lower within six months, $2 per ton lower within the year, $3 per ton lower within two years, and $4.50 per ton lower within three years. As compared with one year ago at Pittsburg steel billets were $2.50 lower, but they were $2.50 higher than they were six months ago, and $3.50 higher than three months ago, due to restricted output and small stocks. When its quotation for the first of the month is compared with three, six, twelve, twenty-four, and thirty-six months ago, the quotation for Lake Superior copper shows a steady shrinkage, the decrease as compared with the last named date being 3¾c. per pound, and within three months ago ½c. Lead on actual sales is ¼c. lower at New York than a year ago, and 1c. lower than two years ago, but remains unchanged in price with the three and six months.

The foregoing shows that staple grades of iron and steel in the United States have gone off from 25 to 27 per cent. in price within three years, so that there is room for recovery if such is in the womb of the future.

POOR EXPRESS DELIVERY.

COMPETITION is needed badly in express transportation in Canada, especially with the Canadian Express Co. Unless they amend their ways, slow freight will get there before them. The other day a parcel was left with them at 2 p.m. to forward by a regular 4.35 p.m. train. The depot is only five minutes distant, but the package was not sent until some time at night. When spoken to the only response was that if the shippers wanted to catch that train they should have taken the parcel to the station themselves.

Complaints are also made that employees steal fruit and other commodities in transit,

and there can be no doubt of it. No satisfaction, however, can be got from the company. The time is not far distant when the post office department will handle much of the business now done by the express companies, and continued inattention to the needs of the public will bring on that period sooner than anything else. In Germany, especially, the post office does a very large and profitable parcel business, such articles as tea, sugar, coffees, etc., being largely delivered in that way.

THE TRAVELERS' PROMENADE.

TORONTO'S City Travelers' Association held its second annual promenade concert Monday evening last. And 'twas a "a jolly good company" that took it in.

About 1000 of the youth and beauty of the city crowded their way on board the steamer Chippewa, bent on having a good time. And they got it, which is nothing unusual with anything the travelers father.

About 9 o'clock the big steamer left her wharf and lazily made her way out through the western gap into the lake, where for nearly three hours she steamed about to nearly all points of the compass, seemingly having no other care than the pleasure of the crowd of exuberant spirits she was carrying. The moon looked down through an almost cloudless sky, and the breezes, while cool, were not sufficiently so to cause uncomfortableness.

The arrangements made by the committee for the entertainment of its guests were excellent. On the promenade deck was stationed the band of the Royal Grenadiers. Aft of the main deck was Glionna's orchestra, around which were gathered many score of laughing dancers. In the ladies' cabin a recherche program of vocal and instrumental music and readings was digested under the direction of R. M. Corrie. Those who contibuted to the program were: The Harmony Quartette (Chas. Dimmock, R. Gorrie, W. H. Adamson, Fred. T. Verral); Mr. Harrison, piano soloist; George Barron, baritone soloist; Mr. Osborne, mandolin soloist; E. B. Piggott, comic; Mr. Howitt, bass soloist; A. J. Tipping, tenor soloist; Neil Burton, elocutionist. By no means the least point of attraction was for'ard on the main deck. Here was located Chas. Parsons, banjoist; Albert Irving, mouth organist; and Albert Taylor, banjoist; and around them circled many jovial spirits with good voices, and a knowledge of, seemingly, all the popular and topical songs in existence. The smoking room was turned into a card room, but the attractions were too strong elsewhere for it to be well patronized.

The second annual promenade concert of the City Travelers' Association was a successful affair in every respect, and the committee of management is to be congratulated.

A FEW KINKS IN BRAZING.

BOSTON Journal of Commerce: Brazing is getting to be quite an art now that bicycle mending is coming in from all directions, and the way some of these thin steel tubes for the framework are handled down by the furnace room door of an establishment is enough to make one think that soft coal and water gas must be selling cheap. A pound of spelter is first sent for, or something that will melt a trifle below the fusing point of common brass, and if it is not already granulated must be worked into fine powder with a file. A supply of borax is the next thing to look out for. Then if there is a gas jet handy an artificial blast can be sent through a burner of the Bunsen type and quite a heat directed on a bed of charcoal, where the delicate work is supposed to be buried waiting for the brazing. The joint to be brazed is intended to be made as firm as possible by having a close fit well pressed together, so much so that it will stand the sharpest raps of the poker, for when the brazing materials first melt and are well absorbed in the joint it is a relief to realize what a rap will do toward working the solder through the joint and knocking off the waste material. The borax is first spread over the joint as the work is approaching a low red heat, and it soon swells up and turns into a snow-like froth, on account of the water of crystallization boiling out of it, settles down and flows over the joint like glass, ready to clean off the surface and prepare the way for the soft brass that is about ready to melt under the temperature. Then comes the green blaze that is always a sure index that the work of sweating the joint with brass is being performed. The zinc, from which is due the green blaze when the brass flashes, is employed in the brazing material as a flux to reduce the melting point of brass, and when it volatilizes and gives off the fumes that produce the colored blazes leaves the brass behind in a less fusible state. It stands the brazer in hand, then, to prepare the work with the brass all in position and heated so carefully that none of it will melt till the joint is well heated all alike and every portion settles down at the same moment. Borax is a substance that is supposed to dissolve all the rust and every kind of earthy substances and makes a clean surface no matter how the work is brought together, but the surfaces that are found on both the outside and inside of steel pipes, as well as drop forging, will need to be cleaned off by some other treatment in which a file or scraper will be found useful. With sheet iron a joint can be brazed by using filings from soft cast iron in the same way as if it was brass, and a joint produced that will pass off for welding. In all kinds of brazing the substance used for this purpose is inclined to etch the edges of the work and mar the surfaces wherever they have been exposed to the fused material, with the exception of silver. When used for a solder this substance has such a liking for iron and steel that it will take hold without any of that biting action whatever, and when we come to see how economical it can be used for these purposes it would seem to be the cheaper material in the end.

UNPROFITABLE CIRCULARS.

EVERY manufacturing house in the country uses circulars or some other form of descriptive matter as a means of bringing its goods before the public, says Hardware Reporter. These circulars are a necessary adjunct or aid to business, and the manufacturers cannot get along without them any better than they could without the more regular form of advertising. The fact that they are used so extensively is a fairly good proof of the good that they are at least intended to do, but when that intention is not realized it is about time for some change to be made in the system.

The fault, when it exists, is not with the circulars themselves, but with the manner in which many of them are prepared. Their purpose is to describe a certain article that is offered for sale, to tell what it is made of, what it is intended to do, wherein it differs from other articles of a similar kind, and in what respect it possesses any advantages over them. The description should be brief and clear, so that there need be no search after meanings. If illustrations are used, the working parts should be described in detail and direct instructions should be given for its use. These are simple requirements, but they are not observed in one out of five of the circulars issued to the trade.

Every manufacturer no doubt thinks that his goods are just a little bit better than those of anyone else. They may be so in a number of cases, but a mere assertion to that effect in a circular will not convince the dealer or the user that what the manufacturer says is true. The purchaser of any line of goods that is sold by circular prefers proof to assertion every time, and if he is not furnished with reasons why a certain line of goods is better than any other he is very apt to think that the claim for superiority is a trifle of amiable fiction. The manufacturer who is indifferent to these trade requirements may be able to prove what he says, but unless he does so in the circular, and until he has learned that the trade must be given reasons for purchasing his goods, there will be a vast amount of uselessly employed ink and a great increase in the making of waste paper baskets.

CREDIT IN COUNTRY STORES.

A MANITOBAN merchant named Clifford has issued a pamphlet on the subject, "Credit in Country Stores," and HARDWARE herewith reproduces it for the benefit of its large constituency. The writer launches into his subject without any preliminary exercises, and in the following manner :

That we should all be the better for paying for the necessaries of life, our food and clothing, as we use them, will I think be admitted by all. Is such a method of living practicable with us? is a subject this pamphlet proposes to discuss.

A cash system is a hard system to get into when times are bad, but when they are "booming" we do not realize that the same necessity exists. The People's Store was started with the object of gradually working from a credit to a cash system by making a difference between the price of goods bought on credit and those paid for in cash ; but unless some more decided step is taken this object will never be attained, for there is always a tendency to expect more accommodation from the local store because it is a local institution, than from a firm that has its headquarters at some distant point. The local merchant being more in touch with his customers, having more opportunities of speaking to them and knowing their financial position, to some extent admits this claim, but one exaggeration grows out of another till some begin to treat, even if they do not maintain it in so many words, the local store as a charitable institution and not as a business one. "If I can't get my groceries on credit till fall, I don't know how I shall pull through," "I'm ashamed to ask you for credit, but—" and similar phrases are I think familiar to all country storekeepers, while many are the men who count themselves excellent customers to the local store because they pay their bill regularly at the end of twelve months.

To give the best satisfaction to all, a business should be run strictly on business lines. We should not look for credit where we have to apologize for asking for it. No one thinks of apologizing to a loan company when they apply for an advance on farm property. The loan company's business is to advance money at interest, the storekeeper's business is to turn over his capital as frequently as possible.

Let us look for a moment into some of the causes that have led to the credit system in this country, to a system that has given men the idea that they are "good pay" if they settle up at the end of a year. First and foremost, this system has been bred by the fact of Manitoba being a new country; everything starts at sea level as it were ; to have left it alone for a hundred years, it would not have gone behind what it was twenty years ago, because at that time it was practically untouched by men, therefore every step taken was an advance, every acre cultivated, every building added was a step towards a development that practically has no limit. This at once created a feeling of confidence ; men had no hesitation to buy, and sellers parted readily with their goods, not on the credit of the purchaser, but because of the confidence they had in the country. But in making their calculations they omitted to reckon time, forgot that no matter what the resources of the country were, and they are to-day just as great as ever, it must take time as well as capital to bring about that development ; hence promises to pay in comparatively short time were given and accepted without due consideration for unforseen risks and the time necessary to produce the desired returns, and it is the awakening to these facts that largely tends to the want of confidence and consequent general depression of to-day. The fault was on both sides ; the salesman was too ready to part with his goods, for he was confident the amount was to be got out of the land. What does it matter to a man, from a business point of view, whether you or I can hold on to what we have, provided that when we are wiped out our 160 acres are in such a locality and state of cultivation that some one else will take hold of it where we left off? Many are the complaints raised against machine companies and horse dealers because they have persuaded farmers to purchase what they could have done without. But they were simply business institutions ; their object was to make sales and get their money, and it was for the purchaser to know whether he required the money or whether he could purchase them without sacrificing what he already had. The greatest fault was on the part of the purchaser, hence the punishment falls heaviest on him. The salesman was likewise sometimes at fault in estimating the ability of his customer to pay, hence he suffers in proportion, and the depression is felt by both parties.

Another cause is that the returns of our year's labor only come in once a year so long as we depend on wheat alone ; and a man who has practically been without money for eight months seems to be unable to hold it when he gets it ; hence in the years when wheat was a high price, or a big yield, many could see nothing better than to at once invest the balance of their earnings, after paying their debts (some not even waiting to do that) in land, more machinery or some similar article which could not be turned into money again at a moment's notice should an emergency like the present arise.

But there is another cause which more directly affects the country store than those just cited. The bigger the profits the bigger the risk, and in order to increase his business the merchant will sell on credit, increasing the percentage on his goods to what he thinks will cover the risk of bad debts ; so that if he knows a customer has only $100 cash to spend, but will buy $150 worth of goods if given till fall to pay for them, he will naturally take the risk, which, supposing his man to be industrious and on a good farm, is small, and thus increases his business fifty per cent., otherwise the trade will go elsewhere. Provided the storekeeper adheres strictly to business principles, and selects only such credit customers as he knows to be reliable, his risk is small compared with the increase of business he gains. But in taking these risks the storekeeper opens the door to the man who looks upon him as a charitable institution. "If I pay the cash to you a creditor will sue me for an old debt," "I can give you no security beyond my note, but will make it a point to pay you first if you will only see me through till fall," "You know I paid you up before, won't you trust me again?" and so they follow one another. There is not a single one amongst them who would admit that he was dishonest, that he is getting goods under false pretences or that he is not a man of his word, but that the merchant knows from experience that a percentage of these debts will be bad, but that he must wait till fall to get his suspicions confirmed. Why is it that the storekeeper does not draw a hard and fast line that will exclude these customers? Because in doing so he would dismiss a large number who will pay when they say they will ; he therefore adds an extra ten per cent. on the goods he sells to all, to cover the loss which he knows is there but cannot detect till it is too late.

By carrying on a strictly cash store all this bad debt risk is wiped out, but in a place the size of ours and situated the way we are, the question arises, can we guarantee a sufficiently large business to warrant anyone running a permanent cash store?

Five years ago a store with a stock worth $4,000 supplied us with an assortment of dry goods, groceries, general merchandise, and hardware. To-day a general store requires a stock worth at least $8,000, exclusive of hardware, to carry the assortment desired. The interest on this amount at 10 per cent. is $2.65 per working day, while the cost of attendance, fuel, light, rent, taxes, and insurance, cannot be paid for with less than $5.35 per day. Selling goods at 12½ per cent. margin, it would require a business of $67 per day to pay expenses ; at 15 per cent. margin, it would require $58 per day, while if only $29 was taken in, goods would have to be sold at 30 per cent. to pay expenses, and it makes no difference whether the proprietor attends to the counter himself or pays another to take his place, the working expenses chargeable to the business will be the same in either case.

We have no transient trade in Austin, no one coming on a holiday from a distance who will spend a little money in presents for themselves and their friends before leaving. The country store's business is the same the

year round ; the same customers with much the same requirements for their households one year as another, therefore if a cash store is to exist it must look for support from the immediate neighborhood. Can we guarantee 200 customers who will average $90, or 150 customers who will average $120 per year at the very least? If not, it will not pay one to carry a stock such as we require and sell goods near a 15 per cent. margin.

This is the view the merchant takes of the situation and the answer is plain to each of us. Make no more effort than we have done in the past towards getting into a cash system and it will be impossible to run a cash store in Austin.

As business is carried on at present, some pay their year's bill in the fall, and some at the end of every three months, and some at end of every month. If then we can pay at the end of our stated term, why not at the beginning? If we pay $100 every fall, why not let it be paid in for what we shall require instead of always for what we have had? If we can pay $10 into the store on June 1st, why not pay that $10 for June, not for May? This is reversing the order of things. I wonder what our opinion would be of the merchant to whom we had paid $100 in advance, and he was to tell us with a long face that he had really meant to supply the goods but on account of hard times, etc., he could neither supply the goods nor return the money. No! no! this is a string we have always attached to our own bow, and comes in too handy with many of us nearly every year, to part with. Many will tell you they would pay cash if they could catch up with the back debts, and the next moment turn round and buy a horse or some machinery to be paid for out of the next crop. The real reason that the cash system is not more general, is that we will spend any length of time talking about it, but we will not make the effort necessary to bring about the adoption of the system.

It is not correct to say the cash customer pays for the bad debts ; the credit customer who pays, pays for the credit customer who doesn't. The ten per cent. added to cover bad debts is returned to the cash customer in the form of discount, though were every article sold on a cash basis the cash customer would probably get goods to better advantage than he does at present. Still a cash store at Austin cannot be expected to sell every item at the lowest price quoted elsewhere, though the cash customer being more independent and more desirable than the credit one, a merchant will invariably try and quote a price to suit him. Some firms will sell an article as a "leader" at cost or less than cost ; others will have a line of bankrupt stock, whilst some doing a larger business with a larger range of customers require a smaller margin to cover running expenses, and I have seen goods quoted by retail dealers in the larger towns at the wholesale prices quoted to small country storekeepers ; but I am convinced that even supposing we could not buy much cheaper by paying cash, we should find our position greatly improved by having no store bill to meet in the fall.

I do not wish to be understood as condemning the system of dealing on credit, for without it business and speculation would be dead, but what is to be avoided is the abuse of it, as instanced in our own province. It may pay us to raise a percentage of the value of the farm on the security of the whole ; it may pay a man with a hundred acres of crop to buy a binder by instalments, so that instead of paying out $100 cash a year for having his crop cut for him, he may pay the same sum to a machine company for a couple of years and then own a binder for himself, or it may pay him to purchase a team, paying only half their value in cash and the balance when, by the use of them, he has earned it ; but it is an abuse of the credit system for a man with 30 or 40 acres of crop to buy a binder because he can get it on time, or to consume his groceries and wear out his clothes months, not to say years, before he has paid for them ; for the necessities of life do not earn their own value—they are an expense which must be paid for by deducting from the profits of the industry we follow.

In conclusion—(1) No man should be able to purchase goods on credit without having material security, either in the articles themselves or in collaterals, to offer in exchange.

(2) No man should expect credit in a business deal merely because he is known to be honest ; no praise is due to a man for being honest, but no condemnation is too severe if he is dishonest.

(3) The life of a cash store in Austin, and the price at which goods can be sold in it, depend entirely upon the support it receives from the neighborhood. The volume of business, cash and credit combined, being done in Austin during the present year would not warrant a cash store at prices that would be satisfactory to purchasers.

(4) No one need expect to pay cash for what his household will require for nine months or a year by merely making up his mind to do so. He must make some provision by which he can carry out his determination, and if necessary set apart a certain quantity of wheat or cattle, or start a savings bank account, and no matter where he buys his goods, have the money so placed that he can spend it for no other purpose than for supplying himself and family with household requirements, and now is the time to think the matter over and see what would be the best to do for next year.

(5) If a cash store is to be started in Austin, its object should be to better the community and not a mere excuse for refusing credit to long-winded customers, and this can be done by treating all, from the railroad tramp to the Governor-General, alike, by selling to all at the same price when, and only when, they have the money. If you allow a man credit for three hours, why not for three days, and if you allow one man credit for three days, why not allow another who owns several times the value of property credit for three months?

(6) It has always been the endeavor of the management of The People's Store to make it worthy of this name, and if the proprietor can assist in such a movement as the one above suggested, he will be pleased to do it ; if, however, the verdict is that only a credit store can exist, he will, as already intimated, retire as soon after October the first as possible, for the reason that the direction of a credit store requires more attention and time than he can devote to it.

SOUTHERN IRON DRIVEN OUT.

"SOUTHERN pig iron," says the Iron Age, "is now receiving some crushing blows in the Northwestern markets. The month of June witnessed the most active trade that Chicago pig iron houses have known for a very long time. Not only were contracts for foundry iron numerous, but some of them were very large, covering the requirements of heavy consumers far into next year. An effort was made to advance prices in the belief that the buying movement was strong enough to sustain it, but this proved ineffectual, and the best that can be said is that prices were forced no lower than the rates which had ruled prior to the resumption of active buying.

"But in all this activity the seller of Southern iron has had no share. With the lowest prices ever made by Southern furnaces and the lowest freight rates ever known from the South to the Northwest, there has been absolutely no chance for Southern iron to figure in these contracts. It is the first time since Southern iron made its appearance in the Northwest and since foundry iron began to be made by Chicago furnaces that the former has been so completely ignored.

"Peculiar conditions have, of course, favored the Northern furnacemen. They are enjoying cheap ore and cheap fuel, or they could not have met the competition of the very low prices made by the South within the past six months. Southern furnace companies have also been handicapped of late by their striking coal miners, causing quite a number of stacks to be blown out for scarcity of fuel and carrying with it a rapid reduction in pig iron stocks. An advance in freight rates was also a bone of contention between makers and buyers, as each wished the other to assume the risk of changes in freight schedules. All this has helped the Northern furnacemen to secure contracts nearly as freely as if Southern furnaces had no existence."

CREDITS.

CREDITS is a subject much written and much talked about, and yet it is always a live subject. At a recent meeting of the Southern Hardware Jobbers' Association that was the subject of one of the papers. It was prepared and read by W. L. Magill, and was so well handled that HARDWARE produces it for the benefit of its readers :

Goods may be bought well and sold at profitable prices, but if at the end of our business year our books are filled with worthless accounts, we will reap a harvest of barren regrets. While it troubles us at stock taking time to find in our stocks lines of goods that have declined in price, how much more painful to have to transfer to our suspense ledger a large list of accounts that are considered doubtful or worthless. To overcome this trouble is of the greatest importance to all of us.

In the first place, you no doubt have observed that the best salesmen on the road are most frequently the poorest judges of credits. The popular salesman is usually of a happy, genial disposition and looks only on the good side of life and sees his customer only in the most favorable light. With this happy turn of mind he makes many friends and customers and after he has taken the order he uses the same happy faculty to present his customer to his house under the most favorable conditions. One of the first things that a traveling man should be taught is that he is in a measure an assistant to the credit man, and he should be trained to look for unfavorable financial points in his customer as well as his good ones and avoid as far as possible sending in orders that are liable to be " turned down," for the influence brought about by refusing a man credit, no matter how hazardous the risk may appear at time, is far more lasting than we might suppose. It is therefore important to a house that they make as few enemies as possible in this manner.

A man may be a good business man, honest, straightforward man, etc., but may have associated with him a partner who, by intemperate, dissolute habits and outside speculation, has drawn his firm into financial straits. You stand on the safe side and decline the order, but he may later on extricate himself and get on a good, sound footing ; but it will be a long time before he forgets the humiliation of having been flatly refused credit. In this connection we have found it profitable to have our men take the names of possibly doubtful trade, which we look up with special reports and inquiries before we solicit their business. We allow our traveling men full access to our files containing our special reports on the trade and encourage them in studying this information.

A credit man should neither be too lax nor too rigid, but should give each credit a thorough, careful, impartial investigation, looking closely to the customer's character, capacity, capital, habits, location, mode of doing business, insurance carried, etc. We do not attach as much importance to the local reports obtained in a customer's own town, except as to his habits and general standing in the community, as we do to the trade and agency reports. In a man's own home his next door neighbors do not know much of his actual financial condition ; they do not know how much he owes in the market, or how much is due or past due ; how much is due him from his customers, etc. In a general way commercial agency reports help us a great deal and are valuable, but we have found that trade reports, obtained from jobbing towns from jobbers in the different lines who are having actual business transactions with a customer, show more clearly than anything else the customer's record as a desirable credit risk. We use two blanks for obtaining information of this sort—one we use in sending out of the city and the other we send around in our town, and this blank, if carefully and conscientiously filled out by our neighboring jobbers in other lines in our own town, will reveal promptly whether a customer is a man that we want on our books or not. It is also our custom to keep our traveling men advised each month of the condition of every account in their own territory.

Our traveling men are also informed that where ratings are very low no lapping of bills will be allowed. This makes them more careful to collect accounts that are due, as they do not relish the idea of having us write to their customers that we cannot ship the goods until their account that is now due is paid. The great idea of the jobbers should be to educate the retail buyer to pay promptly, and then the retailer, in turn, will be more exacting with his patrons.

It is the province of the jobber to do what he can to make the retailer a prompt payer and a systematic, successful business man, thereby insuring to the jobber a lasting customer ; and if the retailer is trained in this direction he in turn will educate his trade to do the same way, thereby increasing the general prosperity of the country.

EFFECT OF THE RAILROAD STRIKE.

The tonnage East bound from Chicago, the principal seat of trouble, was reduced from 45,000 to 11,000 tons the first week in July, but the decrease in payments through banks of that city is only 11 per cent. Many railroads have not as yet reported earnings for the first part of July, and those reported are 25.7 per cent. less than last year, but the decrease in exchanges at all the principal clearing houses has been only 11.7 per cent. this week compared with last year, and only 23.2 per cent. compared with 1892. Stocks have recovered a little with restoration of order, and are slightly higher than a week or two ago. This is in spite of the unfavorable returns for June, earnings in that month being 27.0 per cent. smaller than last year. For the first half of 1894, wholly or in part, the earnings of one hundred and ninety-seven roads, operating 129,261 miles in the United States, were $359,822,456, a decrease of 17.0 per cent., and if six Canadian and Mexican roads are added, the earnings for the year thus far are $377,979,778, and the decrease 16 5 per cent.—Dun's Review.

FRANKLIN AND HIS STOVE.

NO man had ever preached a doctrine which more skilfully showed how to get the best for yourself ; and no man ever showed himself more ready than Franklin to do things for others, says N. Y. Hardware. He invented an open stove to give more heat with less wood, but he refused to take out a patent for it, glad of an opportunity to serve his neighbors ; and this invention of Franklin was the beginning of the great American stove trade of to-day, writes Brander Matthews. He founded the first fire company in Philadelphia, and so made a beginning for the present fire departments. He procured the reorganization of the night-watch and the payment of the watchman, thus preparing for the regular police force now established. He started a philosophical society, and took the lead in setting on foot an academy, which still survives as the University of Pennsylvania. While he was doing things for others, others did things for him, and he was made clerk of the General Assembly in 1736, and postmaster of Philadelphia in 1737. In 1750 he was elected a member of the Assembly, and in 1753 he was made Postmaster-General for all the colonies. In 1748 he had retired from business, having so fitted his practice to his preaching that he had gained a competency when only forty-three years old. The leisure thus acquired he used in the study of electrical science, then in its infancy. He soon mastered all that was known, and then he made new experiments with his wonted ingenuity. He was the first to declare the identity of electricity with lightning. Using a wet string, he flew a kite against a thunder cloud and drew a spark from a key at the end of the cord. The lightning rod was his invention. Of his investigations and experiments he wrote reports that were printed in England and translated in France. The Royal Society voted him the Copley medal ; the French King had the experiments repeated before him ; and both Harvard and Yale made Franklin a Master of Arts.

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A HARDWARE MAN'S POETRY.

There is a hardware man in Indianapolis who courts the muse as well as business. This is one of his deliverances :

They built a fine church at his very door—
He wasn't in it.

They brought him a scheme for the relief of the poor—
He wasn't in it.

"Let them work for themselves as he had done ;
And they wouldn't ask help of any one
If they hadn't wasted each golden minute."
He wasn't in it.

But a carriage crept down the street one day—
He was in it.

The funeral trappings made a fine display—
He was in it.

Saint Peter met him with book and bell,
"My friend, you have purchased a ticket to ——
Well, your elevator goes down in a minute."
He was in it.

WARRANTING EDGED TOOLS.

Probably one of the most vexatious and temper-trying episodes which occasionally arise in a retail hardware store, says Industrial World, is the return of articles which have been warranted by the merchant. As a rule, a dealer will guarantee a knife, shears, plane, bit, hatchet, axe, etc., free from flaws in the manufacture, should they break while legitimately used and the point of fracture shows a flaw—which is readily detected ; he will hand out a new article, retain the faulty one, charging it to the jobber or manufacturer from whom he bought it. But impositions have been so frequent by customers, that merchants are careful how and to whom they warrant goods. A case in point—one within the writer's ken, may be of interest to hardware dealers. It was in a store at a country seat not 60 miles from Chicago, and during the hard and severe winter of 1876-7. A couple of farmers came in for axes. We kept Lippincott's, Blood's and Hunt's. They were hard to suit but finally selected two of Hunt's make, 4½ and 4¾ pounds each. While they were being wrapped up they were particularly anxious as to the warrant, which was as follows : "Free from flaws ; should they break and the fracture show it new axes would be furnished." This appeared satisfactory. Several days afterwards the men returned with both axes broken—a crescent shaped piece being broken out of the blade of each. One of these showed a slight flaw in the steel—a dark burned appearance at the point of fracture ; this was accepted and a new axe provided. The other was broken out of the solid steel. On questioning the man, he said he had been merely chopping the same as his partner, but on being pressed admitted he had been cutting into a frozen knot on a fallen oak. Of course this was refused and the man was as mad as a wet hen, —— —— if he would buy another thing from that store and no amount of reasoning could shake his opinion that "Mr. So and So's warrant didn't amount to shucks." The writer finally learned that the same man had victimized several other hardware stores out of new axes by protesting that he had been doing straight chopping. Other cases might be cited, but the foregoing is sufficient to serve the purpose—care in wording the warranty on edge tools.

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CARE FOR A LAWN MOWER.

A WRITER to N. Y. Hardware has the following to say on this subject: There are many lawn mowers thrown away as useless, when a little knowledge of how to put them in order would enable a person of ordinary ability to make them as good as new. A good lawn mower should be better the second season it has been used than it is the first season, for the simple reason that it gets its bearings, and runs smoother than when new.

First: The operator wants to get an idea of what a lawn mower is. It is a pair of shears—revolving shears—and the same general rule which applies to the successful working of a pair of shears applies to a lawn mower. The first important thing in using shears is to have them sharp. The second is to hold the blades close to each other. This is equally important in a lawn mower. The knives should be kept sharp. This can be done on many mowers by placing oil and emery on the bottom knife, and revolving the wiper backward. Some machines are so constructed that the knives cannot be revolved backward. These have to be sharpened with a file. Other machines are provided with suitable appliances for the purpose. The simplest arrangement for doing this is the best, and in purchasing a lawn mower, the simplicity of sharpening it in this way should not be lost sight of. Should the wiper knives be much worn, or worn to such an extent that all the bevel is worn off of them, a file should be used on them, to give them their original bevel, being careful not to touch the extreme edge. This filing is simply to make the knives thinner, so that the emery will more readily sharpen them. If the bottom knife is worn too much, take it off, and grind out the concave on its upper edge, grinding it about one, one-half or three-fourths inch back from the edge, being careful not to destroy the shape of the extreme edge. When it is replaced, should the wiper knives not touch the bottom knife evenly, take off the high spots with a file and then apply the oil and emery, and revolve the wiper backward as above; first adjusting the knives so they touch each other.

The second consideration is keeping the knives from spreading apart; hence the necessity of a substantial bottom knife and bar, and a substantial wiper. If either of these are too light, or have any spring in them, the mower will work hard, and not do good work. It is the same should there be any play in the wiper journals. This allows the wiper to lift up from the bottom knife and drags the grass. The wiper journal boxes should be so adjusted that the cutters run easily and yet they should be kept snug, so that there is no shake in them. The knives should be adjusted, so they touch each other lightly. By observing the above, it would save money, hard day's work, and a good deal of annoyance, and would also save a good many mowers from the scrap heap, which are not half worn out.

In conclusion, we would say what we have written does not apply to cheap, trashy mowers, but only to first-class mowers. If a person has a cheap mower, and it works bad, it is cheaper to throw it away and buy a new one. Of course, it would pay better to buy a good one and keep it in order yourself, and people are believing this is true economy.

THE DATING AHEAD EVIL.

IRON Age recently received this communication re dating ahead: Relative to the subject, terms upon which goods are sold, we have used our utmost endeavors to shorten our limit of credit. Subsequent to the war, for fully ten years, we granted four months on everything. From about 1875 until 1887 we gave 90 days on regular goods and 30 days on net goods, but at that time we changed our terms to 60 days on everything, less 2 per cent. cash 10 days, and very rarely deviate. We find it works admirably, from the fact that it not only enables us to turn over our capital more frequently during the year, but keeps the accounts of our customers smaller, thus obviating lapping bills, and in the event of their making assignments accounts are usually less than they would be if our limit of credit was greater.

Another reason experience has proved is that should it become necessary to take legal steps, the 60-day limit keeping the account down, an attorney does not have to go through the long process of instituting suit in order to secure claim, but can at once attach for all accounts under $100, which we find facilitates matters greatly.

We have always been opposed to dating bills ahead, and are of the opinion that the extent to which it is carried, especially by the shoe, notion and dry goods lines, does more to break the average country merchant than anything else. In many instances we jobbers come in contact with ignorance. A salesman, say of shoes, in April approaches a merchant of limited experience and makes the proposition to date his bill August 1, four mouths, and ship goods at once, thus making his bill mature December 1, thereby giving a credit of eight months.

The inexperienced merchant naturally thinks "I can certainly dispose of my purchases in that length of time," and thus reasoning, is induced to give the salesman a large bill. During the interim contingencies arise, such as short crops, low prices for cotton and tobacco, and a scarcity of currency such as existed during the summer and fall of '93; trade falls off, and when his bill matures he finds that fully one-half of the bill bought remains on his shelves unsold, and the merchant of whom he made the purchase demanding payment.

As a natural consequence, he, unless a man of ample capital, is either compelled to ask an extension or forced to make an assignment, and every creditor compelled to share the loss, occassioned frequently by the firm originally granting the long time. Had long time never been granted, he, when the aforesaid contingencies arose, would, as a prudent merchant, have adopted a conservative policy in the conduct of his business, and the occasion for asking an extension and making an assignment never have arisen.

While in some instances we date bills 30 days ahead, spring and fall, and occasionally have to carry our cotton trade, yet we sell 95 per cent. of our customers on 60 days, and are opposed out and out to dating ahead, and give our voice for limited credit as best for both parties.

As to the advisability of charging for boxing and drayage we confess we are heartily in favor of so doing, and in every instance do, except in cases where a customer positively refuses to pay same and our insisting would cause the loss of his trade. In such cases dictation is submitted to by all jobbers, for the thought naturally arises, "Possibly a competitor would gladly secure his patronage by such concession." Still we think the charge perfectly legitimate, as the packing of shelf goods necessitates the purchase of barrels and boxes and the services of an expert porter; and we hope that by co-operation said charges can, in every instance, be insisted upon.

With regard to the last question, the returning of goods by customers, while a considerable leakage in the aggregate, yet it is one hard to remedy. Frequently the blame attaches to the inefficiency or carelessness of salesmen in sending in their orders, or to the ignorance of the new merchant in making up his voluntary order, as, for instance, a coil of ⅝ rope when he means ⅜. In the first instance we think the salesman should pay for his carelessness; in the second we think it a question that can only be settled by the house selling the goods, according to the facts in the case, and not by our association at large, for in many instances one might be penny wise and pound foolish.

THE CONSOLIDATED
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COMPANY OF CANADA (Limited)

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WE TROT IT OUT

. . THE . .

Anderson Pneumatic Tire

Made on a scientific principle, which proves in practice to be —well you must see it and try it yourself, then you will catch your breath, when you catch the idea.

It has reciprocating parts, and holds on to the rim with the grip of a bull dog.

It has fits ! ! ! Fits almost any rim. You just pump the air in and it adjusts itself. It's resilient like a rubber ball. It neither creeps like a snail nor rolls like a log.

It has all the good qualities which an up-to-date tire must have, and in addition possesses that feature which they all lack, viz :—

You can get it off or put it on the rim without breaking your finger nails, using a screw driver, or sending it to the shop ; a child can take it off quickly and put it on easily. It must come into universal use, and with that in view we have put the price as low as any ordinary good tire is being sold in the market.

We guarantee the quality of material used in its manufacture.

THE ANDERSON TIRE CO.
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Star Cycles

Are a recognized thoroughly reliable make at **POPULAR PRICES.**

They embrace the best procurable workmanship and material. They will maintain the reputation of our Trade Mark and give full and lasting satisfaction to all concerned. They comprise—

PATH RACERS ROAD RACERS

"Tourists'" Business Wheels,
Light, Staunch and Graceful Ladies' Wheels.

STAR CYCLE WORKS, Wolverhampton.

Canadian Agents,

A. A. Allan & Co.

. . . . . TORONTO, ONT.

BERGER BROS.
OF PHILADELPHIA

Trade has within the last two years increased beyond their highest expectations, the panic year being the best on record both as to the amount of sales and profits, the business keeping up to date about the same average. With the present low cost of producing supplies in their line, enabling them to sell at lower prices, and with other advantages and splendid facilities for handling goods in greater quantities, also prospects of better times ahead, they look for still larger trade in the future.

It may be well to state that this firm not only handle great quantities of Tinners' and Roofers' Supplies, such as Long Eave Gutters and Pipe, Zinc, Sheet Iron, Registers, etc., but are a general headquarters for Tinners' Hardware, where almost everything is kept in stock.

It will pay you to write for their Illustrated Catalogue, 1894 edition.

BERGER BROS.

BOECKH'S
STANDARD
BRUSHES

Always reliable, and as represented

COW TIES

Open Ring, Closed Ring And Walton . . .



Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of Steel throughout. There is no other chain on the market that will compare with these for strength, lightness and handsome appearance. We confidently believe that our ties of a given number are fully equal in strength to a size larger of any other on the market.

If you have not tried our Cow Ties, send for sample half-dozen.

WRITE FOR CATALOGUE.

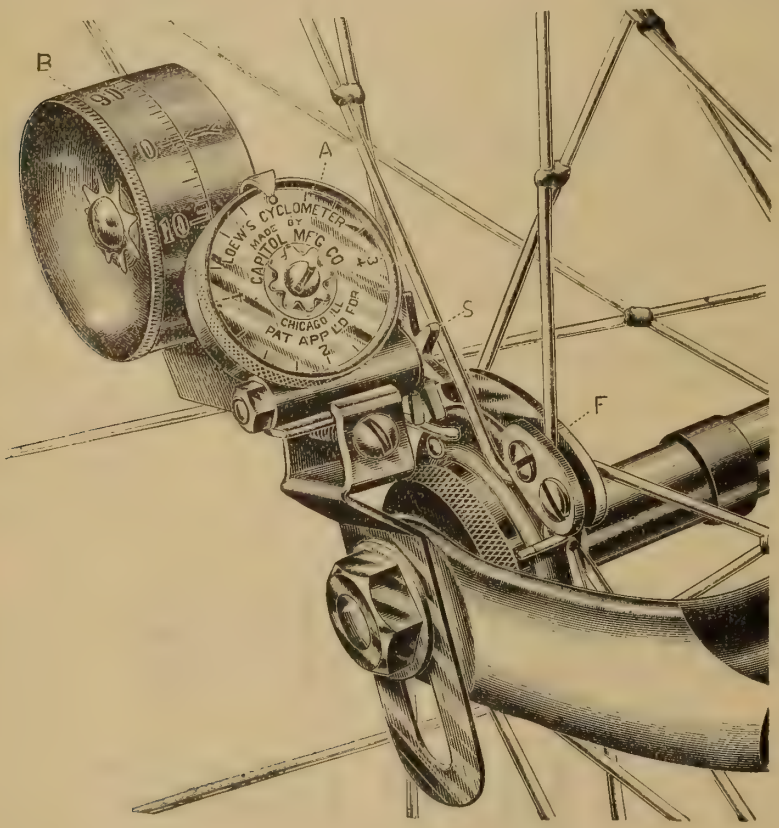
MANUFACTURED BY

The B. GREENING WIRE CO.

HAMILTON, CANADA

AN ACCURATE CYLOMETER.

THE cut shows what is known as the "10,000 mile Cyclometer," as attached to bicycle. The cyclometer is secured in its position by a nut on the end of the front axle. It projects but half an inch from the side of the fork, and its weight is only four ounces. This cyclometer is so made that while it will record a total of 9,900 miles and repeat, yet it has independent single trip and mile dials. The dial lettered B is the trip indicator, recording up to 100 miles and repeating. The dial lettered A indicates one mile and fractions thereof. The total mileage indicator is on the rear of dial B. This indicator can be set back to zero at the end of



the season or at any intermediate time if desired. The A and B dials can be instantaneously set to zero by simply turning them by hand, their adjustment in no way affecting the record made by the total mileage dial, which constantly adds the mileage made by the wheel. It is nickel all over, presenting a neat appearance on the wheel, and can be easily read from the saddle without dismounting, and is in no way objectionable to a rider. It is absolutely accurate, reliable, and durable, and not affected by dust. Every instrument is warranted. Rice Lewis & Son, Ltd., of Toronto, are building the cyclometer.

In HARDWARE of the 7th inst., in an article referring to a proposition to start malleable iron works in Toronto, it was stated that there were only three such works in Canada, namely, at Oshawa, Walkerville and Smith's Falls. This was an error There are in addition to those mentioned the following: P. Kyle, Merrickville, Ont.; Malleable Iron Works, Montreal; Burrow, Stewart & Milne, Hamilton.

REGARDING CASH TRADE.

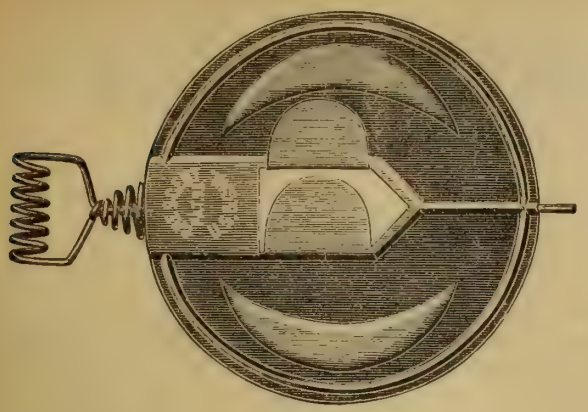
A GOOD deal has been said lately about building up business on strictly cash lines, and to a great extent, if not altogether ignoring credit, writes "Perseverance" in Hardwareman. Now I frankly admit this is very good, as far as it goes and under certain conditions; but as there are always two sides at the very least to a story, so there are several ways of looking at this subject.

Ironmongers must have a policy as well as governments; yet the policy which adapts itself and fits into the circumstances of one may be of no value whatever to another. In exchanging our opinions, then, I would suggest that we ought to make clear the conditions under which these experiences were gained—theoretical opinion is of use, but theory reduced to practice is a thousand times more so. Our policy ought, I think, to have at least three main features or principles. First, it should be honest; then workable; and it should also be profitable. It may appear honest, but if not workable, what is it good for? It may also appear honest, it may be workable, but if it does not pay, again I ask, what is it good for? I have never been able to accept any principle of business, however honest, as worth our energies which did not leave a margin of profit sufficient to cover all expenses and recoup those who labored in working it out. I note this here and now, because in the following statement of experiences I have endeavored not to lose sight of the fact. It is certainly our duty to look after the interests of our customers faithfully and well, but he must be a fool indeed who thereby neglects his own.

Well, then, the question Cash versus Credit has, I dare say, bothered many older and wiser heads than mine; but as it has bothered mine considerably, I wish to say that, if it is possible always and under all circumstances to build up a cash trade pure and simple, I am a most miserable failure. I have not yet been able to believe that cash trade building is so easy. I grant that in some towns, and under favorable circumstances, it is not only possible, but has already been done. But these I think are the exceptions, and not the rule.

My experience has been gained in a town where co-operative stores have taken a very firm hold, and possibly most of my readers may think a better town for building up a cash trade could not have been selected. Such, alas! has not been my experience, as I find the average co-operator in this district not at all against a little credit here and there where it can be had on reasonable terms. I have many steady customers of these stores (where they buy the necessaries of life) in my books, and I am not alone in this experience. I think I hear some of my readers say, "Why not explain to these people that you, too, desire to sell for cash?" Why? Because I have tried to do so, and failed to secure them as cash customers. That's why. A good few years ago I was most anxious to sell for cash only, and I did my best to put the matter plainly before all my customers, old or new. I did not succeed. I succeeded certainly in sending a number past my door. I saw customers getting served elsewhere—customers with whom I had very pleasant relations—and I fear the results would have been disastrous had I not set my face determinedly to regain what I had lost. I set about it in this way. I had all my goods marked cash and credit prices, intimating to all who called my intention of adopting this system. Even then difficulties stared me in the face. A goodly number could not, or would not, understand why this difference in price was necessary, a few simply refusing to buy at all unless I gave credit at cash prices. This, of course, I could not do; and for some time I had grave doubts of the wisdom of my new policy. I determined, however, to give this

THE ONTARIO TACK CO.
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TACKS, SHOE NAILS, ETC.
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CRESCENT DAMPERS

Patented in U.S. and Canada, 1893.

Has all the advantages of a high priced Stove Pipe Damper, at low cost. LIGHT FOR FREIGHT. Being made of sheet steel will not break, and being double will not warp. Spring keeps damper at any angle set in pipe.

Manufactured by

Thos. Davidson & Co.

MONTREAL.

method as fair a trial as I had done in adopting the cash only ; and after about ten years I see no reason to regret the step then taken.

It must be understood, however, I do not claim for this system success everywhere. I have a very decided opinion it would not suit everywhere ; but I hold that the business doing both a cash and credit trade, rightly conducted, has the best chance of bringing grist to the mill ; and that, I take it, is the principal object we all have in view.

A very pertinent question here would be : What rule is to be followed in working out this system and in fixing the difference between cash and credit prices? But, as I have already stated, towns and their people differ so widely in their wants and circumstances, that no hard and fast line can possibly be drawn. Careless crediting is dangerous under all circumstances, but a wise and careful grasping of the situation, and the application of methods suitable to each case, will assuredly repay those who carry it on safe lines. So far as I am concerned, I make my cash prices sufficiently tempting to encourage those who are able and willing to pay cash to do so ; and those who are able, but not willing, must pay what I consider necessary to cover all the items a credit trade requires. Losses do come, as we all know ; booking, waiting, etc., all mean money, and credit prices must carry a sufficient extra to meet this. I repeat again : No price is safe unless it pays. It is a trifle galling to be told by your customer the difference between cash and credit is too great ; but my experience is that credit buyers are not always good judges in such matters. And if these people find fault with the one, they can always have the other if they choose to pay. I make the difference fairly substantial for another reason, viz., it enables me to deal justly by those whose credits are shorter, and, thereby, safer, than others. One may pay promptly in three months ; others not in six, nine or twelve, and this in the face of stated terms. This may not be the experience of everyone, but it is mine, and I think a reasonable scale of discounts meets this case.

I have stated shortly, and as clearly as I can, my credit system, simply hoping that what I have said may be of some use. And I see no reason why there should not be a freer exchange of opinion amongst us than there is. None are too old to learn, and even some of our smartest men are the better of a hint here and there, though it may come from one far behind them in the race of life. It is because I have been able to profit by what I have read in these pages and in other trade journals that I have considered it my duty to do all I could in furtherance of this principle.

DISTINGUISHING IRON AND STEEL

IN a recent note on the too-prevalent practice of stamping cast-iron bits and stirrups with the word "steel," with clearly deceptive intentions, we gave some hints as to how the two could be distinguished by the dealer where he had any doubt as to which was being supplied to him. To sell goods falsely marked is a rather serious offence, and it is not desirable that in such articles as bits and stirrups, where a human life may depend upon the soundness of the article, there should be any deception or even ground for mistake. There are, however, difficulties in the way of ascertaining just the nature of the material, as we pointed out, but in the last number of Saddlery and Harness, Thomas Turner, director of technical instruction to the Staffordshire county council, gives the following method, which involves some trouble, but is in many respects more satisfactory than any we have already given. He says : Take three clean test tubes, and place in each about half-an-ounce of dilute nitric acid, one part of acid to two of water. Add to the first tube a small quantity of turnings from forged wrought iron, about as much as would just cover a threepenny bit. In a few minutes these will dissolve, and when the solution is cold, give a pale olive-green liquid. To the second tube add the same quantity of forged steel turnings, when a brown liquid will be obtained, the color being deeper with harder steels. To the third tube add the same quantity of turnings from cast iron, when a black, turbid liquid will be produced. It is easy, having once seen this experiment, to distinguish in any particular case. If turnings cannot be obtained, but it is desired to test the article itself, the following rough method may be used : A drop of nitric acid placed on forged iron gives a white stain, on steel a brown stain, and on cast iron a rough, dirty stain.—Hardwareman.

"TREATING" CUSTOMERS.

THE customer who is in the habit of taking solace out of the clay pipe may experience a beatitude through a choice Havana cigar which will allay discordant feelings and put him in a good buying humor, says the Traveling Salesman. But it must be handled cautiously by the traveler, and it must never appear that he goes about with a case full of the article, intended expressly to give him an audience with the trade. The dealer is not to be bought, and if the offering of a cigar carries with it the remotest intimation of this sort, the traveler had better pack his grip on the spot. Should he have the faculty of casually presenting the weed, and with the same air of unconcern and good fellowship that he would unconsciously assume when he hands a cigar to a friend of the inner circle, the act would do no harm.

But this is a hard thing to do, and the man you may never have seen before can hardly fail to suspect your motive when you deliberately hand him a cigar. This is especially apt to be the case when the gentleman is not a smoker. As a rule, therefore, do not attempt the cigar lay. An intimate acquaintance with the customer is, unquestionably, a very decided advantage, and the nearer the traveler can get to a customer in a dignified way, the more he enhances his chances of capturing his order. The acquaintance, however, must never degenerate to familiarity. Some travelers assume the familiar manner, and think they have made substantial progress when they can address the customer by his given name. This is dangerous ground to tread upon.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, July 20, 1894.

HARDWARE.

LAST week's remarks about the hardware trade apply equally as well to whatever developments have occurred this week. The prospect of better times to come has met with no check, although it is not developing quite as quickly as one could wish. The approach of harvesting means, of course, the usual dulness during that period. The demand has lately been good for shelf goods. Payments still continue somewhat slow, and will undoubtedly remain in this position for some weeks to come.

WIRE—The demand for hay baling wire has kept on steadily increasing; in fact it is the liveliest end of this line. Wholesalers have been getting in good supplies, their stocks having run down considerably. The jobbing movement in wire continues quiet.

ROPE—Quietness is the most prominent feature in this line. We quote: Sisal, 7 to 7½c. for 7 16 in. and upwards, and 14c. for deep sea line. Pure Manilla, 9¼c. for 7-16 in. and upwards, 6¾c. for smaller.

CUTLERY—There has been a slight revival in cutlery. Though no sales of any importance have been made, the sorting-up demand, which at one time looked like waning, has brightened up considerably.

SPORTING GOODS—Dealers in this line are not completely satisfied with the movement. The promised improvement has failed to materialize.

CUT NAILS—Jobbers say there is nothing doing, and manufacturers agree with them. A fair basis may be quoted at $1.80 to $1.85.

WIRE NAILS—Last week's demand for wire nails still continues, but it is in a small way.

HORSE NAILS—Actual requirements furnish the scant demand in this line. There's actually nothing doing, and prices remain just about the same.

GREEN WIRE CLOTH—The limited supply of this article has kept the market a brisk one all summer, and the demand still continues, although it cannot last much longer. Stocks in hand are rather slim.

TACKS—Makers are still complaining that trade is dull. The effect of the discount has still failed to put in an appearance, though there is some hope ahead, as dealers report that what might almost be called a fair business has been doing.

CHAIN—Dull with nothing doing is about all that can be said of this line.

HORSESHOES—The demand has increased a little during the past week with jobbers, and makers have felt a much heavier demand than for some time past, the dealers having allowed their stocks to meet an increasing demand in a depleted condition. The basis is still $3.65.

WARE—Peerless and white ware are meeting with a fair demand in a moderate way. They are about all that is moving in this line.

TOOLS—The harvest tool inquiry has apparently been about satisfied, and as trade in other lines has not increased to any marked extent, business is dull.

ICE CREAM FREEZERS—The continued warm weather keeps the demand for ice cream freezers a thoroughly satisfactory one.

PLUMBERS' SUPPLIES—Plumbing and building supplies remain quiet. There is nothing of any account doing.

LEAD PIPE—The moderate jobbing movement previously noted still continues.

HINGES—Steady prices and a moderate demand can be noted in this line.

TAR—This market rules about the same as last week, and business has not been marked by anything out of the ordinary. We quote: Rosins, $2.75 to $5.25 as to brand; coal tar, $3 25 to $3.75; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton do. 10 to 12c.

TURPENTINE—There has been no change in turpentine, and 46c. for large lots and 47c. for small is the quotable figure.

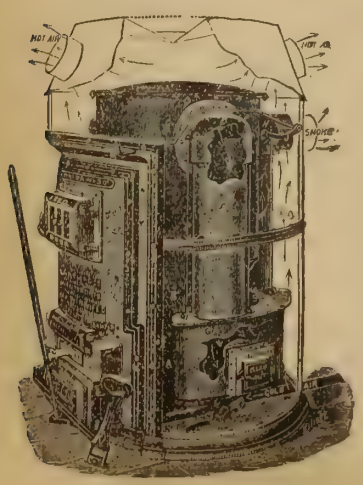
CEMENT—No particular movement has marked the cement market. A fairly good business is being done. Prices are steady at $1.95 to $2.05 for English brands, and $1.85 to $1.95 for Belgian, and to arrive, English brands $1.95 and Belgian $1.80 to $1.90.

FIREBRICKS—Prices for firebricks may be quoted at $15.50 to $19.50 per 1,000, as to brand, with a quiet business doing.

METALS.

During the past week a stronger feeling has prevailed in the market for pig iron owing to the small stocks on spot, the light arrivals and the improved demand. A bid of $19 was made for a hundred-ton lot of Summerlee, but the holder refused it. Tin plates and cokes have also been stronger. The volume of business is steadily increasing, and orders are coming in freely from local and country buyers, and the market is in consequence more active.

PIG IRON—Firm prices at primary sources continue to have an advancing effect on prices here, though no actual change can yet be quoted. The arrivals are not espe-



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Our Steel Dome and Steel Low Radiator Coal Furnace, with three steel radiating flues, is the most

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heater in Canada. Send card for descriptive catalogue and testimonials.

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ACCOUNTANTS . . .

Established 1864.

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Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price)

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
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This is another batch of Prize Essays full of valuable information.
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Sent, postpaid, on receipt of price.

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TORONTO.



SS. SMOKELESS POWDER

Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.
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SEND FOR PRICE LIST.

ARE YOU A KICKER?

If So, Do All Your Kicking Before Pay Day

Many dealers are now kicking themselves because they did not order our . . . **POTATO BUG FINISH** when they had a chance to get it. Some who did buy it are kicking themselves because they did not buy more. Nearly all have lost sales by not having enough to supply the demand. In the meantime, while the bugs are kicking with the stomach ache, we call your attention to our

CALCINED PLASTER

which we can supply to all points west of Toronto cheaper than any other manufacturer. We can sell it in ten-barrel lots about as cheap as you can buy by the carload elsewhere.

We shall offer all Alabastine dealers this Fall another great Money Maker and Trade Catcher. Our genius is now at work. It pays to have your name on our list, because you will get

First-class Goods,
The Best Advertised Goods,
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ENGLISH HOUSE: **SAMUEL, SONS & BENJAMIN**
164 Fenchurch St., London, E. C.

LAMPS

AND

Lamp Goods

Gas Fixtures

Of all descriptions
And splendid assortment.

WRITE FOR PRICES.

MONTREAL MARKETS—Continued.

cially heavy. We quote: Summerlee, $19.25 to $19 75; Eglinton, $18 to $18.50; Carnbroe, $18 to $18.50; Ferrona, $16.50 to $17; and Siemen's, No. 1, $16.50 to $16.75.

BAR IRON—A fair amount of business is reported at former prices. We quote from $1.70 to $1.75.

TIN PLATES—Last week's advance is still maintained; stocks are small and importers' agents are finding the brisker market they waited for. Charcoals are about the same. Cokes can be quoted at $3 to $3.25, and charcoal at $3.35 to $3 50.

CANADA PLATE—The demand for these continues good, and prices remain firm at unchanged quotations of $2.20 to $2.25.

TERNE PLATES—Terne plates are steady at the recent decline, and prices are unchanged. The quotation is $6 to $6 20.

SHEET IRON—With a basis of $2.40, sales have continued steady with a moderate demand.

IRON PIPE—There is but little doing at present in this line.

GALVANIZED IRON—The demand for galvanized sheets is maintained in a fair way, at 4¼ to 4½c. for ordinary brands; Morewood, 5¼ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

INGOT TIN—The firmness of the past few weeks still continues, though prices are unchanged since last week's advance to 17½ and 18c.

COPPER—Business continues dull in copper, and prices are unchanged. We quote: 9¾ to 10c.

STEEL—Remains unchanged with a small enquiry. We quote: Best cast steel 10½ to 12c.; spring, $2.50; tire, $2.50 to $2.75; sleigh shoe, $2.40; round machinery steel, $3.

BOILER PLATES, ETC.—There has been no change in this line since last reported.

SPELTER—This line is unchanged at the previous quotation of $4.25 to $4.50.

ZINC SHEETS—Prices are steady at $5 to $5 25. with only a small demand.

LEAD—The English advance of 10s. per ton h is not yet affected our market, in which only a moderate business is doing on a basis of $2.60 to $2.75.

HOOPS AND BANDS—There is no change to note in this line. Prices remain at $2.30 to $2 35.

ANTIMONY—Dull and unchanged at 10½ to 12c.

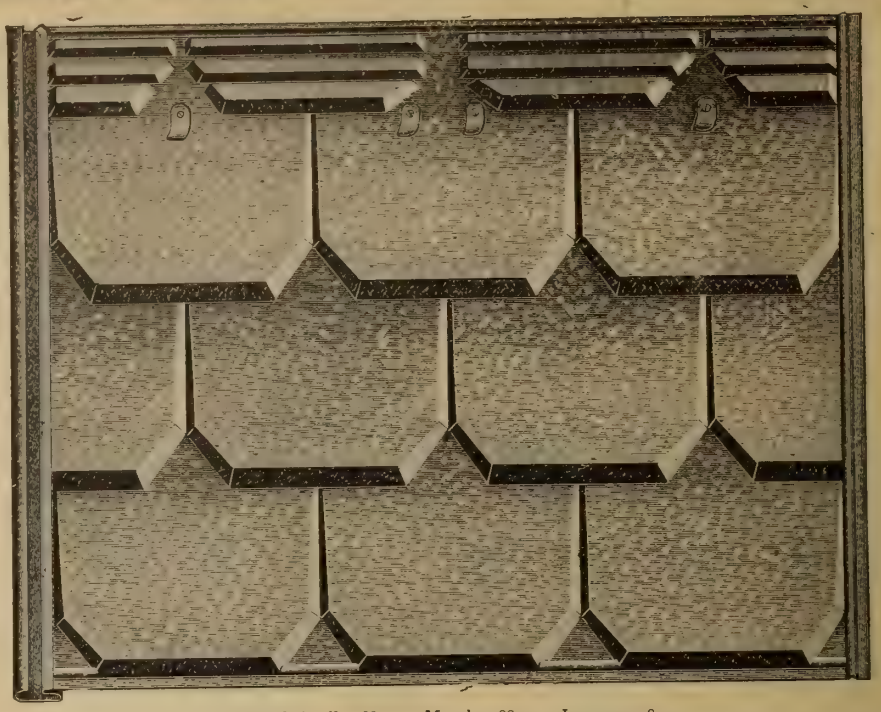
GLASS.

The glass market remains much the same, quiet and unchanged. We quote $1.25 for first break; $1.30 second break, per 50 feet; $3 25 for first break per 100 feet; putty in bulk, $1.85.

PAINTS AND OILS.

Recent advices from abroad indicate a stronger market for white lead, with a slight advance in prices. This has not affected the markets here, and a little cutting has been indulged in in the face of a probable sympathetic advance with the English market. Paints are quiet. The following are the quotations: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots, raw, 54 to 55c., boiled, 57 to 58c.

EASTLAKE GALVANIZED STEEL SHINGLES



Patented April, 1885. March, 1887. January, 1894.

The Shingle that others TRY to imitate. Has no equal in any particular. The EASTLAKE is in use on more roofs than all other shingles combined. Never fails to give satisfaction.
We protect the trade, and will quote liberal prices to those who mention that they saw our advertisement in HARDWARE.

Sole Manufacturers BEWARE OF CHEAP IMITATIONS

The Metallic Roofing Co. of Canada, Limited, 82 to 90 Yonge Street, TORONTO, ONT.

PETROLEUM.

A fair amount of new business is reported in petroleum, though some of it has been done at lower prices, sales in car lots at 10¾c. being made at the sheds. The result is that it is difficult to get more than that figure now, though the sales were supposed to be on the quiet. Contracts for the coming season's supply will be made next month and may lead to better business. We quote: Canadian refined at 10¾c. in shed in Montreal for round lots, and 12c. for small quantities. American petroleum, 14 4-5c. in car lots, 15¼c. in 10-barrel lots, 15½c. in 5-barrel lots, and 16c. for single barrels, net cash; American benzine, 23 to 25c.; Canadian benzine, 10¾c. Petrolea; 12¾c. Montreal.

CHEMICALS AND DYESTUFFS.

A weaker feeling in bleaching powder in the home market is the principal feature in this market. Shippers have reduced their prompt shipment price £1 per ton. The local trade is fairly good. We quote as follows: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2 50; chlorate of potash, 20 to 22c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2.00; ditto roll, $2.00 to $2.10; sulphate of copper, $4.50 to $5.00; white sugar of lead, 7½ to 8½c.; bicarb. potash, 10 to 12c.; sumach, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2.00 to $2 10; castor oil, 6½ to 7c.; and Norwegian cod liver oil, $25 to $26.

HIDES.

The receipts of all kinds of hides have been light, and the demand is slow with the market quiet and steady. The calfskin market is about over.; 5c. is the quotation. We quote for hides: No. 1, 3½c.; No. 2, 2½c.; and No. 3, 1½c.

TALLOW.

Rather more enquiry has been experienced for tallow and some fair sized lots have changed hands at 6¼ to 6½c., with small quantities at 6¾c.

MONTREAL TRADE NOTES.

The fresh arrivals of "Puritana" enamelled ware are turning out to be of even finer quality than any previous importations. It is giving excellent satisfaction to those dealers who have been fortunate enough to place their orders early.

Walter H. Cottingham & Co. have secured sole agency for Canada of the firm of Walkers, Parker & Co., Ltd., London, manufacturers and grinders of white lead. A stock of this well known brand will be carried in Montreal, and the trade will be able to get at reasonable figures a genuine English ground white lead of the finest quality.

TORONTO MARKETS.

TORONTO, July 20, 1894.

HARDWARE.

TAKING it all round trade in general hardware is not unsatisfactory. It is not brisk, and although it exhibits the gradual falling off that is usual at this time, yet there is a fair business doing notwithstanding that orders are as a rule small. Demand is still dropping off for fencing wire, while coppered steel wire is looking a little better. In rope the feature is a further advance in both sisal and manilla, but nails are in steady demand, while in wire there is a decline in business. Trade is about over in green wire cloth. Business in tacks seems to be awakening at last, and in plumbers' supplies more life is exhibited. Briskness in harvest tools continues to be a feature of trade. A reduction of 1c. per lb. has been made in the price of paris green, English make, and demand has fallen off materially. Payments are still improving slightly.

WIRE—There has not been any further change in wire fencing, the volume of business still being light. The demand for coppered steel wire for spring bed purposes is, however, somewhat better. Prices are as before.

ROPE—Another advance has taken place in this article, sisal now being quoted on the basis of 7½c. per lb. and manilla on the basis of 9½c. There is very little business doing in the way of shipping from stocks. We quote as before: Sisal, 7-16 in. and larger, 7½c;. ¼, 5-16, ⅜ in., 8c. Manilla, 7-16 in. and larger, 9½c.; ¼, 5-16, ⅜ in., 10c.

CUT NAILS—A number of carload lots have been forwarded during the past week, but the general orders are not as numerous as they have been. Base price is unchanged at $1.80 Toronto for carload lots, and $1.85 for small lots.

WIRE NAILS—Trade has deteriorated in this line somewhat during the week, not as many car load lots having been called for. Discounts are unchanged at 75, 10 and 5 per cent., shipments in 10-keg lots being prepaid.

HORSE NAILS—There is nothing special to report in this connection. Demand is only for immediate requirements, which at this time of year are only small. Discounts are still 60 per cent. off "C," and 60 and 2½ per cent. off "P.B."

GREEN WIRE CLOTH—An occasional order is being received, but business in this line may be considered over for the season. Stocks have been nicely reduced, large quantities having been disposed of during the summer. We quote as before, $1.85 per 100 square feet.

CUTLERY—Trade remains much about the same, quiet and unchanged.

SPORTING GOODS—The season is beginning to open out; demand is principally for rifles, it yet being early for much movement in guns.

SCREEN DOORS AND WINDOWS—The new shipments which arrived a few weeks ago have gone out fairly well, and with the exception that jobbers have been compelled to carry over a few more doors than was expected, business has been fairly satisfactory. Stocks of windows have been reduced to a minimum.

TACKS—A little reaction has taken place trade in this line being exceedingly flat for some time. This improvement may be attributed to the recent reduction in price. We quote: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37½ per cent.

CHAIN—A few orders are being received, but the volume of trade is far from satisfactory.

HORSESHOES—Demand is increasing, but shipments from stock are still on the light side. Prices are $3.80 Toronto and $3.85 London.

WARE—Eclipse and Peerless are still in good demand, especially so in kettles and teapots. Enamelled kettles are also going out well, but in white ware the same dull feeling prevails.

LAWN MOWERS—Jobbers do not look for many more orders in this line. Although business has not been as good as last year, prices were held at figures which were more satisfactory than last season.

PLUMBERS' SUPPLIES—Country trade has shown more life during the past week, but nothing new has transpired on city account.

LEAD PIPE—Quite a number of orders for small lots have been handled during the week, but not many ton shipments have gone forward. We quote: Toronto and the west 30 per cent. off in small lots, and 30 and 10 per cent off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

BUILDERS' SUPPLIES—In the country trade is keeping up fairly well, but there has been no improvement in city trade.

HINGES—Trade is fairly satisfactory and prices rule as before.

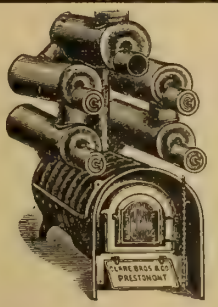
HARVEST TOOLS—Demand continues brisk for forks, cradles and scythes. Spades and shovels are quieter, but it is expected that trade in these particular lines will improve in the course of the next few weeks.

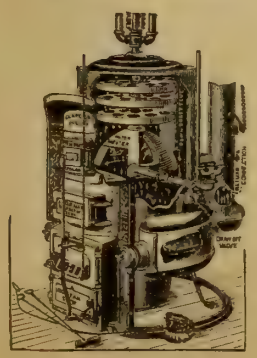
HORSE POKES—Trade is now virtually over as far as large quantities are concerned. Jobbers will have to carry over a few more than was expected, judging from the demand at the beginning of the season.

ICE CREAM FREEZERS—Are in steady demand, but large shipments are not numerous. The "Gem" brand is the kind being principally called for at discount of 60 per cent.

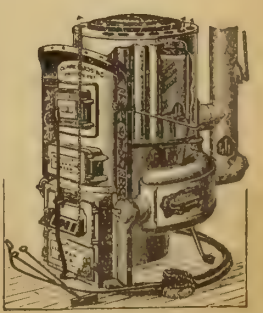
CLOTHES WRINGERS—Trade is still quiet, demand only being for small quantities. We quote $28 per dozen for Royal Canadian.

BINDER TWINE—Jobbers are not disposed to do business at present prices. There is some talk of there being a shortage, and the Patron factory at Brantford has advanced prices 1c. per lb. A few lots of American twine have been brought in, but the figures are said to have been above those ruling for

Best Value  on Earth.



These are the Furnaces that secure the trade for dealers who handle them.
They have no rivals but many imitators.



Clare Bros. & Co. ....Preston, Ont.

MARKETS—Continued

the domestic article. We quote: Blue ribbon, 8c.; Red Cap, 7c.; Sterling, 6½c.; Common Sense, 6½c.; prison made, 8c., freight prepaid.

TAR, ETC.—Business fair. We quote: Roofing pitch, $2.50 per brl.; pure coal tar $4 per brl.; refined coal tar, $4.50 per brl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per brl. and 75c. per doz. pint tins; pine pitch, $2.75 per brl.

CEMENT, ETC.—Much as before. We quote: Portland cement (English), $3 per brl.; New Brunswick plaster paris, $2 per brl.; Canadian water lime, $1.25 per brl.

FIREBRICK, ETC.—Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

There is a little better enquiry for bar iron, but pig iron remains much as before. Iron pipe exhibits some falling off, while sheet copper, sheet steel, and terne plate, show some improvement.

PIG IRON—There is a little doing in Nova Scotia pig at $19 to $20 in small lots, Toronto. The Americans seem disposed to meet competition and there is a little doing in their makes. We quote: Summerlee, $20 to $20.50; Carnbroe, $19 to $19.50; Siemen's, $19 to $20.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: Business is quiet although not approaching the stagnation at present prevailing in iron circles in the States. There is some little demand for early shipments, and a somewhat larger inquiry for future delivery. The market, however, lacks tone, and prices are weak. We quote on the cash basis f. o. b. Toronto in bond: No. 1 foundry strong coke iron Lake Superior ore, $12.55; No. 2 foundry strong coke iron, Lake Superior ore, $12.05; Jackson county silvery, No. 1, $16.80 to $18.30; Lake Superior charcoal, $15.55; Southern soft, No. 1, $11.75; Southern soft, No. 2, $11.50.

BAR IRON—Enquiries are coming in more frequently, but jobbers still find it difficult to procure enough to supply the demand. The demand covers quite an assortment of sizes. The base price rules as before at $1.85.

SHEET IRON—Trade has been fairly satisfactory during the week, quite a large quantity of the lighter gauges having been disposed of. Prices are being well maintained. We quote 8 to 16 gauge, $2.50; 18 ditto, $2.25; 20 ditto, $2.25; 22 to 24 ditto, $2.35; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Gorbal's, 26 gauge, 5½c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

IRON PIPE—Business is not quite as heavy as it was, although the demand in galvanized exceeds the supply. Owing to the strike in the United States very little of this article has been in the market or been obtainable from the factories there. Discounts are 70 per cent. for black and 50 to 50 and 5 per cent. for galvanized.

GALVANIZED IRON—Business is fairly brisk. Some good shipments are being made from stock, but the principal trade seems to be on import account. Quantities are offering in case lots at $4.35 for 28 gauge.

CORRUGATED IRON—Business is good and better than last year at this time, taking it altogether. We quote: "Owl" brand from genuine steel plates, zinc coated, $4.25 to $6 per square; painted steel, same brand, $3 to $4.75 according to gauge.

INGOT TIN—Nothing new has transpired in this article. Prices are being held firm for small lots. Very few shipments have been made. Prices are as before—namely, 19 to 19½c. for ton lots and 20 to 20½c. for small lots.

INGOT COPPER—There is no improvement to note, business still being flat. Prices still rule at 10 to 10¼c.

SHEET COPPER—Is showing more activity both in small and large sizes. Roofing copper, on the other hand, is not going out quite as freely as it has been. An improvement is, however, expected shortly. We quote untinned at 14 to 16½c. according to weight and size; brazier sheets 14 to 17c., according to quality.

BOILER TUBES—Trade remains much as before. We quote as follows: 1¼ inch, 7c.; 1½ inch, 7¾c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

SHEET STEEL—Demand is increasing, for the better as well as the lower grades. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

ZINC SPELTER—There have been a few sales made during the week, but generally speaking the demand is far from satisfactory, as has been the case for some time. The idea as to price is 4¼c. for domestic, and 4½c. for imported.

TIN PLATES—Although trade has not been large, demand is steady and prices have been well adhered to. We quote $3.50 to $3.75 for "I.C.," and $3.25 to $3.35 for coke.

TERNE PLATES—Are showing more activity. Quite a few shipments have been made during the week, and quite a number of enquiries have been heard. Prices are $6.50 to $6.75 according to quality.

ZINC SHEETS—Trade is beginning to look brighter. Jobbers are now in possession of fall supplies, and some fall shipments have been made. We quote case lots at 4¾c., and small lots at 5c.

HOOPS AND BANDS—Business is not as good as it was. While the demand is steady, it is only for small quantities. Prices can be shaded 10 per cent. per 100 lbs., but for small lots $2.25 is the idea. American steel $2.

CANADA PLATES—Shipments from stock, except on city account, are small. Some of the country dealers are receiving their import lots, but the majority of the shipments will not reach their destination until middle of August or beginning of September.

SOLDER—Trade keeps fair. During the week there have been some good shipments made; 12½ to 14c. is still the idea as to price.

PIG LEAD—No new features have developed. If anything a little more business has been done at the advanced price, but no round lots have changed hands. We quote $2.90.

ANTIMONY—Trade continues dull, and featureless at 9½ to 10c. for Cookson's.

GLASS.

Nothing new has developed during the week. There is an active demand, but prices are unsatisfactory on account of the cutting that is being practised. We quote $1.20 to $1.25 for first break.

OLD MATERIAL.

Trade has picked up a little during the week; still, it is not as brisk as it should be. Prices are unchanged and as follows: Agricultural scrap, 50c per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 30 to 35c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 6¾ to 7c.; heavy scrap copper 7½ to 7¾c.; old copper bottoms 6 to 6½c.; light scrap brass 4c.; heavy yellow scrap brass 6c.; heavy red scrap brass, 6 to 6½c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 2¾ to 3c.; country mixed rags, 60 to 75c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10c.

PAINTS AND OILS.

Trade is quiet, but it is on the whole better than at the same time last year. Payments are fair, with cash payments larger than usual at this time.

WHITE LEAD—The turnover is still small. Prices are still held at 4½ to 4¾c.

PREPARED PAINTS—There is still a fairly good movement for the season at the unchanged price of $1.05 for pure.

LINSEED OIL—Demand is only moderate. We still quote 53 to 54c. for raw, and 56 to 57c. for boiled.

TURPENTINE—Demand is light and quotations as before, namely, 43 to 44c. f. o. b. Toronto.

PARIS GREEN—Demand is practically over, only small lots moving, and prices on the English article have been reduced 1c. per lb. We quote: English, 112 lb. drums, 14 to 14½c.; and 56 lb. drums at 14½ to 15c.; Canadian, 100 lb. drums, 13c.; 1 lb. packages, 14½c.

MARKETS.—Continued

CASTOR OIL—Much as before. We still quote 6⅝ to 6¾c. in case lots, and 7c. in single tins.

SEAL OIL—Refined is unchanged at 58 to 59c. per gallon.

PETROLEUM.

Trade remains much as before. We quote, in 5 to 10 brl. lots, imperial gallon, Toronto: Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; Canadian water white, 16 to 17c.; American water white, 18 to 19c.; photogene, 20c.

The Petrolia Advertiser, in its weekly report, says: "Petrolea crude, 93c. per brl.; Oil Springs crude, 94½c. per brl.; refined, 5¾ to 6¼c. in bulk, or 8½ to 9c. in barrels in car lots f.o.b. here. The flash test has been lowered from 90 to 85°, and should make a difference of a few cents per barrel in the price of crude. The market is in such an apathetic state, however, that little or no change has as yet resulted. Perhaps another day or two may tell a different tale. We are of opinion, nevertheless, that the change in the flash test should increase the price of the crude article, and if it does not do so it is due to the fact that the producer has given over all his rights to the refiner by submitting quietly to the direct delivery system."

MARKET NOTES.

Paris green is 1c. per lb. lower.

Another slight advance is announced in the price of sisal and manilla rope.

Sanderson Pearcy & Co. have to hand another shipment of double diamond glass.

Official figures show an increase of 1,720 tons in stocks of copper from July 1 to July 15.

The Metallic Roofing Co. have received a contract for shingling J. E. Seagram's distillery at Waterloo with Eastlake galvanized shingles.

The Toronto Silver Plate Co. have delivered the large challenge cup which they manufactured for the Dunlop Tire Co. This is the largest cup ever manufactured in Canada.

Gurney Foundry Co. have secured the contract for heating and ventilating the Markham public school and the Bowmanville high school. Oxford hot air heaters are to be used in both places.

Chas. Boeckb & Sons have just made a shipment of goods, principally of their standard brushes, to Newfoundland, with a view to introducing them there. The firm is now fitting out its travelers with a new set of samples for the fall trade.

The Toronto Smelting and Refining Works, Frankel Bros., proprietors, have removed their works from Queen street to 116-130 George street. Having put up several new furnaces for both smelting and

RAZORS See our fully warranted German Hollow Ground Razors. Fresh stock just received. Good assortment, low price, splendid value.

A. C. LESLIE & CO. Montreal and Toronto.

Our Specialty **PURE TURPENTINE** Our Customers Need fear no Adulteration

Every barrel guaranteed! We are headquarters for the Pure Article. Remember these facts when placing your orders.

FRANCIS, FROST & CO., 33 Front St. W., TORONTO

ROBERTSON'S

READY MIXED

Warranted *Absolutely Pure*

PAINTS

BEST ON THE MARKET.

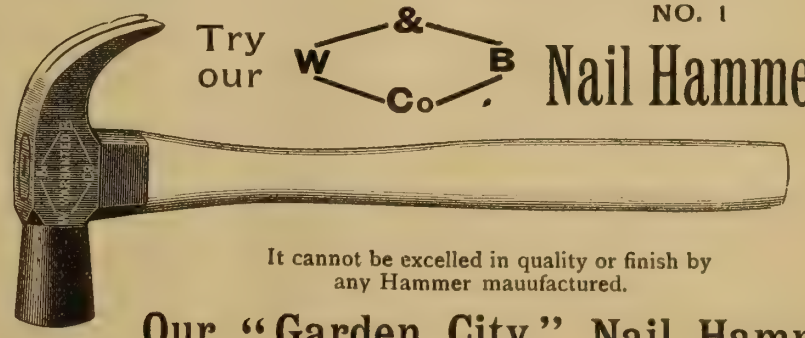
Manufactured by Write for sample cards and prices.

The James Robertson Co. Ltd., Toronto

THE WHITMAN & BARNES MFG. CO.

Canadian Branch: St. Catharines, Ont.

Try our W & B Co NO. 1 **Nail Hammer**



It cannot be excelled in quality or finish by any Hammer mauufactured.

Our "Garden City" Nail Hammer

GET OUR PRICES AND TRY OUR GOODS

Is the best and cheapest "Solid Cast Steel" Hammer on the market.

We aim to keep in stock a full line of Hammers, Sledges, etc., and will make prompt shipments. . . . . .

MARKETS—Continued

refining purposes, they are now in position to fill all orders promptly. Trade has increased considerably with them during the last two weeks. They are making a specialty of Hercules Babbitt Metal, which they claim will not heat under almost any friction.

Toronto Mill Stock and Metal Co. have put in a new five horse-power motor. They are now putting out from 40 to 50 bales of extract daily. They say that the paper stock business is improving in Canada. Canadian mills are inquiring for various kinds continually. Americans are also sending orders more frequently than heretofore. This business is also owned by Frankel Bros., but is conducted by their manager, M. H. N. Loeser, who has been connected with the rag trade during the past twenty years.

Parmenter & Bulloch, of Gananoque, report a largely increasing demand for their black and blued (especially black) wire nails. They are also experiencing a large demand for bright wire nails and other lines of their manufacture. Their factory is running fourteen hours per day.

UNITED STATES MARKETS.

NEW YORK, July 20, 1894.

PIG TIN—The undertone of weakness to the market that was visible on Monday seemed more pronounced on Tuesday under the influence of continued free arrivals here and unfavorable advices from the London market. The latter shows 2s. 6d. to 5s. decline, and the arrivals were 60 tons, making a total of 990 tons thus far this month. Some effort was made in the direction of sustaining prices by bidding 19.25c. on 'Change for prompt delivery. But best offers there on sellers' option this month were not above 19.15c., and offers of August delivery at 19.10c. failed to arouse attention. In short, it looked very much as though 19.10c. was nearest to the true net cash value for round lots, since small parcels were turned out at 19.25 to 19.30c., ordinary terms.

COPPER—The market remains bare of distinctly new feature. Deliveries in fulfilment of old contracts are still on a liberal scale and likely to be so for some time to come, but new offerings are reserved, and fresh orders are not only small but scarce. Prices vary little from 9.10 to 9.15c. for Lake Superior ingot, 8¾ to 9c. for electrolytic, and 8⅝ to 8¾c. for ordinary casting stock.

PIG LEAD—Spot parcels of common western, being rather scarce, are held firmly at about 3.50c., but stock to arrive, delivery at sellers' option during this month, was offered at 3.45c., and as low as 3.35c. was quoted on later deliveries. Upon the whole the market showed rather weaker tone, since buyers at the modified prices were extremely few. St. Louis wire to the Metal Exchange was 3.10c. The London cable was £9 11s. 3d. for soft Spanish.

SPELTER—In the character of demand there is no visible change. More than a car load or two at a time is rarely called for. The slowness of demand offsets in some degree the late curtailment of production, and prices are a shade easier, with 3.50c. apparently full value for ordinary Western brands. St. Louis wire to the Metal Exchange was 3.22½. London cables quoted £16 for good merchant brands.

ANTIMONY—Jobbing business is fair, but movement of round lots continue slow, prices remain at about 8½ to 8⅝c. for Hallett's, and 10c. for Cookson's.

TIN PLATE—In some quarters slightly better business was reported, but most reports were to the effect that operations in both spots and futures are still on a moderate scale.

IRON AND STEEL—In some departments rather more cheerful reports were made as to inquiries and prospects, but actual business in either crude or finished material does not seem to get above commonplace lines, and competition is still keen enough to keep prices low nearly all along the line, particularly for pig iron and structural material.

CHATS WITH RETAILERS.

Albert Walsh, 304 Queen street west, is carrying in stock a fine assortment of Oxford ranges. He too reports business quiet.

Hatch & Co., 446 Queen street west, report business quiet at the moment. Mr. Hatch started in business last fall, and has been doing well. He has a neat, trim store inside, and a fine display of stoves and tinware in his window.

B. Ibbotson, 208 Queen street west, seems to be the only man that is able to report business fairly good. He has a fine window display of cutlery and bicycle sundries.

F. W. Unitt, 380 Queen street west, is removing to his old stand about the 1st of August. Like nearly all others he reports business quiet. He is showing a large assortment of ready mixed paints. Paints and oils seem to be about the only thing moving.

"I have," said Mr. Unitt, "a big reward for THE HARDWARE reporter who advertised my skates last winter. Out of a stock of 1,200 skates I have only about 100 left."

PERSONAL MENTION.

W. L. OGLE, the well known representative of the Gutta Percha and Rubber Manufacturing Company, of Toronto, arrived here by yesterday's Pacific express on a business visit to the province. He is staying at the Leland.—News, Vancouver.

Charles M. Holden, of Sanderson Pearcy & Co., is taking in the Mackinaw trip.

James Dwyer, president and manager of the Peninsular Stone Co., Detroit, was in Toronto this week.

D. McKillop, formerly of the McClary Manufacturing Co., was in Toronto this week.

W. Patterson, formerly with M. & L. Samuel, Benjamin & Co., but now of Chicago, is in Toronto renewing old acquaintanceships.

T. P. Pearce, of 14 Prince Arthur avenue, Toronto, died at Santa Barbara, Cal., on the 14th inst. Mr. Pearce and the Bank of Toronto bought out the Cobourg, Peterboro' and Blairton railroad for $30,200. Afterwards he bought out the Bank of Toronto's share for $18,000. He then sold to the G. T. R., and realized nearly a quarter of a million on his deal. Mr. Pearce was one of the greatest speculators in Canada.

Sanderson Pearcy, of Sanderson Pearcy & Co., is in Hamilton this week, attending the meeting of the Masonic Grand Lodge.

Alfred W. Clark, of the Yale & Towne Mfg. Co., New York, was in Toronto last week, in the interests of his firm.

C. P. Godden, hardware merchant, King street east, Toronto, is in Montreal on a pleasure trip. He went down on his "bike."

W. Mathieson, Sherbourne and King streets, Toronto, is holidaying in Owen Sound.

G. F. Moorehouse, Queen street east, Toronto, starts this week on a fortnight's cruise on Lake Ontario.

These are among the outside merchants who have been in Toronto during the week: Wm. Taylor, Carleton Place; S. L. McKay, Kingsville; H. H. Otton, of H. H. Otton & Son, Barrie.

Coleman Miller, with M. & L. Samuel, Benjamin & Co., is taking a special business trip through Manitoba and the Northwest in the interest of his firm. He will be absent about four weeks.

A son of J. L. Draney, hardware merchant of Fergus, who has been ill and whose death was expected, has so far recovered as to be able to start on a trip to British Columbia in search of health. He was in Toronto this week en route for the Coast.

IRON BOUNTIES.

THE Finance Minister gave notice on Wednesday of the following resolutions, which he will introduce in the House:

First—That it is expedient to provide that the Governor-in-Council may authorize the payment of a bounty of $2 per ton on all pig iron made in Canada from Canadian ore, a bounty of $2 per ton on all iron puddled bars made in Canada from Canadian pig iron manufactured from Canadian ore, and a bounty of $2 per ton on all steel billets manufactured in Canada from pig iron made in Canada from Canadian ore, and such other ingredients as are necessary and usual in the manufacture of such steel billets, the proportion of such ingredients to be regulated by order of the Governor-in Council.

Second—That it is expedient to provide that in the case of the products of furnaces now in operation the said bounties shall be applicable only to such products manufactured therein between 27th March, 1894, and 26th March, 1899, both days included, and that in the case of the products of any furnace which commences operations hereafter, but prior to 27th March, 1899, the said bounties shall be applicable to such products manufactured therein during a period of five years from the date of commencing operations.

TRADE CHAT.

THE varnish works of McCaul Bros., Eastern avenue and St. Lawrence street, Toronto, was damaged by fire to the extent of $700 the other morning. One of the employees was badly burned about the face.

The Sydenham Glass Co., Wallaceburg, Ont., is applying for incorporation.

A bicycle factory is to be started in St. Thomas. W. J. Brownell is the promoter.

Winnipeg Street Railway Co. has voluntarily increased its employees' wages.

The competition of native coal has caused a reduction of $1 a ton in the American article at Winnipeg.

A New Westminster despatch says that the mills are now commencing to ship lumber again to the east.

J. S. Scott, liquidator of the D. R. Dewey Coal Co., has signed judgment against D. R. Dewey for $3,000 and costs.

It is expected now that the new United States tariff will not go into force till Sept. 1st.

The quantity of logs coming down the Gatineau river this year is smaller than usual.

The roller rink at Tilbury has been purchased by Jas. McDonald, who intends building a large planing mill thereon.

The Dominion Government has announced that the Insolvency bill, which has already passed the Senate, will not be dealt with by the House of Commons this session.

During the first six months of 1894, 471 families from the United States reported to the Customs authorities at St. Hyacinthe, Que., their intention of becoming residents of Canada.

The business men of Delhi have decided to close their places of business Thursday afternoons until the middle of September, and at 8.30 evenings, excepting Saturdays and days preceding holidays.

The Kemp Manufacturing Co., who have been closed down for the last couple of weeks, have resumed work in all the departments of the factory, and all the old hands are being taken back.

The Waterous Engine Works Company, of Brantford and Winnipeg, has secured a contract for putting in large boilers for one of the Ontario Government institutions. The order represents some $6,000.

The Comet Cycle Company has taken out a permit to build a five-story brick warehouse and factory on Temperance street, Toronto, on the site of the old disused church. The cost is to be $25,000.

Galt Reformer: What may lead to a great chemical discovery in the manufacture of ice was brought to light Thursday. It appears that the flow of gas had been stopped in two services belonging to Dr. Hawke and Mr. Strong, and when those were dug up to find out the cause of the impediment, two chunks of solid ice were found lodged in the pipes, preventing the current from passing through. The pipes were only a few feet below the surface, and the discovery seems to have puzzled the experts.

A well arranged store is literally "the magnet that hangs in the hardware shop," or any other place for that matter. And disorder is the negative pole that says No! to every intending customer.—Hardware Reporter.

Assignees Blackley and Cahill, of the W. A. Freeman estate, have entered suits against J. T. Carroll and J. S. Hossack to set aside deeds of property from Freeman to them on the ground of alleged fraudulent preference as against other creditors.

Ottawa tradesmen are complaining of great inconvenience being caused them by the non-payment of the civil service on the 15th, owing to Parliament not having voted any supplies yet for the current fiscal year. This means that about $150,000, which usually goes into circulation in the middle of each month, remains in the Bank of Montreal, and will stay there until after prorogation, which may take place on Saturday, or may not be until next week.

A vacant store on Broadway is quite a novelty in our town. There is one at present, the hardware stock of W. W. McGregor having been removed to Foster & Hobbs', who were the purchasers of it.—Tilsonburg correspondent, St. Thomas Journal.

The platinum mines of the Ural Mountains, which constitute the world's chief source of supply, are being worked to their fullest capacity with orders two years ahead.

To find the weight of an iron casting multiply weight of white pine pattern—very dry—by 20; if not perfectly dry and well seasoned, multiply by 19 or 18.—Ex.

The machine shop owned and occupied by Jacob Miller, Clinton, was completely destroyed by fire, and very little of the contents saved, Saturday morning. The loss will be $2,500 and insured for $500.

J. Cameron, representing the J. B. McLean Co., of Toronto, is in the city on his way to the coast. The publications represented are THE CANADIAN GROCER, BOOKS AND NOTIONS, THE HARDWARE MERCHANT, DRY GOODS REVIEW, and THE PRINTER AND PUBLISHER.—Free Press, Winnipeg.

Great excitement prevailed in and about the Kempt gold mine, Yarmouth county, the latter part of the past week, owing to a most extraordinary pay streak of quartz having been discovered on Tuesday last by the prospectors of an American company, who bonded the areas some two years ago. The property is known as the Reeves and Kinney mine, and the new find far exceeds anything yet discovered in America. Mr. David Cowan, of Digby, an authority on such matters, and who was present for a day or two, states that the entire lead, as far as opened up, appears to be almost a solid mass of gold, and that while there he saw three men unearth thousands of dollars in value of the precious metal each day.—Ex.

The stocks of shellac are said to be light all over the world, owing to the crop of sticklac having been a failure for the last two seasons. Sticklac is produced in the jungles of India by a little insect who works his way into the low shrubbery. He cannot exist except where there is dampness and shade, and still too much moisture is harm-

GET OUR PRICES FOR



Calcined Plaster. Sewer Pipes.
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Mortar Stains. Fire Bricks and Clay.
Enamelled Porcelain Sinks.
English and Belgian Portland Cements
and General Builders' and Contractors' Supplies.

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MONTREAL.

WILL EXCEL ALL OTHERS

Canada's Great
INDUSTRIAL
FAIR
TORONTO

SEPT. 3 -TO- 15
1894

VAST IMPROVEMENTS THIS YEAR
Exhibits and Attractions Greater and Grander than Ever
ALL ENTRIES CLOSE AUGUST 11th
The Best Holiday Outing of the Year.
Cheap Excursions on all Railways.
J. J. WITHROW, President H. J. HILL, Manager, TORONTO

ful to him. Conditions have lately been unfavorable to him, with the result that a scarcity of this article is imminent for the remainder of the year.—Ex.

An interesting experiment has been made on the Austrian Northwestern Railway with an apparatus, invented by an Austrian engineer, for the purpose of enabling a locomotive to consume its own smoke. This mechanism is understood to have worked with complete success in the run of an express engine with a load of 153 tons from Vienna to Znaim, and of a freight locomotive hauling a burden of 350 tons over the same distance on the return journey. No trace of smoke was perceptible, a light steam being all that escaped from the funnel. The apparatus is said to be simple, economical, and easily worked.

CANAL TO HUDSON BAY.

A MAP showing the proposed route of the Manitoba and Hudson Bay canal is posted up in the board of trade rooms in the city. A comparison of the cost of cutting the Erie, Chesapeake, Champlain, Corillion and Rideau canals, places the cost of the Manitoba and Hudson Bay canal at anywhere from $731,000 to $4,750,000, for the required distance of 43 miles. The distances are as follows: Winnipeg city to Lake Winnipeg by river, 42 miles; mouth of Red River to entrance of Great Playgreen Lake, 270 miles; entrance Great Playgreen Lake to Whiskey Jack portage, 72 miles; Whiskey Jack portage, carried, 4 miles; Cross Lake and unnamed lake, 63 miles; canal to elbow of Nelson River, foot of Sepeweks, 23 miles; navigable stretch, Nelson River to Gean's Rapids, 80 miles; canal to Grass River, 1 mile; Split and Assian Lakes, 40 miles: canal to Lake Waskatowaka, 15 miles; Waskatowaka Lake to Great Churchill River, 172 miles; Churchill River to Hudson Bay, 105 miles; total 887 miles, of which 43 miles would be canal. The amount named would be an average cost per mile on the canals named of $54,370 per mile, or $2,337,910 for the 43 miles of cutting needed on the Manitoba and Hudson Bay canal.—Free Press, Winnipeg.

WORKING HIGH STEEL.

There is considerable complaint by the makers of tool steel, says a contemporary, in regard to the way product is handled by tool makers. The extensive use of costly and complicated shapes of cutting tools, even in the ordinary machine shop practice of the present day, and the increased use of such tools for cutting steel instead of iron, leads to a demand for steel of high temper. But the steel makers say—and truly—that such steel must be worked with great care, or satisfactory results will not obtain. Greater care must be used than in working steel with less carbon. Such steel is bought with the expectation of getting superior results, and if they are not obtained the steel maker is blamed when the fault may be entirely in the way it is worked. Shallow fires, and uneven heating and overheating, lead to a good deal of fault-finding with the higher grades of tool steel. It requires skill of a higher order, and much care and judgment, to manage in the forging and tempering these high grades of steel, and unless this is employed it is quite as well, or better, to use steel lower in carbon, which will stand rough treatment better than the higher grades.

BICYCLE SCREW PLATES.

HERE is something that every hardware man should have in stock in these days of the bicycle. It is Lightning Bicycle Screw Plates, adjustable dies with case-hardened guides, and the tools are to be found in stock with Rice Lewis & Son, Ltd.



No. 1.

No. 1. With stock, tap wrench (fitting in stock), and 5 Birmingham ("stubs") wire gauge sizes taps, dies and guides. Usual assortment, 12^{40}, 12^{42}, 12^{50}, 13^{48}, 13^{56}, or an equal number of other regular sizes. Stock 6 inches long; diameter of dies, ⅞ inch.



No. 2.

No. 2. With stock, tap wrench (fitting in stock), and 10 Birmingham ("stubs") wire gauge sizes taps, dies and guides. Usual assortment, 11^{56}, 12^{40}, 12^{42}, 12^{50}, 12^{56}, 13^{48}, 13^{56}, 14^{56}, 15^{56}, 16^{56}, or an equal number of other regular sizes. Stock 6 inches long; diameter of dies, ⅞ inch.



No. 3.

No. 3. With stock, tap wrench (fitting in stock), and 15 Birmingham ("stubs") wire gauge sizes taps, dies and guides. Usual assortment, 9^{38}, 10^{38}, 11^{40}, 11^{56}, 12^{40}, 12^{42}, 12^{50}, 12^{56}, 13^{48}, 13^{54}, 13^{56}, 14^{56}, 15^{56}, 15^{60}, 16^{56}, or an equal number of other regular sizes. Stock 6 inches long; diameter of dies, ⅞ inch.

DIDN'T KEEP THEM IN STOCK.

HOUSE furnishing dealer (to customer just entering)—"Good morning, sir."

Customer—"I want to see those things that you fasten on a door so as to make it shut itself."

H. F. D.—"Oh, yes; an automatic door closer."

C.—"That's it; and it must not be high-priced."

H. F. D.—"Yes, sir; a cheap automatic door closer."

C.—"And not too complicated, either."

H. F. D.—"I understand. You want an automatic door closer of simple design and small cost."

C.—"Exactly. But not one of those infernal things that slam the door to with a bang."

H. F. D.—"That would be a nuisance, of course. What you want is an automatic door closer of simple design, small cost, and with an easy spring."

C.—"That's right. But I don't want it to close the door too slowly, either."

H. F. D.—"In other words, you require something faster than cold molasses. Briefly, what you are looking for is an automatic door closer of simple design and small cost, that is neither too slow nor too fast."

C.—"That's all right. And, besides, it musn't be like some I've seen, where a man needs the strength of an ox to open the door."

H. F. D.—"Very well. Now, let's understand each other. You want to buy an automatic door closer, simple, cheap, neither too slow nor too fast, and easily operated."

C.—"Correct. Show me one."

H. F. D.—"I'm very sorry, sir, but I do not deal in automatic door closers."—Ex.

IN OLD CARIBOO.

The ditching contracts of D. McGillivray on the Horsefly and South Forks Hydraulic Companies' claims are reported to be making most satisfactory progress. The former will be completed within a fortnight, and sufficient water is coming down to operate two monitors, one being at present at work. On the South Fork claim one monitor is also at work, and the long length of ditch is also stretching out. This one, however, is too large an undertaking for a single season, and it will be midsummer, 1895, before water will be on through it. A wash up on both claims is expected to be had about the 15th July next, and hopes run high of a great showing. Some quiet observers mention a thousand pounds of gold as the probable result, but whether this can be realized or not, there is but little doubt that its value will be represented by six figures in the dollars' column.—News, Vancouver.

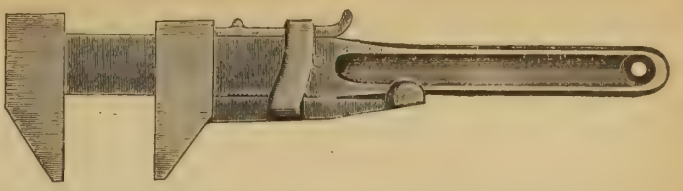
STRENGTH OF CASTINGS AND WOOD

PROF. ROBERT H. THURSTON, in a recent discussion of strength of materials, made, according to Iron Trade Review, a number of interesting comparisons. At the outset he gave the following generally accepted figures: Cast iron weighs 444 pounds to the cubic foot, and a 1-inch square bar will sustain a weight of 16,500 lbs.; bronze, weight 525 lbs., tenacity 36,000; wrought iron, weight 480, tenacity 50,000; hard "struck" steel, weight 490, tenacity 78,000; aluminum, weight 168, tenacity 26,000. We are accustomed to think of metals as being stronger than wood, and so they are, generally speaking, if only pieces of the same size be tested. But let equal weights of the two materials be compared, and it will then be found that several varieties of wood will prove stouter than ordinary steel. A bar of pine just as heavy as a bar of steel an inch square will hold up 125,000 lbs.; the best ash 175,000 lbs.; and some hemlock 200,000 lbs. Wood is bulky. It occupies ten or twelve times the space of steel. The best steel castings made for the U.S. Navy have a tenacity of 65,000 to 75,000 lbs. to the square inch. Whitworth by solidifying such castings under great pressure, got a tensile strength of 80,000 to 150,000 lbs. By "drop forging" no doubt this may soon be paralleled. We now get still greater strength in small pieces.

The best tool steel, from ingots, is far superior to ordinary steel castings and forgings in this respect, and fine steel wires and ribbons give a tenacity of 300,000 lbs. to the square inch of cross section. Ordinary aluminum is only one-third as heavy as steel, and a bar of the former, with a cross section of three square inches, would hold up 78,000 lbs., and that is as much as 1 inch of good steel would do. Various alloys have been made in which aluminum is the chief ingredient, securing increased strength without materially adding to the weight. But Prof. Thurston does not regard any of them nor any of the numerous bronzes as well adapted as steel. Yet Alfred E. Hunt, president of the Pittsburg Reduction Co., said recently that by adding a low percentage of "hardening ingredients" and rolling, his works could produce aluminum plate with a tenacity of 40,000 to 45,000 lbs., without materially affecting the weight. This would give a tensile strength in a bar weighing as much as steel 1 inch square of about 130,000 lbs. It has been elsewhere stated that Mr. Hunt's company produced aluminum with a strength of 60,000 lbs. to the inch, which would be equivalent to steel having a tenacity of 172,000 lbs.

In introducing his bill respecting the sale of railway passenger tickets, on Monday, in the House of Commons, Hon. Mr. Haggart said that it was intended to prevent conductors from selling return tickets and pocketing the proceeds. Passengers using such tickets would have to go to the ticket office and sign a receipt to show that they were the parties to whom the ticket was issued.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

THOROLD CEMENT | WATER | Established 1841

Our Thorold Cement, sometimes called Water Lime, is the best and cheapest for all kinds of Mason work. Specially adapted for work in wet or moist places. Used by the leading Builders and Contractors for building Foundation Walls, Cisterns, Sewers, Cellar Floors, Bridge Piers and Abutments, and Concrete Work.

Also used by many Farmers in the erection of Side Hill Barns. All Hardware Merchants should keep it in stock.

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Make New Customers and please . . your old ones

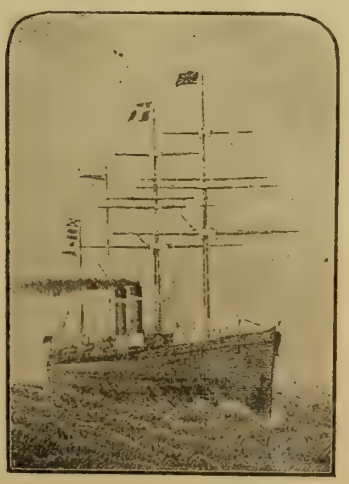
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Work easier, cut better and wear twice as long as any others. . . .

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CLAUSS SHEAR CO.,

TORONTO.



ALLAN LINE

ROYAL MAIL STEAMSHIPS

Liverpool, Londonderry, and Montreal Mail Service

STEAMSHIPS.	From Montreal.	From Quebec.
NUMIDIAN	July 21	July 22
PARISIAN	" 28	" 29
MONGOLIAN	Aug. 4	Aug. 5
*LAURENTIAN	" 11	Not calling
SARDINIAN	" 18	Aug. 19
NUMIDIAN	" 25	Not calling
PARISIAN	Sept. 1	Sept. 2

And weekly thereafter.

The Steamers of this service carry all classes of passengers. The Saloons and Staterooms are in the central part where least motion is felt. Electricity is used for lighting the ships throughout, the lights being at the command of the passengers at any hour of the night. Music rooms and Smoking room on the promenade deck. The Saloons and Staterooms are heated by steam. Steamers are despatched from Montreal at daylight on the day of sailing, and sail from Quebec at 9 a.m. on Sundays. Steamers with a * will not stop at Quebec, Rimouski, or Londonderry. RATES OF PASSAGE:—Cabin, $50 and upwards, according to location of Stateroom and number of persons occupying same; all having equal privileges elsewhere. Second Cabin, $30 single, $60 return. Steerage to Liverpool, London, Glasgow, Belfast, or Londonderry, $20. Steerage passengers are provided with bedding and every requisite for the voyage without extra charge.

H. & A. ALLAN, Gen. Agents, Montreal, or H. C. BOURLIER, 1 King St., Toronto

BUSINESS END OF PLUMBING.

THE following paper was read at the Detroit Convention of N. A. of Master Plumbers, by C. C. Dewstoe :

As a mechanical art the plumbing trade has kept pace with the progress and development of the age. As an important branch of the building art it has done more. In its adaptation to the requirements of a perfect house what other branch of building has shown such development? Masonry is substantially the same as it has always been. Carpentry, except for a little more niceness of finish and detail, shows no special improvement. The same may be said of plastering and painting. But contrast the plumbing of a generation ago with that of the building of to-day. Modern plumbing, with its beautiful fixtures, scientifically accurate piping for drainage, ventilation and water supply, involving in a high degree the principles of mechanical and sanitary engineering, not only performs a function of the highest use and convenience to the house, but marks an epoch in the progress of civilization and refinement. It is not necessary to dwell upon this aspect of our business to men who have aided in its development and perfection, nor is it the theme of this essay to enlarge upon the excellence of plumbing as an art, but rather to inquire why a business showing such progress and improvement, both in quality and quantity, should show up so poorly as a money maker.

That, upon a broad scale, the business of plumbing is not financially successful can easily be demonstrated, if demonstration were required. Look over the records of the mercantile agencies and examine the ratings, if you can find them, of the master plumbers of the country. Ask the banks how they are rated as depositors or customers. Ask the jobbers with how much confidence they establish or increase lines of credit.

True, our friends the newspapers credit us with enormous gains. They crack their jokes, not always fresh or witty, about our diamonds, and oh, how they expatiate upon our bills.

If we could get and hold a fraction of the profits they credit us with we could well afford to smile at their extravagance and could almost forgive them for the universal suspicion their never ending jokes have thrown upon our business.

I take it that no elaborate argument is needed to show that the plumbing business is entitled to as profitable remuneration as any other of equal magnitude and importance. The only question to discuss is, How shall we get it? The plain answer would seem to be to secure a reasonable profit on all the materials and labor. But this is by no means as easy to do as to state. To conduct a plumbing business successfully and profitably requires higher qualifications and greater business ability than to conduct a purely mercantile business. The merchant buys his goods at the lowest price he can obtain. He marks them at such an advance as will cover upon an average business his expense of living and management and leave a profit. If he sells his goods he makes his profit. There is little or no uncertainty about it. The plumber also buys his goods. But how does he sell them? He must fix the price when he figures his job that he is willing to take for his goods at periods all the way from three months to three years from the time he fixes his prices. He cannot accurately fix the quantity he must furnish, for plans are rarely explicit and clear enough to enable the most experienced to estimate exactly the quantity he must furnish. Further, he must look forward to the time of executing his contract and fix accurately (or suffer for it) the amount and cost of the labor required to complete the sale of his goods.

In addition to these qualifications he must possess the mechanical ability to execute or superintend and lay out the execution of the work itself. Are not these higher qualities than are demanded in the mere buying and selling of merchandise?

And, unfortunately, is it not true that the difficulty of our trade arises from the fact that a large number of its members do not possess these qualifications? They are good workmen. They possess the mechanical qualification in a high degree, but the other quite as important business qualifications are in too many cases lacking.

It is not to their discredit, but on the contrary immensely to their credit, that journeymen are ambitious to become masters. But are they not apt to overestimate the value of purely mechanical and underestimate the value of the other qualifications required in the management of business?

To know how to do the work is a valuable acquirement, but to know how to make the work pay seems to me quite as important, but it is a lesson the best practical man on earth must learn before he can make a success of the business. To make the plumbing business pay there is but one way. To make money out of a job by skinning it, by evading the requirements of good sanitary work and taking advantage of ignorance of architect or customers, will not commend itself to members of the Master Plumbers' Association, nor would they patiently listen to its suggestion. There is but one other way, and that is to weigh carefully the cost of contracts, both material and labor; to estimate carefully what may be called the incidents of the job that may go against you, and to add over all a profit that after allowing for expenses and living will leave a little for a rainy day.

How shall we accomplish this desirable end? It seems to me that it is pre-eminently the field for association work. It must to be successful spring from unity of action. The slow horse fixes the gait for the profession, and the low man largely fixes the rate for contract work.

A better price on contract work would remedy another evil of the trade, and that is the high price charged for day work and extras, and the wrangling, kicking, delay in settlements and general ill feeling resulting. It is hardly to be wondered at or greatly to be blamed if a plumber, feeling that his contracts are paying him nothing, or next to nothing, should seek to recover on work not covered by contract, but much the better and more honorable way to insist upon such a reasonable profit upon contracts that extras and day work could be executed upon substantially the same basis.

The world has not much use for, and does not long regret, the man who all his life works cheap and "lets the town bury him." It does respect the man who insists on a fair profit, who takes a proper place in the business world and asserts himself as a man, and above all, such a man can respect himself.

THE COAL TRADE.

IN the anthracite coal trade the business is dull. The Westward shipments via the great lakes will now be resumed. During the past two weeks the owners of vessels were disinclined to risk carrying cargoes to Chicago, Cleveland and Milwaukee, fearing their vessels might be destroyed by strikers. The Eastern markets are well supplied with anthracite. During the strikes in the soft coal regions the Reading Company, taking advantage of the prevailing low rate of vessel freights, forwarded all the coal possible to its Eastern distributing ports. The Reading Company promises to become a more aggressive factor in the anthracite trade hereafter, and President Harris and the co-Receivers are determined to assert their rights and secure for the Reading its full share of the total tonnage mined and marketed. They have been quietly working on this line for some time past, and are still preparing to handle a largely increased tonnage by both all-rail and water routes. The local line and city anthracite business is inactive. The dulness of the line trade at present is chiefly due to the harvesting of crops.

The total amount of anthracite coal sent to market for the week ending July 7, as reported by the several carrying companies, was 627,699 tons, compared with 650,590 tons in the corresponding week of 1893, a decrease of 22,891 tons, and for the year to that date the total tonnage has been 19,760,064 tons, compared with 21,768,648 tons in the corresponding period of 1893, a decrease of 2,008,584 tons.—Philadelphia Ledger.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

MRS. John Burch, general store, Red Deer, Man., is asking an extension.

Damien Bouchard, general merchant, St. Hyacinthe, Que., has assigned.

A. Genest, general merchant, Gentilly, is offering to compromise at 30c. on the dollar.

L. A. H. Hogle & Son, general merchants, Pike River, have obtained an extension.

J. J. Welch, general merchant, Apsley, has assigned to Henry Barber & Co.

A Galt builder named W. Lapsley has 'lapsed into bankruptcy.

D. E. Kenzie, general merchant, Mooretown, has assigned to C. B. Armstrong.

George Eddie, crockery, Montreal, has assigned.

W. A. Milne, who kept a general store at Parkhill, has made an assignment of his book debts, amounting to about $2,000, to W. A. Campbell.

Two Nova Scotia general merchants have assigned. They are Thomas M. Martin, of Falmouth, and G. A. Beals, of Mahone Bay.

W. R. Fee & Co., furniture dealers, 359 and 361 St. James street, Montreal, have assigned on demand of E. F. R. Zoellner, Mount Forest, Ont., liabilities about $12,400. Principal creditors : Union Bank, $3,865; Broadfoot & Bros., Seaforth, Ont., $548; Mills estate (rent), $3,292; city taxes, $500.

The creditors of the estate of Smith Bros., general storekeepers and manufacturers, of Sarnia and Dresden, met at the Queen's hotel, Toronto, a few days ago. Among the creditors represented were McMaster & Co., Toronto ; John Hallam, Toronto ; Calder & Co., Hamilton ; Robert Berryman, Hamilton ; Gordon, Mackay & Co., Toronto ; W. R. Brock & Co., Toronto ; Gault Bros. & Co., Montreal ; and Robinson, Little & Co., London. The gross liabilities are about $38,000, and the nominal assets about $60,000. Much sympathy was expressed with the firm, but the opinion expressed was that it had been carrying on too large a business. The meeting was firm in its determination not to accept less than 65 cents at four, six, nine and twelve months, secured. It is expected that about 70 cents will be realized. Messrs. Berryman, of Hamilton ; Muldrew, of McMaster & Co., and Gibbons, of London, were appointed inspectors.

SALES MADE AND PENDING.

B. Grennan, general merchant, Orillia and Aurora, is advertising business for sale.

The Parry Sound Lumber Co. is advertising its general store business for sale.

The general stock of Joseph Schaffer, Paris, is to be sold by auction 25th inst.

Assets of Robert Frere & Co., tinware, Lachine, are to be sold.

Bradley Bros., blacksmiths, Kincardine, are advertising business for sale.

The stock of W. J. Guy & Co., plumbers, Queen street west, Toronto, is advertised for sale on the 25th.

The general stock of Ecrement & Co., St. Gabriel de Brandon, has been sold at 42c. on the dollar.

The general stock of A. Bauliane, general merchant, Chicoutimi, Que., is to be sold today.

The general stock of S. N. Percival, general merchant, Smith's Falls, is to be sold by auction 25th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

V. Brosseau & Co., general merchants, Bedford, Que., have dissolved.

H. Elderkin & Co., general store and lumber, Port Greville, N.S., have dissolved.

P. Walsh, the Hardware Co.; co-partnership registered ; D. G. Whidden only.

Louis F. Chalifour and Louis J. Chalifour have registered a partnership in Montreal to carry on business as brass founders, under the style of L. Chalifour & Fils.

A. Provencal and Joseph Champoux have registered a partnership in Montreal to carry on business as file makers, under the style of Provencal & Champoux.

Kane & Montpetit, plumbers, Montreal, have dissolved ; Joseph Montpetit continues under old style.

Webster, Smith & Co., wholesale and retail crockery, is the style of a new firm registered in Halifax, by Ed. A. Smith and W. M. P. Webster.

Alex. Dupuy and Victor Remillard have registered a partnership to carry on business in Montreal as seed merchants under the style Dupuy & Co.

H. A. Spector and Jennie Markson have registered a partnership in St. Joseph de Soulanges, to carry on business as general merchants, under the style of Markson & Spector.

CHANGES.

D. Halliday, general merchant, Almonte, has sold out to John Beaton.

L. Marier & Co., general merchants, St. Hyacinthe, Que., have been succeeded by Godard & Proulx.

W. W. Lyons, stores and tinware, Otterville, has been succeeded by R. B. Hemstreet.

Dame Jennie Gold, wife of Max. Vineberg, has been registered proprietress of the Cornwall Rag Metal Co., Montreal.

The wife of Elzear Provost has been registered proprietress of the firm of E. Provost & Co., blacksmiths and carriage makers, Montreal.

E. Dubord is commencing business as general merchant at Champlain, and R. A. Duchene is opening out in the same line of trade at Montreal.

FIRES.

Jacob Miller, blacksmith, Clinton, has been burned out.

SITUATIONS VACANT.

HARDWARE CLERKS—INCREASE YOUR INCOME by showing The Hardware Dealer's Magazine to your local hardware merchants and manufacturers. Subscription $1.00 a year. Liberal commission. For sample copy, terms, etc., address D. T. MALLETT, Publisher, 78 Reade St , N.Y.



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

Roofing and Building Paper
Tarred Felt,
Dry and Tarred Sheeting
Building Paper,
2 and 3 Ply Ready Roofing,
Pitch, etc.,
In stock here for the convenience of the Trade.
Alex. McArthur & Co., Montreal

H. D. SIMMONS & CO., Western Representatives
85 York Street, TORONTO.
TELEPHONE 2164.

OUR SALES OF
"BURHAM" Portland Cement
For the past 8 months have been
25,499 CASKS.
"BURHAM" Brand outranks all other
Try it and be convinced. . . . .
Sole Consignees for Canada,
McRAE & CO., OTTAWA

MUNN'S LIQUID GLUE
IS THE BEST.
THE ART METROPOLE, Agents.
131 Yonge Street, TORONTO.

1879—ESTABLISHED—1879
Essex Handle and Wood-Turning Works
Next in importance to the Axe, comes the Handle.
Our shaved pattern is pronounced by choppers to be just right. If you do not sell them it's time you did, because they are what the people want who use axes. If you do not get them from your wholesale house send direct to
GARDNER BROS. & CO.,
Manufacturers all kinds of Handles and Wood Turning
ESSEX, ONT.

DOWSWELL BROS.

HAMILTON, ONTARIO

MANUFACTURERS OF

Clothes Wringers, Mangles, Churns, Washing Machines, and Household Specialties

Prices are low but you will find our goods first-class. Send for Catalogue. . . . .

EASTERN AGENTS

W. L. HALDIMAND & SON, - Montreal

THE . . .

UNIVERSAL VARNISH

Is a Leader for

INSIDE or OUTSIDE WORK

A. RAMSAY & SON

MONTREAL.

PARMENTER & BULLOCH

Manufacturers of

Rivets, Burrs, Wire Nails Of every Description

Carpenters' Braces, and other Hardware lines.

SPECIALTIES:

Tubular, and Bifurcated or Slotted Rivets, Lacing Studs, Rubber Arctic and Leather Shoe Buckles, and Shoe Braces. Write for Illustrated Catalogue and Price List.

Head Office and Works: GANANOQUE, ONT.

BRANCH WAREHOUSE:

32 and 34 St. Dizor St., Montreal

Pigou, Wilks & Lawrence

Limited.

11 QUEEN VICTORIA ST., - LONDON, E. C.

Sole makers of the

"ALLIANCE"

PRIZE SPORTING POWDER

THE TRADE ONLY SUPPLIED.

ALWAYS DO A THING WELL.

WHEN you do a job do it well. A shop that has the reputation of doing the best of work gets the best to do. Doing a good job does not necessarily mean the putting of a crocus finish on a crowbar, but the appropriateness of the work to the job. When a customer wants to save at the spigot, and chafes at delay, don't let him take the half finished, unsatisfactory work away; for when it fails, when the bearings cut or the packings leak, he will never say, "It is all my fault; I did not give them time to do a decent job." Oh, no. Somebody asks, "Who on earth made that tool?" "Smith." "Why, he's a regular butcher." "Yes, the work has been very unsatisfactory; I don't think I'll go back there again." But if you hold back, and send out a first-class machine in both finish and workmanship, your customer will fume and rage and dispute your bill, and perhaps say hard things, and then when the machine is in place and his impatience has worn away he will show it to every one. "I tell you that's a fine machine; Smith made it; pretty smart fellow that Smith; can't get him to slight a job; prices a little high, but he's cheap in the end. If you want fine work go to Smith's, but if you want something just thrown together you might as well stay away, for he won't do it." It is the old story; men like to shift their own blunders to the shoulders of others, and they must be driven to heaven by a goad.—J. H. Allen, in "Dixie."

AMONG THE IRON MINES.

THE record of iron ore shipments from Lake Superior ports in June, in spite of the strike on the Gogebic, exceeds by 50 per cent. that of May, which has shown the largest total ever made in that month, says an exchange. The official figures of the St. Mary Falls Canal office show that 1,086,933 gross tons of ore passed through the Sault. Adding this to 793,256 tons in May, and 50,447 tons in April, makes a total to July 1, of 1,930,636—this representing the shipments from Marquette, Ashland, Two Harbors, Duluth, and Superior. Last year the June shipments through the Sault were 717,691 gross tons, and the total to July 1 was 974,512 gross tons, or only half what they are this year. If we put the Escanaba total at 450,000 tons for the months of April, May, and June—this being merely an estimate—we shall have total shipments of ore up to July 1, of 2,380 636 tons. Last year's Escanaba total was far in excess of shipments this year, but the total this year from all parts is considerably more than on July 1st last year.

Iron ore shipments from Ashland for the last week in June were 41,008 gross tons; for the month, 295 865 tons; for the season, 663,008.

Shipments from Two Harbors, in June, closely estimated, are put at 275,000 tons, probably the largest month in the history of that port.

ADAM HOPE & CO.,

HAMILTON

Offer for Sale

"Pioneer" and "Sloss" PIG IRON

These are fine foundry irons, being strong and large scrap carriers.

Also all the well-known—

Scotch Brands, Broken Car Wheels, and Railway Cast Scrap.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

PIRATES...

Are selling Greens under many similar names tending to deceive the public, but there is only one original and reliable, the old standard in the United States and Canada, and that is . . . .

John Lucas & Co.'s Imperial French Green



ASSORTED DESIGNS

Decorated White

TEA AND COFFEE POTS

WITH NICKEL-PLATE COVERS

CAVERHILL, LEARMONT & CO.

MONTREAL

HANGING CEILINGS.

MANY small buildings covered with flat seam tin roofs have between the roof and the upper room what is called a hanging ceiling. That is, the ceiling of the rooms is at some distance below the roof beams. The greater this distance is, the cooler will the upper floors be, other things being equal. If this space is properly ventilated, and at the same time all water is carefully excluded from it, there will be a great advantage to the house as well as to the roof. In summer time the heated air will escape and, through the following ventilation, the timbers will be dried, and there will be little danger of moisture doing damage to the under surface of the tin. The roof boards will be preserved, and on the whole the job will give better satisfaction than where this space is in communication with the exterior air.

Where the tinsmith finds an unusually aggravated case of hot upper rooms on account of the small space between the hanging ceiling and the roof, it may prove a profitable job to put in ventilators front and back, securing them in such a way as to enable them to be tightly closed in winter. Many an attic which is like an oven at the present time might be made tolerably cool and entirely comfortable in the night time if some means were provided for letting the hot air out of the gables. Whenever this is done, in order to produce any satisfaction, the greatest care needs to be taken in fitting the flashings perfectly to the outside and to make the openings thoroughly water-tight. It must not be forgotten, either, that this same opening will in the winter time let the heat out quite as fast as in summer. Hence the need of provision for closing. Having looked out for all these things, the tinsmith will find that his job will bring him much credit—provided he is working for intelligent and appreciative people.—Philemon, in Hardware Reporter.

BLACKSMITHS' TOOLS.



Horseshoe Vises.

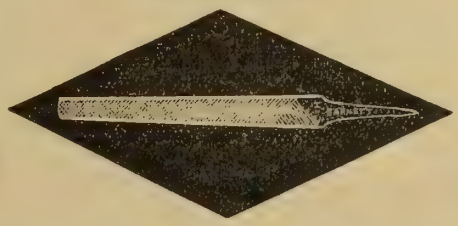
Price, No. 1, - $4.00
" No. 2, - 7.50

Will save their cost in a week's sharpening. . . . .

A. B. JARDINE & Co.
HESPELER, ONT.

TRADE MARK.

BLACK DIAMOND



FILE WORKS

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. Gulletting Sawfiles.
Climax Sawfiles. Lightning Sawfiles.

—AND—

EVERY OTHER DESCRIPTION OF SAW FILES.

The Hardware Trade

Would do well to get our quotations on paper made specially for their business. Prices and samples sent on application.

Manilla
Brown Wrapping
Hardware Manilla
Leather Manilla
Etc., Etc.

THE E. B. EDDY CO.

Hull, Montreal, Toronto, Quebec, Hamilton, Kingston, St. John, Halifax, Winnipeg, Victoria, St. Johns, Nfld.

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.



For Iron Fencing Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.

CORPORATE MARK



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 50 $5 75
I.X., "	6 75 7 00
I.X.X., "	8 00 8 25
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	4 75 5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 35 3 50
I.C., special sizes	3 60 3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 85	1 90
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 25	2 30
Hoop " "	2 25	2 30
Swedish " "	4 00	4 25
leigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

½-inch	10½c
-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron,

8 to 20 gauge	2 50
22 to 24 "	2 35
26 "	2 45
28 "	2 65

Canada Plates.

All dull	2 50	2 55
½ polished	2 55	2 60
All Bright		2 85

Iron Pipe.

Wrought 67½ to 70 p.c.
Galvanized, 45 to 50 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4¼, 4½
26 gauge, "	4½, 4¾
28 " "	4¾, 5

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4½
" ⅜ " "	4⅛ 4⅜
" 7-16 " "	3⅞ 4
" ½ " "	3⅝ 3⅞
" ⅝ " "	2⅞ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10½ 0 11
Lake Superior	0 10½ 0 11

Bolt or Bar.

Cut lengths, round, ½ to ¾ in	$0 20 $0 22
" round & square	
1 to 2 in	0 19 0 21

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Brazers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04½ 0 04½

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2¾ 0 02¾
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04½
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 13½ 0 14
Standard	0 12½ 0 13
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10½ 0 11
Other makes "	0 9½ 0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4 50 4 75
No. 1 Do "	4 50
No. 2 Do "	4 25
No. 3 Do "	4 00

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.c wt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian "	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0	69
Extra "	0	90
Brown Japan "	0	65
Brown Japan, Turpentine p. gal.	0	85
No. 1 Carriage "	1	30
Gold Size Japan per gal.	1	00 1 20
Pure Orange Shellac "	1	95 2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls)

Selected Packages, per gal	0 43	0 44

Castor Oil.

Best, per lb	0 06⅝	0 06¾

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's per doz	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	4 00	4 25

Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔		
Nickel 50 and 10 to 60 p.c		

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking	9	00
" 2, " "	4	50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70 and 10 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	5 00	4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 and 5 p.c.
Loose Pins, " 65 & 10 to 70 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.		
Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	1	35
" No. 2	2	70

Compasses, Dividers, etc.

American, dis., 60⅓ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	2	00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p. doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz 3 25 3 50
Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
16 to 25	1 20-25	2 40	1 75	....
26 to 40	1 40	2 70	2 00	....
41 to 50	....	2 90	....	4 50
57 to 60	....	3 20	....	5 00
61 to 70	....	3 50	....	5 50
71 to 80	....	4 10	....	6 25
81 to 85	....	4 50	....	7 00
86 to 90	....	....	....	8 00
91 to 95	....	....	....	9 00
96 to 100	....	....	....	10 00

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., tree of duty. Net list on application.

Glue Pots.

Tinned, each	0 30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 88	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis
Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p.c

Heavy, per lb	03 3-5	0 04½

Screw hook and hinge—

6 to 10 in., per set	0 00	0 03½
12 up "	0 00	0 02½

Per doz. set

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis 50 to 60 p.c

Per doz. pairs

Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 40 to 45 per cent.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.

Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails

Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes.

F.O.B. Toronto & Hamilton $3 80
Snow, " " .. 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis 00 to 25 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy.....	1 85 1 90
40dy.....	1 90 1 95
30 dy.....	1 95 2 00
20, 16 & 12 dy....	2 00 2 05
10 dy.....	2 05 2 10
8 & 9 dy..... ..	2 10 2 15
6 & 7 dy.....	2 25 2 30

2. Amer. Pattern Only

from 4 to 5 dy ..	2 35 2 40
3 dy. (lath).....	2 85 2 90

3. Canada Pattern Only

from 4 to 5 dy ..	2 35 2 40
3 dy. (lath).....	2 75 2 80
3 dy. A.P. Fine	3 45 3 50

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.

German & American 1 85 3 50

Nail Sets.

	per gross
Square, round and octagon	3 38 4 00
Diamond.....	12 00 15 00

Netting.

Poultry, 65 to 65 and 5 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W. " 0 25
S R. Seal.....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Star. R & L.Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle..... 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 1¾ 2
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3½ to 4c. ft.

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.

Canadian dis. 30, 35 per c.

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	7½ ...	9½
¼, 5-16, ⅜ in.....	8 ...	10
Cotton, per lb.....	18	20
New Zealand.....	8½	9
Russia Deep Sea, per lb..	12½	13½
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.

Sectional, per lb..... 1¾

Saws.

Hand, Disston's, dis 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 to 40 and 5 p.c.

Scale Beams.

Canadian, B S. & M. dis. 40 p. c.

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 70 p. c. off.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ½ or ⅛ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ....per gross	7 50	12 00
Dessert " .... "	21 00	.....
Table " .... "	30 00	30 00
Dessert Forks... "	24 00	.....
Medium " ... "	27 00	.....
Table " .. "	36 00	.....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3¼
Wrought Iron, dis. 80 to 80 & 5 p. c.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enanelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 35 to 40 p c.

Ties.

Cow, per doz 1 25 2 50

Tinner's Tools.

P.S.&W., net list.
Canadian 15 to 35 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ p.c. to 35 p.c.
Game, H & N., P. S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9 00

Twines.

Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 5b
Binding, Common Sense 6½
" Blue ribbon 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8

On prison made twine freight is prepaid to any railway station in Ontario.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50

Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5¾ to 6¼c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } " 4 " 4 & 6 " }	3½ 3¾
" Plain twist, all deld	3½ 3¾
" Steel thorn and ribbon.....	4¾ 5
"Lock Barb," 4 point	.. 4½
Ditto Glidden 2 point	.. 4½
Galvanized Barb, "Lyman," 2 to 4 points.....	.. 4½
Steel staples	... 3½

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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> Which taken at the flood leads on to fortune;
> Omitted, all the voyage of their life
> Is bound in shallows and in miseries."

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OUR BRANDS

"Maltese Cross," "Extra Quality," (Black or White),
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"Lion," "King," "Leader," "Fairy," (Cotton).

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White Lead

Noted for its Extreme Whiteness of Color, Purity and great Covering Property, rendering it specially suitable for Painting in Enamel White and other Decorative Work. To be had of all the Principal Importers in the United States, and for the Canadian trade.

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AND METAL MERCHANT

VOL. VI. TORONTO, JULY 28, 1894. No. 30.

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EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

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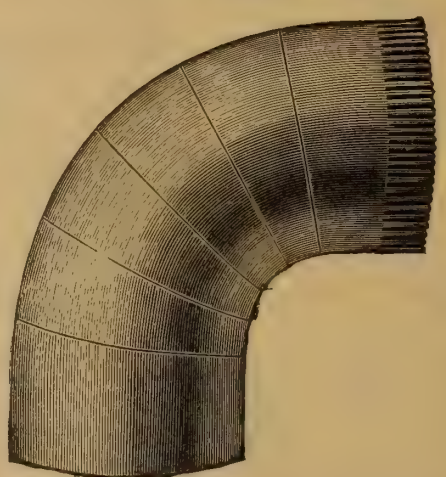
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NEW uses are almost continually being discovered for aluminum. The latest is—to the layman, at least—the most unique and unlooked for. It is nothing more or less than that a powerful explosive can be made from it. The discoverer of this attribute of this modern metal is a French chemist. He found that by taking powdered aluminum and mixing it with binoxide of sodium an explosive was created that required neither concussion nor fire to discharge its latent energies. It seems that all it is necessary to do in order to effect this is to simply place it in contact with moisture. And when it does explode it is an explosion, the flame which it sends out instantly melting even copper wire. The explanation of the peculiar manner in which the explosive can be set off is that the moisture decomposing the binoxide, disengages the oxygen in the nascent stage, which at once combines with the aluminum with great energy, causing the explosion which follows. Its utility for industrial purposes we know nothing about. That probably has yet to be demonstrated.

* * *

Combines still continue to develop in the United States in spite of increasing opposition thereto. One of the latest evidences of this is the formation of what is named the American Glue Co., which has just been incorporated under the laws of the State of New Jersey. The capital stock of the organization is $700,000 preferred and $1,400,000 common, and the properties acquired by it are New York, Chicago, Boston and Pennsylvania concerns. The avowed object of the promoters of the combine is the securing of greater economy in the management of the factories and in selling their products. This, it might be remarked, is the object sought by all organizations. If this is a day for the formation of combines, it is also a day for their dissolution. But if a glue association cannot hold together, what can?

* * *

Our cousins across the border are congratulating themselves over their export trade for the past fiscal year. And they certainly have some reason for so doing. Their total exports were $869,181,345. This was the enormous total of $237,275,407 in excess of imports compared with last year. And herein it is that our cousins glory. Last year, it will be remembered, they put on sackcloth and ashes because the balance of trade was against them to the extent of $18,735,728. Under analysis, however, these figures lose some of their brightness. In the export of what is termed the principal class, included in which are such articles as breadstuffs, provisions and live animals, cotton and petroleum, and which the nation is most desirous of sending abroad, there is a decrease of about $3,000,000. This does not afford much consolation to the agriculturalist, nor to the storekeeper, whose welfare in turn depends much upon the condition of the farmer. What matters it to the farmer if the manufacturer is sending more goods to foreign markets? Not a great deal, no matter what consolation other people may draw from it. It is regarding his own products that he is concerned—directly, at any rate.

* * *

The exports of what is classified as minor articles showed the enormous increase of over $40,000,000, compared with last year. But what has been the principal cause of this, if not the cause? Certainly not good times, or that manufactures of the United States have gained to that extent in popularity. To the fact that the manufacturers across the border were willing to sell to foreign countries their large surplus stocks at almost any price they could get in order to lift from their shoulders the burdens that were heavier than they could bear, must be ascribed the principal cause. Tariff walls that have hitherto been looked upon as insurmountable have been surmounted in the haste of finding a market. At least it is a well known fact that Canada has seen goods from the United States coming across her border that hitherto either did not come at all or only in much smaller quantities. And what is Canada's experience is probably the experience of other countries whose trade and financial condition is better than that of the United States. In a word, the increase in the exports of what are termed minor articles, such as manufactures and machinery, was due to extraordinary circumstances, namely, the financial crisis. But it is a source of some satisfaction to the people of the United States that they were enabled to sell foreign countries so much more goods than last year even if they did have to sacrifice prices and profits in order to do so. It is just what a wise business man does when he wants to lighten his burdens.

THE TARIFF.

THE House of Commons finally disposed of the tariff bill on Friday last. The bill was introduced March 27, so it occupied four months, lacking one week in making its journey through the House.

It might have been put through more expeditiously, although no one complains much on that score, seeing that the United States Congress has been pegging away for nearly a year, and is still apparently far from the goal.

Then whether the time occupied in dealing with the bill had been long or short would not have mattered so much, in view of the fact that the tariff went into force the day following the submission of the matter to the House.

But if fault cannot well be found with the time occupied in fashioning the tariff bill, the same can hardly be said regarding the way in which the fashioning was done. Those employed at the task were not novices. They were tried and old hands at the business.

The fault with them was they lacked decision.

For a year prior to the bill being brought down the members of the Cabinet visited every important section of the country. They consulted with all classes who were supposed to be worth consulting. In camera they listened to what the manufacturers and the wholesalers had to say, and in private and in public they heard the pros and cons of the farmers, although we do not remember their consulting the retail merchants of the country. But this may be a lapse of memory on our part, or perhaps on the part of the Ministers.

At any rate the Minister of Finance and his colleagues collected a lot of evidence, and enough supposed to be to guide them in the arduous undertaking of revising the tariff.

And the measure as it was brought down on March 27 really looked as if they had made fairly good use of the information they had collected. The bill was, generally speaking, along the lines asked for by the wholesalers, and the farmers and the consumers concluded that the bill tended to lighten their burdens and were fairly satisfied. But some of the manufacturers were not. Herein lies the secret of most of the changes which were subsequently made in the bill. And to-day there is dissatisfaction among the great mass of the business men of this country, where, on the 28th of March last, satisfaction obtained to a more or less extent.

But the dissatisfaction is perhaps not so much with the tariff as it ultimately stands as with the way in which the Government played battledore and shuttlecock with so many of its clauses. The duty on rice was one thing to-day, something else to-morrow, and another thing next day. The same thing may be said of woolens, of cottons, of teas, of coffees, and of many other staple lines appertaining to the grocery and other trades.

We had much to be thankful for in that we had not a United States Congress to mold and fashion our tariff, but at the same time Canadians cannot help wishing that their tariff revisors had shown a little more independence and appreciation of their duty.

BRITISH TIN PLATE PROSPECTS.

SOME interesting figures, which forcibly demonstrate the importance of the United States market to the Welsh tin plate maker, were shown to HARDWARE'S correspondent by a Montreal iron broker on Saturday morning last.

The HARDWARE man was in search of news, and concluded that a short abstract of these figures would prove interesting to members of the hardware trade in Canada.

According to the figures the total consumption of Welsh tin plates in 1893 was 10,874,000 cwt. Of this the home consumption was 2,500,000 cwt., or 23.0 per cent. The total exports were 8,374,000 cwt., or 77 0 per cent. of the total consumption, and of these exports the United States consumed 6,362,000 cwt., or 58.5 per cent. This is more than that of the home country itself by 35.5 per cent., and exceeding the consumption of all the other importing countries by 4,350,000 cwt., or 40.0 per cent.

This shows that the United States is really the great market for British tin plate, all the rest being relatively inferior.

Taking some of the leading countries this is easily recognized. According to the above figures the United States imported and presumably consumed 6,362,000 cwt., or 76.0 per cent. of the total British exports of tin plate. In comparison with this Russia stands second on the list, having imported 455,000 cwt., or 4.2 per cent. of the total consumption and 5.4 per cent. of the total exports; Canada third, with imports of 323,000 cwt., or 3.0 per cent. of the total consumption, and 3.8 per cent. of the total exports; Australasia fourth, with imports of 123,000 cwt., 1.1 per cent of the consumption, and 1.5 per cent. of the exports; France fifth, imports of 110,000 cwt., or 1.0 per cent. of the consumption, and 3.1 per cent. of the exports; Germany sixth, imports 109,000 cwt., or 1.0 per cent. of the consumption, and 1.3 per cent. of the exports; Holland seventh, imports 82,000 cwt., or 0.8 per cent. of the consumption, and 1.0 per cent. of the exports, and other countries' imports 810,000 cwt., or 7.4 per cent. of the consumption, and 9.7 per cent. of the exports.

These figures are substantial evidence as to the value of the American market, and what even its partial loss would entail on the tin plate industry of Great Britain.

It has been pointed out before in these columns that the nourishment and development of the tin plate industry in the United States seems destined to largely affect the American demand for the foreign article.

Arguing on the logic of circumstances, therefore, the Welsh tin plate makers will have to build up and extend other markets or their prospects for the future are not of a very encouraging kind.

The main question, therefore, for the Welsh makers seems to be how much or how little the production of American tin plate will curtail demand from other sources.

In July, 1891, increased duties went into effect on tin plate across the lines, and at present the annual output is estimated at about 100,000,000 or more pounds, or only about a sixth part of the total imports of tin and terne plates into the United States.

A comparison of the total American imports for the last ten years will afford some idea in this connection as to how the home production has affected importation. In 1884 the imports were 507,894,000 pounds, the average value being 3.6 cents per lb. Until the year 1888 there was no important variation from this quantity, but in that year the American imports of tin plate increased over 100,000,000 pounds to 634,944,000 pounds, of an average value of 3.0 cents per lb. The next year saw the figures at 735,779,000 pounds, or about the same increase, and finally in 1891 the American imports of tin plate jumped to the enormous figures of 1,036,489,000 pounds. From 1887 to 1891 there was no variation in the average

price, which was 3.0 cents per lb., but in 1892, when the imports took a drop to 422,176,000 pounds, prices fell away to an average of 2.9 cents per lb.

This increase in imports and the steadiness in value from 1887 to 1891, can be attributed to imports in anticipation of the McKinley Act, and the fall in prices afterward, between 1891 and 1892, to the sudden cessation in this demand.

It is, however, worthy of note that the American imports of tin plate in 1893 had increased to 628,425,000 pounds, and that the average price per lb. had only declined to 2.8 cents.

There is evidently yet left, therefore, a broad margin for imports of Welsh plate into the States, though if the American output increases as it is predicted it will, and there are no tariff complications in the future to interfere with its growth, the consumption of the foreign article must necessarily narrow as the home product expands.

CARELESS POSTAL CLERKS.

Mistakes with the postal authorities are often excusable. But a mistake of an entirely inexcusable nature came under our observation a few days ago. A correspondent mailed a postcard to us some time ago addressed, "HARDWARE, 10 Front street east, Toronto." Last week the card came back to him from the dead letter office, accompanied by a printed slip which read in effect something like this: "Letters to the United States require a three-cent stamp." And our correspondent has been cogitating his brain ever since in a vain endeavor to learn the interpretation thereof. The address was written in a plain round business hand, and there was consequently no reason for the letter being sent to the dead letter office. Fortunately the information on the postcard was of a nature that would bear keeping, but the lesson to the postal authorities is none the less obvious.

THE MIOWERA'S RETURN.

SS. Miowera is expected here in December, and in the meantime is making trips between Norway and the Tyne. She has been immensely improved and is now fitted up with cold storage for the Australian trade, and will also bring out a similar complement for the Warrimoo. A large number of pleasure-seekers have booked for a round-the-world trip on this steamer. The course she is to take on her way to this coast will be by way of the Suez canal to Colombo, thence to Australia, New Zealand, and back again to Sydney, and from Sydney to Vancouver. Stoppages will be made at points of interest, and the steamer used as a kind of hotel for the passengers. After her arrival here the latter will return to Europe over the C. P. R. thus completing the circle round the world. —News, Vancouver.

WHAT BRITISH COLUMBIA CLAIMS.

At the annual meeting of the Victoria, B. C., Board of Trade an exhaustive report was presented. It showed that according to the population of British Columbia, it was the largest manufacturing Province in the Dominion, the number of employees having increased 300 per cent. during the year. Trade continued healthy but not so great as during the previous two years. The Dominion Insolvency Act was approved. The following officers were elected: President, A. C. Flummerfelt; Vice-President, C. E. Renouf; Secretary, F. Elworthy; Council, D. R. Ker, G. Leiser, W. H. Ellis, L. C. Futcher, H. Bostock, A. B. Gray H. E. Connon, and H. Croft, with a large Arbitration Committee.

MINING IN QUEBEC.

Hon. E. J. Flynn, Commissioner of Crown Lands, Quebec, intends ere long to pay a visit to the gold and asbestos mining industries of Beauce. It is reported that a new mineral deposit has been discovered in this locality. At Lake Temiscamingue the mining of lead, with which there are deposits of silver, is being prosecuted. On the line of the Lower Laurentian Railway, at Lac a la Tortue, whose mineral rights were sold some time ago by the Government, dredges are at work digging up the rich deposits of bog iron ore, which are being smelted by the Montreal company now controlling the Radnor forges.

PRESERVING TOOLS FROM RUST.

A good plan for preserving tools from rusting is the simple preparation employed by Prof. Olmstead, of Yale College, for the preservation of scientific apparatus, and which he long ago published for the general good, declining to have it patented. As explained in an exchange, it is made by the slow melting together of six or eight parts of lard to one of resin, stirring till cool. This remains semi-fluid, ready for use, the resin preventing rancidity and supplying an air-tight film. Rubbed on a bright surface ever so thinly, it protects and preserves the polish effectually, and it can be wiped off nearly clean, if ever desired, as from a knife blade, or it may be thinned with coal oil or benzine.

Twelve men have just completed the shearing of 15,000 sheep on the ranch at Swift Current. Two of them, Australians, sheared 150 per day each. The clip averages about 7 lbs. The lamb crop has been exceptionally good.

FLASH-POINT TEST.

A DEMONSTRATION of an interesting series of experiments upon the relative flash and danger-points of mineral burning oils of Scotch, Russian and American origin took place at Linlithgow recently, says a contemporary. The first experiment was made with Prof. Abel's regulation test apparatus, in which oil is heated in an enclosed vessel two inches in diameter until the flash point is reached. The sample tested was an American oil known as the Royal Daylight. It lighted at a temperature of 76°, or 3° above the Government standard. To show the arbitrary character of the Government test, a sample of the same oil was taken and placed in a vessel nine inches in diameter of exactly similar construction to that of Prof. Abel and in this case the flash-point fell to 69°. Next a popular Russian oil was tested, and was found to flash with the Abel apparatus at 84°, and in the extended experiment, when the larger body of oil was used, at 79°. Mr. Bishop, the chemist to the Linlithgow Oil Company, who conducted the experiments, next proceeded to illustrate the fire test. Filling a miner's lamp of the ordinary construction, he placed a small spirit lamp under it, applying a light to the oil repeatedly as the temperature rose. At 90° the oil flashed; at 105° it burned for a few seconds; at 110° it burned steadily until extinguished by the closing of the lamp. Subsequently the ordinary No. 1 oil of the company was tested by the regulation apparatus, a slow, tedious operation, for it did not flash until a temperature of 116° was reached. A number of Young's duplex metal lamps charged with Scotch, American, and Russian oil, which had been burning for some time, were also shown. A thermometer having been inserted into the several lamps, it was found that the temperature of both the American and the Russian oils stood at 90° (or 17° above the standard) and of the Scotch oil at 88°. With a glass or a china lamp, the temperature in each case would have been several degrees lower, and it was further stated that from the construction of the lamp in ordinary circumstances no danger arose from the high temperature per se in the case of either of the foreign oils. In the event of an accident occurring, however, the result might be serious; and this Mr. Bishop next proceeded to demonstrate. Pouring a small quantity of American oil heated to 88° into a small metal cup, he applied a light and the oil immediately ignited. With the Russian oil the result was similar, though the flame did not so quickly catch the oil. Next the lighted match was thrown into Scotch oil, also heated to 88°, when the light was at once extinguished.

J. Van Sommer, who has closed his general store at Goldstone, has removed the balance of his stock to Port Elgin.

A CORNISH TIN MINE.

LITTLE is known in this country of the ancient tin mining industry of Cornwall, an industry which has its roots in the dim past, when those bold mariners and explorers, the Phœnicians, brought their primitive vessels to the British Isles, and on the southwesterly coast of Britain discovered and mined the valuable tin ore which they carried back to Tyre and the other commercial markets of the East. Cornwall still contains some of the greatest tin mines of the world, and the industry is still actively carried on there. Of the most noted of these mines, the Dolcoath, a writer in the Pall Mall Gazette, of London, has recently given a very interesting description, as well as of the men who worked in it. The following extracts are taken from this article :

No one living out of West Cornwall can come near to understanding what is conveyed to the dwellers in those parts by the mere mention of the name Dolcoath—the Old Pit. Tin mining is at best a struggling industry. There are mines now working which can hardly have paid a dividend for a score of years, and still the adventurers go on paying the calls made, and encouraging one another with labored demonstrations of the fact that from what is known of the ground thereabout, the mine must begin to pay some day. Now, for somewhere like 40 years, Dolcoath has paid good dividends without intermission. It was worked well nigh 100 years as a copper mine. Then the copper became less abundant, and there was an interval of depression. But bold councils prevailed. The workings were made deeper, with the result that Dolcoath is now the richest and deepest tin mine in all the world.

Somewhere like 600 tons tin is sold regularly as the result of every 12 weeks' working ; 1,400 men, women and children find employment above or below ground, and there are many who live on the dividends accruing to them as owners of a few shares purchased at a convenient season by those who had to make provision for them. Thus, though the nominal price of the shares fluctuates from time to time just as considerably as if the affair were the wildest of gambles, you will find it hard, at a time when they are low in the market, to buy them at anywhere like "the latest Redruth prices."

Most of the mines are speculations, but in Dolcoath the local people consider themselves possessed of a safe and very remunerative investment. Again, the total value of copper and tin ore taken from the mine at all periods of its workings is estimated at very near $35 000,000 ; and although the depth is half a mile, there is absolutely no sign of diminishing richness.

There is no doubt that the history of Dolcoath has been a great encouragement to shareholders in other and less prosperous mines, inducing them to defy the depressing influence of adverity and to go on spending their money without return, in the hope that this history may be repeated in the case of their own properties. Now this may be bad for the said adventurers, but it is exceedingly good for the working miner, who is so situated that he can make no provision at all for periods when he may happen to be out of work. Finally, the lord of a tin mine in these degenerate days has commonly to do much in order to keep the adventurers in good heart and to induce them to go on working his property. But Dolcoath is, so far from needing such encouragement that, when the lease was renewed a while ago, the adventurers paid—though not too cheerfully—a "fine" of $125,000 for the privilege of 21 years' renewal. And the lord (Mr. Basset, of Tehidy), has not received all that becomes due to him under this lease when he has been allotted a twelfth part of the total produce—not profits—of the mine.

The Cornish miner has an easy time of it, so far as the actual hours of work are concerned; there are few who average anything like 48 hours a week. But, upon the other hand, his wages amount on the average to $20 for the month, and he runs a continual risk of being killed or disabled. The actual number of fatal accidents at Dolcoath during the past year is incredibly small; the average is not quite two per annum. But the number of incredibly narrow escapes is very great.

SET A GOOD EXAMPLE.

MOST business men recognize the fact that honesty is the best policy, and believe in a general way that more money is to be made by a course of integrity than by one of tricks and makeshifts. But when it comes to a strict application of the rule in every-day business life, there are certain difficulties encountered and certain temptations to be overcome. It often requires more force of character than is possessed by the average man. And then there is the question of example to others. An honest man must have honest clerks, but a dishonest merchant can have no hope of keeping the men about him honest.

How often has a clerk come to his employer and said, "We are over in checking up these goods a quarter dozen tea kettles, or clothes-wringers, or a dozen locks, or a half dozen pocket knives. What shall I do?" "Oh, just let it go," says the merchant to the clerk. "If they find it out, of course we will have to pay for them." Sometimes the bookkeeper says to him, "I find in adding up this invoice $10 in our favor. Shall I notify the house of the error?" "No, if they make such mistakes, they will find it out sooner or later." The cashier says, "I gave that man too little change," or "I figured too much interest on his note. Shall I tell him?" "Oh, no; he'll be back after it. It is not our business to attend to other people's affairs." On another occasion the merchant may say to the clerk, "Charge that man more, he'll stand it." To another, "Adulterate this article," and to another, "Make this so much less in weight," giving as an excuse to conscience, "He has got me down so much in price that I must make it up in some way." Or again, "Represent these goods as being the kind called for, or as good or better," when the clerk knows it to be false.

Can the employer expect to reap better than he sows? If he teaches a clerk to cheat a customer, can he complain if the clerk should put his hand in the drawer now and then on his own account? If we expect others to be honest, we must set the example in our every act, thought and movement, remembering the influence for good it has over those under us. Does a merchant realize that strict honesty leaks out in a hundred different ways to build up his character and finally his trade? It is whispered from mouth to mouth, and carried to wholesale dealers and manufacturers until both customer and creditor say, "That merchant may not have much backing, but I would rather trust him than So and So, who is reputed to be worth more, but is tricky."

The old theory to get money any way is exploded The wonder is among old merchants how the new ones succeed so well with so little capital. I am not going to write on this now, but in the future I may say something about it. Honesty without other qualities may not make a person successful, but I never knew a merchant to fail because he was honest. Have you?—Philemon, in Hardware Reporter.

NOT SURE OF HIMSELF.

Over-confidence has been the ruin of many a man. It is better not to boast, but rather to remember ourselves, lest we also be tempted. So thought a venerable negro, mentioned by the Washington Star.

He had applied for work.

"So you want to do chores for us?" said the gentleman on whom he had called.

"'Deed I does."

"Well, I don't know. You look as if you were honest"—

"Colonel, I'll tell yer de troof 'bout dat."

"Very good."

"Well, yer see, I specks I'se pufficly hones', but I kain't be sho."

"Why not?"

"'Kase I aint had 'nough 'sperience. I'se wifstood watermillions all right 'nough, but I aint nebber had no face-ter-face temptations wid chickens."

John Wilson Lawrence, assignee of the estate of C. A. Wilson and W. J. F. Wilson, has filed suit for the purpose of having Isabella Wilson, of Barrie, declared a trustee of the estate.

COPPER SHARES AND VALUES.

NOT much is heard nowadays about copper shares. The market for the metal has shown no positive improvement for months, and since the Calumet & Hecla's sale at 9 cents there has been a quiet movement from producers to consumers, the latter satisfying their requirements at the price made by the great Lake Superior Co. There are evidences of a firmer tone at the moment, particularly in London, but this appears to be from speculative causes. The market in this country is steady, which is about the best that can be said of it. The wonder is that prices of copper shares hold as well as they do. Perhaps it is true of this group as it is of railway and other prominent stocks, that in the long process of liquidation consequent upon the panic of a year ago and ensuing business depression, complicated by currency, tariff and labor unsettlement, weak holdings have been eliminated to large extent; present holders are able to hold on, and are doing so doggedly determined to await the inevitable revival.

Some such considerations as these must explain the comparative strength of copper-mining shares at a time when the lowest price on record for the metal is ruling, and when movement even at that is s'ow; a price at which even the great Calumet & Hecla does not maintain its dividend payments on the basis of preceding years, and at which only three other lake companies possibly can earn any dividends on their stocks. One year ago the lowest prices since the collapse of the French "syndicate" were recorded for copper shares, and yet at that time price of lake copper was more than a cent per pound higher than it is now, current quotations of the shares being substantially higher on the average. Calumet & Hecla sells to-day at $25 per share higher than it touched in the panic of a year ago; Tamarack, $45 higher; Quincy is about the same; Boston & Montana, $7 higher; Osceola, $2½ lower. Here is a comparison which is interesting in this connection:

COMPARISON OF PRICES.

	Current.	Lowest. 1893 Panic.	Highest. 1893.
Calumet & Hecla	$272	$247	$320
Tamarack	158	112	165
Quincy	80	80	144
Osceola	18½	20	37½
Boston & Montana	22½	15	34⅜
Franklin	8	8½	13½
Atlantic	8	7	10*
Central	*8	10	15
Average	$72	$62½	$92½

* Approximate.

COMPARISON OF MARKET VALUES.

	Current.	1893 Panic.	Highest, 1893.
Calumet	$27,200,000	$24,700,000	$32,000,000
Tamarack	7,900,000	5,600,000	8,250,000
Quincy	4,000,000	4,000,000	7,200,000
Osceola	925,000	1,000,000	1,875,000
Montana	3,375,000	2,250,000	4,328,125
Franklin	320,000	340,000	540,000
Atlantic	320,000	280,000	410,000
Central	160,000	200,000	300,000
Total	$44,200,000	$38,370,000	$54,903,125

The present market or selling value of the eight stocks, which are present or past dividend payers, is some $6,000,000 greater than in last summer's panic, although price of lake copper is ½ cent less than the lowest of 1893 and 1¾ cents lower than the average price of that year. The market value is the same as in 1892 on a 10½ cent market for copper, and is $1,300,000 greater than in the year 1890, or Baring panic, when the lowest price of copper was 13 cents, 4 cents higher than now. After the collapse of the "syndicate," copper did not fall below 11 cents, or 2 cents higher than current price, and yet to-day's market value is $14 000,000 greater than then. The highest market value on record was reached in the early part of 1890, when copper rose to 17¼ cents under stimulus of electrical demand, and the eight companies had a selling value of $62,-902,500. The decline from 17¼ to 9 cents in price of copper in four years is 47⅞ per cent.; the decline in market value of the eight companies in the same time, from $62,902 500 to $44.200,000, is 29¾ per cent., which is quite a contrast. The way in which prices of shares have fluctuated in relation to price of the metal is indicated herewith:

	Lake Copper, per lb.	Average 8 Stocks.
Lowest prior to "syndicate"	10c.	$48¼
Highest under "syndicate"	17.65c.	97½
Lowest in collapse of "syndicate"	11c.	50⅝
Highest, year 1890	17¼c.	111¼
Highest, year 1891	14½c.	90
Lowest, year 1891	10¼c.	76¼
Highest, year 1892	12⅜c.	93¼
Lowest, year 1892	10½c.	73⅝
Highest, year 1893	12⅝c.	92½
Lowest, year 1893	9⅛c.	62½
July, 1894	9c.	72

It will be seen that the highest prices for copper shares were recorded on a price of the metal lower than had prevailed before, while the lowest prices since "syndicate" days, that is, a year ago, and lower by an average of $9½, were recorded on copper, ½ cent higher than to-day.—Boston Transcript.

A REMARKABLE TEST.

THE St. Petersburg correspondent of the Times says a remarkable trial of English armour plates took place on Thursday in the artillery polygon at Okhta, near St. Petersburg, with results that were certainly startling. There were three plates —one from Messrs. Cammell, measuring 8 ft. square and 6 in. in thickness, and two from John Brown & Co., one being of the same dimensions as those of the Cammell plate, and the other 8 ft. square, 10 in. thick, and bent. All three plates had been face hardened by the Harvey process. The gun used throughout was a 6 in. Oboukhoff of 45 calibres. The projectiles were of two sorts —namely, the latest improved Holtzer shell, made at the Russian Putilof Works, and a similar shell with a Russian improvement, the secret of which is jealously guarded. The velocities of six rounds fired at the 6 in. plates were all about 1,850 foot-seconds. At the 10 in. plates the velocity was nearly 2,400 foot-seconds. One round was fired with each projectile, which, on account of the curvature of the plate, struck with an obliquity of from eight to ten degrees. All the shells treated by the secret Russian process penetrated the targets entirely, and sped some thousand yards to the rear, while the other shells, under similar conditions, though obtaining greater penetration than has ever yet been reached by any projectiles known in England, were stopped and broken up. The secretly improved shells passed right through a wooden screen erected a short distance from the backing of the plates, so that there could be no doubt that they went through the plates undamaged, although no one was allowed to see them afterwards. It would seem that two lessons are to be learnt from this important trial. In the first place the Holtzer shell made in Russia is better than any known in England; and secondly, the secret Russian improvement which it has always been expected would fail when tested by oblique firing has undoubtedly proved itself to be a remarkable success, and has placed in the hands of the Russian Government a projectile superior to any hitherto invented. The oblique tests in themselves will be immensely useful, as I understand that very little experience has up to the present been gathered by oblique firing against armour. This in real warfare would naturally be the rule, and not the exception. Further trials at still greater angles of obliquity will take place next week.

SMELTING IN KOOTENAY.

The announcement that arrangements have been made for the completion of the smelter, already partly constructed at Pilot Bay, so that it can be put in operation before the commencement of the winter, will be received with much satisfaction throughout British Columbia. The direct benefit which will result to the mines of the Kootenay District, through a local market being opened for every description of ore, will be very great. It will also permit of the working of many leads of comparatively low grade ore, which now it is unprofitable to do, as the cost of transportation of such ores to the smelters in the United States makes it unprofitable.

The projectors of the smelting company also state that it is their intention to enter into the manufacture of various products from the lead, which will also be of great importance to the Province if it can be done profitably in competition with imported goods.

One of the most important results, however, of a smelter being in operation, will be the impetus that it will give to mining throughout the Kootenay District, with the corresponding trade which will be developed as the result of the influx of population and the output of a large quantity of ore.—News, Vancouver.

Little lumps of logic
Mixed with business brain
Made your ad. effective
And credit loss and gain.
—JED SCARBORO.

RE-WINDING THE CLOCK.

THERE is and has been and probably will continue to be a very vociferous and persistent claim for a general reduction in the hours of labor. In many cases this is a humane and reasonable claim, there being physical reasons on the one side and some unrelenting economic pressure on the other. There is a limit to human endurance ; it can wear out signing checks and it can tire digging coal. The laws of life insist on rest, and these laws, if evaded or denied, are swift and sure in their retribution. Labor crooks its spine and the slave of the office makes popcorn of his brain and nerves. Men are distorted, withered and scarred in the act of earning their bread and raising their babies, and others, by no means so rare as a third ear or a sixth finger, are subsisting on pills and stimulants to keep their grip on life and the rake that gathers the shekels. For all this, whether voluntary or involuntary, judgment sends along its invisible constable and its private hangman.

Aside from these considerations of a moral and humane kind, there is the economic law that insists upon a pause in production before society is choked with more than it can eat or wear. This is a turn of the screw that reaches the heart through the thumb. In this age, perhaps more than in any other, reforms respond to the pocket, and as that is filled or emptied we turn over a new leaf or keep our nose on the same old page. The regulation of output, either by shorter hours or reduced force, is being recognized as a cardinal doctrine in the gospel of successful business. There has been considerable of diplomacy and the devil in the manipulation of an ingeniously arranged surplus. The wires have been laid for convenient and money-making strikes, and while labor has been idle and hungry, the buzzard peeling its bones has fattened on its victim.

Hence the shortening of the hours of labor on physical, commercial, and protective grounds, is not a fad or a whim, or a demagogic spectre floating over the industrial situation. It is simply a logical sequence to improved conditions in which human rights are more distinctly defined and economic laws more broadly comprehended. The pressure on this matter will not decline. With all our talk of progress and civilization and the sweetened chimes being continually rung in the ears of the public on the fact that labor has more pie in its waistband and better clothes on its back than had our grandfathers who were unfortunate in being born at too early a date, there is sand yet left in the sugar and a dead fly in the pot of ointment. The gospel of working a man for all he is worth, and squeezing the lemon till it is dry, is by no means limited to a saw mill in the woods, or a sweating shop in a back alley. We use a man till he is guilty of a white streak in his beard, and he goes the way of a lame mule and a spavined horse. In many cases the ingenuity of tapping the cocoanut is so sublimely fine that men are so placed in a series of pulleys and wheels that if he stops to straighten his back he is at once detected in the criminal act He must spin with the wheel or call for his pay.

It is no surprise that under such conditions that a day's labor leaves a man nervously unstrung, or that diseases of a nervous nature drives so many to the black bottle, the lunatic asylum, and an early grave. Under these high-pressure conditions the re-winding of the clocks is becoming an increasing necessity. Six days' work is enough. As for the Sunday, it is slipping out of labor's fingers. Its God-giving heritage is being nibbled by the rats. The Sunday work done in the country is increasing, and while men are quibbling about smaller matters, the greater is overlooked. Sunday rights are as yet a missing plank in industrial platforms. Put it there, for a lost Sunday to the man who toils in the office or the mill would be the great catastrophe of the century.—Fred. Woodrow, in Age of Steel.

A QUESTION OF STOCKS.

OLD time merchants and manufacturers attach far more importance to the stock of goods in hand than the younger generation is willing to grant to such supplies. In many branches producers are perfectly willing to give full information concerning their current and past output, and yet surround with the greatest mystery everything which relates to their stock. Even to this day it is regarded by many as a great feat to "size up the pile" of a blast furnace while passing its yards, while not a glance strays to the tunnel heads to note how many furnaces are running.

It may be granted at the outset that the influence of ordinary stocks upon the market of manufactured merchandise is not as great as it was at one time. Goods can be produced so quickly and can generally be distributed with so much dispatch, relatively speaking, that the absolute necessity of falling back upon accumulated supplies does not occur so frequently. Our modern industry, like a high speed engine, does not require the enormous fly wheel of stocks which it once needed to insure smooth operation. When the demand comes in a rush during certain seasons stocks must be accumulated during the dull period, unless the productive capacity is so large that it can cope with the maximum season demand. In many of our staple articles this is actually the case.

In other branches, in which the fluctuations in the requirements, as influenced by seasons, are small, it takes really very little stock to smooth over accidents to the supply. During the last year the fact that the stocks of goods are extremely light has been dinned into buyers' ears with very little effect. As a warning to purchasers and as a selling point, it has done very little good. Yet we are inclined to believe that the widespread indifference to the influence of stocks is growing dangerous to many lines of industry. When a scarcity does occur, as happened in Bessemer pig and in soft steel during the coke strike, prices run up very quickly. While a few make a good turn during such a rise, the great majority of sellers suffer, and consumers are put to a good deal of inconvenience. Such a temporary jump of values creates altogether false and in some respects dangerous impressions. No argument will, for instance, convince workmen that their employers are not making money fast because market quotations have been soaring.

Manufacturers have been taught by quite severe lessons during the past few months that it is dangerous to allow stocks of raw material to run too low. It is quite possible that during the next six months merchants and distributors will be made to feel quite keenly that in their case it is unwise to have nothing but empty boxes on their shelves. It is dangerous to travel too long with the crowd, and confessedly the policy of cutting down stocks has been almost universal throughout the country. When the turn does come the rush of replenishing, even in a moderate way, will tax even our great productive capacity. In a quiet way some of the largest merchants in the country have been placing their orders lately, and they will have the advantage over their ultra-conservative rivals when the buying movement begins.

Our point needs to be very carefully considered. In nearly all our manufacturing industries our productive capacity looks enormous, greater than apparently there is any chance to employ. But it must be remembered that there are on the lists many concerns with antiquated plant, who cannot enter the field until there has been a very handsome advance ; that there are others which have become bankrupt and which therefore cannot start up in a week, and that many works have been idle so long that their entire force, from the manager and salesman down to the common laborer, has been scattered. It must be further remembered that doubts as to its permanency always surround the first advance, and that alone delays the resumption of a great many establishments. Production is not so elastic that it can jump from an unprecedented minimum in a week.

The fact that stocks of raw material and of finished goods with few exceptions are down to an extraordinarily low level should be borne in mind by every prudent business man, and it is a wise move to guard against possible contingencies by taking advantage of the present low range of values. As compared with the profits attainable through a rise, the interest account on a moderate stock is small.—Iron Age.

Rixford Harvest Tools

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SCYTHE SNAITHS
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WINDOW GLASS?

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DOUBLE DIAMOND
ENAMELLED
COLORED, Etc., Etc.

We sell at Import Prices and give you what you buy.

Sanderson Pearcy & Co.

130 to 140 BAY ST. TORONTO

THE ANTHRACITE COAL MARKET.

THE Engineering and Mining Journal says: "The condition of the anthracite market to-day is far from healthy. In the West it is admitted that only a fair business has been done and that prices are demoralized. From Philadelphia reports reach us that the companies themselves are openly offering stove coal to-day at 60c. a ton below the July circular. In our own market the dulness could not very well be greater. The agents of some of the companies declare emphatically that they are not selling any coal at less than the full official prices. This is probably true, since they are now selling little or no coal at any price whatever; and as to the stability of prices we can state positively that fair prices, on board here, are to-day: Broken, $3 20 to $3.25; egg, $3.25 to $3.30; stove and chestnut, $3.50. These rates are for good coals, and not for 'off' grades. Any quantity can be bought at these prices. And what is more, we do not think we would be violating any confidence if we named the operators who would sell at these prices. It is not a secret. The only trouble is that the demand is almost nil here. If New York does not constitute the entire market, we did not think that in any particular section is the state of affairs much better than it is here. It should have occured to the producing interests to consider the number of factories in idleness, the reduced capacity of those in operation, and the habits of economy that have been forced upon the people, who, after all, constitute the consumers. Had this been borne in mind it would have prevented the present unsatisfactory condition. Instead of it the sales agents seemingly went on the principle that, as people had to burn coal or freeze, any price might be obtained."

ALUMINUM PAINT.

A recent issue of the Revue de Chimie Industrielle contains an article on aluminum paints. Aluminum, when reduced to powder and mixed with a solution in water of gum lac, gives a metallic paint which covers well and may be shaded with aniline colors dissolved in water. The solution of gum lac is made by bringing to boiling point a mixture of gum lac and borax and an alkali, such as soda or ammoniac. The solution must contain at least from 15 to 20 per cent. of gum lac. Aniline colors are added to produce the shade desired, and aluminum is added in sufficient quantity to produce a paint sufficiently fluid for application with a brush. The color is brilliant, very durable and impermeable, and may be applied to metals, paper, wood and woven materials. It may be rendered supple by the addition of a small quantity of glycerine.

Works: St. Helens, England

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Window Glass

Bevelled Plate and Mirrors

Rolled Plate, Ornamental Cathedral, etc.

Depots: Busby Lane, Montreal. Mercer Street, Toronto.

STEAM HEATING.

WITHIN twenty years, writes William J. Baldwin, in American Artizan, the warming of buildings with steam carried through pipes has become a science; previously, it was a chaotic mass of pipes and principles.

A low pressure gravity apparatus is the most healthful, economical, and perfect heating appliance known, and may be constructed to heat a single room, or the largest building, with a uniformity which cannot be attained by any other means.

By a gravity apparatus is meant one without an outlet, whose circulation is perfect, wasting no water, and requiring no mechanical means to return the water to the boiler. It may be likened to the circulation of the blood—the boiler being the heart; the steam-pipes, the veins; and the return-pipes, the arteries; thus carrying heat and life into every part of a building.

The low pressure gravity circulation is at present very much used in the steam heating of private houses, churches, and schools. Its principal merits, when well done, are: It is safe, noiseless; the temperature of the heating surface is low and uniform; all the water of condensation is returned into the boiler (except a very small loss from the air valves); it is easy to keep the stuffing boxes of the heater-valves tight; and it is no more trouble to manage than a hot-water apparatus.

Boilers for house heating should have very few parts, and be as simple as it is possible to make them; every part of them should be constructed with a view to permanency; and parts that wear out more rapidly, such as grates, should be so arranged that they can be renewed by the most inexperienced person.

Requirements for house heating boilers are:

1. They should contain a quantity of water, sufficiently large to fill the pipes and radiators with steam to any required pressure, without lowering the water enough in the boiler to require an addition when steam is up; for should the steam go down suddenly, there will be too much water in the boiler.

2. The fire-box should be of iron, with a water space around it, as in upright or locomotive boilers, to prevent clinkering on the sides and the necessity of repairs to the brickwork, which are unavoidable in brick furnaces.

3. The fire-box should be deep, below the fire-door, to admit of a thick fire, to last all night, and thus keep up steam.

4. The fire-box should be spacious, for the sake of good combustion.

5. The flues and tubes should be large, and in a vertical position, so they will not foul easily, and so that any deposit would fall to the bottom.

6. The heating surface should be great in diameter, instead of in the direction of the chimney, and the last turn be a drop.

7. They should, if possible, be constructed of such shape and design, that they will require no sweeping or cleaning, other than removing the ashes; but when it is unavoidable, every facility should be made for easy access to such parts; because they are often operated by inexperienced persons (house servants) who will condemn anything which gives them trouble.

8. The fire grate must be easy to clean (anti-clinker), and so designed that it will not crack or break when heated.

9. The grate and ash-door must be so constructed that a new grate can be put in quickly by any one.

10. There should be no tight dampers in the chimney flue, and when the flue goes out near the bottom (drop flue), it may be dispensed with altogether; but the fire and draft-doors should be made to close air-tight (planed), so as to be capable of entirely deadening the fire. This will prevent the possibility of coal-gas escaping into the house; the deadening of a fire, by shutting off its supply of air, is the proper way, for the draft of the chimney being unimpaired draws all the harder on any crack, or crevice in the brickwork, causing an inward current, which entirely precludes the escape of gas.

11. The perpendicular height of the boiler should not be too great for the cellar, so the water line will not be too near the level of the main pipes.

INTERESTING NAIL TESTS.

Elaborate experiments made under the direction of the United States Ordnance Department to test the holding power of cut and wire nails show a decided superiority for the former both in spruce and pine wood, says the New York Sun. Thus in spruce stock nine series of tests, comprising nine sizes of common nails, longest 6 inches, shortest 1⅜, the cut nails showed an average superiority of 47.51 per cent.; in the same wood six series of tests, comprising six sizes of light common nails, the longest 6 inches and the shortest 1⅛, the cut nails showed an average superiority of 47.40 per cent.; in 15 series of tests, comprising 15 sizes of finishing nails, longest 4 inches and shortest 1⅛, a superiority of 72.22 per cent. average was exhibited by the cut nails; in another six series of tests, comprising six sizes of both nails, longest 4 inches and shortest 1¼, the cut nails showed an average superiority of 50.88 per cent.; in four series of tests, comprising four sizes of floor nails, longest 4 inches and shortest 2, an average superiority of 80.03 per cent. was shown by the cut nails. In the 40 series of tests, comprising 40 sizes of nails, longest 6 inches and shortest 1⅛, the cut nails showed an average superiority of 60.50 per cent.

REMARKABLE MINERAL EXHIBIT.

ONE of the most interesting metallurgical exhibits at the Antwerp Exhibition, recently opened, is that of Johnson, Matthey & Co., of London. This exhibit represents the greatest value in the smallest space that could be possibly imagined, the reason being that the whole of it consists of manufactures of platinum, gold, osmium, iridium, palladium and similar precious metals. The total value of the exhibit is about $100,000. From a strictly metallurgical point of view, the international standard meter and kilogram are the most interesting features of the exhibit, as the platinum-iridium alloy (90 per cent. Pt. and 10 per cent. Ir.) is by far the purest metal that has ever been produced, the platinum employed having a purity of 99 998773 per cent. as determined by MM. Deville, Debray & Stas. This is by far the purest metal obtained on a commercial scale, and such purity is usually only met with in small quantities prepared for laboratory purposes. The total amount of platinum used by Johnson, Matthey & Co. in making these standards was 250 kilos. Next to these standard measures and weights the most interesting items in the exhibit are the two sulphuric acid concentrators. One is made entirely of platinum and is capable of producing 22,000 lbs. of 94 per cent. sulphuric acid per 24 hours; its value is $18,750. The other is made of platinum, but is plated internally with an alloy composed of 95 per cent. gold and 5 per cent. platinum; this internal surface is found to resist the attacks of impurities in the acid much more effectively than platinum alone. The exhibit also includes a multitude of other manufactures of platinum and its alloys, and specimens of all the allied rarer metals. Among them is an ingot of pure palladium weighing 1,000 oz. and valued at $35,000. The firm has an unrivaled reputation for its perfect work in the precious metals, and the establishment of their business dates back so far as 1725. As some criterion of the magnitude of their business it may be mentioned that a small and comparatively unimportant department of it is the refining of the whole of the South African gold production that is shipped to England.

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BERGER BROS.
OF PHILADELPHIA

Trade has within the last two years increased beyond their highest expectations, the panic year being the best on record both as to the amount of sales and profits, the business keeping up to date about the same average. With the present low cost of producing supplies in their line, enabling them to sell at lower prices, and with other advantages and splendid facilities for handling goods in greater quantities, also prospects of better times ahead, they look for still larger trade in the future.

It may be well to state that this firm not only handle great quantities of Tinners' and Roofers' Supplies, such as Long Eave Gutters and Pipe, Zinc, Sheet Iron, Registers, etc., but are a general headquarters for Tinners' Hardware, where almost everything is kept in stock.

It will pay you to write for their Illustrated Catalogue, 1894 edition.

BERGER BROS.

NOTICE TO DEALERS

WE BEG TO ADVISE THE TRADE that in order to thoroughly introduce the **IMPROVED FLEXIBLE BRIDLED BRUSHES** we will include in every package one or two bridles, attached free of charge.

The popularity of the BRIDLE is evidenced by the increased demand, the ready sale, and the thoroughly practical results derived.

Brushes without Bridles do not appear complete, and certainly do not sell as rapidly.

It will pay you to examine this Bridle and draw the attention of your customers to its merits.

We strongly advise not to stock up with brushes without bridles.

The extra price for these Bridles per doz. will be quoted on application, by giving the size of brush, or they may be found in our latest Price List.

CHAS. BOECKH & SONS, Toronto

COW TIES

Open Ring, Closed Ring
And Walton . . .



Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of Steel throughout. There is no other chain on the market that will compare with these for strength, lightness and handsome appearance. We confidently believe that our ties of a given number are fully equal in strength to a size larger of any other on the market.

If you have not tried our Cow Ties, send for sample half-dozen.

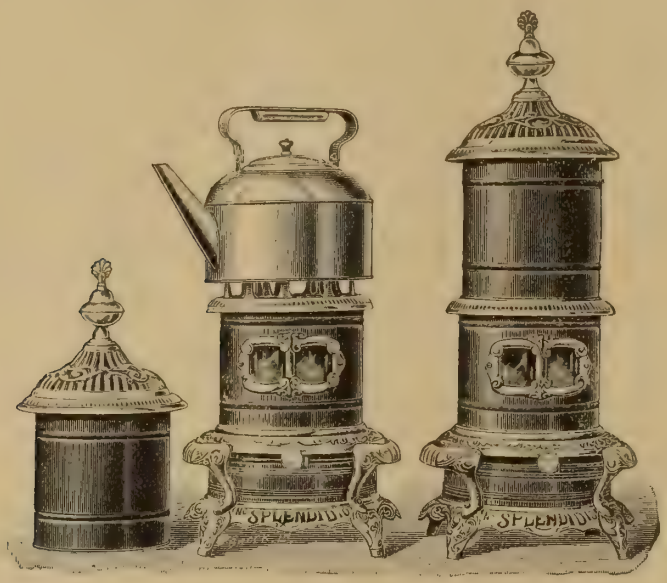
MANUFACTURED BY

The B. GREENING WIRE CO.

WRITE FOR CATALOGUE. HAMILTON, CANADA

THE "SPLENDID."

THE accompanying cuts are illustrations of an oil heating and cooking stove named the "Splendid," made by the McClary Manufacturing Co., of London, Toronto, Montreal and Winnipeg. The stove will comfortably heat a room twenty feet square in cold weather, and boil a kettle of water surprisingly quicker than any oil stove on the market. It is intended for use in bedrooms, bathrooms, dining-rooms, offices, summer resorts, and all places



where a moderate heat is required without flue connection. The "Splendid" is handsome, has a brass fount, Russia iron drum with nickel trimmings. No smoke. No odor. The trade ought to find it a good seller just now.

THE "REX" HANGER.

Since the introduction on the market of barn door hangers using steel tracks, there has always been a demand in the trade for a moderate priced hanger. This demand is at last being filled by the "Rex," which M. & L. Samuel, Benjamin & Co. are handling, and of which an illustration is herewith given. It is a steel-framed hanger made from the best of material, which from the simplicity of construction enables it to be sold at a low price. It can be used on any of the steel tracks at present on the market. It is needless to say that it is proving a rapid seller.



TRADE CHAT.

THE Ontario Government have approved of plans for the construction of a power tunnel on the Canadian side of the river at Niagara Falls. This leaves the way open for continuing the preparatory work of construction.

A large shipment of binder twine was made from the Kingston penitentiary.

A tree can be felled with an electric wire in one-eighth of the time it would require to saw it down.

All the stave and hoop mills in Essex county have closed down for the summer, and about 2,000 men are thrown out of employment.

J. Z. Long & Son, of St. Thomas, have secured a United States patent for a riding attachment for plows for the inventor, W. E. Stafford, of Shedden.

The Londonderry Iron Works have closed for a few weeks in order to make necessary repairs to the furnaces. The furnaces have been in constant use for 3½ years. It is customary to close down every two years in order to make repairs, which takes about from six weeks to two months. The immense furnaces require to be without fire for nearly four weeks in order to cool off so that men can work about them.—Chronicle, Halifax.

During the ten years ending 1890 the value of manufactured products in the United States increased from $106.50 per capita to $149.63.

Spiral steel wire is used by Herr Witzemann, of Pforzheim, outside lead piping as a protection against rats and nails, or in the case of water pipe against the expansive effect of internal hydraulic shock (suddenly shutting stop cock) and of repeated freezing. Two spirals are readily put on by simply screwing the one upon the other; and the straight tube can be bent when necessary. —Ex.

Some idea of the work involved in coinage at the English mint may be gathered from the fact that in the year ending the 30th June, 86,431,281 pieces of all denominations were struck.

The contract for an electric light plant for the Toronto waterworks pumping station has been awarded to the Canadian General Electric Co., of Peterboro'. The price was $2,580.

Forty tons of pure asbestos, two and a-half inches in length, is being shipped by an Ottawa gentleman to Liverpool at £38 sterling per ton at Montreal.

The blacksmiths and wheelwrights of Nanaimo, B. C., have mutually agreed to close their shops at 1 o'clock on Saturday afternoons.

The drive of sawlogs along the Ottawa river has been notably successful this year on account of the height of water, which has been most satisfactory since early spring. On very few of the smaller streams are logs blocked, the heavy rains of last month having had the effect of raising several creeks and freeing logs which might otherwise have been unable to reach the Ottawa. All the mills which depend for their supply of logs on the Ottawa river have had a successful season thus far for cutting.

The employees of Rice Lewis & Son spent Saturday afternoon at Crew's hotel, Kingston road, picnicking and in athletic games. A baseball match was played between the warehousemen and the office hands, resulting in a victory for the former.

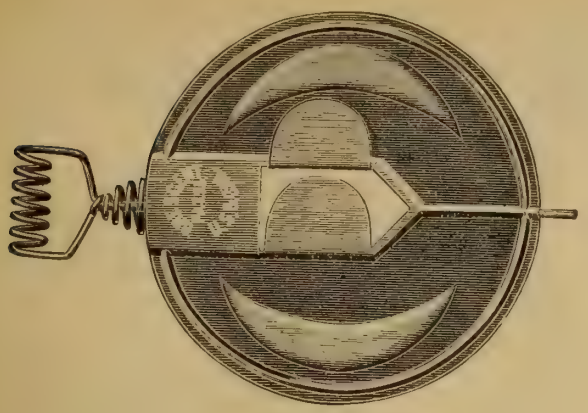
Mr. Mara, M.P., has been advised by the Department of Customs that free entry will be allowed to the Slocan Milling Co. for a concentrating plant of 100 tons capacity, which that company intends erecting between New Denver and Three Forks.

The Canadian General Electric Light Co., of London, has accepted the franchise for lighting the city at the rate of 25c. a night for each light. The present rate is 29½c., and the new offer means a saving of $3,500 a year.

J. Murray Smith, manager of the Montreal branch of the Bank of Toronto, died very suddenly Wednesday morning of heart disease. He was fifty-seven years of age, and had been connected with the bank for thirty-three years.

The Bonanza Nickel Mining Co., of Sudbury, has been made the defendant in a suit by A. J. Little, one of its shareholders, for the return of $6,491, which Little declares has been improperly paid by the company to agents

THE ONTARIO TACK CO.
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton. Ontario.
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CRESCENT DAMPERS

Patented in U.S. and Canada, 1893.

Has all the advantages of a high priced Stove Pipe Damper, at low cost. LIGHT FOR FREIGHT. Being made of sheet steel will not break, and being double will not warp. Spring keeps damper at any angle set in pipe.

Manufactured by

Thos. Davidson & Co.

MONTREAL.

as commission on the sale of the company's shares. They number 1,740, on which, it is claimed, the company realized $34.800. The plaintiff, who sues as well on behalf of the oth r shareholders who are now questioning the wisdom of their investment, claims the directors of the company exceeded their powers in paying this commission.

Intending exhibitors at the Toronto In dustrial Exhibition will do well to bear in mind that the last day for entries for manufacturers is the 11th of August next. As there is no exhibition at Montreal this year there are unusual demands for space, and applications should be made early.

According to European advices a labor exhibition, to which foreign exhibits will be admitted, is now under way at Luxemburg. It will be open until September next. The principal object of this exhibition is to make known the different types of improved small motors, machine tools, tools, as well as the accessory apparatus used in the different trades in the minor industries, as well as products made with these instruments ; also the finished products, intermediary products, and the raw products of the raw materials necessary for the different manufactures.

E. B. Eddy, the celebrated manufacturer, of Hull, Que., is in town, the guest of Prince of Wales' Hotel. Eddy's woodenware and indurated fibreware are used in almost every house. Mr. Eddy came to Hull about forty years ago with something less than $75 in his pocket, and to day he claims to be the largest manufacturer in Canada, giving employment to 2,200 people. He says he has done more to develop the manufacturing interests of Canada than any other live man.—Pick-Me-Up, Pictou, N.S.

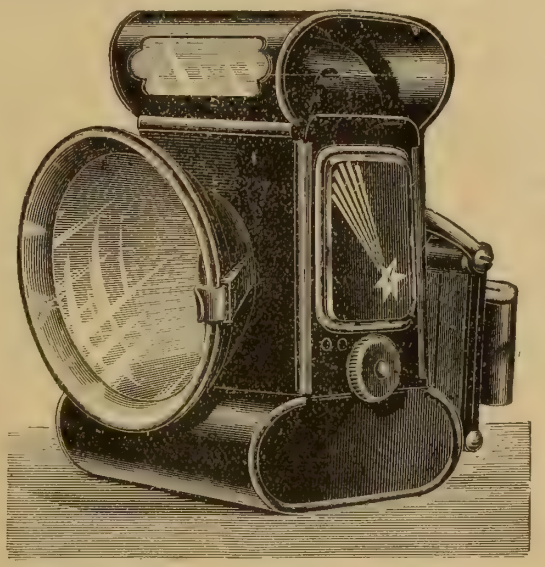
At a meeting of the council of the Board of Trade, on Monday, the eighth annual report of the gratuity trustees was received and adopted. It showed that there were 45 transfers made this year, the average age of those relinquishing their interest being 44, and of the new participants, 37. There had been eight deaths, which had been duly assessed upon the subscribing members. The average age of those who died was 61, and the death rate for the past eight years has only reached a fraction over the expectancy of 1 per cent. The amount on mortgage is $57,250, invested on property appraised at $118,000. The amount in bonds is $38,000. The average rate of interest is a fraction over 5 per cent. The total amount of gratuities paid was $15,597, the average amount of each payment being $1,559. The number of beneficiaries was 50. On July 1st, 1894, there were 851 subscribers.

The Vancouver Advertiser says: "At about 12.40 yesterday noon the Great Northern engine, No. 218, ran into Vancouver at the end of a run slightly exceeding 2,000 miles. Sir William Van Horne congratulated Mr. Connor, the engineer, in having thus made the record for the longest straight away run upon rails, the former longest being only some 1,066 miles." President Hill, of the Great Northern, and other officials of that road, accompanied Sir William's party to the Terminal city.

British imports from Canada increased £694,665, or 40 per cent., in the past six months, as compared with the same period of 1893. The chief increases are : Sheep, £18,000 ; bacon, £57,000 ; hams, £5,000 ; butter, £3,000 ; cheese, £38,000 ; eggs, £1,500 ; fish, £278,000 ; wood, £260,000. Exports from Britain to Canada during the six months decreased 28 per cent. For June, the imports increased 25 per cent., and the exports decreased 37 per cent.

BICYCLE LANTERNS.

For some time back bicycle riders have given up the use of lanterns for various reasons, the principal being that the lanterns on the market to a certain extent have been of very little service. Rice Lewis & Son,



Ltd., are now handling a line which embraces utility with compactness and lightness. They vary in price according to quality, finish and workmanship, the more expensive being fitted with magnifying lenses or glasses which radiate the light considerably, some of the smallest patterns giving the very best results.

In the show-room of an uptown tinware manufacturer, says Housefurnishing Review, is displayed in the show-case a variety of useful and ornamental articles manufactured from highly polished tin. These articles are made for the purpose of presents for tin weddings. In the centre of the display is a handsome water pitcher with waiter and goblets complete, the construction of which is so clever that at a glance one would imagine it to be made out of solid silver. In another portion of the show-case is a tin wedding cake with tin ornamentation of flowers, birds, etc., arranged on the top. This is simply a cake box. Hats, caps, horns, bouquets, jewelry and numerous other fancy articles of tin are also shown.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, July 27, 1894.

HARDWARE.

THERE has been little change in the general position of the hardware market since our last report. Trade cannot be called brisk, but, for all that, there is a fair volume of trade in progress in many lines. Among the lines which have shown a fair business are screws and carriage bolts, and some fair-sized orders have also been noted in carpenters' tools. Heavy hinges have also met with some call, while, as the season advances, guns and ammunition show more activity. There have also been indications from the Northwest that customers there are commencing to purchase sleigh bells, etc., or, in a word, are sizing up their winter supplies. Demand for harvest tools is practically over, and the same may be said of green wire cloth, screen doors and blinds, and ice cream freezers. In nails there is nothing special to mention, and the same is to report in locks. In fact, speaking in a general sense, the hardware movement is not of full dimensions, but there are anticipations that it will be shortly.

WIRE—Aside from the orders of hay baling wire that makers are putting out there is not much to note. In a regular jobbing way the market is without feature. Prices are as before.

ROPE—There is little to report in this line, and prices are as previously quoted. We quote: Sisal, 7 to 7½c. for 7-16 in. and upwards, and 14c. for deep sea line. Pure Manilla, 9¼c. for 7-16 in. and upwards, 9¾c. for smaller.

CUTLERY—Trade remains much as it was, being confined to a few small orders.

SPORTING GOODS—These have this week shown more decided signs of life, and at the time of writing quite a few good orders of guns and ammunition are moving out.

CUT NAILS—There is little change to note in this line. Makers note a few orders, but say that buyers are very backward, while in a jobbing sense business is almost nil. Prices remain $1.80 to $1.85.

WIRE NAILS—Business has been fair, but the volume has shown some diminution since our last. The basis of discount is unchanged.

HORSE NAILS—There is nothing to call for special mention in this line. The movement is still governed by actual requirements. Prices are unchanged.

GREEN WIRE CLOTH—Business in this line is practically finished for the season.

TACKS—No change or improvement is to note in this line of importance. The basis of cost is as previously given.

CARRIAGE BOLTS, SCREWS, ETC.—There have been quiet a few orders noted for these lines during the week. In fact they have been one of the lively features of the shelf hardware trade.

CHAIN—Only a few orders to note and these not of an important nature.

HORSESHOES—There has continued to be a fair movement in these though there is no special change as compared with a week ago. The basis is still $3.65.

WARE—There continues to be a fair demand for white and Peerless ware. Otherwise there is little to report.

TOOLS—Demand for harvest tools and garden appliances is about over. Some fair sized orders for general assortments of carpenters' tools are a new feature in this line.

ICE CREAM FREEZERS — Demand for these is commencing to fall off.

WINTER GOODS—The first signs of life in this connection made their appearance this week in the shape of some good orders for general lines of sleigh bells from the Northwest Territories. One or two of the houses also report enquiries regarding skates.

SUPPLIES, ETC.—There is little or nothing to note regarding plumbing or building supplies.

LEAD PIPE—Orders for small lots, as noted previously, keep up fairly well, but the movement as a whole is hardly worthy of mention.

HINGES—Trade in these continues fair, a notable point this week being some good orders from several sections for heavy hinges, which have furnished the bulk of the movement.

TAR—This market rules quiet and unchanged. We quote: Rosins, $2.75 to $5.25 as to brand; coal tar, $3 25 to $3.75; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton do. 10 to 12c.

TURPENTINE—There has been a moderate business done in this article at former prices. We quote as before: 46 to 47c. as to quality.

CEMENT—Arrivals of cement have been fair, but business has ru'ed dull, in fact duller than usual at this season of the year. Prices continue steady, however, at $1.95 to $2.05 for English brands, and $1.85 to $1.95 for Belgian, and to arrive, English brands $1.95 and Belgian $1.80 to 1.90.

FIREBRICKS—Demand for these also has been limited and prices unchanged at $15 50 to $19.50 per 1,000, as to brand.

METALS.

The market for iron and heavy metals has shown a moderate degree of life during the week, but nothing of a very special nature has transpired since our last report. Stocks of all the leading lines continue small on spot, and this fact contributes largely to steadiness of prices. With the increased volume of the trade that many of the dealers seem to expect shortly, this fact should be more accentuated.

PIG IRON—Firm prices at primary sources and small stocks result in a firm tone in Scotch pig. Some American pig has been placed here, it is understood, with a local foundryman, but we still have our doubts of this business assuming any importance. We quote: Summerlee, $19 25 to $19 75; Eglinton, $18 to $18 50; Carnbroe, $18 to $18.50; Ferrona, $16.50 to $17; and Siemen's, No. 1, $16.50 to $16.75.

BAR IRON—A fair business is doing in bar iron at steady prices. We quote as before: $1.70 to $1.75.

TIN PLATES—Some round lots of coke tin have been placed since our last on the basis of 9s. 3d. f.o.b. in Wales. Spot prices remain $3 to $3 25 for cokes and $3.35 to $3 50 for charcoal.

CANADA PLATE—A moderate movement is to note in these at steady prices, viz., $2.20 to $2.25.

TERNE PLATES—The terne plate market remains as last quoted, $6 to $6.20.

SHEET IRON—There is only a moderate demand for this line. Prices are as before—$2.40.

IRON PIPE—Very little to report in regard to this.

INGOT TIN—The price of this is maintained at 17½ to 18c., but business is not very brisk.

COPPER — No improvement to note in copper. Values remain at 9¾ to 10c.

STEEL—Business quiet. We quote: Best cast steel 10½ to 12c.; spring, $2.50; tire, $2 50 to $2.75; sleigh shoe, $2.40; round machinery steel, $3.

SPELTER—Prices unchanged and business quiet at $4.25 to $4.50.

ZINC SHEETS—There is only a small demand to note. We quote $5 to $5.25.

LEAD—The lead market is quiet and steady on the basis of $2.60 to $2.75.

HOOPS AND BANDS—No change in these, which rule quiet at $2.30 to $2.35.

GALVANIZED IRON—There is a fair demand for galvanized sheets. We quote: 4¼ to 4½c. for ordinary brands; Morewood,

. . . THE ONLY . . .

Reliable Low-priced Binder Twine

—IS THE—

"Common Sense"

BRAND

Cheap and Easy to Work. Follows Manilla on all machines in good order without change or adjustment.

Completely weather and rot proof. Be sure you get "COMMON SENSE" branded on bales, also on tag attached to each bundle.

I ain't as pretty as Manilla, but I get there just the same.
(TRADE-MARK REGISTERED)
"COMMON SENSE."
(Dick's process—Patent applied for)
Take From This End.

THE TRADE ONLY SUPPLIED

Wholesale Agents:

M. & L. SAMUEL, BENJAMIN & CO.,

30 Front St. West, TORONTO

Importers of Hardware, Metals, Tin Plate, Etc.

ENGLISH HOUSE.

SAMUEL, SONS & BENJAMIN
164 Fenchurch St., London, E.C.

SHIPPING OFFICE:
No. 1 Rumford Place,
LIVERPOOL

MONTREAL MARKETS—Continued.

5¼ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

ANTIMONY—Featureless at 10½ to 12c.

GLASS.

The glass market fails to show any material change. We quote $1.25 for first break; $1.30 second break, per 50 feet; $3.25 for first break per 100 feet; putty in bulk, $1.85.

PAINTS AND OILS.

This is the quiet season, and there is as a consequence little business to report. The firmness in dry lead is maintained, but prices here are not affected. Linseed oil cables are easier, but prices here are unchanged. Demand for seal oil is quiet and values steady. We quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots, raw, 54 to 55c., boiled, 57 to 58c.; seal oil, 35 to 37c. in round lots, and 40 to 42½c. in smaller quantities.

PETROLEUM.

A fair jobbing trade is doing in petroleum at quotations. We quote as follows: Canadian refined at 10¾c. in shed in Montreal for round lots, and 12c. for small quantities. American petroleum, 14 4-5c. in car lots, 15¼c. in 10-barrel lots, 15½c. in 5-barrel lots, and 16c. for single barrels, net cash; American benzine, 23 to 25c.; Canadian benzine, 10¾c. Petrolea; 12¾c. Montreal.

CHEMICALS AND DYESTUFFS.

There is little change to note in these, which rule much the same. Cable news does not furnish anything very new. We quote as follows: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2 50; chlorate of potash, 20 to 22c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2.00; ditto roll, $2.00 to $2.10; sulphate of copper, $4.50 to $5.00; white sugar of lead, 7½ to 8½c.; bicarb. potash, 10 to 12c.; sumach, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2.00 to $2.10; castor oil, 6½ to 7c.; and Norwegian cod liver oil, $25 to $26.

HIDES.

There is little new to report about the hide market. Business on the whole is quiet, and prices show no change. We quote: No. 1, 3½c.; No. 2, 2½c.; No. 3, 1½c. Lambskins are firm at 25 to 30c. each, and calfskins are dull at 5c.

TALLOW.

In tallow trade has been quiet since our last, only a few small lots changing hands at 6¼ to 6¾c. as to quality.

MONTREAL TRADE NOTES.

Receipts of raw hides recently have been very light, as butchers are killing sparingly owing to the warm weather.

Summerlee pig iron is cabled at 54s. 6d. f.o.b. Glasgow, with makers fairly firm at this level.

Cable advices since our last noted a decline of 5s. in linseed oil, but spot values up to the time of writing have not been affected.

Arrivals of cement last week were 2,300 barrels of Belgian. This makes the total receipts to date, 36,750 barrels English and 15,025 Belgian, as against 69,800 English and 15,975 Belgian for the same period last year.

W. H. Cottingham & Co. are now at work getting out a new price list of their fine paints and artists' materials. They intend to push this department of their business more than usual this season.

Caverhill, Learmont & Co. have just issued their new catalogue of arms and ammunition for 1894. It is a pamphlet of 35 pages handsomely got up, the front and back of the cover respectively being adorned with cuts of the firm's large warehouse on St. Peter street and the U. M. C. Club shield for sporting and trap shooting. It only requires a perusal of this catalogue for one to recognize the fact that this firm carries one of the largest stocks of this nature in the Dominion. If you don't believe, write for a catalogue.

A letter from Paisley, Scotland, has the following to say of firebricks, etc.: This year it would appear that every place is alike in respect to small prices and the limited amount of business doing. Added to the general depression and discontent there is the great trouble of the coal crisis, a strike which will doubtless more injuriously affect the industrial community than any other cause of the same kind at any former time. As it is we can speak with regard to our own experience that we have been obliged to stop manufacturing for want of fuel, and no one can anticipate when we will be in a position to resume operations.

TORONTO MARKETS.

TORONTO, July 27, 1894.

HARDWARE.

WELL into its midsummer quietude has trade lapsed this week. It has been tending that way for three or four weeks, but it is there sure enough now. A good many travelers are taking their holidays, and in no one line is there any life exhibited. Tinners' and coppered wire is being called for, but other kinds of wire are not wanted. In cut nails trade has fallen off materially, while the demand for horse nails, on the other hand, shows some improvement. The only thing worthy of note in regard to chain, is that orders are being booked for cow ties. Less activity is to be noted in builders' supplies, and the same

"Empire" Patent Shingles



MADE OF

GALVANIZED TINNED STEEL

Warranted Rustproof

Send for Price List and Catalogue

METALLIC ROOFING CO.

LIMITED.

84 to 90 Yonge St., TORONTO.

MARKETS.—Continued

may be said with regard to harvest tools. Payments are much as before.

WIRE—Trade is quiet in plain, barb and twist, the only kinds called for at the moment being tinners' and coppered steel.

ROPE—Dull and unchanged. We quote as before: Sisal, 7-16 in. and larger, 7½c.; ¼, 5-16, ⅜ in., 8c. Manilla, 7-16 in. and larger, 9½c.; ¼, 5-16, ⅜ in., 10c.

CUT NAILS—Trade has fallen off materially, shipments from stock being small. The base price is still unchanged at $1.80 Toronto for carload lots, and $1.85 for small lots.

WIRE NAILS—These have not shown any improvement over last week, although a number of half ton lots have gone out. Discounts are unchanged at 75, 10 and 5 per cent., shipments in 10-keg lots being prepaid.

HORSE NAILS—Trade is improving and prices are held firm. Discounts are still 60 per cent. off "C," and 60 and 2½ per cent. off "P.B."

CUTLERY—There is no activity, and the little that is going out is of an assorting character. A number of orders are being booked for carvers, case goods, pocket knives and table cutlery for shipment latter part of August and beginning of September.

SPORTING GOODS—Are beginning to move, quite a few orders being reported for firearms.

GREEN WIRE CLOTH—Trade is virtually over, and stocks remaining in jobbers' hands are not heavy. We still quote $1.85 per 100 square feet.

SCREEN DOORS AND WINDOWS—A few dozen will have to be carried over by jobbers to next season. Owing to the strike in the United States supplies could not be obtained as readily as expected or dealers would probably have been able to dispose of all they had.

TACKS—No further improvement has developed and prices rule as before. We quote: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37½ per cent.

CHAIN—Trade is at a standstill in coil chain, but orders are being booked for cow ties, delivery in the fall.

HORSESHOES—Shipments from stock are light, and there is a little demand for steel shoes.

WARE—Business is fairly satisfactory in Peerless and Eclipse ware, but trade in enamelled kettles is not as good as it should be at this season. White ware is quiet.

PLUMBERS' SUPPLIES—Trade is a little on the quiet side, although shipments to the country are going forward daily.

LEAD PIPE—Dull. A number of small shipments are going forward, but no movement in ton lots has been reported. We quote: Toronto and the west 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

BUILDERS' SUPPLIES—Have quieted down a good deal the past week.

HINGES—Are still being called for regularly at unchanged prices.

HARVEST TOOLS—Shipments are being made every day, but the demand is not as heavy as it was. Principal movement is in scythes, spades and shovels.

ICE CREAM FREEZERS—Stocks are exceedingly light, and the season has advanced too far to warrant jobbers purchasing further supplies.

CLOTHES WRINGERS—Nothing new has developed, trade still being quiet.

BINDER TWINE—Much as before both in regard to volume of business and to prices. We quote: Blue Ribbon, 8c.; Red Cap, 7c.; Sterling, 6½c.; Common Sense, 6½c.; prison made, 8c. freight prepaid.

TAR, ETC.—Business fair. We quote: Roofing pitch, $2.50 per brl.; pure coal tar $4 per brl.; refined coal tar, $4.50 per brl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per brl. and 75c. per doz. pint tins; pine pitch, $2.75 per brl.

CEMENT, ETC.—Much as before. We quote: Portland cement (English), $3 per brl.; New Brunswick plaster paris, $2 per brl.; Canadian water lime, $1.25 per brl.

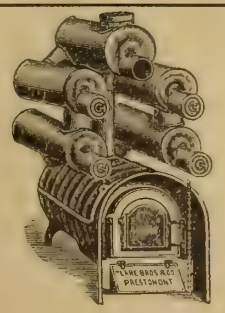
FIREBRICK, ETC.—Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

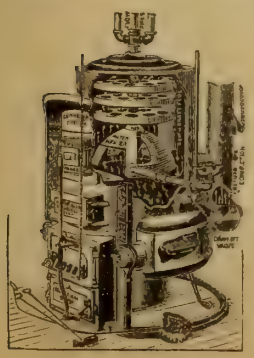
METALS.

Some of the foundries that have been shut down are opening up again, and in consequence of this principally there has been a little more enquiry for pig iron. Demand seems to be a little better for sheet steel, boiler tubes, and boiler plates. Shipments of galvanized iron from stock have been fairly good, and business is a little more satisfactory in ingot tin. Terne plates have been in brisk demand, and some improvement is to be noted in zinc sheets, pig lead, and hoops and bands. Even antimony shows a little more life than it has for some weeks.

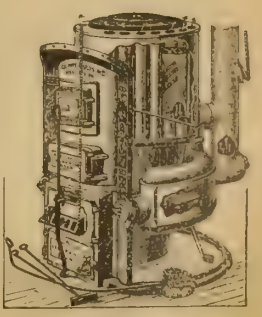
PIG IRON—A number of enquiries are heard for Scotch iron in 200 and 400 ton lots, but the prices quoted do not seem to be low enough to induce purchases. The prices quoted in response to these inquiries run from $21 to $21.50 for Summerlee, and $19.50 for Carnbroe. We quote: Summerlee, $21 to $21.50; Carnbroe, $19.50; Siemen's $19 to $20.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: "Owing to the fact that as a general rule furnaces have been unable to resume blast on account of the continued scarcity of fuel, there is an almost complete cessation of new business. Buyers are doing more traveling, on vacations, etc., than are the so-called traveling men. We quote on the cash basis f. o. b. Toronto in bond: No. 1 foundry strong coke iron Lake Superior ore, $12.55; No. 2 foundry strong coke iron, Lake Superior ore, $12.05; Jackson county silvery, No. 1, $16.80 to $18.30; Lake Superior charcoal, $15.55;

Best Value  on Earth.



These are the Furnaces that secure the trade for dealers who handle them.
They have no rivals but many imitators.



Clare Bros. & Co. ....Preston, Ont.

MARKETS—Continued

Southern soft, No. 1, $11.75; Southern soft, No. 2, $11.50.

BAR IRON—There is not much doing. Dealers throughout the country evidently have a fair supply, as orders received by jobbers are very small. Base price is unchanged at $1.85.

SHEET IRON—Trade has not been as satisfactory during the past week, and the demand has been more for the heavier gauges. We quote 8 to 16 gauge, $2.50; 18 ditto, $2.25; 20 ditto, $2.25; 22 to 24 ditto, $2.35; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Gorbal's, 26 gauge, 5½c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

IRON PIPE—Prices are a little easier. Fair quantities have been called for during the week, although not any round lots have gone forward. Discounts are 70 per cent. for black and 50 to 50 and 5 per cent. for galvanized.

GALVANIZED IRON—Shipments from stock have been fairly good, but not as many case lots have gone forward, a great many of the retailers having previously received their lots under direct shipment through the jobber. Quantities are offering in case lots at $4.35 for 28 gauge.

CORRUGATED IRON—Business keeps good and prices unchanged. We quote: "Owl" brand from genuine steel plates, zinc coated, $4.25 to $6 per square; painted steel, same brand, $3 to $4.75, according to gauge.

INGOT TIN—Shipments have been more satisfactory. Stocks are heavy. Prices, however, are being maintained at former quotations for small lots, but large lots can be shaded a fraction.

INGOT COPPER—This is still flat and there is no immediate prospect of an improvement. Prices are unchanged at 10 to 10½c.

SHEET COPPER—Is quiet, but brazier sheets are going out freely. We quote untinned at 14 to 16½c. according to weight and size; brazier sheets 14 to 17c., according to quality.

BOILER TUBES—Demand is fair, especially on local account. We quote as follows: 1¼ inch, 7c.; 1½ inch, 7¾c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

SHEET STEEL—A few good sales have been made, especially in the higher grades. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

ZINC SPELTER—No improvement to note, trade still being quiet. The idea as to price is 4¼c. for domestic, and 4½c. for imported.

TIN PLATES—Demand is fairly steady, but orders are not as large as they were last week, but prices are not being shaded. We quote $3.50 to $3.75 for "I.C.," and $3.25 to $3.35 for coke.

TERNE PLATES—Quite a brisk demand has been experienced during the week, both for "I. C." and "I. X." In the former the supply is rather limited. Shipments are, however, arriving in the course of a week or ten days. Prices are $6.50 to $6.75, according to quality.

ZINC SHEETS—Trade is improving, although no large shipments for fall supplies have been booked. We quote case lots at 4¾c. and small lots at 5c.

HOOPS AND BANDS—Show a little more activity, but quantities are only small. We still quote $2 25 for small lots, but these prices can be shaded for large lots.

CANADA PLATES—Shipments from stock are light. Bulk of the orders will be delivered to the country dealers in the course of the next few weeks, although some shipments will not arrive till September.

SOLDER—Business is keeping up fairly well, and prices are well maintained. We quote 12½ to 14c.

PIG LEAD—Quite an improvement has developed, a number of shipments having been made during the week. Prices are being held at $2 90 to $3.

ANTIMONY—Shows some improvement, some fair orders having been received for Cookson's at 9½ to 10c.

BELTING—Business is fairly good at unchanged prices.

GLASS.

Prices are lower on some breaks, and we now quote first break at $1.15. Business is quiet. Import lots have all been delivered and have proved satisfactory. Orders being received by jobbers now are principally of an assorting nature. Trade in plate glass is a little better than it was.

OLD MATERIAL.

Trade is quiet and prices in some lines have dropped, except in scrap rubber, which has gone up a little. We quote as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 30 to 35c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper 6¾ to 7c.; heavy scrap copper 7¼ to 7¾c.; old copper bottoms 6 to 6½c.; light scrap brass 3½ to 4c.; heavy yellow scrap brass 5c.; heavy red scrap brass, 5½ to 6½c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3 to 3¼c.; country mixed rags, 60 to 75c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10c.

PAINTS AND OILS.

A good many of the travelers are taking their holidays, and business is almost at a standstill and quieter than is even usual at this time of the year.

WHITE LEAD—Is dull and unchanged at 4½ to 4¾c.

PREPARED PAINTS—There is still a little doing at the unchanged price of $1.05 for pure.

LINSEED OIL—Quiet at 53 to 54c. for raw, and 56 to 57c. for boiled.

TURPENTINE—Is easier in the South, and while 43 to 44c. f.o.b. Toronto is still the ruling quotation, some houses are taking 1c. less per gallon with a view to reducing stocks.

PARIS GREEN—Reports of cutting in the price of Canadian paris green are heard. When a shortage was anticipated a month or six weeks ago the Canadian makers resumed manufacturing operations, and some jobbers appear to have laid in large stocks. At any rate some of them find themselves with stocks heavier than they desire, while the season is practically over, only an odd order here and there being received, hence the present cutting in price. We quote as before: English, 112 lb. drums, 14 to 14½c.; and 56 lb. drums at 14½ to 15c.; cases, 18c. Canadian, 100 lb. drums, 13c.; 1 lb. packages, 14½c.

CASTOR OIL—In fair demand. We still quote 6⅝ to 6¾c. in case lots, and 7c. in single tins.

SEAL OIL—Refined is unchanged at 58 to 59c. per gallon.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are plentiful but of very poor quality, and it is difficult to make up a car of good buff selection. Jobbers are selling at 3½c. and pay ½c. less.

SKINS—Pelts are alleged to be much too high in price owing to the low price of tanned stock. We quote lamb skins at 30c. and pelts at 25c.

WOOL—Is coming in freely, but dealers claim to be "buying it in the dark," although they have been paying lower prices than was ever known before in the history of the trade. The prices they are now paying are: Ordinary combing, 17c.; fine clothing and down, 18 to 19c.; rejections, 12 to 13c. and unwashed, 10 to 11c.

TALLOW—Is more plentiful, but it is arriving in bad condition. Dealers are paying 4¾ to 5¼c. and selling at 5¼ to 5½c.

PETROLEUM.

Trade remains much as before. We quote, in 5 to 10 brl. lots, imperial gallon, Toronto: Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; Canadian water white, 16 to 17c.; American water white, 18 to 19c.; photogene, 20c.

The Petrolia Advertiser in its weekly report says:—"Petrolia Crude: 93 cents per brl. Oil Springs Crude: 94½c. per brl. Refined, 5¾ to 6¼ cents in bulk, or 8½ to 9 cents in barrels in car lots f.o.b. here. The crude market is much firmer, although there is no advance in the price. Oil men are anxiously watching developments in Newfoundland, whither some of the drillers have gone to search for the greasy fluid."

MARKET NOTES.

The foundry of the Toronto Radiator Co. will be started up again Monday.

The Metallic Roofing Co. report large shipments of the "Hayes" metal lathing.

H. S. Howland, Sons & Co. report a good demand for Rixford's harvest tools.

The scale manufacturers have issued a new list of prices and discounts this week.

The McLaren Co. has just "belted up" the saw mills of Rankin Bros., Dundas street, Toronto, recently destroyed by fire.

The E. R. Burns Saw Co., Dundas street, Toronto, whose premises were recently destroyed by fire, has started up again.

Frankel Bros. are now handling Southern pig iron and have been successful in placing several large orders.

M. & L. Samuel, Benjamin & Co. desire to specially draw the attention of the trade to their advertisement re "Common Sense" binder twine.

The Metallic Roofing Co., of Toronto, have secured the order for the roofing material for the Crossen Car Work's new buildings at Cobourg.

H. S. Howland, Sons & Co. are just in receipt of a large consignment of Seymour's and Heinisch shears, and are now in a position to fill all back orders.

Frankel Bros. have purchased a large number of various sizes of boiler tubes which were taken from a sunken vessel. They are all in good condition.

On account of a shortness in the supply of coke the Gurney Foundry Co. have been compelled to run short handed, but expect to be in full blast again in a few days.

Booth Copper Co. report business fair considering the hot weather we are having at present. They have made several good shipments during the past two weeks.

H. D. Simmons reports business in the belting line quiet at the moment, but the spring trade was the best they ever had. They have made several large shipments recently.

McClary Mfg. Co. have shipped several carload lots of stoves recently, one going this week to Renfrew. These are all shipped direct from the factory in London. They report trade quiet except in preserving kettles, which are moving freely.

The Gurney Scale Co., Hamilton, have just issued a neat 72-page catalogue and price list of their scales. It is well illustrated and generally well gotten up. They have issued in connection with this a price list of their famous "Champion" scales; also a circular giving discounts to the trade.

Chas. Boeckh & Sons have just sent one of their representatives to Manitoba and the Northwest with a full line of samples. They will make a large display at the Toronto Industrial Exhibition, which will be of interest to country merchants. "Business," says Mr.

RAZORS See our fully warranted German Hollow Ground Razors. Fresh stock just received. Good assortment, low price, splendid value.

A. C. LESLIE & CO. Montreal and Toronto.

Our Specialty **PURE TURPENTINE** Our Customers Need fear no Adulteration

Every barrel guaranteed! We are headquarters for the Pure Article. Remember these facts when placing your orders.

FRANCIS, FROST & CO., 33 Front St. W., TORONTO



BEST ON THE MARKET.

Manufactured by Write for sample cards and prices.

The James Robertson Co. Ltd., Toronto

Listen.. This is from a Hardware Merchant

DEAR SIRS:

Before handling "Clauss" Shears and Scissors my trade in this line was but little. I now sell more scissors than all the other stores in this place put together. Parties come to my store for your goods who have never been here before. Am making new customers for myself by it. Fill enclosed order at once. Most truly,

For discounts . . . write **Clauss Shear Co., Toronto**

MARKETS—Continued

Boeckh, "is picking up a little although it is rather early for the fall trade."

Gutta Percha & Rubber Co. report a lively demand for their "Red Strip" and "Lion Brand" of threshing belts. The demand for "Lion" and "Kink Proof" garden hose is also brisk.

The Montreal Rolling Mills Co. are now selling their "X. L." steel horse shoes in assorted kegs, half each fore and hind. This is a new departure for the firm. Hitherto, if a purchaser wanted an assortment he had to buy eight kegs in order to secure what he wanted.

UNITED STATES MARKETS.

NEW YORK, July 27, 1894.

PIG TIN—With London prices below those cabled on Monday afternoon and small dealings there, as well as in the local market, the position seemed to have been more or less encouraging to those operators who favor the bear side of the market. In any event, it was easier to buy than to sell at official quotations, and there was very little business except of ordinary jobbing parcels, the most of which went at prices unusually close to the official quotations for round lots. There is some contest between leading operators here and in London that has some bearing upon values, but the market suffers chiefly from the weight of burdensome supplies. Spot or current month delivery could have been secured at 19.85c. net cash in 5-ton or larger lots. Ordinary small jobbing orders were filled at 19.00 to 19.10c., ex store, ordinary terms.

COPPER—Small orders are still the rule, and there are comparatively few of those. The offering is somewhat tame, since leading Lake Superior producers are well sold up, and others apparently disposed to hold back as much as possible for a better market. There is, however, enough copper to go around and to prevent any decided change in values. Current quotations are about 9 10 to 9.15c. for Lake Superior ingot, 8¾ to 9c. for electrolytic and 8⅝ to 8¾c. for ordinary casting stock.

PIG LEAD—On the spot sales were made, to a limited extent, of Western desilverized at 3 65 to 3.70c., and those figures were the ruling rates at the close. Future deliveries were also firmly held, with 3.50c. the lowest that sellers would name for August, and a lower quotation the exception on later deliveries. There was not a great deal of business here, however, and the strength of the market seemed to have been due in a great measure to late curtailment of production and tariff uncertainty. In the St. Louis market sales were, according to private advices, made at 3.25c. St. Louis wire to the Metal Exchange was raised to 3.20c. The London cable was £9 8s. 9d. for soft Spanish.

SPELTER—Single car load lots are about all that are being handled here at the present time. The movement in these is moderate, and, upon the whole, the market shows easy tone, with 3.50 to 3.55c. apparently full value for ordinary Western brands delivered here or at common point. St. Louis wire to the Metal Exchange was 3.22½c. London cables quoted £15 18s. 9d. for good merchant brands.

ANTIMONY—A small business is passing and the demand continues slow. Prices are easy at 8½c. for Hallett's and 10c. for Cookson's, on the spot.

TIN PLATE—Dulness is still the prominent feature of the market. There is merely commonplace buying of spot goods and orders for future deliveries are comparatively small.

IRON AND STEEL—Nearly all branches of the market remain quiet and sympathize little with reported freer movement in some lines in Western centres.

TALKS WITH RETAILERS.

"OH, trade is very quiet at present except in binder twine, harvest tools and machine oil, which are moving very freely," said Mr. Wilkins, of Wilkins & Co., 166-168 King street east. "The hardware trade seems to be about the firmest now that it ever was." Upon being asked about early closing, he said he would far rather close Wednesday afternoon if the others on the street would.

"There is nothing startling going on," said one of C. P. Godden's clerks, 165 King street east. "I guess there is no danger of anyone running short of stock on account of the rush of trade."

"I am too busy to talk to you to-day," said F. Meredith, 156 King street east. "But if you want it in a nut shell, trade in binder twine, harvest tools and machine oil is good. All other lines are very quiet."

"Trade is very quiet in our line," said W. J. Whitten, 173 King street east. "There is very little moving except binder twine, and there is not money enough in it to make it worth while keeping. As to early closing, I don't think it would do about the market, as the farmers are always around it till between two and three o'clock, and then it would be too late to go anywhere except to the Island."

C. F. Moorhouse, 240 Queen street east, reports business brisk in the fly screen line. "In fact," said Mr. Moorhouse, "I have had to turn away orders on account of my going to the Thousand Islands this week. The reason of the popularity of these screens is their durability, they being made extra strong by a metal plate and pin at each corner." He also reports his trade in paints and oils brisk, having sold this spring over a ton and a half of lead. He has a very artistic display of hanging lamps, earthenware and cutlery in his window. Mr. Moorhouse is one of those much needed but scarce merchants who will set a price on his goods and stick to it even at the cost of losing a customer.

"Oh, what is the use?" said Mr. Vokes, of the Vokes Hardware Co., when our reporter asked him for a few notes on trade. "Trade notices are like women's gossip to the hardware trade, very interesting, but of no use." Well, we agree with you on your first point, Mr. Vokes, but we can't on the second. If people want to keep up to the times they must know what is going on about them. Mr. Vokes reports business quiet, but after standing a few minutes and counting the number of customers that came in, the reporter came to the conclusion that it was the liveliest "quiet" he had ever seen.

TAYLOR'S SAFES

THE WATCH AS A CYCLOMETER.

In a former issue reference was made to a bicycle watch handled by Rice Lewis & Son, in which the following important table was omitted. It can be stuck in the bicyclist's



hat, in his pocket-book, or back of the watch, making a cyclometer of the watch. Time in minutes required to travel one mile :

GEAR OF WHEEL.	2½	2¾	3	3¼	3½	3¾	4	4¼	4½	4¾	5	5½	6
	54	74	67	62	56	52	49	46	44	41	39	37	33	31
	57	72	65	60	54	50	47	44	41	39	37	35	32	29
	60	66	60	54	51	48	44	41	39	37	35	33	30	28
	63	63	58	52	49	44	42	39	37	35	33	32	28	26
	66	60	55	51	46	42	40	37	35	33	32	30	26	25

Number of strokes of the pedals that must be given every 15 seconds to travel 1 mile in the number of minutes given at the head of table.

THE LINCOLN SAW SET.

A new patent saw set is being put on the market, and the accompanying cut is an illustration of it. As will be seen from the cut, it is called the "Lincoln," and M. & L.



Samuel, Benjamin & Co. have just received a shipment. It is simple, strong and efficient. Has neither screws nor springs and requires no adjustment. It is made from the very best quality of steel. It sets the points only, and the manufacturers guarantee every set to do its work perfectly. The square block has numbers running from 1 to 8, is reversible and can be changed to suit by striking the lower end of the stem. It can be made perfectly solid by lightly striking the top end of the stem. As no two men file exactly alike, it will sometimes happen that a saw may be filed so as not to suit exactly the foregoing table; but the careful operator will have no difficulty in finding that one or other of the eight notches will fit and set any and every style of tooth. One of the special advantages claimed for the "Lincoln" is that every set will set almost every variety of tooth made.

PERSONAL MENTION.

W. M. Mooney, representing the Canadian Horse Nail Co., Montreal, was in Toronto this week.

Mr. Ramsay, of the Metallic Roofing Co., has returned from an extensive and profitable trip West.

J. P. Conklin, of Sanderson Pearcy & Co., is a lover of boating at all times, but the pastime has peculiar attractions for him just now, judging from his indulgence in it.

Among the outside merchants in the city during the week were: M. Robson, Ayr; Mr. Clark, of Clark & Henderson, Niagara Falls; C. Shaw, Kleinburg.

H. E. Ralston, of Robt. Ralston & Co., Hamilton, Ont., left for Manitoba and N. W. T., on the 20th inst., and will call on the grocery and hardware trades.

HALF HOLIDAYS.

Some of our retail hardware stores in the city have begun taking a half holiday on Wednesday. Would it not be more satisfactory if they would all do so during the hot weather? Some of the objections are that one store will take in their stock from the sidewalk, put up their window grating and then do all the business they can till three or four o'clock. Another objection was the farmers calling in the afternoon to get their goods that are ordered in the morning. If the large dry goods firms can close their places of business without a loss to themselves, why cannot the hardwaremen? As soon as the farmer finds out that hardware stores are all closed, which they all will in a very short time, he will do all his shopping before one p.m. Being naturally an early riser, he is always in the city early enough to do his shopping in the forenoon. A Retail Hardwaremen's Association would help to bring about the desideratum.

A BICYCLE WAREHOUSE.

While making his rounds one day this week, a HARDWARE reporter called in A. A. Allan & Co.'s bicycle department. He was shown through by one of Mr. Harvey's assistants. Near the door stands an 18-lb. wheel, which, they claim, is plenty strong enough for a roadster. This wheel is a beauty, having very light tires, neat, narrow handles, and a good high frame. Passing on down the aisle, wheels of every description are met with made by the "Star Mfg. Co." Special attention is now paid to the ladies who wish a good, high grade wheel at a reasonable price. These wheels are supplied with either the tangent or direct spokes. A new feature just being put on the market by them is their patent felt pedals, which are dust proof and much lighter than the rubber. These are made by the Eadie Mfg. Co., of England. Allan & Co. have just received a shipment of racing handle bars. They carry in stock a full assortment of bicycle sundries. Catalogues and price lists may be had by dropping a card or calling at above address.

BICYCLE POLISH.

Every bicycle rider who takes an interest in his machine naturally desires to have it kept clean and highly polished. This can be done by using "Glistening Cream," which will produce a very high finish and also a polish which will not wear off anything like as quickly as other preparations. This "Glistening Cream," as is well known, is sold throughout the country at 25c. a bottle. And in this connection it might be stated that a certain bicycle dealer in the country knowing the merits of the article bought "Glistening Cream" and divided each bottle into three portions and re-sold each one of these portions as a special bicycle polish at 25c. In other words he got 75c. for what any person else if they had bought the original article could have purchased for 25c.

GET OUR PRICES FOR

BEST PORTLAND CEMENT

Calcined Plaster. Sewer Pipes.
Chimney Linings and Tops.
Mortar Stains. Fire Bricks and Clay.
Enamelled Porcelain Sinks.
English and Belgian Portland Cements
and General Builders' and Contractors' Supplies.

W. McNally & Co.
MONTREAL.



"Build to-day then, strong and sure,
With a firm and ample base."
—Longfellow.

DO YOU?
WISH THUS TO BUILD, an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors.

CLASSIFICATION OF EXPLOSIVES.

IT is, perhaps, not surprising that the lay mind fails, as a rule, to grasp the distinctive differences between combustion and explosion, says Industries and Iron. The argument usually turns to the non-explosive nature of some well-known substance, such as coal gas, and its violent destructive character when mixed with air and fired by the application of a flame. From this it is asserted that air is the one thing needful to cause explosion. The evidence given before select committees dealing with explosions in mines also shows the prevalence of this general belief. The fallacy creeps in by deducing a law from specific cases of a particular class and ignoring the large number of other instances which do not tend to prove what it is desired to assert. The middle term is wanting, and, therefore, logically, the whole statement is valueless.

Gunpowder and other explosives contain within themselves the molecules necessary, by recombination, to liberate large quantities of gas almost instantaneously, and so give rise to a rapid increase of pressure, thus causing an "explosion." It cannot be said to this day that the cycle of changes brought about by the combustion of gunpowder is thoroughly understood. The materials of which it is composed, when mixed together, burn with considerable vigor, but cannot rank as an explosive until they have been thoroughly incorporated, and are confined. The different molecules are in this way brought into close proximity, and each finds a neighbor ready and willing to combine on the least encouragement. Gunpowder is, however, exceptionally stable, but it is a somewhat intractable explosive, violent and uncertain in its action, and the rate of the explosion cannot be held under sufficient control. "However the composition, density, or size of grain be altered, gunpowder does not give the same moderate pressures that can be secured from smokeless powders, although these are essentially unstable chemical compounds which undergo rapid decomposition and produce only permanent gases. Such powders are simply violent explosives toned down to such a slow rate of decomposition as to be within the endurance-limit of the metal now universally employed in the construction of heavy artillery."

The molecules in modern explosives are in more intimate relationship to one another than they are in gunpowder. The component atoms are held together by attractions so feeble that there is an inherent tendency to rearrange themselves in new gaseous combinations. In doing this a large quantity of gas, usually nitrogen, is evolved. The difference in rate of combustion in gunpowder and cordite, the two typical examples of smoke-making and non-smoke-making explosives, was very clearly shown in a paper read by Colonel Barker before the United Service Institution a year or two ago. In that memoir not only was chemical composition dealt with, but it was demonstrated that mechanical form exercised a material effect in determining the rate of combustion. By increasing the area of the powder pellet, the rate at which the explosion took place, and consequently the maximum and mean pressures in the breech of a piece of artillery, could be modified within wide limits. The curve of pressures for each kind of explosive and for each form was given, and indicated directly the importance of reducing the maximum pressure to the lowest possible limits without sacrificing the highest attainable value for the mean pressure throughout the barrel of the piece.

W. Lascelles-Scott has recently written a very clear exposition of the different kinds of modern explosives. He divides modern explosive agents into three main classes. These are: Firstly, nitro-cellulose (gun-cotton), nitro-glycerine. Secondly (next in importance), picric acid and its alkaline salts; fulminates of silver and mercury. Thirdly, chloride of nitrogen and iodide of nitrogen, which are not really practical, being ultra-sensitive.

To the last class may be added $NHCl_2$ and NHI_2. The first class contains unsaturated oxygen; the molecules can combine with those of carbon and hydrogen in the compound. Some of these materials are incomplete, and do not explode spontaneously or by ordinary methods of firing, but contain oxygen. Examples of oxygenators are chlorides or perchlorides of alkaline metals, nitrates, nitrites, chromates, or perchromates, permanganates, and peroxides of barium and lead. To these may be added nitric acid and nitro-substituted compounds, the latter representing fluid oxygenators. Nitrate of ammonia ($NH_3 NO_3$) is a true explosive if the detonator be sufficiently powerful. To the oxygenators must be added combustibles. These supply the necessary carbon or hydrogen with which the free or loosely-linked oxygen atoms can combine. The combustibles are very numerous, and an explosive can be made by adding a combustible to one of the oxygenators, the properties of the explosive depending upon the choice of the two agents. A quick-firing and very sensitive composition can be made in this way, such as Pellier's powder.

We next have to consider absorbers or diluents — the much-discussed "taming agents" of which so much was heard during the cordite case. These are also numerous. Any fine, dry, neutral, incombustible powder may be pressed into service. Kieselguht is a favorite material, but there are many others of equal merit. The reverse of a taming action can be obtained by incorporating explosive ingredients with high explosives; in this way the effect is enhanced.

In 1845-6 Schonbein announced the discovery of gun-cotton. E. O. Brown has stated that a red-hot poker may be applied to wet gun-cotton without danger; it can only be fired by a detonating primer. Gun-cotton ($C_6 H_7 3 (NO_2) O_5$) is a nitro cellulose obtained by steeping thoroughly dried cotton in a strong mixture of nitric and sulphuric acids. Sir Frederick Abel adapted a process for the manufacture of gun-cotton, and also arranged hydraulic presses by which compressed gun-cotton is sent out wet or dry, according to its intended use. Mr. Lascelles-Scott, in the article we have already referred to, deals with dynamite, blasting gelatine, picrates and cordite. He then refers to the difficulty of free acid in gun-cotton. Soluble gun-cotton is easily ignited: the passage of a mouse through the soft, warm material has been known sufficient to do this. The old standing notion that dynamite explodes downwards is well explained by some experiments quoted by Mr. Lascelles-Scott, in which the small quantity operated upon burnt harmlessly so long as no restraining influence was above it. When, however, a penny was laid on the top of the gun-cotton in the second experiment, and it was fired by a single shred which had been left for the purpose, a violent explosion took place, and the vessel upon which it lay was utterly scattered.

We might refer here to some experiments by Her Majesty's Inspectors of Explosives, the details of which are given in their 15th Annual Report, undertaken to determine the liability of cordite to explode en masse. These illustrate in a most interesting manner the difference which mechanical form has upon the rapidity of combustion, and, therefore, upon the force of the coincident explosion. In the first instance a service case of cordite, containing 100 lbs. of the coarse material, was surrounded by wood and shavings, which were set fire to. The substances burned for fifteen minutes, when the cordite in the case ignited and burnt with a great rush of most brilliant flame for about four or five seconds. Some small pieces of the burnt wood were then thrown to a distance of about twelve yards. An end of the box was expelled, and one side partially forced out in the same way. In the second case the conditions of the first were repeated, but fine, instead of coarse, cordite was tried. After the fire had been burning for seven minutes, the cordite caught and went off with a dull, muffled burst, which nearly amounted to a mild explosion. Other trials have been made, some of which are quoted in the memoir by Colonel Barker, to which we have alluded.

The effect of vibration upon high explosives has received some attention, but we are very far from knowing enough about vibratory disturbances and their effects to be able to predict the results likely to ensue under any given circumstances. Mr. Lascelles-Scott instances some tests made with fulminate of mercury at points about the critical temperature in which harmon

vibrations were the cause of explosion. Mercury fulminate heated to 342° Fahr. explodes, but heated to 335° it is not affected in this manner. It may be raised to something over 300° F., allowed to cool, and again raised in temperature, and still no effect takes place; but if it be maintained at 310° Fahr. or 320° Fahr., and certain notes on a violin or cornet be played in the vicinity, it explodes violently. That this should explain some of the accidents which have occurred in the manufacture of high explosives is not at all chimerical. There are analogous instances in mechanics where molecular disturbances have produced results far beyond what it was anticipated could have been so brought about. Although in England the manufacture of our service explosives has now for many years been carried on in comparative safety, yet it does not seem as if sufficient precautions have always been taken abroad, as disastrous explosions are still occasionally reported. Even in this country the recent Waltham Abbey accident has drawn attention to the necessity for continual supervision and watchfulness, if the public are to be assured of the safety of such manufacturing operations. Mr. Lascelles-Scott concludes his memoir with the following paragraph: "Nevertheless, if cordite, for instance, were largely employed and stored in India, and at a certain place it was approaching its critical temperature under the influence of the sun's rays, might it not chance that a regimental band as they passed the depot would blow themselves to atoms, with the National Anthem for their requiem?"

The "aroma" of a magnetic fluid may have an influence upon explosives; dynamos and dynamite are best kept at a respectful distance from one another. It may be that the usual design of magazines of one size systematically arranged in relation to one another is the worst possible disposition of store-houses, as they are "harmonic" to each other, and an explosion in one will find a sympathetic resonator in its neighbor. Of course, by keeping cordite and the like in vacuo, aerial vibrations would be isolated, and danger on this score avoided.

THE CREDIT QUESTION.

A WHOLESALE merchant who served an apprenticeship of five years on the road as a salesman writes Iron Age as follows:

Before I went on the road I had considerable experience at the desk and very early discovered how very indefinite were the agreements about payments. I had not been traveling long—perhaps it was my third or fourth trip—when I saw that the one person in the whole machinery of business who was most interested in seeing that bills were paid promptly was the traveling man.

This was for two reasons: If the customer was too far behind, the house did not want to add to his account, and on the other hand a cautious dealer did not want to order because of this. Some of my good men could not pay me any part of their account, and because of this would not give me an order. Others, whose ability was not first-class, I refused to sell because they could give me nothing on the already due account.

I saw that it was decidedly to my interest to have as little of this trouble as possible, and I began to push collections to the best of my ability. If a man could not pay me I asked him to set a day when he would pay, impressing him that I had to make report to the house, and that his promise would be noticed and a remittance expected.

It was so much to my own interest to have the account put into better shape that I left no opening by which he could think he might crawl out of his promise if he chose, and I would say, "If you are not absolutely sure of being able to pay on that day don't say you will, but change it."

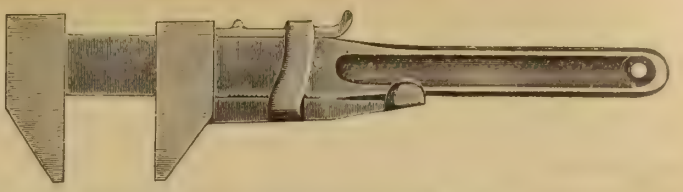
The bookkeeper was instructed to take care of these promises, and if the customers failed to meet them to write to them promptly and also report to me. When I received such notice I at once wrote my customer that the house had reported to me his failure to keep his promise and urging him to make his word good. After awhile I got all old accounts out of the way, and had as clean a set of books as one could wish for. I not only lost no trade because of this, but I say most emphatically that it was one reason of my success on the road and of my securing many an order because the retailer was deeply in debt to other houses. Money that ought to have gone to them had been paid to me.

The average traveling man thinks he is making himself and his house "solid" with the retailer when he treats payments of bills as of no consequence whatever. But he is only laying up trouble for himself. The man who keeps his accounts well collected will, taking a period of three years as a test, sell more goods and meet with less loss than will the man who thinks it the proper caper to talk as if his house did not want money and the customer was welcome to pay when it suited himself.

MAGNETISM IN THE WRONG PLACE

The recent order of the British Admiralty whereby sentries are forbidden to carry side arms when on duty in the dynamo flats of her Majesty's ships appears to be due, says an English journal, to some experiments which are said to have demonstrated that bayonets belonging to the marines have become highly magnetized owing to close proximity to the dynamos employed for lighting purposes. Both magnetic and electric influences may easily be perverted, and sometimes with startling results. Not long ago a passenger on board an ocean steamer folded up his iron deck chair before retiring, and, as the night was stormy, left it inside the pilot house. The man at the wheel presently became aware of something wrong with the compass, and before the delinquent deck chair was pounced on the ship was half an hour out of her course. An equally well authenticated case is that of a learned professor who took his head student out testing one day. It was winter time, and as a cold wind blew through the station, the head student kept on his hat while taking insulation readings. The result showed an unprecedented degree of insulation, one, in fact, greater than infinity, and the professor, as well as the student, was amazed and mystified. The former, however, repeated the test and obtained results much less creditable to the firm who supplied the cables, but still very good. The student had ignored the fact that the felt hat he wore was stiffened with a steel wire in the brim.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

THOROLD CEMENT | WATER | Established 1841

Our Thorold Cement, sometimes called Water Lime, is the best and cheapest for all kinds of Mason work. Specially adapted for work in wet or moist places. Used by the leading Builders and Contractors for building Foundation Walls, Cisterns, Sewers, Cellar Floors, Bridge Piers and Abutments, and Concrete Work.

Also used by many Farmers in the erection of Side Hill Barns. All Hardware Merchants should keep it in stock.

Manufactured by | LIME | Est. of John Battle Thorold, Ont.

IRON TRADE IN THE WEST.

It is striking proof of the re ilience of the country's bu iness organism that one week should witness an almost complete paralysis of transportation, compelling hundreds of manufactories to stop, while the next is marked by a complete rising of the embargo with industries resuming on every hand. The week under review has shown a general starting up of iron and steel plants, not only those which the strike had closed, but those idle on account of the scale differences. Both these impediments have now been removed. There remains yet the handicap of insufficient coke supply, which keeps furnaces in the Mahoning and Shenango valleys out of blast, and the desperate strike of the miners of Alabama furnace companies, which has silenced about half of the furnace capacity there. The increased activity of mills, under the circumstances, signifies the working up of accumulated orders; there is no development in the week indicating a revival of demand. Prices in all departments of the market are steady. The stock statistics show that the lowest point in years has been reached in coke iron, the month of June having reduced the total from 326,000 to 254,000 tons. The impulse to all departments of the market that is contingent on definite action at Washington is still wanting, and judging from latest developments may be postponed longer than has been generally counted on.—Iron Trade Review.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants

As its name implies it is full of ideas for the retail hardware merchant.

PRICE, 50 CENTS Half Price)

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Being the experience of the most prominent and successful merchants.

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This is another batch of Prize Essays full of valuable information.

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Sent, postpaid, on receipt of price.

THE CANADIAN GROCER
TORONTO.

THE
Best Upsetter

A Poor Upsetter means to the blacksmith who buys it money thrown away. In the long run it don't pay a merchant to handle goods that are not satisfactory to his customers. Jardine's Patent Tire Upsetter is reliable and durable, and moderate in price.

TRADE MARK J REGISTERED

A. B. JARDINE & Co.

Manufacturers Blacksmiths' Tools

HESPELER, ONT.



SS. SMOKELESS POWDER Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.

429 Board of Trade Building

SEND FOR PRICE LIST. MONTREAL, Agents.

ARE YOU A KICKER?

If So, Do All Your Kicking Before Pay Day

Many dealers are now kicking themselves because they did not order our . . . POTATO BUG FINISH when they had a chance to get it. Some who did buy it are kicking themselves because they did not buy more. Nearly all have lost sales by not having enough to supply the demand. In the meantime, while the bugs are kicking with the stomach ache, we call your attention to our

CALCINED PLASTER

which we can supply to all points west of Toronto cheaper than any other manufacturer. We can sell it in ten-barrel lots about as cheap as you can buy by the carload elsewhere.

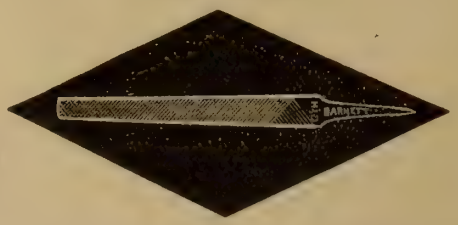
We shall offer all Alabastine dealers this Fall another great Money Maker and Trade Catcher. Our genius is now at work. It pays to have your name on our list, because you will get

First-class Goods,
The Best Advertised Goods,
Liberal Discounts to Quantity Buyers,
Goods that Draw Your Competitors' Customers,
Always at Low Prices for Prompt Pay.

THE ALABASTINE CO., Limited,
PARIS, ONT.

TRADE MARK.

BLACK DIAMOND



FILE WORKS

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. Gulletting Sawfiles.
Climax Sawfiles. Lightning Sawfiles.

—AND—

EVERY OTHER DESCRIPTION OF SAW FILES.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

L. M. Jacks, general merchant, Caughnawaga, Que., has assigned.

A St. Philippe (Que.) general merchant, named D. Longtin, has assigned.

J. F. Allen & Co., general store, Copleston, have assigned to C. B. Armstrong.

T. O'Connell, general merchant, Digby, N.S., has assigned to R. G. Monroe.

Mrs. John W. McLellan, general merchant, Strathlorne, N.S., has assigned.

A. J. Fraser, hardware, Lachute, Que., is liquidating.

Moses Snare, boat builder, Brockville, has assigned to Sheriff Smart.

The Pennington & Baker Seating and School Furniture Co., of Dundas, has assigned.

Robert Moseley, paint manufacturer, Dartmouth, N.S., has assigned real and personal property for $1.07.

George Bevelockway, general merchant, Nanaimo, B.C., is offering to compromise at 50c. on the dollar.

A meeting of the creditors of Joseph Roy, plumber, Montreal, has been called for the 2nd prox.

A. I. Gravel, general merchant, Louiseville, Que., is offering to compromise at 60c. on the dollar.

Jos. Roy, plumber, 681 St. Lawrence street Montreal, has assigned on demand of R. F. Hurtubise, liabilities about $3,500; principal creditors, J. & H. Taylor, $849; E. A. Mann, $634; Toronto Radiator Co., $506.

Joseph Schaffer, who for more than 30 years has carried on business at Paris, has, on account of several suits against him, been forced to place his affairs in the hands of Richard Tew, assignee, of Toronto. Liabilities, $5,000. Assets between $15,000 and $20,000

T. W. Ness & Co., electric supply dealers, Montreal, have assigned on demand of B. & S. H. Thompson, liabilities about $40,000. Principal creditors, Interior Conduit and Insurance Co., New York, $499; B. & S. H. Thompson, $5,100; E. F. Phillips Electric Works, $550; Bishop Gutta Percha Co., New York, $2,019; Consolidated Electric Storage Co., Boston, $695; Bundy Manufacturing Co., Binghampton, N.Y., $1,021; R. B. Angus, $600; Reliance Electric Manufacturing Co., Waterford, Ont., $1,150; Canadian General Electric Co., Toronto, $604; Holtzer Cabot Electric Co., Boston, $531; W. T. Ness, Boston, $1,557; James Ness, King, Ont., $3,263; David Spence, Brantford, Ont., $500; Merchants Bank of Canada (indirect—partly secured), $13,000.

SALES MADE AND PENDING.

The stock of church ornaments of the insolvent estate of Frechon & Co., Montreal, has been sold to L. E. Desmarais at 40c. on the dollar. The stock was valued at $15,000.

The stock of Lambert Leclaire, plumber, Montreal, is to be sold on the 30th inst.

The stock of Frere, Robert & Co., tinware, has been sold at 45½c. on the dollar.

The general stock of L. M. Jacks, Caughnawaga, Que., is to be sold by auction.

PARTNERSHIPS FORMED AND DISSOLVED.

Potter & Hartney, blacksmiths, Eganville, Que., have dissolved.

CHANGES.

G. R. Woodburn has been registered proprietor of the firm of G. R. Woodburn & Co., plumbers, Montreal.

Marie Louise Gauthier has been registered proprietress of the firm of M. & S. Remillard & Co., Three Rivers, Que.

Mrs. J. A. Stewart, general merchant, Constance, Ont., has sold out to T. Andrew.

FIRES.

G. H. Labbe & Co., wholesale furniture, Montreal; burned out.

The hardware stock of L. J. Herard, Montreal, has been partially damaged by fire and water.

The planing mill of R. H. Armstrong, Fairville, N. B., has been destroyed by fire; no insurance.

The Portland Cement Co., Owen Sound and Shallow Lake, had their works at the latter place burned Sunday last; loss $50,000, which is covered by insurance.

DEATHS.

T. G. Anderson, general merchant, Arden Man., is dead.

Archibald Campbell, tinsmith, Newmarket, is dead.

A BUSINESS FINDER.

Cobwebs: How do you find business?

Rustle: Advertise for it, of course.

No amount of argument can suppress the fact that a good advertisement, rightly placed, is a business finder; and when trade is slow is just the time advertising should be pushed in the most careful and persistent manner possible.—Exchange.

The astonishing industry and perseverance of the British inventor provides increasing work for the Patent Office from year to year, and supplies it with a financial surplus which promises in time to become somewhat embarrassing, says Ironmonger. It appears from the annual report of the Comptroller of Patents, just issued, that in 1893 the tide was still flowing. In that year applications were made for more than 25,000 patents, 19,400 designs, and 8,675 trademarks. The business in trade-marks and designs has fallen off somewhat of late years, but the patent applications may be said to be steadily increasing at the rate of about 1,000 per annum. The great bulk of these applications naturally come from the United Kingdom, but it is interesting to note that nearly 10 per cent. represent the inventive enterprise of Americans and colonials, while amongst continental inventors the largest patrons of our Patent Office are undoubtedly the Germans.

SITUATIONS VACANT.

HARDWARE CLERKS—INCREASE YOUR INCOME by showing The Hardware Dealer's Magazine to your local hardware merchants and manufacturers. Subscription $1.00 a year. Liberal commission. For sample copy, terms, etc., address D. T. MARTELL, Publisher, 78 Reade st, N.Y



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

Roofing and Building Paper
Tarred Felt,
Dry and Tarred Sheeting
Building Paper,
2 and 3 Ply Ready Roofing,
Pitch, etc.,
In stock here for the convenience of the Trade.
Alex. McArthur & Co., Montreal

H. D. SIMMONS & CO., Western Representatives
85 York Street, TORONTO.
TELEPHONE 2164.

OUR SALES OF
"DURHAM" Portland Cement
For the past 8 months have been
25,499 CASKS.
"BURHAM" Brand outranks all other
Try it and be convinced. . . . .
Sole Consignees for Canada,
McRAE & CO., OTTAWA

MUNN'S LIQUID GLUE
IS THE BEST.
THE ART METROPOLE, Agents.
131 Yonge Street, TORONTO.

1879—ESTABLISHED—1879
Essex Handle and Wood-Turning Works



Next in importance to the Axe, comes the Handle.
Our shaved pattern is pronounced by choppers to be just right. If you do not sell them it's time you did, because they are what the people want who use axes. If you do not get them from your wholesale house send direct to
GARDNER BROS. & CO.,
Manufacturers all kinds of Handles and Wood Turning
ESSEX, ONT.

DOWSWELL BROS.

HAMILTON, ONTARIO

MANUFACTURERS OF

Clothes Wringers, Mangles, Churns, Washing Machines, and Household Specialties

Prices are low but you will find our goods first-class. Send for Catalogue. . . . .

EASTERN AGENTS

W. L. HALDIMAND & SON, - Montreal

RAMSAY'S

Pure Lead

Mixed Paints

Oil Stains

Varnishes

ARE AHEAD

PARMENTER & BULLOCH

Manufacturers of

Rivets, Burrs, Wire Nails Of every Description

Carpenters' Braces, and other Hardware lines.

SPECIALTIES:

Tubular, and Bifurcated or Slotted Rivets, Facing Studs, Rubber Arctic and Leather Shoe Buckles, and Shoe Braces. Write for Illustrated Catalogue and Price List.

Head Office and Works: GANANOQUE, ONT.

BRANCH WAREHOUSE:

32 and 34 St. Dizor St., Montreal

Pigou, Wilks & Lawrence

Limited.

11 QUEEN VICTORIA ST., - LONDON, E. C.

Sole makers of the

"ALLIANCE"

PRIZE SPORTING POWDER

THE TRADE ONLY SUPPLIED.

LESSENED DEMAND FOR RAILS.

THE following figures relating to the steel rail trade are interesting, because they illustrate in a striking manner how great has been the shrinkage in the demand for iron and steel on the part of the railroads.

Poor as was last year for the rail mills, this year is even worse. During the first six months of 1893, the rail shipments were 571,884 tons, while the sales aggregated 745,191 tons. During the first half of the current year the total deliveries were only 340,000 tons, and the total sales 502,000 tons. Last year the three Western mills, counting Cambria among them, shipped 323,314 tons. This year their total is only 181,000 tons, and curiously, the two largest delivered practically the same quantity, 85,000 tons, while their sales were nearly alike, 145,000 and 140,000. The largest business was done by the Lackawanna Co., which took orders aggregating 156,000 tons, and shipped over 120,000 tons.

When it is considered that the normal renewal demand of the railroads of this country must be 900,000 to 1,000,000 tons annually, the restriction in the requirements this year will be appreciated. It is a fact, too, that so far as the East is concerned, the requirements for this year have been pretty well covered, and that the natural territory of the Eastern mills will furnish very little more work this year. The situation is probably better in the West. Yet one great Southwestern system, which has a contract for 50,000 tons with a Western mill, has not yet drawn upon it at all.—Iron Age.

A CONSPICUOUS EXAMPLE.

N. Y. Journal of Commerce: Not a few industries which are exporting their products and selling them in competition with European producers, manifest, through their managers, as much solicitude lest their protection by tariff in the home market should be reduced as though they were unable to meet European prices. If the statements of George Bruce are accurate, the White Lead Trust is a conspicuous example of this. There is a duty of two cents on lead and three cents on white lead, but the duty on lead can be recovered by the drawback if it is exported. That is, the manufacturer can make for the foreign trade free of duty, but for the domestic trade he makes under a duty of two cents on his material and three cents on his product. The cost of white lead is shown in detail by Mr. Bruce to be 3.341 cents a pound. As the duty on the lead can be recovered through the drawback, the White Lead Trust can sell its product in England profitably for three cents a pound. But at the same time it gets six cents from Americans, because the tariff shuts out foreign competition, and the Trust has eliminated domestic competition.

ADAM HOPE & CO.,

Offer for Sale HAMILTON

"Pioneer" and "Sloss" PIG IRON

These are fine foundry irons, being strong and large scrap carriers.

Also all the well-known—

Scotch Brands, Broken Car Wheels, and Railway Cast Scrap.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

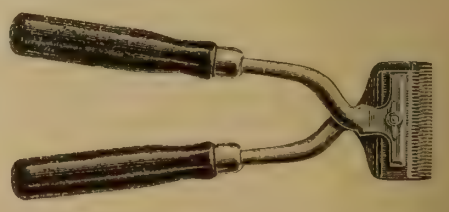
GEO. E. DRUMMOND,

Managing Director and Treasurer

PIRATES...

Are selling Greens under many similar names tending to deceive the public, but there is only one original and reliable, the old standard in the United States and Canada, and that is . . . .

John Lucas & Co.'s Imperial French Green



Horse Clippers

Gem and H. Boker.

FINEST QUALITY

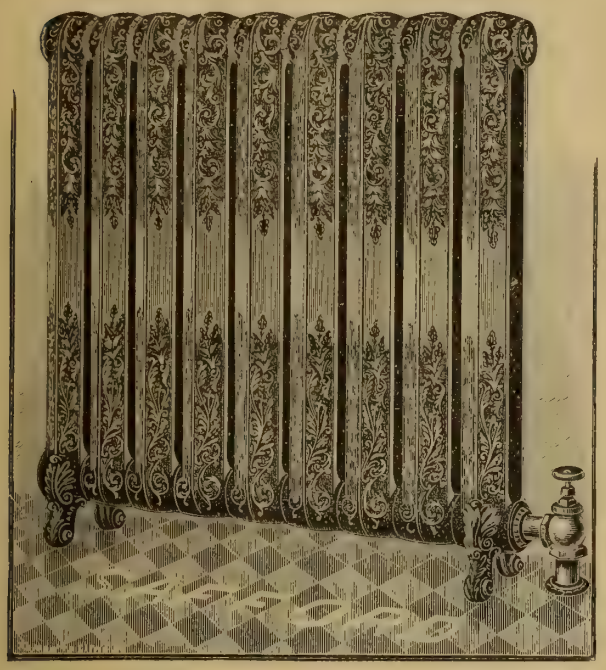
New Stock Just Arrived

RICE LEWIS & SON, Ltd.

TORONTO, ONT.

CANADA'S LARGEST MANUFACTURERS

SAFFORD PATENT RADIATORS



— FOR —

Hot Water and Steam Heating

NO Bolts
Packing
Leaky Joints

LARGEST VARIETY OF STYLES
BIGGEST STOCK IN CANADA

THE TRADE ONLY Supplied

Sole Manufacturers and Patentees :

THE Toronto Radiator Mfg. Co.

TORONTO, ONT.

BRANCH HOUSES—Montreal, Quebec, St. John, Hamilton, Winnipeg, and Victoria, B.C.

The Hardware Trade

Manilla
Brown Wrapping
Hardware Manilla
Leather Manilla
Etc., Etc.

Would do well to get our quotations on paper made specially for their business. Prices and samples sent on application.

THE E. B. EDDY CO.

Hull, Montreal, Toronto,
Quebec, Hamilton, Kingston,
St. John, Halifax, Winnipeg,
Victoria, St. Johns, Nfld.

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.



For Iron Fencing Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.



W. & S. BUTCHER, Sheffield, England, Makers for over ***ONE HUNDRED YEARS*** of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND.

OR



OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

M.L.S. equal to Bradley	Per box
I.C., usual sizes	$5 50 $5 75
I.X., "	6 75 7 00
I.X.X., "	8 00 8 25
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X., "	4 50 4 75
D.X.X. "	4 75 5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 35 3 50
I.C., special sizes	3 60 3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
X.X., 14x56, 50 sheet bxs	6c, 6½c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7¼ 7¼

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 85	1 90
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 25	2 30
Hoop " "	2 25	2 30
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

½-inch	10½c
¾-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 50
22 to 24 "	2 35
26 "	2 45
28 "	2 65

Canada Plates.

All dull	2 50 2 55
½ polished	2 55 2 60
All Bright	2 85

Iron Pipe.

Wrought 67½ to 70 p.c.
Galvanized, 45 to 50 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4½, 4¾
28 " "	4¾, 5

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4½
" ⅜ " "	4¼ 4⅝
" 7-16 " "	3⅝ 4
" ½ " "	3⅜ 3⅞
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10½ 0 11
Lake Superior	0 10¾ 0 11

Bolt or Bar.

Cut lengths, round, ¼ to ¾ in.	$0 20 $0 22
" round & square	
1 to 2 in	0 19 0 21

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27
Braziers. (In sheets.)	
4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½
Boiler & T. K. Pitts	
Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04½ 0 04¾

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2¾ 0 02⅞
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 13½ 0 14
Standard	0 12½ 0 13
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10½ 0 11
Other makes "	0 9½ 0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4 50 4 75
No. 1 Do "	4 50
No. 2 Do "	4 25
No. 3 Do "	4 00

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } " "	1 25 1 90
Canadian " }	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0	69
Extra "	0	90
Brown Japan "	0	65
Brown Japan, Turpentine p. gal.	0	85
No. 1 Carriage "	1	30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls)

Selected Packages, per gal	0 43	0 44

Castor Oil.

Best, per lb	0 06⅝	0 06¾

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue (in bbls)

Common,	0 07¾	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—	
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	3 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	4 00	4 25

Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70 and 10 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 and 5 p.c.
Loose Pins, " 65 & 10 to 70 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.

Tanged Firmer per doz	0 85	4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0		1 35
" No. 2		2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	2	00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto FileCo., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
16 to 25	1 20-25	2 40	1 75	....
26 to 40	1 40	2 70	2 00	..
41 to 50	....	2 90	....	4 50
57 to 60	....	3 20	....	5 00
61 to 70	....	3 50	....	5 50
71 to 80	....	4 10	....	6 25
81 to 85	....	4 50	....	7 00
86 to 90	....	....	....	8 00
91 to 95	....	....	....	9 00
96 to 100	....	....	....	10 00

Pilkington.

Ordinary.	
1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.	
1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets.

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	0 30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 88	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis
Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p.c

Heavy, per lb	03 3-5	0 04¾
Screw hook and hinge—		
6 to 10 in., per set	0 00	0 03¾
12 up "	0 00	0 02½

	Per doz. set	
Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		

	Per doz. pairs	
Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 40 to 45 per cent.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 65
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.

Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails

Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes.

F.O B. Toronto & Hamilton $3 80
Snow, " ... 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread cake and paring knives $7.20 per doz. nett.

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis 00 to 25 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

	American
1. Either Canada or American Pattern.	
Basis—50 to 60 dy.....	1 85 1 90
40dy.....	1 90 1 95
30 dy.....	1 95 2 00
20, 16 & 12 dy....	2 00 2 05
10 dy.....	2 05 2 10
8 & 9 dy..... ..	2 10 2 15
6 & 7 dy.....	2 25 2 30
2. Amer. Pattern Only from 4 to 5 dy ..	2 35 2 40
3dy. (lath).....	2 85 2 90
3. Canada Pattern Only from 4 to 5 dy ..	2 35 2 40
3 dy. (lath)....	2 75 2 80
3 dy. A.P. Fine	3 45 3 50

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

	per gross
Square, round and octagon	3 38 4 00
Diamond.....	12 00 15 00

Netting.

Poultry, 65 to 65 and 5 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W. " 0 25
S R. Seal.....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Star. R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 1½ 2
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3¾ to 4c. ft.

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.

Canadian dis. 30, 35 per c.

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	7½ ...	9½
¼, 5-16, ⅜ in.....	8 ...	10
Cotton, per lb.....	18	20
New Zealand.....	8½	9
Russia Deep Sea, per lb.	12½	13½
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55. 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.

Sectional, per lb..... 1¾

Saws.

Hand, Disston's, dis 15 p. c.
S. & D., dis. 35 per cent. to 40 p c.
Cross Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 to 40 and 5 p.c.

Scale Beams.

Canadian, B S. & M. dis. 40 p. c.

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 70 p. c. off.

Sheaves

Sliding Door, per set 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis. 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ¼ or ½ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Snaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3¼
Wrought Iron, dis. 80 to 80 & 5 p. c.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 35 to 40 p c.

Ties.

Cow, per doz 1 75 2 50

Tinner's Tools.

P.S.&W., net list.
Canadian 15 to 35 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33½ p.c. to 35 p.c.
Game, H & N., P. S. & W. or Steel, 60 and 10 to 67½ per cent.
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Rat " 2 00 4 50

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Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

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Butter, per doz..... 6 25 9 00

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Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, Common Sense 6½
" Blue ribbon 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8

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Hand, per doz..... 4 00 6 00
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Peter Wright's, per lb.... 0 12 0 13
Pipe, each..... 5 50 9 00
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Washer Cutters.

Per doz 4 00 8 50

Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

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Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1 000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5½ to 6½c. per lb.
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Galv. 2 barb, 2½ & 5 in. apart) 3½ 3¾
" 4 " 4 & 6 " ")
" Plain twist, all deld 3½ 3¾
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 4½
Ditto Glidden 2 point 4½
Galvanized Barb, "Lyman," 2 to 4 points..... .. 4½
Steel staples 3½
Terms, 60 days or 2 per cent. in 30 days.

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Ordinary, discount 25 p.c.
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Diamond, dis. 33⅓, 35 p. c.
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" S., per doz..... 5 80 7 00
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HARDWARE

AND METAL MERCHANT

VOL. VI. TORONTO, AUGUST 4, 1894. No. 31.

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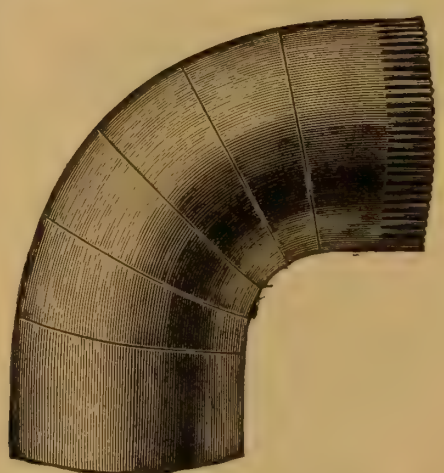
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Published Weekly. $2.00 a Year.

Vol. VI. TORONTO AND MONTREAL, AUGUST 4, 1894 No. 31

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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We understand there is a man in Winnipeg, named Ostrosser, who claims to be our agent. He has already called upon several of our subscribers, and in one or two cases succeeded in obtaining money. Friends, he is an impostor; he is not our agent, never was, and never will be, so please look out for him. Of course, our journals have now such an enviable reputation that people insist upon working for us whether we like it or not. We don't like it. Mr. John Cameron and F. W. Armstrong are our only authorized agents in Manitoba, Northwest Territories and British Columbia. They are well known and thoroughly trustworthy.

THE value of a clerk is estimated by his utility. This is something every young clerk in the hardware or any other business should remember. And whether his efforts are appreciated or not he should concentrate his energies with a view to increasing his efficiency. One way he can help do this is by acquiring the art of sketching, which will come useful to him in many ways. Should an article be required from the wholesale house which needs some special description, it is convenient to be able to furnish a sketch of the same; but it is not always that this convenience is at hand. Where it is, its value will be appreciated; or at least if one employer does not another will. Again a customer may require an article which the merchant has not in stock, and the style and shape of which the customer is unable to clearly describe. But the clerk who is waiting upon him, fancying he recognizes what is wanted, if he is handy with the pencil, with a few rapid strokes outlines what he thinks is wanted. If the clerk has not exactly caught the idea of what is wanted, the outlines which he has furnished will likely aid the customer in describing what he really does want. Where this is done, the result will naturally be the clerk's increase in favor with both proprietor and customers. To learn to sketch articles appertaining to the trade does not require special aptitude. All that is required is per everance.

* * *

Some time ago HARDWARE announced that the turpentine men in the South had organized a combine with a view to advance prices. Now advices from Savannah state that this combination is formally seeking incorporation, with a capital stock of $10,000 in shares of $100 each. To encourage and promote co-operation and "secure unity of action among those engaged in the manufacture, handling and sale of naval stores, thereby regulating the trade, developing the business, controlling the output, etc.," are the reasons ascribed in the application for the proposed powers of incorporation. All manner of other things the Association proposes to do, among which are the fixing of wages. The plea of the projectors in asking for these powers is that they desire to protect themselves and others "from combinations, trade speculations and other practices whereby it is rendered impossible to carry on the business at a fair profit." Evidently they want to fight their enemies with their their own fire.

* * *

Another effort is being made to complete the Chignecto ship railway; and, of course, the promoters are again knocking at the door of the Dominion Treasury for assistance. The original Act incorporating the company that proposed building the railway was passed in 1882, when Parliament guaranteed a subsidy of $150,000 a year for 29 years, the work to be completed in 1889. Even with this subsidy they seemed unable to develop enough capital to begin active operations, and in 1886 the Act was amended, and this time a subsidy of $170,000 per year for twenty years was voted, the stipulated time of completion still being 1889. Two years afterwards the Act of incorporation was again amended, and this time another year was added to the period specified for completing the work, with a further extension of two years on condition that for every month of the latter two years required to complete the undertaking the company should pay the Government a penalty of $5,000. In 1891 Parliament removed the penalty and extended the time another year, but the company, getting stuck in the mud for want of funds, work on the railway had to be stopped, and a year ago the company's right to the subsidy expired by limitation. A good many looked upon this as being the deathblow to the ship railway. But the scheme is evidently not dead yet, for the promoter thereof, Engineer Ketchum, has been busy among English capitalists, with the result that he has been promised a further capital of $1,500,000; and now he wants the Dominion Government to renew its subsidy of $170,000. He will probably have some difficulty in getting it after the experience of the past.

* * *

The final official figures of Canada's foreign trade for the fiscal year ending June 30 have not yet been issued; nor will they be for some months yet. But from what can be gathered from the monthly returns there is much to give satisfaction and very little to create dissatisfaction. The aggregate trade was not as large as that for the year 1892 3, but that year it was the largest on record, and, in view of the general condition of the financial world and the general conservative tendency that obtains at home, it was not to be expected that that of the past fiscal year would either equal or even come near it. Bulking the twelve monthly returns the aggregate trade is made out to be $227,430,787.

These monthly returns are never complete, and therefore when the returns for the year come to be finally made up, an increase in these figures will be seen, probably, of three or four millions. At least, that is what has been the rule in the past. But taking the figures as they are, the decrease in the aggregate trade is $13,838,213. This decrease is caused largely by a falling off in the imports, the decline in this respect being about $8,750,000. The decline in exports, on the other hand, was less than $700,000, the aggregate for the two years being $115,187,665 and $114,488,985 respectively.

* * *

Lacking as the trade returns are in completeness, they are sufficiently full to demonstrate one thing to even he who reads as he runs, and that is Canada's steady development as an exporting country. In spite of the depression in the United States and in Great Britain—our two largest customers—and the low price of wheat, flour and barley Canada's export trade comes within less than three-quarters of a million of being as large as last year, which was by some $5,000,000 larger than ever before in the history of the Dominion. Ten years ago our export trade only aggregated $91,406,496.

* * *

As with the individual merchant, so with the nation: It is buying carefully and pushing business energetically. And in this way our credit among the nations is gradually rising. No nation is to-day enjoying immunity from depression to the extent that Canada is. Financial men in the Old World are recognizing this more and more every day; and the opportunities Canada affords for investment come as an afterthought. The trouble is that we have not advertised our country enough. Nations as well as individuals must advertise in order to be anything. At the World's Fair we surprised everybody, ourselves no less than foreigners. Like a young giant we did not know our own strength. We knew long ago that we were something, but it was not till we actually measured our strength with the nations of the world as represented at Chicago, and proved our superiority in many important respects, that we awoke to anything like an adequate sense of what we really were and what we might be. Nature has blessed us with fisheries and mineral deposits, the richest on the globe; our grain lands are not to be surpassed, and the championship for wheat growing is held by the Dominion. In timber there is none to touch us, while if we are the Land of Icicles in the winter that some deluded people imagine, we are also the land that abounds in fruit illimitable in the summer. Canada is a country of which we might well be proud and in which we might well have abounding confidence. And we are cultivating these qualities, and not any too soon either.

HONESTY OF CUSTOMS OFFICERS.

THE crookedness which is so scandalously characteristic of the Customs officials in the United States in general and the port of New York in particular does not obtain in Canada.

But Canadian officials are not above suspicion in this respect.

HARDWARE has more than once lately charged this. And with promptness that is commendable, and not at all in keeping with the insinuations often thrown out regarding the Customs department being a latter day "circumlocution office," the Hon. Clarke Wallace, Controller of Customs, instituted vigorous investigations.

These charges were specially in regard to blackmailing and pilfering.

The practical work of the investigation devolved upon S. W. McMichael, Financial Inspector of Customs. As a result of the probings of that astute officer some of the charges were brought home, and some of those affected were men in high places too. The work of investigation is still going on.

Controller Wallace is aggressive in this matter, and he has an able lieutenant in Inspector McMichael. If there are any Augean stables to be cleaned we may therefore expect to see them cleaned before a great while, although scouring of this kind is necessarily slow, especially when those who would profit most thereby are so loath to point out the unclean spots.

In order to assist the department in the premises, all importers having complaints against officials in other places besides Montreal and Toronto should lay them before Mr. McMichael, who will keep in confidence whatever information may be supplied him.

MORE CANADIAN SMELTING WORKS

THERE was in Montreal last Thursday a gentleman who intends to have something important to do with the matter of increasing Canada's output of iron material.

This was R. G. Leckie, a gentleman well known to business men and financiers generally in that city as a business man of ability and energy. Mr. Leckie is the chief promoter of an enterprise which proposes to erect smelting furnaces at St. John, N.B. The company which Mr. Leckie is representing will probably build two smelting furnaces in St. John, with a capacity of about 250 tons of iron a day. The iron ore will be brought from Torbrook, in Annapolis county, near the line of the Windsor & Annapolis railway, and the cost of bringing it to St. John will be much less than what is being now paid for its carriage to Londonderry. There is also a good prospect of the development of some of the local iron mines in connection with this enterprise, there being excellent indications at Mispec, which lead to the belief that large deposits of ore will be available in that quarter. The Mispec iron mine was discovered by Champlain in 1604, so that it is one of the earliest known mineral deposits in New Brunswick. The limestone used in smelting is found in great abundance at St. John, and the coal for fuel will be brought from Grand Lake, where large deposits exist. The Grand Lake coal can be placed in St. John at a much lower price than any other and in unlimited quantities. Some of this coal abounds in sulphur, and before being used in the furnaces this sulphur will be got rid of by being washed out of it, by the process that is adopted elsewhere for the purpose of cleansing coal and making it fit for use in smelting. Mr. Leckie expects to obtain much lower rates for his iron product in Montreal over the C.P.R. than the Intercolonial is able to give from Londonderry. This difference in freight, amounting to perhaps a dollar a ton, will be a most important element in the success of the enterprise. This, when taken in connection with cheaper coal and cheaper iron ore, it is expected, will give St. John great advantages as the seat of extensive iron works. Mr. Leckie expects to send a limited quantity of iron, say 10,000 tons a year, to Great Britain, which he will be enabled to do, because many ships loading with deals for the United Kingdom would be glad to take a limited quantity of iron as ballast at a nominal rate of freight.

TRADE METHODS.

It is surprising that some business men are so thoughtless as to continue an unprofitable business, or a business that pays a small profit, without stopping to consider for a moment why the business is unprofitable, or why it fails to pay a large profit, says an exchange. There is always a reason why these conditions exist; they do not come by chance. They are the result of wrong management, or else they exist because natural conditions are against the successful prosecution of the business at the point where it is unsuccessful.

It is not within the nature of things that all business men can be competent; there must be a good deal of incompetency until the world becomes a good deal more perfect than it is. We need not be surprised, therefore, at the failures that come to notice. But there is a remedy for a large part of unsuccessful business, and that can be found in consultation with competent business men who can be found in every locality. There are a good many competent business men who have not been able to reveal their full capability because they have been unable to straighten one or two problems in connection with their business, but as soon as some one can point out where the trouble exists, it serves to make them more searching and sharpens their ability to straighten out other equally as difficult matters, and in this way they develop into keen business men.

ATTRACTING CUSTOM.

THE ulterior object of attracting custom must be obvious to all hardwaremen, writes J. W. A. Pedley in Hardwareman. Such object, naturally, is to have a sufficient or satisfactory number of profitable sales, without which, of course, whatever the attraction the business must be a failure. One fact must be patent to all to-day: that in whatever locality a good living is to be, or is being made, there is always some one bold enough to start and try to divide it with the first occupant, so much so, that in many cases competition is so keen that a proportionate division would not be sufficient for subsistence. In such cases it is a matter of the survival of the fittest, and unless the hardwareman understands and practices some of the arts and devices which attract custom he will be at a disadvantage in comparison with those who possess and employ these means.

Obviously it will not do nowadays to sit still. Old hands in the trade object to the many expedients to attract trade resorted to by younger and more energetic men, but we must not lose sight of the fact that adaptation to circumstances is the law of success, and in the circumstances in which we are placed we find a greater fertility of resource displayed day by day by all competing for trade; hence a business, to be successful, requires all the brains and attention our hardwaremen can give it with a decided perseverance and continuity of purpose.

There was a time when few hardwaremen advertised, but now, if we take up our local papers, etc., we can find many such. If our hardwareman fails to do this he will miss one of the best recognized organs for drawing custom. The signs of the times tend to show that the advertising of the future will be principally through newspapers and periodicals. The spread of education, which, through our board and other schools, makes the ability to read practically universal, is largely responsible for this, since there are more newspapers, etc., in existence than ever before in the world's history, and authentic statistics show their circulation to be enormous.

While there are means of attracting customers which are perfectly legitimate and commendable, there are others which are demoralizing and which it would be folly for any hardwareman to adopt. The man who advertises his goods as of honest quality and price is under bonds to the public to keep his word. The fact that he advertises is presumptive of his intention to do as he says. If he advertises himself as ready to do one thing and then does another the public very soon will find it out and avoid him. On the other hand, the man who does not advertise offers no public guarantee that he is treating all his customers alike, or that he is ready to deal with the public as his neighbors do. Bear this in mind! neither reputation nor profit can be gained by a retailer selling goods of a doubtful quality no matter how low the price. Keep your hands off trashy goods if you would attract custom. Your ambition is to build up a business on a solid foundation with a reputation among your customers that it is always your aim to sell nothing that is not good and full value for money received.

Now, assuming that you have got a nice stock of goods, it is slow work standing at the counter waiting for the passers-by to come in and ask if you have such and such an article for sale. A well-worded circular calling attention to your stock and goods, sent round to the residents in your neighborhood, directly aims to bring customers to make purchases.

Then, when commencing to advertise, aim to be original. Every reader is conversant with the old familiar phrases of such advertisers. They never vary. When the eye of a reader lights upon the first part of a sentence in one of these advertisements, he can finish the sentence from memory. He has seen the same formulas, the same dreary unattractive words, ten thousand times within the past few years; they have long since ceased to possess any interest for him, and he regards them with indifference. There is an old saying that familiarity breeds contempt, and contempt unfortunately means, in this instance, the utter defeat of the ends for which the advertisement was written. On the other hand avoid catch-penny announcements, for, if you want people to respect you, you must respect them.

Providing the plan does not conflict with good business principles, there is a field for all sorts of devices for securing the preference of customers, and the ingenuity and enterprise of the hardwareman who takes the additional trouble deserves reward.

The Hardwareman supplies us with so much matter on window dressing, etc., that I consider the tradesman who does not avail himself of it has only himself to blame if he is left behind in the race for custom.

Our hardware man must make himself popular by all the means that his good sense and good taste may suggest—a nice, seasonable window display; a clean, attractive shop; prompt and polite attendance; and a careful study of the wants and interests of customers.

Do not neglect any legitimate means of advertising yourself. Remember, no method is good that demands the surrender of self-respect. Do not try to make yourself conspicuous rather than popular, and really offend those who are most worth pleasing.

That popularity is worth most which is built upon solid sterling qualities; no blustering, swaggering bombast, but an earnest endeavor to have people well served with good, reliable articles, for which they come again, and which they recommend to others. Such a reputation cannot be built up without strict attention to every detail of the business, and if our hardware man wishes to make himself popular and attract custom, it must be carried out on such lines that will win goodwill, respect and confidence, whilst carrying out purely honest and legitimate methods in the management of such business.

GUARANTY ON EDGED TOOLS.

EVERY once and a while the question of a guaranty on edged tools comes up for consideration, remarks Hardware Reporter. The dealer sells a tool which has been guaranteed to him by the jobber, the purchaser tries it, breaks it, discovers a flaw—or thinks he does—and then brings it back to the dealer with a request for another tool or its equivalent in cash. Then the tool goes to the jobber and on to the manufacturer, and there are so many of them in the course of a year that the manufacturers might almost be tempted to give each one of them an excursion ticket before sending it out to the trade. That is what a guaranty amounts to, anyway.

And yet only a moderate percentage of edged tools are defective. Most of the breaks result from the carelessness or ignorance of the user, against which the best tool in the world would not have a chance. For this reason some of the manufacturers are considering the advisability of doing away with a guaranty altogether. They argue that in a great majority of cases the broken tools returned to them with claims for damages do not show any defect in the metal, but that the expense and trouble of investigation are greater than the cost of a new tool. So they send on a new one, or credit the amount on the bill, and this is done by the jobber to the retailer. As a result, the one tool has been paid for two or three times in the way of expenses and yet no one concerned in the trade has been a gainer. When an actual flaw is discovered, the circumstances are different, and of course the manufacturers will be perfectly willing to make allowance for the damage, but with the case as stated they are put to a decided disadvantage, and it is not surprising that some of them propose to withdraw their guaranty while maintaining the standard of their goods.

The shareholders of the Hamilton & Dundas Railway Company met Wednesday afternoon and elected the following directors: B. B. Osler, Q.C., Adam Brown, G. S. Counsell, John Garrett, H. S. Osler, G. Bamberger and A. Bruce, Q.C. After considering the by-law for the conversion of the road into an electric railway the shareholders adjourned their final decision until August 31. The directors afterwards elected B. B. Osler, Q.C., president; Adam Brown, vice-president, and W. S. McBrayne, secretary-treasurer.

STARTING AND CONDUCTING BUSINESS.

BY M. STRANSKY, IN IRON AGE.

IN many cities of the United States certain particular methods have been adopted in building up vast mercantile establishments. The greatest successes, commercially, have been in the retail dry goods line—the department stores; but the means used can be applied to a general house furnishing store, under which designation a hardware, stove and tinware dealer may properly be classed. A. T. Stewart was, perhaps, the first merchant in this country who attained great prominence by using many of the systems in vogue in every well-organized department store of the present day. It is true that some of his well-tried principles were originated by himself; but it is equally true that many business ideas, which he is sometimes credited with having created, had been practiced long before in the mammoth Old World establishments, such as the Bon Marche and Louvre of Paris, Whiteley's in London, etc.

In New York city and other Eastern cities competing merchants observed Stewart's amazing growth and gradually adopted some of his ideas, each successful competitor adding such other schemes for attracting custom as suggested themselves in the conduct of his own particular business. With the development of Southern and Western business centres (especially the latter) the methods so successfully practiced in the East were transplanted. It may be urged that the processes which have proven valuable in the branch of trade referred to may not be feasible in the house furnishing line. There is no doubt, however, that they are, and I shall endeavor to mark out a plan of campaign for a hardware dealer, with the utmost confidence that if substantially adopted it will most certainly lead to prosperity. Many of the ideas here announced are those successfully used heretofore, while others are new.

NEVER MIND THE RENT.

The most important requisite to success in the retail business is location. Numberless merchants attracted by an imposing building, at perhaps a low rent, in an out-of-the way street, have made the fatal mistake of preferring such a building to a more modest looking one in a prominent thoroughfare. To get the full benefit of the modern methods you must be located in the best street in the city. Never mind the rent! Location is everything. And now, having opened our store on a lively thoroughfare, let us proceed to business. Let us imagine an ambitious merchant with a stock of, say, $5,000 in a fair sized town anywhere within ten days from New York or Chicago—that is to say, a point where it takes ten days or so for freight to reach him.

SHOW WINDOW DRESSING.

Next in importance to location is the show window. Show window dressing is the most important advertising. The goods in a show window should be changed at least twice a week and often three times. There should be a window full of some good special sale article once or twice a week. Never let up on this in season or out of season. The best judgment must be used in selecting these special sale goods. Do not advertise through your show window an article the chief merit of which is cheapness. Be content often to make a very small profit on such articles; sometimes sell them at cost and occasionally sell them at less than cost.

BROOM SALE.

For example, suppose you decide to have a special sale on brooms. Ordinarily you might sell, say, a dozen brooms in a week. But for this special sale do not hesitate to order 25 dozen brooms. Now you can buy in lots like that brooms ranging from $1.25 a dozen to $2.50 a dozen. If you buy them for $1.25 and sell them for, say, 12 cents each, you will be giving your customers a bargain, but not a good broom. The broom will not give satisfaction, and your customers, forgetting that they paid only 12 cents, will say, "Oh, he keeps nothing but trash!" It will be a waste of time and energy. On the other hand, suppose you pay $1.75 for the brooms. It is presumed that your special sale on brooms is at a time when the broom corn crop is good and brooms are cheap, so that you can buy a fairly nice three sewed broom for $1.75 a dozen. Suppose you sell them at 15 cents each. You will lose about 2 cents on each broom, but a large proportion of your customers will buy then and there other goods on which you will make the regular profit; many of them will talk to their relatives, friends and neighbors about your store, will show the broom they bought and will be sure to go to your store when next they require anything in your line.

You should advertise this broom sale like this: On a Monday put in your show window the whole 25 dozen brooms and nothing else. Hang them around the back, sides and front, and pile a lot of them in the middle of the window with a large ticket reading

SPECIAL SALE.

Beginning Thursday,
25 dozen 3 String
Extra Quality
BROOMS.

13C. EACH.

When Thursday comes take the whole 25 dozen out of the window and place them in a rear part of the store, so that your customers will have a chance to see and buy other goods. If you hand the brooms out from the show window or place them too near the door, many will buy the brooms and nothing else and pass out. But even in such cases you will, in the near future, get the benefit of the advertising by an increase of patronage. You will find that if you give extra value, shrewd housekeepers will wish to buy three, four or six brooms at a time. Even competitors will try indirectly to buy up your brooms. Your plan should be to first stamp, with a rubber stamp, your name and address on the handle of each broom and then limit the buyers to one or two brooms—telling them plainly that this is a special lot and you wish to give all your customers the benefit of the purchase; besides you must limit the number to each in order to prevent your competitors from buying them to the exclusion of your customers.

SOME SEASONABLE ARTICLE.

On Thursday, when you have emptied your show window, you must be prepared with another lot of goods, say chamber pails, or japanned bread boxes, or some seasonable article, fly screens, or ice cream freezers, or oil or gas stoves, or coal hods or enameled preserving kettles. There are a thousand and one things suitable to this purpose. But avoid "running on" a petty article, such as a 4-cent shovel or a 3-cent tack hammer, unless you have a dozen or so of such articles at the same time, as special sale leaders. But do not, under any circumstances, sell a poor article at a special sale, not even at 1 cent. If you wish, by way of variety, to sometimes run on things at from, say, 3 to 9 cents, there are plenty of good quality articles even at such trifling prices—tacks, coal shovels, pokers, stamped pans, pie plates, door bolts and numberless things to select from in hardware, woodenware, tinware and miscellaneous knick-knacks. It is a good plan, whenever advertising either through show windows or newspapers or circulars, to put a tag on one of each of the advertised articles reading:

SAMPLE NOT TO BE SOLD.

This is done so that in the event of your having a great rush for the advertised articles you can have one left to show belated purchasers. Tell them you have had an extraordinary rush for the goods, show them the sample, take their names and addresses and promise to order more, and to deliver to every one who calls in answer to your advertisement. In other words, you must make good every announcement at whatever cost; for nothing harms a merchant so much as to break faith with the public. It is not necessary, in order to attract custom by window advertising, to have a window full of one article. At times a general assortment of goods may be displayed, and one or a few articles may be marked at a reduced price. If a merchant has more than one show window he has a great advantage, inasmuch as he can display the regular lines of goods at all times, while reserving one window for special sales in steady and rapid succession. The greater part of show window dressing can be done on variously shaped forms, which may be trimmed in the store and placed in the window ready dressed. There is limitless scope for this, and there should be constant study for striking effects.

A PLEASED CUSTOMER.

There is no objection to having, say once a week, a special sale for one day, only on a

lot of some desirable articles, with a suitable price ticket hanging over it. This sale need not be advertised in any other way except by the ticket announcement inside of your store. Customers who happen to be in the store will come unexpectedly upon the bargain, will buy, and will consider themselves fortunate in having visited your store that day. They will leave pleased ; and a pleased customer talks in your favor. Moreover, they will call again and again on other days in the hope of securing more of your

TO DAY ONLY

specialties. Thus the public will gradually fall into the habit of visiting your store without having been attracted by newspaper announcement or show window display. Moreover, your competitors will not be posted as to what you are offering. But be sure you have your offerings for one day only, if you have so announced. You can next day put the goods back in stock at the regular selling price. Occasionally, it is advisable to have a lively sale even for one hour only. All this creates stir, activity and favorable comment, and helps to build up a business. Make it a rule, and announce by placards, that customers are welcome to look around whether they purchase or not. Instruct your salesmen not to importune visitors to buy, so that they will be perfectly at ease in looking around. But your salesmen must be alert and must watch the expressions on the faces of visitors so as to be ready to answer any inquiries, otherwise there will be some complaint of inattention.

METHODS OF ADVERTISING.

As we have been considering the value of show windows from the standpoint of advertising, it may be well to next consider the general subject of advertising before taking up the matter of considering affairs inside of the store. It is undeniable that more money is wasted in advertising by the inexperienced than on any other thing in business. We hear and read so often of the value of printed matter or newspaper advertising, or of the vast establishments founded by advertising, that many merchants are tempted to try that supposed way to success. As a general thing most of the money thus spent is wasted—at least there is not sufficient return for the outlay. A merchant with a stock of, say, $5,000, ought to do a business of $15,000 to $30,000 a year—depending how near he is to the market. Let us say he sells in 1893, $22,000. He should decide to spend 3 per cent. for advertising in 1894, which would be $660. This amount would be most advantageously spent if divided about as follows :

On show window leaders	$500 00
On newspapers	100 00
On circulars	60 00
Total	$660 00

The best method of show window advertising has been described. As to newspapers, it requires special talent to advertise profitably. Never advertise like this :

The best place in town to buy hardware, house furnishing goods, etc., is at John Smith's, 100 Main street. We have the best assortment at prices that defy competition.

Instead of this ancient and comfortable, but worn out way, adopt a more striking method. Mention some special articles, describe them concisely, use cuts whenever possible, and above all quote prices. For example :

SPECIAL SALE.

Galvanized Coal Hods, nice size, corrugated bottom, worth 50 cents, **29**C.

25 dozen Willow Clothes Baskets extra strong, medium size, first quality in every respect, **24**C.

Your newspaper announcement must never appear the same way twice in succession. At times you can vary the style, thus :

OH, MY!

A Lawn Mower like that for $3.
This is heard daily in our
Store from our delighted customers.
Come and look at the Mowers.

Then follow with three or four other items, avoiding long-winded announcements. Advertise only excellent values, and remember that this is a busy world. People have no time to read elaborately worded advertisements, and cannot remember what they read if you say too much. "Brevity is the soul of wit and the life of advertising."

In determining the outlay for newspaper advertising the amount is based on stock and sales as stated. As the business grows the proportion may be increased in favor of newspaper advertising. When the business becomes large, with the stock of merchandise correspondingly large, more than half of the total amount set aside for advertising may profitably be devoted to newspaper announcements. But window advertising must never be neglected and must be persisted in no matter what dimensions the business attains.

WITHOUT ANY RESULT.

Circular advertising has the disadvantage that it takes too long to get the matter from the printer and have it properly distributed. To give the circulars away on the street is not only a source of annoyance to passersby but is a positive waste, since nine out of ten are thrown away without being read, and the tenth one is read out of curiosity and then thrown away without any result. It may be well to do some circular advertising, but they must be distributed from house to house by the most reliable boy you have in your employ. Nine out of ten boys whom you hire temporarily to give out circulars will start out bravely with an armful, work faithfully for an hour and then throw the remainder over a fence, down a sewer or make a bonfire with them. The announcements on your circulars must also not be of the defy competition order, but must have a striking heading like this :

SNOW IN JULY

would be a surprise, but not more than those real copper bottom wash boilers for No. 7 stoves at 79 cents.

The idea of fixing odd selling prices, 9 cents, 24 cents, 49 cents, 74 cents, 98 cents, $1 97, etc., is a good one. It sounds cheaper and seems cheaper. Just observe how a lady in looking through a line of goods will ask the price of, say, a bird cage. You state the price, say, $1 98. She looks at other cages, and, presently, coming back to the first one, she will say : "How much is this—$1 and —?" The $1 seems to have been impressed on her mind, and she thinks the article is much less than $2.

And now as to the general conduct of the business. Have one price only. Place placards in conspicuous places, reading :

One price—A fair one.
One price—No deviation.

It is necessary to gain the confidence of buyers by having absolutely one price, and by having all your selling prices marked in plain figures. This is a saving of time and increases sales. Oftentimes customers will buy goods when they are boldly marked out. The price attracts ; many do not care to ask questions, but will buy when they see the articles offered that way. A large price ticket is a silent tradesman.

LIABLE TO BE STOLEN.

A matter of extreme importance is the general arrangement of fixtures. Have as few goods on shelves as possible. Put your goods out on counters. All the small articles, hammers, locks, tacks, spoons, cutlery and a thousand other things, should be displayed in snug fitting bins, each bin with a price ticket on it. You will be surprised how those little bins will attract customers. Have plenty of goods on counters and center tables, with tickets everywhere. Change around often. Have a line of goods one week in a given place and then change to a different part of the store. Have your shelves for such goods as are seldom called for, or for the finest and highest priced goods. For instance, if you have single plated tea and table spoons in your bins, keep the high-priced triple-plated spoons on shelves or in a showcase. Get along, by the way, with few showcases; one showcase, in fact, is sufficient. Show cases are out of date. It may be necessary to have one, but that is surely sufficient. Do not fear that goods exposed on counters are liable to be stolen. Though this may happen occasionally, it is made up twenty times over by increased sales. Make it a rule to cheerfully refund the money if any article bought proves unsatisfactory. Do not insist on exchanging or selling something else in place of the goods brought back, but

refund the money promptly. In nearly every instance the customer will buy something else amounting to as much or more. Have placards also prominently posted up reading :

If anything does not suit, bring it back and get your money.

Money refunded if any purchase proves unsatisfactory.

We don't want your money unless you are satisfied.

Merchants who never make mistakes never make anything. Mistakes of overbuying or of buying slow selling goods—"stickers" they are called—will frequently be made. In such cases the first loss is the best loss. If goods will not move at one price, reduce the price. If after a few days they still stick, reduce again. Keep reducing until you get rid of them. Sometimes even a deep cut in price will not avail. In that event put a premium on the goods—a "P.M." it is called. That is to say, give your salesmen 5 to 10 per cent.—according to the necessity of the case—on all the stickers they sell. At times, if reduced price will not succeed, put the price back again and give "P.M." instead. All goods on which a "P.M." is given should have a separate tag with the amount of the "P.M." noted thereon. When such goods are sold the article with the tag should be brought to you, so that you can put your initials on the tag. The latter is then retained by the salesman and cashed, say, once a week. Unless some system of this kind is adopted, you will find that the "P.M." tags will sometimes be surreptitiously transferred to quick selling goods, and you will thus be paying a premium for selling regular stock.

SEE HOW QUICKLY.

If it is necessary to deliver goods to customers, make it a strong point to deliver promptly. If you deliver by boys, offer, besides nominal wages, say one or two cents for each delivery. You will be surprised to see how quickly the boys will return, and how eager they will be for more deliveries. Don't find too much fault with your help. Do not confine all your pleasant words to your customers. If a salesman does well, or keeps stock in good order, or dresses a good window, show your appreciation by encouraging words.

BE FAIR.

Let it be an unvarying rule to treat traveling salesmen cordially. They are well posted as to prices and can give you valuable suggestions at times. In your dealings with the merchants from whom you buy be fair in every way. Pay promptly and make as few claims as possible. Even if you have a fair claim, if the matter is trifling, let it pass without making any claim. Success in business is due to the goodwill not only of buyers but also of sellers. Avoid discussing politics and attend strictly to business. If possible go once a year or so to the market. Visit other retail establishments. You will thus obtain suggestions which may be utilized. Divide the keeping of the stock among all your clerks — that is to say, give each clerk a certain part of the stock to look after, to keep it clean, to notify you of goods wanted in order to keep up the assortment, or to advise you of such goods as are moving slowly.

CONSPICUOUS SUCCESSES.

It may be urged that the general plan of conducting business as here outlined may be very well for a dry goods store, but is not adapted to a hardware store and house-furnishing establishment. But this is a mistake. The same methods which prevail in the branch where the most conspicuous successes have been made will build up a hardware or house furnishing business. Indeed, they have done so everywhere.

IT IS EASY TO ADD.

It should be the ambition of the retail hardwareman to build up a business in which may be bought almost everything. When the hardware, stove and house furnishing departments are in good running order, it is an easy matter to add, say, crockery, china, glassware, and bric-a-brac. Then as additional space is obtained, pictures and frames, wall paper, upholstery, furniture, and carpets may gradually be added—in fact everything pertaining to the interior of a home may legitimately be sold under one roof. It should not be forgotten however, that no line must be added unless the assortment is quite complete. Hence, if there is insufficient capital for the purpose it is preferable to wait until you are financially able to properly open each new department.

A CERTAIN INVESTMENT.

In this way the hardware, stove and house furnishing store may develop into a department store of kindred lines — each branch conducted on its own merits, and the accounts kept as though each were a separate business, so that the profits or losses of each department may be accurately ascertained twice each year. A competent head must, of course, be engaged for each important line. The usual way is to make a certain investment for stock in a given department. After that subsequent weekly purchases are regulated by the weekly sales, and thus perfect control is maintained over the buying. A good office man or financier can hold the buyer or manager of each department in perfect check, and can tell quite accurately just how each separate department stands at the end of each week.

It may confidently be asserted that the growth of many large and successful establishments all over the United States is due to the conduct of business on the general lines briefly mentioned. At any rate, it is an easy matter for ambitious readers to experiment with some of the ideas advanced.

EFFECT OF SUNLIGHT ON PAINT.

"An inexperienced person might think the paint on the outside of a building would soon be worn by exposure as much in one place as another," says a Maine brush handler, quoted in a contemporary, "but that is not true. Exposure to the weather injures paint but very little. It is the sunlight that does the business, though, of course, the winds and rains assist it. Wherever the sun's rays strike a painted surface in the middle of the day, the life of the paint is very soon destroyed and it crumbles away. We house painters always find the south side of a building in the worst condition, and the north side the least worn. The west side, receiving as it does the force of the dry winds, is always more worn than the east side. Another point may be worth your readers' knowing. Frequently inexperienced persons are sold old lead by the dealers, or that in which the oil has 'fattened.' When they try to use it, it will run or trickle down the walls. They don't know what ails it, and generally don't know what to do with it. They should avoid getting such stock, but if they do get it, if they will add a little kerosene instead of linseed oil, they will find it works very well."

A BRICKYARD DRAMA.

"What place is this, pa?"

"This, my child, is a brickyard."

"Whose brickyard is it, pa?"

"It belongs to me, my child."

"Does those big pile of bricks belong to you, pa?"

"Yes, my son."

"Who does the dirt belong to?"

"It belongs to me, my son."

"Did you make the dirt, pa?"

"No, my child; God made it."

"Did he make it for you especially?"

"No, my child; I bought it."

"Bought it of God?"

"No; I bought it like I bought anything else."

"Did the man you bought it of buy it of God?"

"I don't know, my child; ask me something easier."

"Anyway, it's a good thing you've got the land, isn't it, pa?"

"Why, my son?"

"Because you'd have to make bricks for a living like them horrid men. Will I have to work for a living when I'm a man?"

"No, my boy; I'll leave you the land when I die."

"Don't people turn to clay when they are dead, pa?"

"What remains of them is clay."

"When are you going to die, pa?"

"I don't know, my son. Why do you ask?"

"Nothing; only I was thinking what a hard old brick your clay would make."—Clayworker.

DEAD SHOT POWDER

PRICE REDUCED.

H. S. HOWLAND, SONS & CO.,

SOLE AGENTS FOR CANADA

WHOLESALE HARDWARE MERCHANTS

ORDERS SOLICITED

37 Front Street West, TORONTO

Pine Tar Seal Oil

In pint tins

Castor Oil . .

SANDERSON PEARCY & CO.

130 to 140 Bay Street, Toronto

JAPANESE ART IN IRON.

THE art of iron working has not been confined to the European nations, remarks an exchange. The Persians, the East Indians, and, above all, the Japanese, have in days gone by produced excellent decorative work in wrought iron. In Japan some of the best and most exquisite work in this metal is still produced in the style of art peculiar to that nation. The metal worker of the "Land of the Rising Sun" is almost always a born artist, possessing, moreover, the peculiar delicacy of touch and patience in the manipulation of minute particles which is a feature of that remarkable race. Their method of using iron in conjunction with copper and bronze, an art in which they excel, enables them to produce artistic work of rare excellence and effect. Every one is familiar with the dragons and birds of Japanese art, but few are aware of the remarkable manner in which these subjects can be treated by a Japanese artist in iron. Metal vases, with dragons in iron for handles, are not uncommon, the wings and bodies of the monsters offering a rare opportunity for display of the metal workers' skill in the minute treatment of pinion, scale and hair. Books could be written on the subject of Japanese art metal work, so varied and interesting is its nature. We have seen attempted reproductions by Western artists of objects made by the Japanese, but the true Japanese feeling and spirit were clearly lacking in their copies. There is an individuality in Japanese art which the Western imagination cannot apparently grasp.

ALUMINUM BOATS.

The use of aluminum in the construction of torpedo boats and other craft designed to attain a high rate of speed with lightness of build, is receiving considerable attention from European naval authorities. A new torpedo gunboat built for the French Government is thus described and commented upon by the British Naval and Military Record:

The boat is constructed of aluminum, and its extreme lightness will allow of its traveling at the rate of 31 knots an hour. This speed will beat the record, which at the present time is 29.3, obtained by the new Thornycroft torpedo gunboat trials a few days since. There is no doubt that aluminum is the coming metal, and will be used a great deal in ship construction. As the little launch, which came out at the Henley regatta, can move as fast as other launches of the same size with half their power, it is fairly certain that it will supersede the present brass fittings of the torpedo gunboats, which are very weighty. Another matter to be borne in mind is the fact that it will be possible to carry more coal if the boats can be made lighter in construction.

Works: St. Helens, England

PILKINGTON BROS.

LIMITED

MANUFACTURERS OF

Polished Plate

AND

Window Glass

Bevelled Plate and Mirrors

Rolled Plate, Ornamental Cathedral, etc.

Depots: Busby Lane, Montreal. Mercer Street, Toronto.

ADULTERATING OIL VARNISHES.

GOOD linseed oil varnish, says a contemporary, can only be produced by boiling pure linseed oil at a temperature not less than 270 F., while oxygen is being added. It is indifferent whether this temperature be attained by direct fire or by steam ; and whether the introduction of oxygen be effected indirectly through the agency of metallic oxides abounding in and imparting oxygen, by the forcing in of atmospheric air, or by pure oxygen gas. Linseed oil varnish is, therefore, linseed oil changed or oxydized by oxygen, mainly consisting of linoleine in a more or less decomposed state, containing the anhydride of linseed oil acid (linoleine acid), while glycerine is loosely united with the undecomposed linoleine. According as the boiling has been shorter or longer, there is more or less oleine, palmitine, and myristine, present. By the same means of comparison it will be found that the linoleine has been more or less completely changed in linoxine, and that the varnish dries more quickly or more slowly. Thus the duration of the boiling and the quantity of added oxygen are indicative of the quality of the varnish, both as regards drying properties and durability when applied. Good linseed oil varnish must flow more thickly than linseed oil, but must not be too thick, as in that case it would require dilution with turpentine oil or in order to be applied in coatings sufficiently thin for the drying not to be only superficial, cracking of the varnish being the result.

The color of linseed oil or varnish depends on its preparation, and should be light to brownish yellow (sometimes reddish brown), but never dark brown or blackish brown. Steam varnishes are generally lighter in color than those prepared by direct fire. The duration of boiling and the nature of the metallic oxides employed have an influence upon the color ; the longer it continues at a high temperature, the deeper is the color which the linseed oil assumes in consequence of the heat acting upon the solid organic substance it contains, and thus producing brown shade. Manganese varnishes (made with borate of manganese or hydrate of manganese) are lighter than those prepared with sugar of lead, litharge, red lead, pyrolusite, etc., and approach nearest in color to those made by the action of atmospheric air or the direct introduction of oxygen gas. The insufficiently boiled product is usually light in color, being unsuitable as varnish on account of the length of time it takes in drying.

In smell good linseed oil reminds one of linseed oil with a slight empyrematic odor like that of vapors generated in the boiling of the oil. It must not be disagreeable, nor resemble the odor of resin or fish oil, as the presence of these ingredients as an adulteration would be thereby indicated. Adulterations by fish oil and oil of resin are most quickly and easily detected by the taste.

Linseed oil varnish must be clear, and must neither display turbidity nor have any solid bodies in suspension. Leaving it at least fourteen days in a moderately warm place will clarify it unless it has been adulterated with oil of resin. A slight amount of sediment (under ¼ per cent.) is deposited after a time even by the best varnish, but when otherwise pure varnish is sent out after sufficient clarification, there is often a deposit amounting to 7 per cent. Varnish must, after twenty-four hours, have dried sufficiently in thin layers on wood, glass or metal, to have a thorough adhesion, and must within the ensuing twenty-four have entirely dried without losing elasticity and softness. If it dries more quickly no defect is indicated, but if it dries more slowly it was not sufficiently boiled, and an insufficient quantity of drying agents was added during the boiling or it contains foreign substances. Amongst the usual adulterating substances (introduced so as to make low-priced articles) are resin (colophonium), resin oil, and fish oil. The inferiority produced by these admixtures chiefly affects the drying properties of the varnish. Resin and resin oil do not absolutely prevent drying, but the varnish thus adulterated remains soft, becoming sticky when subjected to the warmth of the hand, and lasting only a relatively short time. Varnish adulterated with fish oil does not dry at all, and is consequently useless for application.

WORKSHOP LIGHTS.

A WRITER in Industry says: "In this day of lecturing about wastes of one kind or another, it is to be noted that waste of light in workshops has been reached, and it is high time. In districts where anthracite coal or wood is burned, and the interior of a factory or workshop can be kept fairly clean, there is no doubt concerning the advantage of top reflectors, especially when electric lights are employed. In machine shops, which are among the most difficult to light, there are two requirements—one of general light and another of local light—unless, as is hardly possible, a shop is illuminated to such degree that local lights are unnecessary.

"To hang up electric lights beneath a dark ceiling and walls is like firing with the furnace doors standing open. Half the current and the money it costs are wasted. Where this is written we have a room 20 feet square lighted by one sash 3 x 5 feet in the centre of the ceiling, which for comfort and use is better than four windows of twice the size, or eight times the area, around the sides of the room. The light is equal in all parts and sufficient, being deflected by inclined white surfaces below the glass. Top lights have useful effect in a general way four times as great as side lights, and there is no doubt as to the advantage of arrangement in this respect, the best examples showing that with lamps the lights should be shaded below, and the reflected light alone depended upon. The angle of reflectors must be arranged with respect to the size of rooms and height of lamps above floors. This is a simple problem in a room that is square or nearly so, but more difficult in the case of a long narrow room. In that case the lights should be placed at intervals equal to twice the width of the room."

This, adds a contemporary, could very appropriately have been followed by a few suggestions on the value of a thorough sweeping of the rafters and ceiling of the foundry, machine shop or workshop of any character. After such a course of treatment a very profitable return will be made from the investment of time and material in applying a good coat of whitewash.

ALUMINUM CASTINGS.

Iron Age has received a number of samples of small aluminum castings from a Syracuse firm which show marked progress in this class of work. It is understood that they were produced by a new process. Among the samples is a gear wheel, 1½ inches in diameter, with 36 teeth, which are sharp as though cut. A rack and a ratchet wheel, both cast, have some of the surfaces beautifully polished. The makers claim that they have overcome the difficulty of shrinkage and that they can make castings from a fraction of an ounce up, accurate and to size. We are informed that on many lines of work the finished product in aluminum, even at the present price of the metal, can be produced highly polished cheaper than the same article can be made and finished and plated in brass. The firm produce these castings from pure aluminum, but when it is desirable to avoid the danger of scratching polished surfaces, the work can be produced with any hardening alloy. It is probable that there is a wide field for small castings of this character, concludes Iron Age.

THE CONSOLIDATED
PLATE GLASS
COMPANY OF CANADA (Limited)

HEAD OFFICE:
73 and 75 Wellington Street West, TORONTO

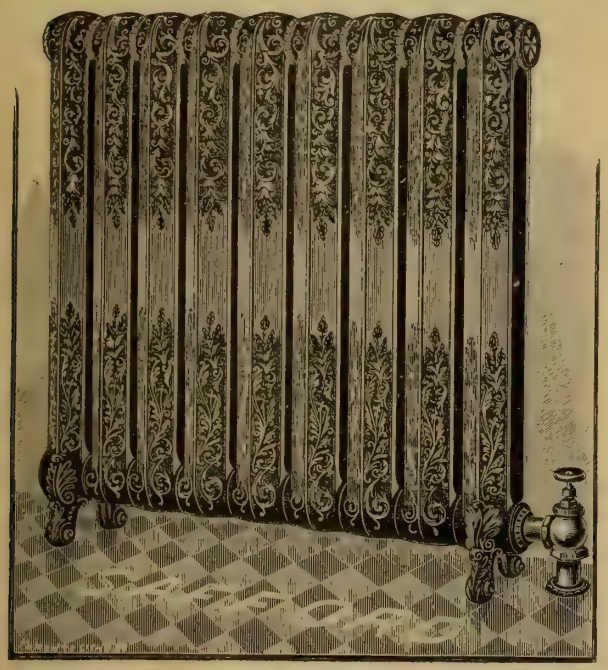
BRANCHES:
MONTREAL, 338 St. Paul St. LONDON. OTTAWA

FRANK J. PHILLIPS, Toronto, President.
WM. R. HOBBS, London, ALEX. RAMSAY, Montreal, } Vice-Presidents

Correspondence Solicited. Estimates Given.
Special Discount to the Trade

CANADA'S LARGEST MANUFACTURERS

SAFFORD PATENT RADIATORS



— FOR —

Hot Water and Steam Heating

NO Bolts
Packing
Leaky Joints

LARGEST VARIETY OF STYLES
BIGGEST STOCK IN CANADA

THE TRADE ONLY Supplied

Sole Manufacturers and Patentees :

THE Toronto Radiator Mfg. Co.

TORONTO, ONT.

BRANCH HOUSES—Montreal, Quebec, St. John, Hamilton, Winnipeg, and Victoria, B.C.

BERGER BROS.
OF PHILADELPHIA

Trade has within the last two years increased beyond their highest expectations, the panic year being the best on record both as to the amount of sales and profits, the business keeping up to date about the same average. With the present low cost of producing supplies in their line, enabling them to sell at lower prices, and with other advantages and splendid facilities for handling goods in greater quantities, also prospects of better times ahead, they look for still larger trade in the future.

It may be well to state that this firm not only handle great quantities of Tinners' and Roofers' Supplies, such as Long Eave Gutters and Pipe, Zinc, Sheet Iron, Registers, etc., but are a general headquarters for Tinners' Hardware, where almost everything is kept in stock.

It will pay you to write for their Illustrated Catalogue, 1894 edition.

BERGER BROS.

NOTICE TO DEALERS

WE BEG TO ADVISE THE TRADE that in order to thoroughly introduce the

IMPROVED FLEXIBLE BRIDLED BRUSHES

we will include in every package one or two bridles, attached free of charge.

The popularity of the BRIDLE is evidenced by the increased demand, the ready sale, and the thoroughly practical results derived.

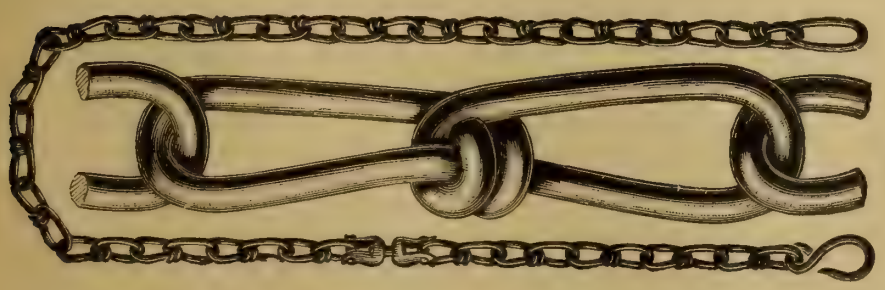
Brushes without Bridles do not appear complete, and certainly do not sell as rapidly.

It will pay you to examine this Bridle and draw the attention of your customers to its merits.

We strongly advise not to stock up with brushes without bridles.

The extra price for these Bridles per doz. will be quoted on application, by giving the size of brush, or they may be found in our latest Price List.

CHAS. BOECKH & SONS, Toronto



Tempered Steel Wire Trace Chains

A pair of these trace chains have a

BREAKING STRAIN OF 4,500 LBS.

Prices Reduced for Season 1894

WRITE FOR CATALOGUE

The B. Greening Wire Co., Ltd. - Hamilton, Canada

TALKS WITH RETAILERS.

THE retail trade in the city seems to be uncommonly quiet at the moment. Nearly everybody is complaining, but whether they are trying to kick up a little trade or kick the little out that they have, it is hard to say.

"Put it down as decidedly quiet," said Mr. Milne, of John Milne & Son, 169 Yonge street. "There seems to be no business at all, but it must be on account of so many taking holidays. Trade is sure to pick up after the Exhibition.

"Pretty flat," said Mr. Hewitson, Jr., of John Hewitson & Co., 902 Yonge street, in reply to the reporter's query. "I guess there is no one rushed with business this weather, and I don't see much chance of it picking up. We have sold our share of harvest tools in the north end, but the best of the shares are small. We did a very good trade in English scythes, but the season is now over. Paints and oils are slow this summer."

"Oh, quiet," said Mr. Woodsworth, of Joseph Woodsworth & Co., 842 Yonge street. "About all there is doing now is farm implements and a small family trade." Mr. Woodsworth is carrying a large and well assorted stock of farmers' implements.

"Trade is very quiet," said Mrs. J. S. Robertson, 778 Yonge. "The biggest part of the time we are sitting looking at ourselves and waiting for some one to come in. Still we are able to pay our rent and get three good square meals a day."

"Oh, there is nothing doing at all," said David Startup. "No customers in the store and not a job in the shop." Things must be looking blue around there.

"Trade is very good considering the season," said Mr. Gibson, 435 Yonge street, and then the reporter heaved a sigh of relief. "We have met with great success during the hot weather selling the Gurney oil gas cook stove. Of course we cannot expect to get the average business now while so many people are out of town, but the slack time is giving us a chance to arrange our stock and get in our new goods for the fall trade. Job work has been good." Mr. Gibson seems to be one of those much needed but very scarce merchants who will try to look on the bright side of everything.

Geo. Pearsall, 417 Yonge street, reported trade slow in everything, but when questioned I found his sales very good in fishing tackle, lawn mowers and coal oil. Well, that is better than nothing.

I next attacked J. T. Kinsman, 371 Yonge street. This short dialogue will, perhaps, show how trade is with him: "How's trade?" "Don't know. Haven't seen any around here for some time." "Things quiet?" "No, dead; nothing doing in store and not much more in the shop. Our chances are looking a little better for next month.

I next called on W. L. Murray, but he didn't seem to know what to make of it to see a man walk into the store. When I asked him how trade was, he said the only trade he had seen was trade papers.

RAMBLER.

A NEW BREAD KNIFE.

M. & L. Samuel, Benjamin & Co. are showing a new bread knife. The blade is ordinary shape with deep incisions, which produce a sawlike tooth. It is made of the best quality steel, fully tempered, is fully warranted, and can be readily sharpened by drawing the back side of the blade across a stone. The blade is elastic and thin, thus giving a better cut to the bread. The difficulty heretofore has been that the back of the blade of bread knives has been too thick. The knife is neatly bolstered and has a nice wooden handle stamped with the word "Bread." It is claimed to possess all the cutting features of the Clauss and Christie bread knives, which have been so extensively sold of late, and combines with them a neatly finished article which will look well upon the table. A cut of the knife will be shown in a subsequent issue

WILL DO THEIR SAWING IN CANADA

The Midland & North Shore Lumber Company's mill at Parry Harbor has passed into the possession of William Peter, of Bay City, one of Michigan's lumber princes. He will commence this fall to cut logs and manufacture lumber in Ontario for his Toledo yards. Another Michigan firm will start operations in the fall. The Cutland & Savage Company, of Grand Haven, Mich., are now hard at work putting up large mills at Kennebuck, Algoma. These firms are the largest lumber dealers in Michigan, and carry on business on a large scale, employing a great number of men. Their agents are making large purchases in Toronto of all kinds of supplies. Even if the States lumber duties are kept up against Canada, it is the intention of these firms to manufacture their lumber here. They contend they can still conduct their operations more economically by cutting and shipping sawn lumber from this country, in spite of the duty, than they can otherwise.

The McGillivray Pipe Works, New Westminster, B. C., have again started work with a fair prospect of steady work till spring, as the firm have secured several large orders for pipes of various sizes from 14 inches upwards. It is stated that they will be able to give employment to 25 men for the period stated, if not for a much longer period, as the firm have tendered for several miles of pipes that are required for mining work over and above the orders already on hand.

TRADE CHAT.

THE amount of wire in the underground conduits of New York city is estimated at 34,000 miles.

A new foundry has been opened in Winchester by B. C. Beach & Co.

The London pottery has resumed work after six weeks' idleness.

The Fleury Agricultural Works at Aurora were slightly damaged by fire Tuesday.

The great artesian well at Grenelle, France, has been flowing steadily without apparent diminution of volume for 52 years.

The finding of gold in the gizzard of a chicken at Santa Clara, Cal., has started the biggest kind of a gold mining excitement.

It is stated on reliable authority that there are still 750,000 bushels of wheat of the 1893 crop in store west of Winnipeg.

Among recent United States patents granted to Canadian inventors is one to John Forbes, Halifax, for a skate.

The new iron and brass foundry business at Moosomin, established by McCurdy & Walker, is ready for operation.

The hardware store of L. P. Herard, 26 St. Lawrence street, Montreal, was damaged last week by fire to the extent of $1,000.

The swiftest regular railroad train in the world is the West Coast Edinburgh express, of Great Britain. A 70-mile-an-hour speed is of daily occurrence.

Risdon & Livesey's hardware store, St. Thomas, was robbed on Sunday, a number of revolvers, knives, and the contents of the till being taken.

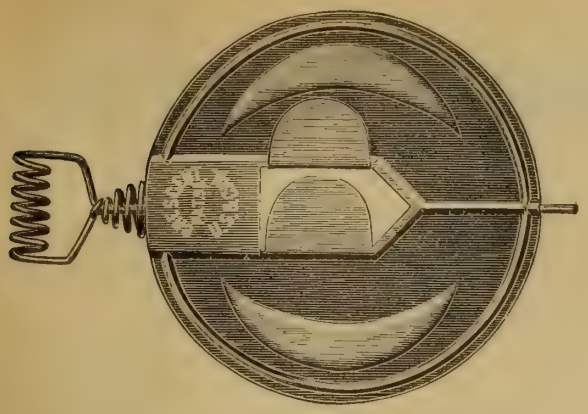
Some of the petrified wood found in Arizona, it is said, is so hard that steel tools will not work it, the petrifications being only three degrees less in hardness than the diamond.

Touch the convex side of a watch glass upon water so as to leave drop hanging on the glass. Pour a little ether into the concave side and blow upon it. The rapid evaporation of the ether will render the glass so cold that the drop of water will be frozen.

S. G. Scott, of Oshawa, has been awarded the contract for putting electric lighting appliances and plant in Duncombe's Opera House, St. Thomas. The stage and entrance, and perhaps the body of the house, will be lit by electricity.

The annual picnic of the employees of the Gurney Foundry Co. will be held in Oakville grove on Saturday, Aug. 18th. A baseball match will be played in the afternoon between the Oxford Oaks (the Gurney team) and the Oakville Stars.

A huge 8,000-ton forging press is now in use at the River Don Works of Vickers, Sons & Co., Sheffield. The shareholders, at the close of a recent meeting, were invited to inspect the working of this machine, and,



CRESCENT DAMPERS

Patented in U.S. and Canada, 1893.

Has all the advantages of a high priced Stove Pipe Damper, at low cost. LIGHT FOR FREIGHT. Being made of sheet steel will not break, and being double will not warp. Spring keeps damper at any angle set in pipe.

Manufactured by

Thos. Davidson & Co.

MONTREAL.

it is stated, an ingot, weighing sixty-six tons, was taken from the furnace and conveyed to the press, under which it was swiftly and silently squeezed to the required proportions. When finished it will be 18 in. thick, and is ultimately to form one of the plates of the Russian warship Three Saints.

An illustration of how steel is superseding iron in many of the industries is shown in the case of galvanized sheets, a great part of which are now made from the harder metal. The increase in cost is but trifling as compared with the superior durability, and it is even claimed that in time the cost will be less than iron.—Ex.

John Butcher, the inventor of a new hay unloader and stacker, has had his machine tested in presence of a number of Rockwood farmers, who testify that the machine is a great labor saver, and accomplishes all that the inventor claims.—Free Press, Winnipeg.

At the first meeting of the new council of the Board of Trade, Vancouver, it was reported that the exports from there during the fiscal year ended June 30th, were nearly $2,000,000 more than the previous year, being $7,843,958, against $5,642,792 during the same period last year.

It is stated that a railway line is to be built this summer between Batavia, N.Y., and Oak Orchard, N.Y., to connect by means of steamers with the Grand Trunk Railway at Port Hope. Oak Orchard is directly opposite to Port Hope, on Lake Ontario, and the new line is said to be for the purpose of transporting coal from the Pennsylvania mines into Canada.

Electricity will be transmitted from Niagara Falls to Buffalo and Rochester by the over-head system. Copper cables three-tenths of an inch in diameter will be strung along steel poles 25 feet from the ground. If a cable be cut, it will by an automatic arrangement be dead before it reaches the ground. The loss of power in transmission will be reduced to a minimum.

The Hamilton Natural Gas Company has already spent several thousand dollars without striking gas, and they are about ready to throw up their quest. The third well has been sunk in the east, and the drillers have struck granite at nearly 2,000 feet without getting a reasonable flow of gas. There has been a small flow for some time, and it is likely the company will dispose of it and cease boring for gas. Local geologists say that gas in paying quantities cannot be found there.

The shareholders of the Hamilton, Grimsby & Beamsville Electric Railway met Monday and authorized the directors to issue bonds and raise the money required to complete the road. Two of the thirty-six feet cars for the railway, each weighing 20,000 pounds, arrived in the city this morning. Fourteen miles of track have been laid, and if the right-of-way for the rest of the road can be secured cars will be running this season.

A LIVE PORT ARTHUR FIRM.

Wells & Emmerson is the name of a general hardware firm in Port Arthur which occupies a position of much importance in the country adjacent to the progressive town at the head of Lake Superior. Their constituency covers a large area, and besides carrying a large and well-selected stock of hardware, stoves, tinware, paints, oils, mining supplies and explorers' outfits, they are large manufacturers of iron cornices, troughing, tin and galvanized iron ware. Nearly all the plumbing, heating and roofing in the immediate vicinity of Port Arthur is done by Wells & Emmerson. They are extensive importers of plate, plain and fancy glass, and their trade in this respect reaches out into the country for 200 miles on each side of the town. The firm's store is three storeys, solid brick, and is 30 feet wide by 60 feet deep, while in addition to this there is an extra 1,000 feet of storage room.

A UNIQUE SHIP.

There recently sailed from the Tyne a twin screw steam vessel—the "Bambak"—the construction of which, says Industries and Iron, may be taken as a record in ordinary shipbuilding, as it is exactly three months since the order for her construction was given to Messrs. Armstrong, Mitchell & Co., at whose Walker yard on the Tyne she has been built. The "Bambak" is a twin screw steamer, 250 feet long, 28 feet beam and 18 feet deep, and is intended for service on the Caspian Sea. A special feature of the vessel is that she is so arranged that she can be divided into two sections for the purpose of passing the canal locks through which she must go on her way from St. Petersburg to the Caspian Sea via the River Volga. Her machinery has been manufactured by the Wallsend Slipway & Engineering Company, the boilers being arranged for burning liquid fuel as well as coal.

OLD, BUT "LIVE."

Hudibras wrote, "that for our sins,
We grow our beards upon our chins."
He wrote those words while he was fretting
Because his razor wanted setting;
And no good place could then be found
Where he that razor could get ground.
Now had he known that good as new
His razor could be set by DREW,
He would have brought it to his place
And told him, with a doleful face,
It would not shave; and Drew would state:
"I'll do it for you WHILE YOU WAIT."

The above is an extract from a rhymed circular, which goes to prove that one of the "Divine Nine," at all events, is not adverse to "paling" with the hardware man. We have seen this poetic rhapsody on the merry art of the blade grinder before, but we did not know till very recently that its author, Henry Drew, of Romsey, is over 70 years of age, and yet visited the Chicago Exhibition last year. On his return he was made mayor of his native town. We often speak of the "old school" of ironmongers, but Mr. Drew seems to combine the virtues of both the old and the new schools.—Hardwareman.

A Rare .. Opportunity

To secure a first-class **HARDWARE STOCK** and business in thriving locality. Tenders wanted for stock, fixtures, rolling stock, etc., of A. J. Fraser, Lachute, Que. Apply at once for particulars to

NORMAN McGILLIS

Trustee Lachute, Que.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, August 3, 1894

HARDWARE.

THE general hardware market is quiet, as it normally is at this season of the year. Only a few lines of shelf goods —those we noted last week— show any degree of life, and the aggregate movement is not extensive. Fair orders of a small kind are again noted this week for screws and carriage bolts, and there has been some enquiry also for guns and ammunition. The few orders that we noted last week for sleigh bells, etc., from the Northwest have not been repeated, and in other lines there has been nothing special to mention.

WIRE—Trade is quiet in this line, with nothing of moment to report in any line.

ROPE—There is only a very small trade doing, and prices are unchanged. We quote: Sisal, 7 to 7½c. for 7-16 in. and upwards, and 14c. for deep sea line. Pure Manilla, 9¼c. for 7-16 in. and upwards, 9¾c. for smaller.

CUTLERY — Trade continues small and unimportant.

SPORTING GOODS—Further enquiry is noted for guns and ammunition this week. In fact, they are beginning to move in a general way.

CUT NAILS—There is little or no demand to report for these. Quotations are nominal on the basis of $1.80 to $1.85, but it is not unlikely that something would be conceded on this level in the case of a good sized order.

WIRE NAILS—Have shown little change in their position since our last. The movement is small and discounts remain as before.

HORSE NAILS—No special improvement to note in this line. A few sorting orders is all there is to note.

GREEN WIRE CLOTH—The market for this is, as already noted, practically closed. The same is to report in the case of screen doors and blinds.

TACKS—No improvement has transpired in these, demand ruling quiet. The basis of cost remains as before.

CARRIAGE BOLTS, SCREWS, ETC.—As noted last week, quite a few fair-sized orders for these have been received.

CHAIN—Nothing special to report.

HORSESHOES—There has been no change in these as compared with the position a week ago. Business rules on the quiet side and prices are unchanged.

WARE—A moderately fair trade is doing in white and Peerless ware.

TOOLS—A few orders for special lots of carpenters' tools, more especially spirit levels, is the only business to note.

ICE CREAM FREEZERS—Demand for these is about over.

WINTER GOODS—The orders for sleigh bells, etc., that we noted on Northwest account last week have not been repeated.

SUPPLIES—Both building and plumbing supplies continue dull.

LEAD PIPE—Only a few small lots moving.

HINGES—Further fair-sized orders for heavy hinges are again to note this week. Demand for other kinds is nil.

TAR—There is not much change to note in this line. In rosins the feeling is firm, in sympathy with advices from primary markets, and values are well maintained in consequence. We quote: Rosins, $2.75 to $5.25 as to brand; coal tar, $3.25 to $3.75; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton do. 10 to 12c.

TURPENTINE—Another decline of 1c. has transpired in this article since our last report. This is hard to understand in view of the fact that stocks here are small, and advices from the South are not calculated to induce decline. The fact remains, however, that sales have been made at 45 to 46c.

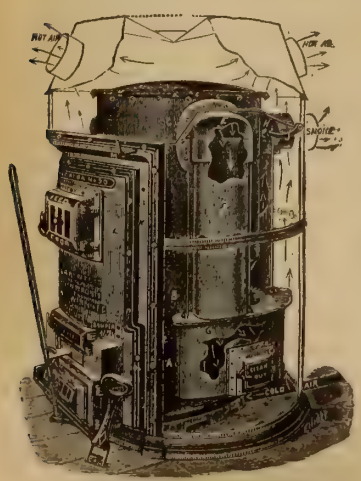
CEMENT—There has been a rather better demand for cement since our last, principally from western buyers. Stocks are ample, however, and the feeling if anything is easier, though there is no quotable change. We quote: $1.95 to $2.05 for English brands, and $1.85 to $1.95 for Belgian, and to arrive, English brands $1.95, and Belgian $1.80 to $1.90.

FIREBRICK—Demand for these is even less than it was a week ago. Values, however, are unchanged at $15.50 to $19.50 per 1,000 as to brand.

METALS.

The heavy iron and metal market does not show any special improvement. The value of business doing is moderate, and with the exception of tin and Canada plates the general tenor of values is steady. Dealers, however, expect that business must soon increase if it is going to at all.

PIG IRON—The business doing is small and chiefly confined to Nova Scotia and American pig. For the nonce the latter has certainly established itself on this eastern market, for as it can be brought in in carload lots and sold cheaper than Scotch, the latter is out of it. Sales of No. 2 American pig are spoken of at $17.25 duty paid. In Scotch iron no quotations are possible ex



McClary's Famous Furnaces

Our Steel Dome and Steel Low Radiator Coal Furnace, with three steel radiating flues, is the most

Powerful and Economical

heater in Canada. Send card for descriptive catalogue and testimonials.

THE McCLARY MFG. CO.

London . Toronto . Montreal . Winnipeg . Vancouver.

. . . THE ONLY . . .

Reliable Low-priced Binder Twine

—IS THE—

"Common Sense"

BRAND

Cheap and Easy to Work. Follows Manilla on all machines in good order without change or adjustment.

Completely weather and rot proof. Be sure you get "COMMON SENSE" branded on bales, also on tag attached to each bundle.

I ain't as pretty as Manilla, but I get there just the same.
(TRADE-MARK REGISTERED)
O "COMMON SENSE."
(Dick's process—Patent applied for)
Take From This End.

THE TRADE ONLY SUPPLIED

Wholesale Agents:

M. & L. SAMUEL, BENJAMIN & CO.,

30 Front St. West, TORONTO

Importers of Hardware, Metals, Tin Plate, Etc.

ENGLISH HOUSE.

SAMUEL, SONS & BENJAMIN
164 Fenchurch St., London, E.C.

SHIPPING OFFICE:
No. 1 Rumford Place,
LIVERPOOL



"Empire" Patent Shingles

MADE OF

GALVANIZED TINNED STEEL

Warranted Rustproof

Send for Price List and Catalogue

Metallic Roofing Co.

84 to 90 Yonge St., TORONTO. LIMITED.

MONTREAL MARKETS—Continued.

wharf, for the reason that there are no supplies in the docks at all. Ex store, the best that can be done with Summerlee and equal brands is $20, and it is offered to arrive at $19.50. We quote: Summerlee, $20; Eglinton, $18.50; Carnbroe, $18.50; Ferrona, $16.50 to $17; and Siemen's, No. 1, $16.50 to $16.75.

BAR IRON—Business in bar iron is quiet and prices are not quotably changed from the basis of $1.70 to $1.75. Though this is the case, however, it is quite possible that any genuine disposition toward purchasing would lead to orders being booked pretty freely at the inside figure.

TIN PLATES—Fair sized lots have been placed for import at easy prices. On spot $3 has been cut upon for round lots, and we have to reduce our quotation in consequence to $2.85 to $3. There has been no change in charcoal which rules at $3.35 to $3.50 according to brand.

CANADA PLATES—These are quiet and rather easier in their tone as round lots have been placed during the week at lower prices. In fact we quote $2.10 to $2.15 as a range.

TERNE PLATES—Our inside figure has been cut upon in the case of round lots, but for ordinary business $6 to $6.20 is a fair range.

SHEET IRON—There is a moderate trade doing in this and the basis is as previously quoted, $2.40.

INGOT TIN—Business in this is not brisk and prices are unchanged. For round lots 17½c. is the idea, while 18c. represents the basis for ordinary qualities.

IRON PIPE—Business in this is very dull and the tone is easy. Discounts are 70 and and 5 for black, and 50 and 5 for galvanized.

COPPER—There is no change to report. We quote as before, 9¾c. to 10c. according to quantity.

STEEL—There is a moderate jobbing business to note. We quote: Best cast steel 10½ to 12c.; spring, $2.50; tire, $2.50 to $2.75; sleigh shoe, $2.40; round machinery steel, $3.

SPELTER—No improvement in spelter, and we report last week's quotations, $4.25 to $4.50.

ZINC SHEETS—A small business is doing at former prices, $5 to $5.25.

HOOPS AND BANDS—Trade is quiet and prices are unchanged at $2.30 to $2.35.

GALVANIZED IRON—A moderate business is doing, and the tone is steady. We quote: 4¼ to 4½c. for ordinary brands; Morewood 5¼ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

ANTIMONY—This is quiet and unchanged at 10½ to 12c.

GLASS.

There is no change in the glass market, and business does not improve. We quote: $1.25 for first break; $1.30 second break, per 50 feet; $3.25 for first break per 100 feet; putty in bulk, $1.85.

PAINTS AND OILS.

There is little to note in the paint market, and though some in trade contend that the cutting in prices is over, others claim that it is still resorted to. In oils the demand in a jobbing way has been fair, and sales of linseed oil have transpired at 56 to 58c. for boiled and 54 to 55c. for raw. In seal oil trade is quiet, there being no speculative demand for the article at all. Jobbing prices remain as last noted. We quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots, raw, 54 to 55c., boiled, 57 to 58c.; seal oil, 45c.

CHEMICALS AND DYESTUFFS.

Recent advices from abroad on borax have been weak and with a decline of 10s. per ton. Aside from this there has been no change in the market, which has ruled quiet and steady upon the whole. There has been further demand for bleaching powder, values on which have ruled steady. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 20 to 22c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2.00; ditto roll, $2.00 to $2.10; sulphate of copper, $4.50 to $5.00; white sugar of lead, 7½ to 8½c.; bicarb. potash, 10 to 12c.; sumach, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2.00 to $2.10; castor oil, 6½ to 7c.; and Norwegian cod liver oil, $25 to $26.

PETROLEUM.

Demand for petroleum continues slow, being confined to a small jobbing movement at steady prices. We quote: Canadian refined at 11c. in shed in Montreal for round lots, and 12c. for small quantities. American petroleum, 14 4-5c. in car lots, 15¼c. in 10-barrel lots, 15½c. in 5-barrel lots, and 16c. for single barrels, net cash; American benzine, 23 to 25c.; Canadian benzine, 10¾c. Petrolea; 12¾c. Montreal.

HIDES.

The situation of the hide market is unchanged. Receipts have continued light and the demand slow. The feeling, however, in values is steady. We quote No. 1 at 3½c., No. 2 at 2½c., No. 3 at 1½c. The receipts of lambskins have been larger and prices steady at 25 to 30c. each. Calfskins have been more plentiful at 5c., but there is no demand from tanners for them at present.

TALLOW.

The tallow market continues quiet and about steady at 6¼ to 6¾c., as to quality.

MONTREAL MARKETS—Continued

MONTREAL TRADE NOTES.

A. C. Leslie, of A. C. Leslie & Co., reports that the British pig iron markets are rather firm in their tone at present.

Mr. Newman, of Caverhill, Learmont & Co., left this week on a fortnight's visit to his family, who are summering on the Maine seacoast.

W. H. Cottingham & Co.'s friends and patrons are requested to write and get one of their new fall catalogues of art materials, which will be issued shortly.

Mr. Thorpe, of Pilkington Bros., reports that the glass market continues quiet, as is usually the case during the midsummer season.

The many advantages of the Crescent dampers, of which Thos. Davidson & Co. are the sole manufacturers, are obvious to the trade.

Wm. McNally & Co. sent forward some round lots of cement to the West during the past eight days or so.

McArthur, Corneille & Co.'s advices from the South during the week state that since the advance of 1½c. in spirits of turpentine last week they have quieted down again.

The total shipments of cement from here to the West since the date of last writing is approximated at 3,500 casks.

Speculators are entirely out of the seal oil market this summer. A dealer remarked last Tuesday that there had not been a sale of a regular large line for months now.

Arrivals of cement during the week, 5,000 casks English and 2,000 Belgian, which makes a total to date of 58,775 casks. The stock on the wharf at present is placed at 6,000 casks, and about the same quantity is held in store.

There is not a ton of Scotch pig iron on the wharf at present. This is an unusual state of affairs, and can be attributed to the keener competition this summer of Nova Scotian and American pig.

The Fabrique Nationale d'Armes de Guerre, Herstal near Liege, Belgium, controlled by Dumoulin Freres, of Liege, who are represented in Canada by Painchaud, Squire & Co., Montreal, has obtained a contract for the supply of 50,000 rifles and 25,000,000 cartridges to the Brazilian Government. The order was carried off in the face of keen competition. The same company have also been commissioned to supply 25,000 new rifles to the Belgian Government.

TORONTO MARKETS.

TORONTO, Aug. 3, 1894.

HARDWARE.

NO new features are presented. Trade is enjoying to the full its usual midsummer quietude. In no one line does there appear to be any activity. Quietness reigns everywhere. Some forward orders are being shipped in sporting goods, and business in this line shows, if anything, signs of improving. The plumbers' trade, too, is brightening a little. Wire, rope, nails, tacks and such lines are dull and featureless. The paint and oil men are doing scarcely anything, business with them being quieter than is usual at this time. Payments are fair

WIRE—Plain, barb and twist are still dull, while tinners' and coppered steel continue to be the only kinds receiving attention.

ROPE—Remains dull with prices as before. We quote: Sisal, 7-16 in. and larger, 7½c.; ¼, 5-16, ⅜ in., 8c. Manilla, 7-16 in. and larger 9½c.; ¼, 5-16, ⅜ in., 10c.

CUT NAILS—Quiet with base price unchanged at $1.80 Toronto for car load lots and $1.85 for small lots.

WIRE NAILS—Remain unchanged as before, only small lots going out. Discounts are unchanged at 75, 10 and 5 per cent., shipments in 10-keg lots being prepaid.

HORSE NAILS—Trade is firm at unchanged prices. Discounts are 60 per cent. off "C," and 60 and 2½ per cent. off "P.B."

CUTLERY—Business is still confined to a few forward orders.

SPORTING GOODS—Some forward orders for guns, rifles and ammunition are being shipped, but trade does not exhibit much briskness yet, although there are signs of its opening up, and a good business in the fall is anticipated.

TACKS—Business is quiet. We quote: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37 per cent.

CHAIN—Business is still confined largely to orders for fall delivery for cow ties.

HORSESHOES—There is not much doing, and prices are unchanged at $3.80 Toronto, and $3.85 London.

WARE—White ware is quiet and not much else can be said of Peerless and Eclipse wares.

PLUMBERS' SUPPLIES—Trade seems to be brightening up a little, although no great activity is displayed yet.

LEAD PIPE—Dulness is still the feature of this article, the lots moving being small. We quote: Toronto and the west 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

BUILDERS' SUPPLIES—There is scarcely any business doing, and what is doing is nearly altogether on country account.

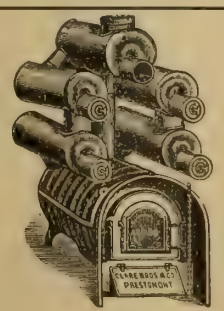
HINGES—Are still in fair demand at unchanged prices.

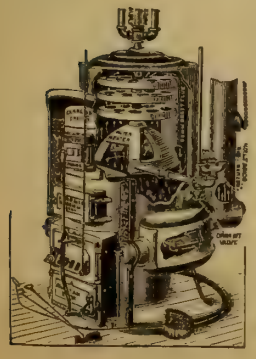
HARVEST TOOLS—Scythes, spades, and shovels are still moving a little, but trade is gradually dropping off in this line.

CLOTHES WRINGERS—No change to report, either in regard to business or prices.

BINDER TWINE—Trade is lacking life, and an unsatisfactory feature of it is that the Consumers Cordage Co. are advertising direct to farmers. We quote: Blue Ribbon, 8c.; Red Cap, 7c.; Sterling, 6½c.; Common Sense, 6½c.; prison made, 8c. freight prepaid.

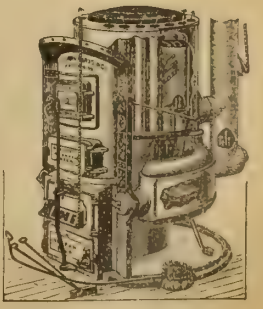
TAR, ETC.—Business fair. We quote: Roofing pitch, $2.50 per brl.; pure coal tar $4 per brl.; refined coal tar, $4.50 per brl.;

Best Value  on Earth.



These are the Furnaces that secure the trade for dealers who handle them.
They have no rivals but many imitators.

Clare Bros. & Co. ....Preston, Ont.



MARKETS—Continued

XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per brl. and 75c. per doz. pint tins; pine pitch, $2.75 per brl.

BELTING—Trade has been good, particularly in rubber belting.

CEMENT, ETC.—Much as before. We quote: Portland cement (English), $3 per brl.; New Brunswick plaster paris, $2 per brl.; Canadian water lime, $1.25 per brl.

FIREBRICK, ETC.—Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

The metal market is no exception to the general rule: It is quiet and without any strong features.

PIG IRON—Sellers of Scotch and Canadian pig appear to be almost out of the market, buyers being able to get the American product at more advantageous prices. An offer of Summerlee at $20.50 Toronto was not entertained, the buyer remarking that he could lay Southern iron down here at $16. We quote: Summerlee, $20.50 to $21; Carnbroe, $19.50; Siemen's, $19 to $20.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: "We are unable to report any improvement in pig iron beyond the somewhat increased activity in Lake Superior charcoal brands which are being more freely purchased by the malleable trade. The market is a waiting one, and prices, although steady, are discouraging to producers. The Niagara furnace at Tonawanda, N.Y., which is a prominent factor in the Western Ontario trade, resumed blast this week, being about the only coke furnace north of the vicinity of Pittsburgh which has been able to get a sufficient supply of coke to operate. Stocks of desirable foundry pig iron continue to decrease. We quote on the cash basis f.o.b. Toronto in bond: No. 1 foundry strong coke iron Lake Superior ore, $12.55; No. 2 foundry strong coke iron, Lake Superior ore, $12.05; Jackson county silvery, No. 1, $16.80 to $18.30; Lake Superior charcoal, $15.55; Southern soft, No. 1, $11.75; ditto, No 2, $11.50.

BAR IRON—Business remains quiet and featureless at the unchanged base price of $1.85.

SHEET IRON—There is a little going out, but no great quantities. We quote as follows: 8 to 16 gauge, $2.50; 18 ditto, $2.25; 20 ditto, $2.25; 22 to 24 ditto, $2.35; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Gorbal's, 26 gauge, 5½c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

IRON PIPE—Quantities called for are still as a rule small. Discounts are 70 per cent. for black and 50 to 50 and 5 per cent. for galvanized. There have been some lots of American pipe changing hands, and we hear of the sale of one lot of 6,000 feet at 60, 10 and 10 per cent. discount.

GALVANIZED IRON—There have been some lots moving from stock, but they have been generally small. Quantities are still offering in case lots at $4.35 for 28 gauge.

CORRUGATED IRON—Business keeps good and prices unchanged. We quote: "Owl" brand from genuine steel plates, zinc coated, $4.25 to $6 per square; painted steel, same brand, $3 to $4 75, according to gauge.

INGOT TIN—There is a fairly good movement. We quote 19 to 19½c. for large lots and 20 to 20½c. for small lots.

INGOT COPPER—Remains dull and unchanged at 10 to 10½c.

SHEET COPPER—Business is still largely confined to brazier sheets. We quote: Untinned, 14 to 16½c. according to weight and size; brazier sheets, 14 to 17c. according to quality.

BOILER TUBES—A few orders for small lots have been received for shipment west. We quote: 1¼ inch, 7c.; 1½ inch, 7¾c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

SHEET STEEL—Dull and unchanged in price. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

ZINC SPELTER—There is some improvement to note in this line, but business is still quiet. The idea as to price is 4¼c. for domestic, and 4½c. for imported.

TIN PLATES—There is a steady demand for small lots at previous quotations. We quote $3.50 to $3.75 for "I.C." and $3 25 to $3.35 for coke.

TERNE PLATES—Stocks are low, but fresh lots are arriving. Demand is good. Prices are $6.50 to $6 75, according to quality.

ZINC SHEETS—The improvement noted last week appears to have been maintained at 4¾c. for case lots and 5c. for small lots.

HOOPS AND BANDS—Business continues much as before, shipments still being small. Small lots continue to be quoted at $2.25, but large lots can be obtained at lower figures.

CANADA PLATES—There is a better trade doing, principally on city account.

SOLDER—Trade is being fairly well maintained at 12½ to 14c.

PIG LEAD—The improvement noted a week ago has been maintained, and the idea as to prices is still $2.90 to $3.

ANTIMONY—There has been some fair orders at 9½ to 10c. for Cookson's, but trade on the whole is still quiet.

GLASS.

There is some selling, but the demand is nothing what it should be, while stocks are heavy. The price for first break remains unchanged at the recent decline of $1.15.

OLD MATERIAL.

Trade is dull, and further declines in prices are announced. We quote as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 30 to 35c.; No. 1 wrought scrap, 40c. per cwt.; No.2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 7 to 7½c.; old copper bottoms 5½ to 6c.; light scrap brass 3½ to 4c.; heavy yellow scrap brass 5c.; heavy red scrap brass, 5½c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3 to 3¼c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10c.

PAINTS AND OILS.

Trade is unsatisfactory, and for July seems to have been smaller than during the same period a year ago. Payments are better than one would expect under the circumstances.

WHITE LEAD—There is little or nothing doing. The ruling price is still 4½ to 4¾c.

LINSEED OIL—Does not exhibit much life, and prices rule as before at 53 to 54c. for raw and 56 to 57c. for boiled.

TURPENTINE—This in a little better demand than linseed oil, but still it is quiet while stocks are heavy. We quote 42 to 43c. f. o. b. Toronto.

PARIS GREEN—Business is now confined to an odd order or so, while stocks are heavy as a result of the circumstances noted last week. We quote as before: English, 112 lb. drums, 14 to 14½c.; and 56 lb. drums at 14½ to 15c.; cases, 18c. Canadian, 100 lb. drums, 13c.; 1 lb. packages, 14½c.

PREPARED PAINTS—Trade is quiet and prices unchanged at $1.05 for pure.

CASTOR OIL—There is only a small trade doing. Quotations are 6⅝ to 6¾c. in case lots and 7c. in single tins.

SEAL OIL—Quiet and unchanged at 58 to 59c. per gallon.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Supply is good, but there is no accumulation of stock, and demand is fair. Dealers are paying 3c., and selling cured at 3½c.

SKINS—Dealers are paying 30c. all round for lamb skins and pelts.

WOOL—Has been offering freely at unchanged prices. The prices they are now paying are: Ordinary combing, 17c.; fine clothing and down, 18 to 19c.; rejections, 12 to 13c., and unwashed, 10 to 11c.

TALLOW—As before. Dealers are paying 4¾ to 5¼c. and selling at 5¼ to 5½c.

PETROLEUM.

Trade remains much as before. We quote, in 5 to 10 brl. lots, imperial gallon, Toronto: Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; Canadian water white, 16 to 17c.;

MARKETS.—Continued

American water white, 18 to 19c.; photogene, 20c.

ASHES.

Business in ashes continues quiet, and values are nominally unchanged. We quote: First pots, $4; seconds, $3.65; pearls, $5.40 to $5.50 per 100 lbs.

MARKET NOTES.

H. S. Howland, Sons & Co. have a new line of revolvers in stock.

W. Mullett, hardware merchant, Toronto, has removed his stock from his Broadview avenue store to his store in Queen street.

H. S. Howland, Sons & Co. are just in receipt of a large consignment of Wostenholm's "I.X.L." pocket cutlery.

The Gurney Foundry Co. have received an order for one of their new Oxford hot air heaters to be shipped to Belfast, Ireland.

Chas. Boeckh's travelers are now all on the road with a full line of samples. "Trade," says Mr. Boeckh, "is still gradually increasing."

Keith & Fitzsimmons, Toronto, have received the contract for heating the Brockville Asylum. It is understood that radiators made in the United States will be used.

The price of "Dead Shot" powder has been reduced 50c. per keg, and H. S. Howland, Sons & Co. are drawing the attention of the trade to this fact in an advertisement elsewhere.

A neat catalogue and price list has just been issued by the Kemp Mfg. Co., Toronto. It is well illustrated, compact and well arranged. Dealers will find it handy for reference when making up orders.

The Gurney Foundry Co. have just received an order from one of their branch offices for 26 car loads of their new Oxford radiators. This order, with many others on hand, will keep them busy for a while.

The Gutta Percha and Rubber Co. have just filled a contract for belting, comprising 12 large belts which will aggregate between two and two-and-a-half tons. The demand for their "Red Strip" and "Lion" brands of threshing belts is still good.

The issue of the beautifully lithographed catalogue of brass and iron bedsteads which HARDWARE recently announced had been issued by Rice Lewis & Son, Ltd., is limited, and the trade should not therefore delay in writing for copies.

Clauss Shear Co. are in receipt of a large consignment of their famous "Clauss" razors which they are putting on the Canadian market. These razors are claimed by the makers to be the best manufactured in the United States.

Fire broke out Saturday in the establishment of Hy. Sing, dealer in house furnishings and stationery, Port Hope, doing from $3,000 to $5,000 worth of damage. Total insurance on stock, $8,000.

RAZORS See our fully warranted German Hollow Ground Razors. Fresh stock just received. Good assortment, low price, splendid value.

A. C. LESLIE & CO. Montreal and Toronto.

Our Specialty **PURE TURPENTINE** Our Customers Need fear no Adulteration

Every barrel guaranteed! We are headquarters for the Pure Article. Remember these facts when placing your orders.

FRANCIS, FROST & CO., 33 Front St. W., TORONTO

ROBERTSON'S

D. L. & S. TRADE MARK C. L. & S.

READY MIXED

Warranted Absolutely Pure

PAINTS

BEST ON THE MARKET.

Manufactured by Write for sample cards and prices.

The James Robertson Co. Ltd., Toronto

Make New Customers and please . . your old ones

BY HANDLING

Work easier, cut better and wear twice as long as any others. . . .

"Clauss Scissors"

CLAUSS SHEAR CO.,

TORONTO.

UNITED STATES MARKETS.

NEW YORK, Aug. 3, 1894.

PIG TIN—Nearly 1,500 tons have arrived here during the past month, mostly from England. Of itself, that shows further addition to the spot supply, since consumption has not been above the average for the season, while the season has been duller than usual. Shipments from the Straits during the month were no less than 3,900 tons, against 2,425 tons in July, 1893. The month's shipments include 3,300 tons to Great Britain and America and 600 tons to the continent. Large supplies for the near future as well as for the present are thus virtually assured. The market suffers more or less from the weight of this load and inaction on the part of buyers, but no decided movement in prices took place. About 18.70c. bid and 18.80c. asked covered the range on five-ton or larger lots, delivery during the next 60 days.

COPPER—Lake Superior ingot was openly offered at 9.20c. for delivery any month this year. Less pretentious offers were made at 9⅛c. for prompt or near future delivery, and endeavors to secure orders at 9.10c. were very slimly rewarded. In short, it looked very much as though 9c. was nearest to actual market value where anything in the nature of round lots were involved. There is quite as much evasion as to true value for other varieties, and 8¾ to 8⅞c. for electrolytic and 8⅝ to 8¾c. for ordinary casting would appear to be full value. Regarding business the general report went to show that it is still on a moderate scale, and that the demand is exceedingly tame.

PIG LEAD—There was little change in the condition of the market. Offerings were small for prompt shipment and delivery during the next thirty days. The demand was commonplace. However, prices were held stiffly at 3.65c. for spot, and few offerings were made at less than 3.60c. for August delivery. Single car loads were sold at those figures. St Louis wire to the Metal Exchange was raised to 3.35c. The London cable was £9 11s. 3d. for soft Spanish.

SPELTER—No improvement is visible in the demand or in sales of this metal here. The offering is rather more liberal, and it would appear easier to purchase ordinary Western brands at 3.45 to 3.50c. laid down here or at common point, early shipment. In fact, there were free sellers at the higher quotation. St. Louis wire to the Metal Exchange was 3.22½c. London cables quoted £15 11s. 3d. for good merchant brands.

ANTIMONY—The demand continues slow. Prices are easier at 8½c. for Hallett's, and 10c. for Cookson's, on the spot.

TIN PLATE—Business was on a small scale, and is still checked more or less by the tariff uncertainties. The transactions that do go through are chiefly at former prices.

IRON AND STEEL—In this quarter trade continues to be of routine type all through and of moderate volume. This is the experience in both crude material and finished products. Prices show very little movement, but appear rather weak.

PERSONAL MENTION.

ELIAS H. LYONS, formerly with M. & L. Samuel, Benjamin & Co., but now the Chicago manager of the firm of Lazarus, Rosenfeld & Co., is in Toronto en route home from a ten weeks' trip to Europe.

Ex-Ald. Frank Moses, of Pratt & Moses, Toronto, is laid up with a sprained ankle.

A. E. Yeomans, western traveler for the Toronto Lead and Color Co., is summering on the upper lakes.

W. A. McLeod, of the Banner File Works, Almonte, was in Toronto Wednesday on business.

F. A. York, representing Henry Rodgers, Sons & Co., Wolverhampton, Eng., has been in Toronto some days showing samples.

W. K. Ross, of Chicago, representing the Stanley Iron Works, paid a business visit to Toronto this week.

Edward Gurney, President of the Gurney Foundry Co., has gone to Magnolia, Mass., with his family for the summer months.

J. S. Howie, of Howie & Feely, Brantford, and Mr. Finlayson, their clerk, were in town this week.

Mr. and Mrs. Maurice Frankel, of Frankel Bros., are on a trip to the Lower Provinces. They are expected to return next week.

W. K. Fuller, representing the Ross-Fuller Association, New York, has been looking up business in the interest of his firm in Toronto this week.

H. Miller, of the firm of Miller & Morse, Winnipeg, arrived in Toronto last week, met his wife, who had preceded him, and then started for a six months' pleasure jaunt through Europe.

Among the outside merchants who have been in Toronto during the week are: A. Saunders and Mr. Harper, of Harper & Lee, Goderich; N. Courtemanche, Penetang; H. S. May, Huntsville; Mr. McEdwards, of McEdwards & Moore, St. Catharines; Mr. Clarke, of Clarke & Henderson, Niagara Falls; Mr. McLaughlin, of the Bowman Hardware and Sporting Goods Co., Hamilton.

SENDING OUT STATEMENTS.

THE following article, which appeared in Iron Age, discusses the position of statements in connection with the collection of accounts, and gives suggestions which deserve careful attention:

Some business men can tell why they succeed; others wonder why they fail. The successful man runs his business. A business can run itself; so can a wagon, but only down grade.

Every day we see business men riding down grade. They know they are moving, but do not bother themselves about the direction they are going, and never realize their true condition until they strike an obstruction. This obstruction they call experience. The business methods of such men should be avoided. The methods of a successful man or firm are worthy of close study.

A remarkable thing in connection with almost every assignment is the large showing of alleged assets called "accounts due the firm." Inability to collect outstanding accounts is the cause of almost all failures. The reason for this can be safely attributed to an underestimation of the value of regularly rendering properly prepared statements of accounts. It is not surprising that a country merchant knows which firms he can "stand off;" he gains this knowledge by the statements sent him. The prompt or lax business methods of a firm are plainly shown on the faces of their monthly statements. Our country friends are not expected to watch our interests, but our statements should convince them that they do not therefore go unwatched. "Business is the salt of life."

There are statements of account and statements of no account. Observation of some 30 before us shows that only five of the number convey any intelligent idea of the expected result. If you send it "only for comparison," say so plainly; but do not waste too much time sending statements for this purpose alone. If it is sent as a reminder that the account is due, say so, politely, yet forcibly. About one-half of those before us are mere apologies—weak-kneed affairs which disclose weak business methods.

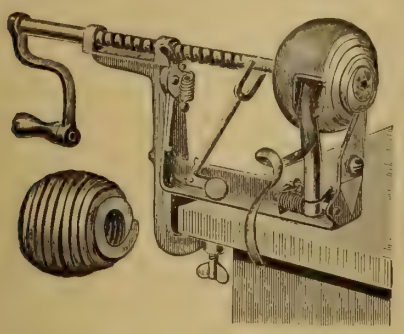
The manner in which the statement is inclosed has its effect also. A man who receives a statement seldom attaches to it the importance you do, therefore you should not depreciate its value by making it apologetic or weak in any particular. This can be done in the typographical arrangement, in the wording, and by inclosing it with other printed matter. Advertising circulars destroy effectually the object of a statement. If mailing advertising matter pays, mail it by itself, but if you are expecting favorable results from the statement by combining the two, the chances are surely against you. One might argue that it costs 2c. anyhow, and why not put in circulars to make up the ounce? They might do some good, but they are sure death to the effectiveness of your statement. The policy of getting something for nothing, or trying to, has ruined many fair prospects in business. Sooner or later we find out that it takes a cause to get an effect. Diamonds are not as easily obtained as gravel, or they could be bought for $1 a load.

Contributory negligence is often spoken of, and the law justly holds that a man guilty of it has only himself to blame for losses sustained thereby. Are you getting satisfactory results from the statements you send out? If not, why not?

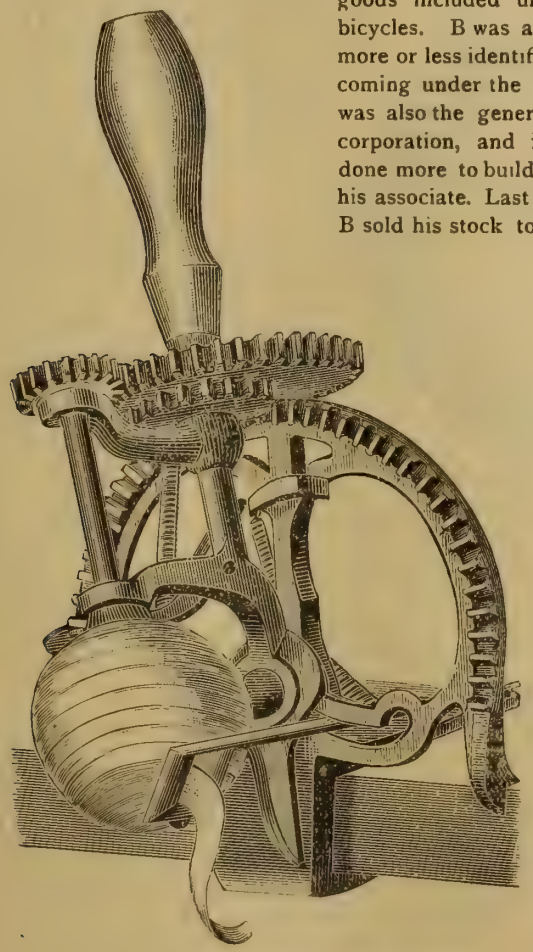
Lay aside your prejudices and consider this question, then mend your ways or suffer the consequences.

A TRIO OF APPLE PARERS.

THE illustrations show three different styles of apple parers that are being handled this season by H. S. Howland, Sons & Co. They are the "Turn-Table," the "White Mountain," and "New Lightning." The first-named is a strong and reliable machine, and for simplicity, durability and uniform good work it is claimed cannot be excelled. The "White Mountain" is a parer, corer and slicer. This machine pares, cores and slices, pushes off the apple and is ready for paring again. There is nothing about it to break or get out of order, while the wear is so light as to make it almost everlasting. A child can operate it, and every machine is warranted. The "New Lightning" is what its name implies, a rapid parer. One forward movement of the handle is all that is required to pare an apple from stem to blossom, while a return of the handle pushes the apple off the fork. By placing two baskets side by side under the machine, all the parings will drop into one basket, and the fruit will be pushed off so as to drop into the other. All the parers are put up in boxes of one dozen each, and H. S. Howland, Sons & Co. report that they have already sold a number of the machines.



THE WHITE MOUNTAIN PARER, CORER AND SLICER.



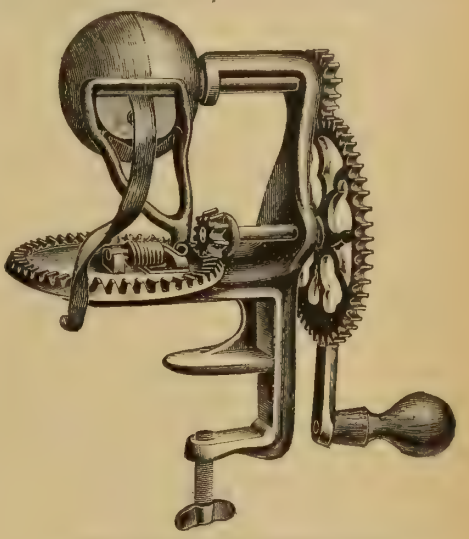
NEW LIGHTNING APPLE PARER.

SLAUGHTERING THE PRICES.

A STORY has just come to light, says Hardware Reporter, that shows the extremes to which some business men put themselves when endeavoring to get ahead of each other. It also shows how trade in any line can be disturbed when leading manufacturers become involved in a quarrel, or when they have fallen out as partners and then attempt to overreach each other by recourse to methods that in the end do a great deal of harm without doing a particle of good. Names are not necessary to the story, so the parties will merely be designated as A and B.

It appears that A and B were joint owners of a corporation manufacturing a line of goods included under the general head of bicycles. B was a manufacturer of goods more or less identified with bicycles, but not coming under the same specific head. He was also the general selling agent for the corporation, and is credited with having done more to build up the business than did his associate. Last winter the two quarreled. B sold his stock to A and received in part payment a certain number of '93 wheels He at once placed them on the market at or near cost price and compelled A to make a similar sacrifice. Other makers were disturbed by the price-cutting and for a time it looked as if there would be a minature war on wheels. This, however, was averted. But A proceeded to retaliate. Knowing that B had made a great deal of money in the manufacture of baseballs, he at once erected a factory and turned out a grade of balls equal to the B brand, but sold them for 25 per cent. less. B was then obliged to lower his own prices, and it is now admitted by both parties that they lost a large amount of money on the bicycles and on the balls as well.

Stories like this have been told a thousand times and more, and each one has the same moral—that it doesn't pay to do business for the sake of revenge. It is told now, however, because there are a good many people in the trade who can not imagine why certain standard goods have been sold at such low prices for the last six months. They may possibly be able to pick out the reason in the story of A and B.



THE TURN-TABLE APPLE PARER.

UNRIVALLED IN ATTRACTIVENESS.

The phenomenal success of the Toronto Industrial Fair, which will be held this year from the 3rd to the 15th of September, is due mainly to the fact that the management always keeps faith with the public. Whatever is announced is always presented—and the people know that they are sure to get their money's worth. This season the display will be unusually extensive and varied. In live stock, manufactures, dairy products—in fact, all the staple departments—the entries are much more numerous than ever before. Some entirely novel and brilliant spectacular features have been secured, which will prove irresistible attractions and fully sustain the reputation of the exhibition for presenting the latest and most alluring forms of popular entertainment. The vivid realism of the fireworks spectacle, "The Siege of Algiers," is beyond description. The reputation of the Fair, extending far and wide beyond the boundaries of the Dominion, and the cheap fares on the railroads, will attract large throngs of visitors. Entries in the leading departments must be in before August 11th.—(Advertisement.)

ORIGIN OF THE WORDS COPPER, TIN, ETC.

W. G. PIPER, of the Australasian Ironmonger, in a lecture recently delivered before the hardwaremen of Melbourne, Victoria, on "The History of Some Words in Common Use," gave some very interesting information, from which we extract the following relating to the origin of the words "copper," "tin" and "lead":

The Latin name for copper was "æs, æris." Ancient Egypt, Greece in the time of Homer, and Ancient Rome drew their supplies of copper from Cyprus, an island which Lord Beaconsfield annexed within the memory of most of us. Cyprus takes its name from the cyprus trees which at one time abounded there, and the name "cypress," which, by the bye, should be pronounced kypress, is itself a corruption of the name of the gopher tree mentioned in the Bible. Sixty years before the birth of Christ, Cypress came into the possession of the Romans, and the fine copper obtained from its mines, "æs cyprium," or Cyprian "metal," soon gave its name to the same metal obtained from other lands. In the mouths of the people, this in course of time became "cuprum," and has been borrowed from the Latin by all the nations of Northern Europe, and is German "kupfer," and English copper. Curiously, in Spain and Italy, the name of the metal is borrowed from "æs," the other part of the Latin name. From this word the Romans formed "æraman" for copperware. The Spanish name for copper is still "arambra" or "alambra," and the Italian is "rame."

Next in importance in the ancient world to gold, silver, copper and iron, was tin. One of the titles of the Prince of Wales is Duke of Cornwall and Lord Warden of the Stannaries. The Stannaries are the mines where tin is produced, and the name is taken from the Latin name for the metal "stannum." Stannum did not always mean tin. It is connected with a Greek word for plumb line, and its first meaning was an alloy of lead, which was doubtless used for plumb bobs. It was only in the fourth century of this era that it came to mean tin. The French name for the metal "etain," also comes from "stannum," but the English word "tin" cannot be explained, unless it means "a twig," or "a thin rod," in which form the metal might have been brought by the merchants to the Anglo-Saxons in Germany.

When we speak of a plumber some of us know that we mean a worker in lead. The Romans used most of the lead that they obtained for water pipes, and brought it from Spain in bars or cakes marked with stamps or inscriptions, and because it was in the shape of bars or bricks they called it plumbum. Tin they called white plumbum, and lead black plumbum. A plummet is the little lump of lead, plumbum, on a line as still used by carpenters. Plumbago means something which resembles lead, but is not the same thing; as a matter of fact, plumbago is not a metal at all, but it can be burned in the same way as coke, or even the diamond; and all these are composed of carbon, although it is not an easy matter to set a diamond or a piece of plumbago burning.

BICYCLE TIMERS.

Last week HARDWARE showed a cut of a bicycle watch which was attached to the handle bar of the machine, and by the adoption of the table given in last week's issue, by counting the number of revolutions of his pedal in fifteen minutes, could easily calculate the rate of speed at which he was traveling. Rice Lewis & Son, Ltd., who brought out this little attachment, having met with such success, have gone further, and are putting on the market this week a bicycle



watch similar to cut here shown. This is a split second, stop and fly-back chronometer, with a minute recorder as well, and the price at which the hardware trade can purchase them would place them within the reach of any that can afford to buy a bicycle. They are just the thing for bicycle clubs as well as private individuals, as time can be obtained for any stated distance to the fraction of one-fifth of a minute.

The Standard, Chaudiere and Ottawa Electric Light Companies have united. The new company is to be known as the Ottawa Electric Co. The board of directors of the new company is made up of Thos. Ahearn, E. H. Bronson, G. P. Brophy, G. B. Pattee, C. B. Powell, J. W. McRae, R. Blackburn, F. Clemow, and Wm. Scott. The authorized capital is $1,000,000, and the paid-up stock $645,000. Thos. Ahearn is president; E. Bronson, vice-president; G. S. Macfarlane, secretary-treasurer, and O. A. Dion, superintendent.

AN UNFORTUNATE FIRM.

THE Doty Bros. & Co., engine and boiler makers, have been unfortunate. In 1875 John Doty, formerly of Oakville, established manufacturing works in Toronto, under the style of the John Doty Engine Co. On the 1st January, 1891, a joint stock company was formed under the same name. A considerable business was being done, and a branch was established at Vancouver, B.C. But an insufficiency of capital resulted in May, 1892, in the company going into liquidation. E. R. C. Clarkson was appointed liquidator, and carried on the concern for some time. Messrs. Bertram then became its purchasers. Mr. Doty and his two sons commenced a new business with capital belonging to Mrs. Doty, and now this business has met with disaster, an assignment having been made to Edward Still.

The statement shows preferred claims amounting to $7,967, Imperial Bank draft $928, and sundries $115.83. The indirect liabilities, bills under discount, Imperial Bank, amount to $10,200. The assets, consisting of patterns, plant not under liens and account at Imperial Bank, amount to about $14,651, leaving a deficit of about $6,000.

Arrangements have been made by bill of sale for A. R. Williams, who is in the same business, to occupy the premises and carry out existing contracts.

A CURIOUS RECORD.

A methodical man died in Berlin recently at the age of 73 years. When 16 years old he began keeping a record, which he continued for 52 years, which, says an exchange, is the best commentary we have seen on the life of a mere worldling. His book shows that in 52 years this "natural man" had smoked 638,715 cigars, of which he had received 43,692 as presents, while for the remaining 585,021 he had paid about $10,433. In 52 years, according to his bookkeeping, he had drank 28,780 glasses of beer and 36,086 glasses of spirits, for all of which he spent $5,340. The diary closes with these words: "I have tried all things, I have seen many, I have accomplished nothing."

PENNSYLVANIA COAL.

The production of bituminous coal last year, as shown by the figures of the Bureau of Industrial Statistics, was 43,421,898 tons. The number of men employed was 81,800. In the anthracite region the production was 47,179,563 tons, and the number of men employed 78,789. The report gives interesting figures about the coke industry in the Western part of the State. Fayette and Westmoreland are the principal coke-producing counties. There was a decrease of 1,164,678 tons of bituminous coal, and an increase of 1,444,169 tons of anthracite coke over the production of 1892.

DELAYS IN EXPRESS SHIPMENTS.

SHIPPERS in the United States occasionally have complaints against the express companies in regard to their tardiness, as well as Canadians. At least this is to be inferred from the following from the Hardware Reporter of St. Louis :

Express companies are institutions required by the rapid transit system of American business methods. Unfortunately, they are sometimes necessary evils, inasmuch as they do not render equitable and even fair transportation facilities to their patrons, and too often delay matters instead of expediting them. Two cases in point have been recently developed. They are of especial interest to our advertisers because of the trouble and detention thereby involved.

On the 12th of June, a lot of advertising cuts for this office was delivered to the United States Express Co. at Cincinnati, Ohio. They should have come through by the morning of the 13th. Instead, they were not received until the 14th, the day the Reporter went to press for that week. When asked about the cause of the delay, the local officials explained that their express matter from Cincinnati to St. Louis was shipped by the way of Louisville, a roundabout way that added at least 24 hours to the time of delivery. In this case, a mistake was made in shipping the goods by an indirect route, but this does not excuse the company for choosing a route that went 200 or more miles out of the direct line and added to the cost of transportation.

A still more flagrant case of inattention to the demands for quick transit of express matter was brought to light this week. On Monday last a series of advertising cuts were delivered to the American Express Co. at Detroit, and were billed to this office. The company carried them to Toledo over the lines of the Michigan Central. At that point they were delivered over to the National Express Company, by which line they were brought to St. Louis over the "Clover Leaf" route, or the longest line between the two cities, and which does not afford sufficient facilities for such service. An unnecessary delay of twenty-four hours was thus occasioned, but, of course, nobody was to blame. Had the cuts been delivered to the Pacific Express Company at Toledo, they would have come direct over the Wabash, and one day's time would have been saved.

While the transportation companies are chiefly to blame for this round-about way of forwarding goods, the shippers themselves could obviate a great deal of the difficulty by patronizing those lines only where a direct means of shipment is provided. When it is known that a reshipment is necessary, as with the Detroit cuts, directions should be given for shipping by the line having the most direct connection. But even when this is not done, the companies are inexcusably in error when they accept goods for any other than the most direct line. A letter mailed at Cincinnati or Detroit on the afternoon of one day reaches St. Louis on the next morning. There is no possible reason why express matter should not be forwarded with equal promptness. A delay of twenty-four hours is beyond all reason.

HIGHEST AWARD at the WORLD'S FAIR

FOR Catalogue and Prices Address



The Christy Knife Co. 30 Wellington St. East Toronto

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

THOROLD CEMENT

Should be kept in stock by all Hardware Merchants

Our Thorold Cement, sometimes called Water Lime, is the best and cheapest for all Kinds of Mason work

It is used by the leading Builders and Contractors for building Foundation Walls, Cisterns, Sewers, Cellar Floors, Bridge Piers and Abutments, and for Concrete work.

Mr. M. Gilbert, Blenheim, Ont., says: "I have been using more or less cement for the last 40 years, and consider Thorold Cement equal to any, if not the best I have used so far."—May 29, 1893.

Manufactured at Thorold, Ont., by the sons of the late John Battle, under the title of

Estate of John Battle

EFFECT OF HEAT ON LEAD PIPES.

Text books contain a good deal of useful information, no doubt, observes a writer in Industries and Iron of London, but they fail to give a vast amount of knowledge which is required in practice. Where, for example, do we find any mention of the effect of heat on lead pipes? In the case of a recent electric lighting installation, exhaust steam by some means found its way into the ventilating and soil pipes leading to the drains. One of the first evidences of this was found in the warping of all lead pipes so used. It appears that the heat of the exhaust steam caused the lead pipes to expand and warp, but when the steam was entirely prevented from entering the drains the lead would not contract, and all such pipes had to be straightened by hand. This is a point which embryo engineers would do well to keep in mind, as each time the pipes were heated they expanded, but in no case did they show any signs of coming back to their normal condition.

A BIG IRON ORE DEAL.

Advices from St. Paul state that details of the Biwabik mine contract made last week proved it the most important deal ever made in the Lake Superior mining regions. The Biwabik Bessemer Co. composed of heavy Pittsburg and other Pennsylvania capitalists, leases the mine of the Biwabik Ore Co., and will operate it until such time as the latter can resume control. The new lessee has contracted with a heavy firm organized for the purpose under which this firm will mine a minimum of 1,000,000 tons of ore a year for the next five years, and should the market warrant, is to be prepared to do considerably more than this. The original lessees' minimum output of 300,000 is to be taken out this year before the close of the shipping season. The contractors have bought eight locomotives and five steam shovels, and have two of the latter at work to-day. Three shovels will be in the stripping and two will mine ore, and it is estimated that these latter will easily put on cars not less than 4,000 tons a day. Work will be carried on day and night, and 750 men will be employed. The moving of a million tons of ore a year under a single contract is something never before attempted in the world's history. The handling of this amount of material is a task utterly inconceivable except to those who have actually seen the operations carried on.

INDIFFERENCE TO CUSTOMERS.

NOTHING kills a business more quickly than indifference, says Hardware. One day last week an intending customer walked into a St. Louis store and asked for an article that is usually kept in stock by any up-to-date dealer. In its place was handed him an article that did not suit his purpose at all. "I can't use that," he said to the clerk. "Why not?" was the reply in a tone closely bordering on insolence. "Because I don't want it, nor your services either," and the indignant customer hunted up the proprietor and finally obtained the sought for article, afterwards discovering that the clerk knew where it was all the time, but was too indifferent to the customer's wants and, of course, to those of his employer, to go to the trouble of finding it. There are clerks and clerks. The case c ted above is an extreme one, of course, but how many are there who have not had a similar experience? Indifference is bad enough, but when insolence is thrown into the bargain the proprietor had much better get another brand of salesmen or else go out of business.

FENELON FALLS BOOMING.

Business men in Fenelon Falls are in good spirits. The particular reason is that an American syndicate has purchased and fitted up the old saw mill there, and is now turning out large quantities of lumber. The syndicate in question is reputed to have large timber limits in the northern part of the province, and the lumber will be sawn at Fenelon Falls. It is said that the owners have enough lumber to keep the mills running for 20 years.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price)

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS

Sent, postpaid, on receipt of price.

THE CANADIAN GROCER
TORONTO.

BLACKSMITHS' TOOLS.



Horseshoe Vises.

Price, No. 1, - $4.00
" No. 2, - 7.50

Will save their cost in a week's sharpening. . . . .

A. B. JARDINE & Co.
HESPELER, ONT.



SS. SMOKELESS POWDER Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.
429 Board of Trade Building
MONTREAL, Agents.

SEND FOR PRICE LIST.

Remember...

That having greatly increased our capacity for making

CALCINED PLASTER

We can fill all orders promptly. We can quote lower prices to all points West of Toronto than any dealers or manufacturers in Canada. Dealers who have limited storage room can buy from us in 80 barrel cars or 10 barrel lots if they so desire. We are the only manufacturers of Calcined Plaster in Ontario.

GREY AND WHITE PLASTER

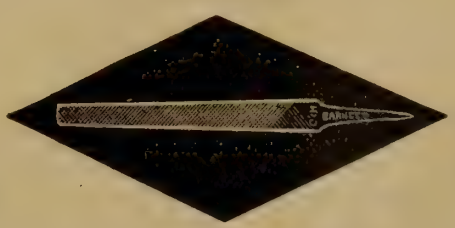
Always on hand in car lots.

New Novelties in preparation for Alabastine Dealers.

THE ALABASTINE CO., Limited,
PARIS, ONT.

TRADE MARK.

BLACK DIAMOND



FILE WORKS

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. Gulletting Sawfiles.
Climax Sawfiles. Lightning Sawfiles.

—AND—

EVERY OTHER DESCRIPTION OF SAW FILES.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE Ontario Forge and Bolt Company Ltd., with factory at Swansea, has gone into liquidation. James Worthington, the president, is liquidator.

Newton Challen, carriages, Simcoe, has assigned to P. H. Groff.

York & Pelling, general merchants, Mission City, B.C., have assigned.

Charles Lane, tinsmith, Barrie, has assigned to E. S. Lally.

John J. Kelly, general merchant, Acton, has assigned to Henry Barber & Co.

Mullen & Co., lumber, Toronto; chattel mortgage foreclosed.

E. A. Manny & Co., founders, Beauharnois and Montreal, have assigned.

The Reliance Electric Manufacturing Co., of Waterford, with a branch office in this city, has assigned to R. S. Scott.

David Parker, carter, Montreal, has compromised with his creditors at 25c. on the dollar.

A. Genet, general merchant, Gentilly, Que., has secured a compromise at 25c. on the dollar.

J. F. Allan & Co., general merchants, Copleston, have assigned, and their stock is to be sold Aug. 6th.

Wm. McElroy, general merchant, Richmond, is offering to compromise at 40c. on the dollar.

Frederick Lawton, carrying on business as importer of lamp goods, etc., and manufacturers' agent, at 452 St. Paul street, Montreal, under the firm name of Dougall & Lawton, has assigned at the demand of Frederick H. Markey. The liabilities are about $6,500. The principal creditors are F. H. Markey, $1,000; Bank of Toronto, $2,000; Holmes, Booth & Haydens, New York, $1,209; David Crawford, $340; George Eadie, $370; and Charland & Lahaise, $206.

SALES MADE AND PENDING.

The general stock of S. N. Percival, Smith's Falls, has been sold.

Isaac Broadway, blacksmith, Stouffville, is advertising his business for sale.

These stocks were sold last week at Suckling's: That of V. S. Parsons, Smith's Falls, $13,000, was sold to Nicholas Garland at 65c. on the dollar. The stock of W. H. Smith, Niagara Falls, $14,300, was sold to N. B. Gould, Port Hope, at 65c. on the dollar. The general stock of Wilson Bros., Barrie, $14,000, was sold to Powell & Co., Barrie, at 65c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Elliot & Gibbons, general merchants, Sudbury, have dissolved.

CHANGES.

K. C. McDonald, blacksmith, Nanaimo, has sold out to Westwood Bros.

W. F. Costigan has been registered proprietor of the Sclater Asbestos Mfg. Co., Montreal; also of the railway supply business of W. Sclater & Co.

N. Wilson, general merchant, Edmonton South, N.W.T., advertises that he is giving up business.

FIRES.

E. R. Atherton, general merchant, Watson, B.C., has been burned out.

Armstrong Bros., manufacturers cheese boxes and lumber, Markdale, have been partially burned out.

DEATHS.

Patrick Lynott, of the firm of Bertrand & Co., general merchants, Edmunston, N.B., is dead.

SOME OTHER STONE.

"GENTLEMEN," said the guest at the hotel, who was supposed to be a drummer from the east, "you have all heard about the mad-stone, of course—that curious stone which cures hydrophobia in human beings?"

Yes, we had all heard of it.

"I think I have a treat for you here," he continued, as he took a parcel from his pocket wrapped in tissue paper. "I happen to be the owner of a mad-stone. There are only ten in America, and I have one. You will of course want to know how I got it, and I will briefly explain that it was left to me by an old Kentucky darkey on his death bed. I was born and raised in that state, and the darkey was my father's slave till freedom came. Here it is."

"You call that a mad-stone, do you?" queried one of the group.

"I do, sir—one of the best of the ten."

"Well, I don't! If that isn't a common whetstone, such as you can buy anywhere for 10c., I'll eat it."

"My dear man, you are 'way off! I myself have seen this store cure three different people. In fact, it cured me."

"What of?"

"Hydrophobia, of course."

"I don't believe it!"

"But you don't mean to call me a liar?"

"No, of course not. You have been taken in and done for on that stone. It's simply a common whetstone."

"And it won't cure hydrophobia?"

"No, sir!"

"And it didn't cure me?"

"No, sir."

"Wasn't it left me by a dying colored man?"

"Not at all. It's a whetstone you carry around in your trunk, and very handy things they are. No, sir; that's no madstone."

The drummer got up and went to a window and heaved the stone into the street. When he returned nothing was said for a long time. By-and-bye he quietly asked of the whetstone man:

"Have we met before?"

"We have," was the reply. "I heard you gulling a crowd in Indianapolis two months ago, and one of them was the clerk in the store who sold you the stone."—Detroit Free Press.

SITUATIONS VACANT.

HARDWARE CLERKS—INCREASE YOUR INCOME by showing The Hardware Dealer's Magazine to your local hardware merchants and manufacturers. Subscription $1.00 a year. Liberal commission. For sample copy, terms, etc., address D. T. MALLETT, Publisher, 78 Reade St, N.Y



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

Roofing and Building Paper
Tarred Felt,
Dry and Tarred Sheeting
Building Paper,
2 and 3 Ply Ready Roofing,
Pitch, etc.,
In stock here for the convenience of the Trade.
Alex. McArthur & Co., Montreal

H. D. SIMMONS & CO., Western Representatives
85 York Street, TORONTO.
TELEPHONE 2164.

OUR SALES OF
"DURHAM" Portland Cement
For the past 8 months have been
25,499 CASKS.
"BURHAM" Brand outranks all other
Try it and be convinced. . . . .
Sole Consignees for Canada,
McRAE & CO., OTTAWA

MUNN'S LIQUID GLUE
IS THE BEST.
THE ART METROPOLE, Agents.
131 Yonge Street, TORONTO.

1879—ESTABLISHED—1879
Essex Handle and Wood-Turning Works



Next in Importance to the Axe, comes the Handle.
Our shaved pattern is pronounced by choppers to be just right. If you do not sell them it's time you did, because they are what the people want who use axes. If you do not get them from your wholesale house send direct to
GARDNER BROS. & CO.,
Manufacturers all kinds of Handles and Wood Turning
ESSEX, ONT.

DOWSWELL BROS.

HAMILTON, ONTARIO

MANUFACTURERS OF

Clothes Wringers, Mangles, Churns, Washing Machines, and Household Specialties

Prices are low but you will find our goods first-class. Send for Catalogue. . . . .

EASTERN AGENTS

W. L. HALDIMAND & SON, - Montreal

RAMSAY'S

Furniture Varnish
Brown Japan
Inside Varnish
Outside Varnish

In Handy Cans

IS THE PROPER LINE.

A. RAMSAY & SON,

MONTREAL

PARMENTER & BULLOCH

Manufacturers of

Rivets, Burrs, Wire Nails Of every Description

Carpenters' Braces, and other Hardware lines.

SPECIALTIES:

Tubular, and Bifurcated or Slotted Rivets, Facing Studs, Rubber Arctic and Leather Shoe Buckles, and Shoe Braces Write for Illustrated Catalogue and Price List

Head Office and Works: CANANOQUE, ONT.

BRANCH WAREHOUSE:

32 and 34 St. Dizor St., Montreal

Pigou, Wilks & Lawrence

Limited.

11 QUEEN VICTORIA ST., - LONDON, E. C.

Sole makers of the

"ALLIANCE"

PRIZE SPORTING POWDER

THE TRADE ONLY SUPPLIED.

FAILURE OF CAST IRON COLUMNS.

MAJOR-GENERAL HUTCHISON'S report to the Board of Trade, of London, England, gives the result of his enquiry into the accident which occurred on the 12th of December, at Portsmouth Harbor Station, when the roof covering the arrival island-platform was blown down by a high gust of wind just as a train was leaving. Several persons were injured, one very seriously. The fall of the roof must, Major-General Hutchison says, in the absence of any other probable cause, be attributed to the effect of a sudden gust of wind during the prevalence of a gale. The zinc roof covering did not give way, but the wind pressure was transmitted toward the base of the cast iron columns—a double row of which supported the roof—with the result that one (or more) of these was at once broken off four feet above its base (which was bolted down to wrought iron cross girders, connecting the cast iron columns employed in the structure of the station), this being immediately followed by the similar fracture of the whole of the forty-nine remaining columns, and the fall of the roof. The columns were all broken in two places, the two points of fracture being in each column almost identical. The thickness of metal was intended to have been uniformly ½ inch, and it must have been either from a deficiency in this thickness or from a flaw in the casting that the force of the wind was able to break a column thus weakened. The evidence of the witnesses does not lead to the impression that they had felt the force of the wind very excessive when the roof fell. Theoretically these columns should have been able to sustain a far greater pressure than they were ever likely to have been exposed to.

ALUMINUM TORPEDO BOATS.

A British naval service journal mentions that orders have been issued by the Admiralty for the manufacture of an experimental torpedo tube of aluminum. This tube, the paper says, is to be fitted on board a first-class torpedo boat and sent to Portsmouth, where experiments with it will be carried out by the staff officers of the "Vernon" torpedo school ship. It is not unlikely that the preliminary trials will make it necessary to fit a liner of brass to the after portion of the tube, as experience has shown aluminum to be plastic at a comparatively low degree of heat; and, as torpedo tubes are fitted with powder impulse as an alternative means of ejecting the torpedo, the heat at the rear part of the tube is at times very great. Even with liners of another metal the saving of weight in torpedo vessels fitted with aluminum tubes and mountings will be considerable and will more than justify the additional cost of manufacturing the tubes with the new metal.

ADAM HOPE & CO.,

HAMILTON

Offer for Sale

"Pioneer" and "Sloss" PIG IRON

These are fine foundry irons, being strong and large scrap carriers.

Also all the well-known——

Scotch Brands,
Broken Car Wheels,
and Railway Cast Scrap.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

BEWARE OF PIRATES

Who all but infringe the laws of Copyright and mislead the public by twisting words.

JOHN LUCAS & CO.'S

Imperial French Green

IS THE ORIGINAL AND ONLY RELIABLE

ASSORTED



DESIGNS

Decorated White

TEA AND COFFEE POTS

WITH NICKEL-PLATE COVERS

CAVERHILL, LEARMONT & CO.

MONTREAL

THE GERMAN RAZOR INDUSTRY.

IN these days of aggressive competition a thorough knowledge of the details of business and the closest attention thereto is conceded to be necessary to success. In this connection the methods of German manufacturers of razors are deserving of attention.

In England the managing director transacts his business through a superintendent, who is engaged at the lowest possible compensation. He is treated as a servant, and hence his sympathies are naturally on the side of labor. There exists in England a union of labor which regulates the price of steel which enters into the razor, and every operation required to produce a razor is governed by that union. There is a schedule for forging, grinding, polishing, etching, hafting, etc., and woe to the laborer who departs from the iron-clad rules and regulations of this union.

Certain methods have been followed in England in the production of razors for a century or more. New methods which naturally develop in the course of time, some of which are necessarily an improvement, are immediately voted down without an intelligent investigation of their merits. To illustrate: It is acknowledged that a shoulder, say ⅜ inch from the edge in a hollow ground razor, strengthens the blade and at the same time gives it more elasticity and it is thus better adapted to shave cleaner and better. To produce this shoulder the blade must first be grooved from shank to point; but as the English grinder insists that a blade must be ground from the back to the edge, all English forged razors required to be ground as common sense would dictate must be sent from England to Germany to be ground. The entire effect of these unions checks progress. The forger protects the grinder, the grinder the hafter, and so through the line of operations, and collectively they tie the hands of the employer.

As a natural result, razors made in Germany and bearing the stamp, "made in Germany," as the law requires, may be found in any cutlery shop of any standing in London, Liverpool, and any other city in the United Kingdom.

The German manufacturer lives in the Solingen district, which includes the town of Weier, among the hills over which he loves to roam; having no horses, a luxury almost unknown to him, he is at his post early and late and at work. Not being troubled with know-it-all-ism, he is eager to learn of all new methods in the manufacture of goods, and strives to please his customer as to styles, etching, finish, etc. He is master of the situation, being a practical man, to whom a superintendent is an unknown quantity.

If he hears of a union to be in contemplation among his men he is ready with a strategic movement. A system is now being introduced in one of the German factories which will put unions out of the question. This factory is owned by three active Germans—one, the best grinder in the district, with his headquarters at the grindstone; the other a forger, who can always be found at the forge; and the third disposes of the product and gives finances his attention. They being thus equipped are masters of the situation. They divide the operations in the forging department in such a manner that better results are obtained collectively without the workman being obliged to spend years of his time to learn to forge a razor complete. With their method one man forges one part of the razor, the next another, and so on, and each man being confined to that one operation does his one simple part to perfection. Being confined to that one operation he does it quicker and better. The same system is carried through the grinding, etching, hafting, and in fact all departments.

To sum up the matter, Germany, with its desire to acquire all possible knowledge and taking advantage of the knowledge acquired, with their economy, thrift and general enterprise, now holds the key to the razor business of the world, and all has been accomplished within ten years. Prior to that time an order for six dozen razors would have been considered large, while 1,000 dozen of them would not create any extraordinary excitement at this writing.—By "Victor," in Iron Age.

SECURE GOOD HELP.

It must be paid for, but it is economy in the end. If a young man's interest is centered in seeing your business a success, suggesting where expenses can be lowered and business extended and improved, not afraid to work overtime or holidays, keep him, get all you can like him, and think twice before you let him go because you can get a substitute (?) for less money, but whose interests lies more in "so much time for so much money," and not in results reached. The first man is worth half a dozen of the second. The quality of a business man's help gives character to his business. How many customers pass a man's shop because of an uncivil or inattentive clerk. Better pay such help a salary yourself to work for your competitor than to have them about your business.—Ex.

The Sydenham Glass Co., Ltd., Wallaceburg, is applying for incorporation; capital stock, $50,000, divided into 1,000 shares of $50 each. The objects for which incorporation is sought are (1) The acquisition of a suitable site and plant; (2) The manufacture and sale of glassware.

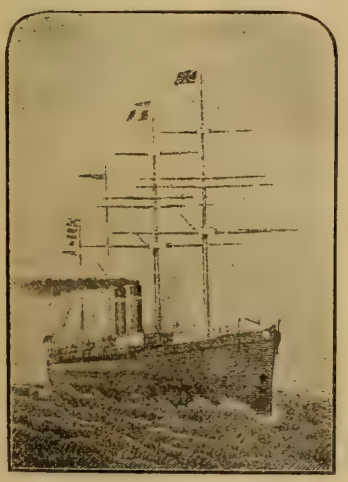
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Calcined Plaster. Sewer Pipes.
Chimney Linings and Tops.
Mortar Stains. Fire Bricks and Clay.
Enamelled Porcelain Sinks.
English and Belgian Portland Cements

and General Builders' and Contractors' Supplies.

W. McNally & Co.
MONTREAL.



ALLAN LINE

ROYAL MAIL STEAMSHIPS

Liverpool, Londonderry, and Montreal Mail Service

STEAMSHIPS.	From Montreal.	From Quebec.
MONGOLIAN	Aug. 4	Aug. 5
*LAURENTIAN	" 11	Not calling
SARDINIAN	" 18	Aug. 19
NUMIDIAN	" 25	Not calling
PARISIAN	Sept. 1	Sept. 2

And weekly thereafter.

The Steamers of this service carry all classes of passengers. The Saloons and Staterooms are in the central part where least motion is felt. Electricity is used for lighting the ships throughout, the lights being at the command of the passengers at any hour of the night. Music rooms and Smoking room on the promenade deck. The Saloons and Staterooms are heated by steam. Steamers are despatched from Montreal at daylight on the day of sailing, and sail from Quebec at 9 a.m. on Sundays. Steamers with a * will not stop at Quebec, Rimouski, or Londonderry. **RATES OF PASSAGE**:—Cabin, $45 and upwards, according to location of Stateroom and number of persons occupying same; all having equal privileges elsewhere. Second Cabin, $30 single, $60 return. Steerage to Liverpool, London, Glasgow, Belfast, or Londonderry, at lowest rates. Steerage passengers are providedwith bedding and every requisite for the voyage without extra charge.

H. & A. ALLAN, Gen. Agents, Montreal, or H. C. BOURLIER, 1 King St., Toronto

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J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.

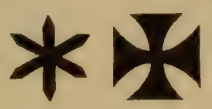


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Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.

CORPORATE MARK



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

M.L.S. equal to Bradley	Per box
I.C., usual sizes	$5 50 $5 75
I.X., "	6 75 7 00
I.X.X., "	8 00 8 25
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	4 75 5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 35 3 50
I.C., special sizes	3 60 3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
X.X., 14x56, 50 sheet bxs	6c, 6¼c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base Price
Common Bar, per 100 lb	$1 85 1 90
Refined " "	2 35 2 65
Horse Shoe " "	2 60 2 75
Band " "	2 25 2 30
Hoop " "	2 25 2 30
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Fire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet	0 10½ 0 11
Tank Plates1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

⅜-inch	10½c
½-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 50
22 to 24 "	2 35
26 "	2 45
28 "	2 65

Canada Plates.

All dull	2 50	2 55
½ polished	2 55	2 60
All Bright	....	2 85

Iron Pipe.

Wrought 67½ to 70 p.c.
Galvanized, 45 to 50 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 4¾
28 " "	4¾, 5

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4½
" ⅜ " "	4¼ 4⅜
" 7-16 " "	3⅞ 4
" ½ " "	3⅝ 3⅞
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2 7⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15 ....
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10½ 0 11
Lake Superior	0 10½ 0 11

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square 1 to 2 in	0 19 0 21

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04¼ 0 04½

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 02¾ 0 02¾
Domestic "	0 02½
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 13½ 0 14
Standard	0 12½ 0 13
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10½ 0 11
Other makes "	0 9½ 0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4 50 4 75
No. 1 Do "	4 50
No. 2 Do "	4 25
No. 3 Do "	4 00

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian " " "	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0	69
Extra "	0	90
Brown Japan "	0	65
Brown Japan, Turpentine p. gal.	0	85
No. 1 Carriage "	1	30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls)

Selected Packages, per gal	0 43	0 44

Castor Oil.

Best, per lb	0 06⅝	0 06¾

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's per doz	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	3 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	4 00	4 25
Copper, discount, 50 p.c. off Revised list.		
Steel Clad 20 p.c. dis.		

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70 and 10 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.

Vegetable, per doz., dis. 37½ per cent		
Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 and 5 p.c.
Loose Pins, " 65 & 10 to 70 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. }	to 50 and 5	
Plate dis. 50pc. }	per cent.	

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*
American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.

Tanged Firmer per doz	0 85	4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0		1 35
" No. 2		2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50
P. S. & W., dis. 40 per cent.		

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto FileCo., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	11 5	2 20	1 50	....
26 to 40	1 30	2 50	1 75	....
41 to 50	....	2 90	....	4 00
51 to 60	....	3 20	....	4 50
61 to 70	....	3 50	....	5 00
71 to 80	....	3 90	....	5 75
81 to 85	....	4 40	....	6 50
86 to 90	....	5 00	....	7 75
91 to 95	....	....	....	9 00
96 to 100	....	....	....	10 50
101 to 105	....	....	....	12 00
106 to 110	....	.....	....	14 00
111 to 115	....	....	....	16 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	0 30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 83	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis
Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p.c

Heavy, per lb	03 3-5	0 04¾

Screw hook and hinge—

6 to 10 in., per set	0 00	0 03¾
12 up "	0 00	0 02⅞

	Per doz. set	
Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		

	Per doz. pairs	
Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 40 to 45 per cent.		
Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 65
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.
Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails
Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,
F.O.B. Toronto & Hamilton $3 80
Snow, " " .. 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.
Star, per doz 3 00 3 25

Kettles.
Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys
Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.
Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.
Clauss, bread cake and paring knives $7.20 per doz. nett.
Hay Knives, spear point, L or T hdle 45 per cent. dis.
Lightning, per doz. 8 40 14 00
Heaths, 45 per cent. dis.

Ladles.
Melting, per doz..... 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*
Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50
Cabinet.
Eagle, dis. per cent, 40 to 42½ p.c.
Padlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp't'r's', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter
Enterprise, American dis per cent. dis. 00 to 25
Home, each ....

Mincing Knives.
American, per doz 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.
Cut Nails (Iron)
1. Either Canada or Amer. Basis—50 to 60 dy..... Pat'n. 1 85 1 90
40dy..... 1 90 1 95
30 dy..... 1 95 2 00
20, 16 & 12 dy.... 2 00 2 05
10 dy..... 2 05 2 10
8 & 9 dy..... .. 2 10 2 15
6 & 7 dy..... 2 25 2 30
2. Amer. Pattern Only from 4 to 5 dy .. 2 35 2 40
3 dy. (lath)..... 2 85 2 90
3. Canada Pattern Only from 4 to 5 dy .. 2 35 2 40
3 dy. (lath)..... 2 75 2 80
3 dy. A.P. Fine 3 45 3 50
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.
German & American.... 1 85 3 50

Nail Sets.
per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.
Poultry, 65 to 65 and 5 per cent.

Oil.
Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S.R. Seal .....per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... . 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 25 per ct.

Pails.
Galvanized, per doz 2 25 3 30

Pencils.
Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks
Per doz..... 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.
Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.
English, per doz..... 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.
Corn, square, per doz.... 1 35 2 00

Pruning Shears.
Per doz..... 4 00 5 50

Pulleys
Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... 35 2 50

Pumps.
Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches
Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty
Bladder, per 100 lbs 1¾ 2
Tins, lbs 2 50 2 75

Rail.
Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3¾ to 4c. ft.

Rakes.
Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.
Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.
Currier's, per doz 1 25 3 60

Rivets and Burrs.
4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.
Canadian dis. 30, 35 per c.

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	7½ ...	9½
¼, 5-16, ⅜ in.....	8 ...	10
Cotton, per lb.....	18	20
New Zealand.....	8½	9
Russia Deep Sea, per lb..	12½	13½
Jute ..... " ...	06¾	07½

Rules.
Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.
Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord
Per lb..... 22 50

Sash Locks.
Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.
Sectional, per lb..... 1¾

Saws.
Hand, Disston's, dis 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.
Per doz..... 1 65 9 00

Scales.
Canadian List, dis. 40 to 40 and 5 p.c.

Scale Beams.
Canadian, B S. & M. dis. 40 p. c.

Scrapers.
Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.
Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.
Sargent's, per doz 65 4 00

Screws.
Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes
Discount 40 to 45 per cent.

Scythe Snaths.
Canadian, dis. 35 to 40 p. c

Shears.
B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 70 p. c. off.

Sheaves
Sliding Door, per set ... 77 1 40

Shovels and Spades
Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.
Fenerty's disc, 45 to 50 per cent.

Sieves
Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps
Harness, German, dis 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio
In ¼ or ½ gross boxes, per grs. 11 30

Soldering Irons.
Per lb..... 0 28 0 30

Wrought Spikes
Discount, 20 per cent. to 25 per cent.

Spoke Shaves.
Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.
Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.
Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.
Fence, galvanized, per lb 3½
Wrought Iron, dis. 80 to 80 & 5 p. c.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).
Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " " 4 80

Stone.
Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.
Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.
English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.
Tin case & dairy, dis. 75p.c

Thimbles.
Asbestos, filled, per doz., 35 to 40 p c.

Ties.
Cow, per doz 1 75 2 50

Tinner's Tools.
P.S.&W., net list.
Canadian 15 to 35 per cent dis.

Tinware.
Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters
Payson's, $2.60 to $5.00 per doz.

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Game, Newhouse, dis 33½ p.c. to 35 p.c.
Game, H & N., P. S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.
Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.
Butter, per doz..... 6 25 9 00

Twines.
Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, Common Sense 6½
" Blue ribbon..... ..... 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8

On prison made twine freight is prepaid to any railway station in Ontario.

Vises.
Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.
Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.
Amer., per doz. 8, 10 & 12 in. 3 38 6 00

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Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5¾ to 6¼c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.
Galv. 2 barb, 2½ & 5 in. apart } 3½ 3¾
" 4 " 4 & 6 " "
" Plain twist, all deld 3½ 3¾
" Steel thorn and ribbon..... 4½ 5
"Lock Barb," 4 point 4½
Ditto Glidden 2 point 4½
Galvanized Barb, "Lyman," 2 to 4 points 4½
Steel staples 3¾
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth
Ordinary, discount 25 p.c.
Painted Screen, p.100 sq.ft 1 85 1 90

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Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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VOL. VI. TORONTO, AUGUST 11, 1894. No. 32.



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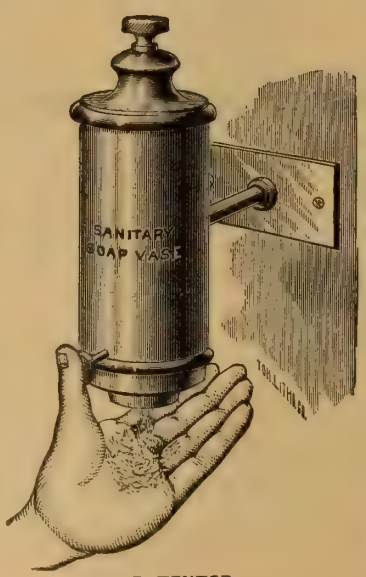
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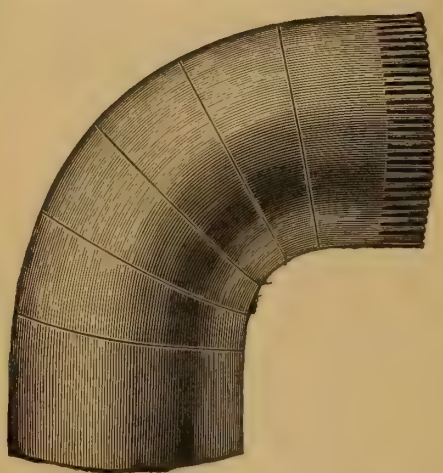
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Vol. VI. TORONTO AND MONTREAL, AUGUST 11, 1894 No. 32

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A PRESS despatch says the New York Legislature proposes to outlaw all trusts injurious to public interests. This naturally gives rise to the question, How is it to be determined whether a trust or combination is injurious to public interests or not? Some at haphazard would say that all combinations of manufacturers or wholesalers were of this character. But obviously they are not. Organization among any class of men, whether they be manufacturers, merchants or mechanics is an excellent thing. By organization cut-throat competition can be minimized if not entirely removed. By organization men are brought to know each other better. By organization mutual help is secured. By organization evils both within and without are kept down. By organization a better and healthier condition generally is made to obtain. But there are other interests to be considered besides those of the members of a particular association or combination as one may be pleased to call it. There is the public at large to be considered. Do its purposes interfere with the freedom of trade? Are anomalies placed upon competitors who are not members of the organization? Is the consumer compelled to pay enhanced prices? These are some of the questions upon the answering of which is to be determined the legitimacy or illegitimacy of an organization. Regarding the illegitimacy of some combinations there is no question. Their interferences with the freedom of trade are so flagrant that no nice weighing should be necessary in order to determine their fate. But there are others where the conditions are the opposite, and whom to outlaw would be unjust rather than just. It is in this particular that the nice weighing needs to be done.

* * *

An unprovided for and uninvited factor has developed in the movement going on to harness the waters of the Niagara river and utilize them for industrial purposes. The utility of the river as a motive power has been discussed for numbers of years. During the last few years practical results have developed therefrom. The greatest undertaking was of course the recently completed water tunnel which finds its outlet in the river under the old Suspension Bridge below the Falls. And just as Canada is undertaking to build a similar tunnel, along comes a committee of the Constitutional Convention of New York State with a report that the very existence of the Falls is threatened. This committee recently visited the Falls as a commission. Whether it was composed of engineers, scientists or lawyers, we know not. All we know is that the commission visited the Falls, feasted on their scenic beauties, and then went back to Albany, drew up a report in which it was in effect said that while so far no appreciable impairment of the river's scenic beauties had yet taken place, yet if this appropriating continued it was only a question of time before the Falls would be no more. As a conclusion, it was urged that the New York Legislature not only refuse to grant any further rights to harness the waters of the river, but that the rights be taken away from those who are already enjoying them.

* * *

Here we have been boasting that not only was there power enough in the Niagara River to turn all the factory wheels on the continent and generate electricity sufficient to give us all light, but that we had a superfluity to supply the rest of the world. And now along comes a committee of a constitutional convention and says that unless the old river is allowed to rush, tumble and boil untramelled in its accustomed channel the beauty of the cataract will depart, and in place of the glistening veil of white and green there will be nothing but gaunt black rocks to meet the gaze. It therefore resolves into the question: Shall we, by thus going on and appropriating the waters of the river destroy the beauties for which Niagara is famed, or, by letting them skip at their own free will, destroy our hopes of securing an all-powerful and cheap water-power? But there is one thing that the commission does not appear to have pointed out. Scientists tell us that in a million years or so hence the Falls will have worked back to Lake Erie. Now, if this committee will allow this appropriation to go on, and the results come out as they anticipate, the big chasm will remain where it is—at least until "Gabriel blows his trumpet in the morning."

* * *

People are, after all, only beginning to awaken to the utility of the bicycle. To provide recreation was the bicycle's first mission. From recreation it became a necessary part of the systems of locomotion. A good many men, and women, too, ride bicycles because they are confirmed that it is just as necessary as it used to be for them to walk. As a factor in warfare, it has for some time been recognized—in theory, at any rate. And now it is to works of salvation that the "silent steed" is being made an adjunct. Preachers are taking to it like other ordinary mortals, and the press despatches of a few days ago stated that His Holiness the Pope had consented to allow priests of the Roman Catholic Church to ride a wheel. Where will the next avenue for the bicycle open up?

GOVERNMENT OWNERSHIP OF RAILWAYS.

THE railway strike in the United States has revived discussion regarding Government ownership of railways.

The ground taken by some of those favoring the innovation is that in governmental ownership of railways is to be found the panacea for strikes. In fact the discussion was started by those who argue from this standpoint.

Those who are opposed to government ownership of the steel highways find this species of argument an easy mark.

They contend that government ownership would be no guarantee against strikes.

This is true, but in part only.

If the railways of Canada or of the United States were owned by the respective governments, it would be no guarantee that the last would be heard of strikes. But there is this much to be said about it: If the railways were under the control of the government, there would be less chance of strikes.

The postal service is in governmental hands, and we do not remember when there was anything approaching a strike among the postal employees either in Canada or the United States. At any rate, if there have been strikes, the remembrance of which we cannot recall, one thing is certain, they have been rare.

Then again, the fact that the railway system was under the control of one central authority would naturally tend to expedite and simplify differences if they did arise.

Not infrequently we see strikes created or maintained because of lack of harmony among the different interests concerned.

The fewer parties there are to a dispute the easier, naturally, it is to effect a settlement.

But aside altogether from the question of strikes, it seems to us that the assumption of ownership of the railroads by the government would, in the long run, be to the public good.

The most common argument against the innovation is that it would afford the government greater opportunity for corruption.

But what is the government? It is the expression of the will of the people.

The stream is not higher than its source. Therefore if the government be continually corrupt it is evident that the source from which it emanates is nothing better. Governments, in fact, are just what the people make them.

After a government has been launched on its mission by the people it may fall into corrupt ways. But the people have the remedy in their own hands; and in Canada the constitution allows them to use it quickly too.

To contend, therefore, that the ownership of railways should not lie with the government because it could not be trusted is to cast a reflection upon the people.

But we deny that governments are as corrupt as some would have us believe.

They might be vastly improved upon, and the more duties the people impose upon them that will require careful discharge, the greater likelihood will there be of this improvement taking place.

The imposition of the ownership of railways upon the government is one of these particular kind of duties that demand eternal vigilance as the price of successful operation.

The argument, therefore, that the government should not be trusted with the ownership of the railways because it would use them for corrupt purposes is unworthy of a free and intelligent people, armed to the teeth as they are with the franchise.

The railroad is a public convenience, and obviously the nearer the controlling force is allied to the public the more closely should the latter's interest be looked after.

The public in its essence is to be found in its representatives in Parliament or in Congress, and in these—as the expression of the people and, consequently, the closest in touch with the people—should be reposed the control of the national highways of this or any other country similarly advanced in civilization and enjoying a liberal franchise.

The postal service is under government control, and in Great Britain to the Imperial authorities belongs the telegraph as well as the postal service. No sensible man ever dreams of placing these under the control of private ownership.

And if the carrying of mails and the sending of telegraph messages can be safely reposed in the government, why not the carrying of freight and passengers? To us it seems unreasonable to answer in the negative.

One of the wants keenly felt by shippers to-day is cheaper carrying facilities. This government ownership of railways would tend to accomplish. All that the government would desire under the circumstances would be to make both ends meet. It may be urged that this is about all some of the railways are doing now while others are not even able to accomplish this. In the United States last year we are told over 61 per cent. of the railroads returned no dividends to their shareholders. But this, it must be remembered, was under circumstances of extraordinary depression. Granted, however, that from bad management, over-competition, etc., some railways do not pay and others prove positively unprofitable, it is not because the shareholders will it so.

They invested their money with the intention of making more out of it, and because they failed that does not take any from their object.

The object of the government on the other hand would perforce be to make freight and passenger rates as low as was consonant with running expenses.

Another crying evil of to-day is freight discrimination. This, too, governmental control would tend to obliterate. The people would not brook discrimination, and there would be no other alternative, for no government could afford to run in the face of the wishes of the author of its being in matters of this kind.

A question of such moment as the government ownership of railroads has its pros and its cons, but in our opinion the former by far outweigh the latter. And the signs of the times say that they will ultimately prevail.

AMERICAN IRON IN THE EAST.

THE fact that a good many carloads of American pig iron have been marketed in Montreal during the past few weeks has again directed the attention of the trade to the possibilities on American iron in the Eastern Canadian market.

In Western Ontario it is a well known fact that it has completely shut out Scotch iron, but the geographical position of Buffalo and Cleveland, two important sources of supply, has, it has always been held, a good deal to do with this result.

It enabled American salesmen to undersell Scotch iron in consequence of more favorable freight rates, etc.

In Montreal, however, up to the present summer, American pig has never been able to gain a footing.

This was due to the fact that Scotch iron could be laid down on the wharf at that port

at a figure that made American competition impossible.

This year, however, the circumstances are entirely altered. A well known iron broker and importer, speaking to HARDWARE'S correspondent on Monday last, said that except in cases where certain grades of Scotch iron were wanted for special purposes, it was practically impossible to do any business in that iron at present. The domestic Nova Scotia pig, and low prices of American iron, had completely driven the Scotch iron out of the market so far as the general demand was concerned. That this was so, the fact that there were no supplies of Scotch pig on the wharf, an unheard of event in former summers, fully attested. American iron was being offered laid down Montreal at $17.25, duty paid, or just about cost, and as it could be had by the carload at a time just as it was wanted, it naturally got the preference over similar grades of Scotch iron, which could not be sold for within 75c. or $1 of the price above quoted.

This ousting of Scotch iron on the Montreal market by American is a surprise to the trade.

Early in the spring, when low American offers were first spoken of, the majority of Montreal traders were inclined to laugh at the idea that it could be sold in Montreal in competition with both Nova Scotia and Scotch. When the first car load came in they said it was a special case, but when it was followed by others in the course of every week they had to admit reluctantly that they were wrong.

Even now, however, they contend that American competition in Montreal with the disadvantages of distance and tariff to contend with can only be temporary.

They hold that it is the unusual condition of affairs prevailing across the lines which permits of this American pig being offered so low in Montreal, and with improvement in business in the United States, iron prices will alter in a similar ratio making these low offers so far east difficult.

At present American sellers are getting little more than the iron costs, but when things are better across the lines they are not likely to content themselves with such a return.

A Winnipeg despatch says that Mr. Johnston, the manager of the Dominion Bridge Company, Montreal, and Mr. Hendrie, of the Hamilton Bridge Company, have gone west to tender for replacing the Canadian Pacific railway bridges destroyed by the recent floods in British Columbia.

GAUGES OF ELECTRIC RAILWAYS.

COULD we but see to what an undertaking would lead, or the possibilities in store for it, we would often have done this or that particular differently in order that it would the more easily have fitted certain conditions. When electricity became first to be applied as a motive power, if anybody thought of it in connection with the steam railways it was as a competitor, not as an adjunct. Of late years, however, it has come to be looked upon as both competitor and feeder of the railway systems of the country, and town and villages, here and there, are building electric railways in order to facilitate transportation between themselves and the steam railways. But now the question is dawning upon them whether the desideratum would not have been better secured had the gauge of the electric railways been made to conform with that of the ordinary railways. The promoters of the new electric railway between Galt and Preston saw the advantage of so doing, and the cars that now run on that line can run just as well on the rails of the Canadian Pacific Railway if need be.

The wisdom of the Galt and Preston Railway directors has set some of the daily papers moralizing. The Toronto World, after pointing out the mistake that this city made when converting its street railway system from horse cars to electricity in not changing the gauge and making it the same as the standard railway gauge, dwelt upon the advantages that would accrue to Toronto if cars of merchandise brought in by the C. P. R. or G. T. R. could be hauled direct to the consignee's warehouse via the electric railway's road bed. The Free Press, of London, also takes up the burden of the song and sings of the advantage it would be to that city if the gauge of its street railway were made the standard width. And as London is on the eve of changing its system, it has a good opportunity to take the advice of the Free Press.

There no longer seems to be any "ifs" or "buts" about the wedding of the electric and steam railway systems. Even with the gauges of the two systems as they are the consummation is gradually being accomplished. But the union will be the more expeditiously and completely accomplished when the same standard gauge obtains on both systems. In the commercial centres rails could be laid along the lanes, etc., in rear of the warehouses, whereon the cars might be switched from the steam railways and unloaded at the doors of the consignees, or cars might be loaded at the warehouse doors, economy in time and expense being secured in each instance. But great as would be the advantages to the merchants in the cities from such a union of the steam and electric system they would be greater still to the farming community and to country merchants. Electric railways are no longer confined to the cities and larger towns: They tap and are tapping the country. And as the urban system extends the disadvantage under which the farmers labor as a class in getting their produce and live stock to market will diminish. If a farmer wants to ship a carload of live stock or produce, instead of driving the animals or teaming the produce through probably miles of dusty roads and crowded city streets, particularly if his farm happens to be near an electric railway, a steam railroad car can be sent out to him whereon he can load, in all likelihood, at his farm gate, whatever he may desire to send to market. Country merchants would have the advantage in being able to ship their butter and eggs to market more conveniently, and to receive the supplies they had ordered at the city wholesale houses. This is the custom that will obtain in the future, and promoters of new lines of electric railways, urban as well as suburban, should govern themselves accordingly.

MICA FOR DECORATION.

Mica as a decorative element has often been suggested, says an exchange. A celebrated Bavarian decorator, Fr. Nauest says that he made his first trials with the liquid mica, and the effects obtained came fully up to his expectations. Mica is white, more or less transparent, and has a gloss similar to silver. It does not cover sufficiently and needs ground. Therefore, if a silver gloss is wanted, the ground has to be laid in with clear white distemper color. After the distemper color is dry, have it glazed over with the liquid mica, reduced by fifty per cent of water or more, using a soft camel's hair brush. If one coat does not answer, it can be done over. When the coat of mica is dry, ornaments can be put on. If it appears too light a netting may be stenciled on. If other than white silver grounds are wanted, add distemper colors in small quantities to the liquid mica as furnished by the manufacturers, mix well on the palette, and when mixed, reduce by water ready for the brush. Then give one or two coatings to the ground. If the liquid mica is used colored, the ground should be colored to match.

REPAIR SHOPS IN HARDWARE STORES.

IRON AGE has been publishing a series of letters on the subject of repair shops in connection with hardware stores. Here is what some of the correspondents say :

A Nebraska firm, after stating that they do a large number of small jobs that always come to hardware stores, and find it very profitable, relate as follows the cause of their starting a repair shop :

Some five years ago we discarded the little tool box and vise from under the counter, and now wonder why we did not do it ten years ago. Our reason for doing this was that quite often a customer would want some small job done, and if a salesman stopped to do it for him the customer would not think his time of any value, and, of course, would not expect to pay for it ; while, on the other hand, if the salesman took the job to the shop and had a mechanic do the work, the customer would invariably expect to pay for it.

An Alabama concern are of the opinion that lasting customers are made by offering them facilities for making their own repairs, and describe their conveniences and system as follows :

We do not run a regular shop, or rather do not take in jobs and charge for them. We have a work bench about fifteen feet long across the front end of our cellar where we get a good light and keep within reach any tools that we might need in fitting stove pipe, putting handles in axes, sharpening tools, fitting keys, etc., and we find it a great convenience, in fact would not be without it. We allow our customers the use of tools, etc., whenever they require them, and while we never make a charge for any work done we believe it pays us well ; for in most cases an accommodation of that kind makes a lasting customer. We are, of course, sometimes imposed upon, but as we stated above we could not well get along without our work bench and tools, and think any hardware house would find it a great convenience.

A New York city hardware merchant has had a repair shop in connection with his business for a number of years, and the following description of it will prove of interest :

I have for the past twenty years had a repair shop in connection with my store, and have found it not only a great convenience, but also a profitable investment. The shop proper occupies a space of 15 x 20 feet in the rear of an L to the main store, is furnished with light and ventilation by a skylight 5 x 10 feet. The outfit consists of a good fast lathe, lever punch, an iron or wire cutter, grindstone, emery wheel and polisher, anvil, vises, etc., and necessarily a full complement of small hand tools. I had for many years also a portable forge, but abandoned it owing to the smoke and smell. The class of work done is of an infinite variety—key fitting, lock repairing, bell hanging, the grinding of knives and scissors, being always a source of considerable revenue. It is almost impossible, however, to calculate the value of such an adjunct in the daily demand of your customers for an extra key to a lock, shortening of a spindle, or the making of a few special bolts or striking plates, which must be had in a hurry, being a great convenience to your customers and resulting in a profit for yourself.

A prominent hardware concern in a large Iowa town refer to their repair shop and tools, also to the profit derived from this department of their business, in the following interesting manner :

Two years ago last January we started the repair shop in connection with our business. We have a room about 12 x 16, fitted up with lathes, forge, anvil, etc., suitable for all kinds of light work, such as bicycle, gun and lock repairing. We do not claim that it has made for us any great amount of money directly, but do think that indirectly it is a great advantage to our business. In connection with this we do a large amount of repairing on gasoline stoves. We have kept track of same—that is, the amount of money received from this repairing, and in figuring same up we find that there is not much profit in it after paying the salary of the workman and figuring the interest on the amount invested. Our original purchase of tools was a little over $200 and we have added more or less since ; a close estimate on same would be about $300. We have noticed that it is often the case that we sell parties goods through the influence of this shop, and have no doubt whatever but what it is a paying investment. The letter in question is one of considerable importance to the hardware trade, yet his idea regarding a repair shop is too small. If one attempts to repair sundries in our line he must be in a position to do the work that is presented—that is, light repairing, such as bicycles, gasoline stoves, guns, locks, etc. A good lathe, anvil, forge, and smaller tools necessary will be plenty for the work required. We have never attempted to repair any lawn mowers, as they are practically too large to handle, but as bicycles are a prominent feature with our business we have made this a specialty.

A large Illinois hardware concern who employ seven workmen in their shop, where metal and pump work is carried on, also have necessary tools and repairs for bicycle work, of which the following list is given :

We have block and tackle for holding bicycle in place while repairing, repair outfits for all the principal makes of pneumatic tires, small bicycle wrenches, spoke grips, clamps for repairing wooden rims, glue, cement, rubber cement, linen thread, enamel, sheet rubber, tire heater, oilers, oil rags, polish, cork handles, etc. We repair a good many wheels and find it very profitable. The outfit to repair them is cheap and the profit is large. We would not know how to make a success of the hardware business in this city without our tin shop and repair shop, as it brings us in a good many dollars, and one of the clerks does all the bicycle repairing at odd times, thus saving the time of the men in the shop.

Where there are regular bicycle repair shops or machine shops in the town carried on by responsible parties, merchants in some instances find it convenient to turn repair work over to them. This course is pursued with good results by a merchant in New York State, and is referred to by him as follows :

We have three regular bicycle repair shops in connection with gun repairing and other light work in different parts of the city. In our own establishment we have one man who attends to the retail sales of bicycles who also looks after the repairs on those which we have sold, as it seems natural for the purchaser in case of accident or breakage to come to the party from whom he made the purchase in order to obtain the necessary repairs. Our man has acquired some experience in light repairing, such as mending punctures in tires, trueing up wheels, etc. Any work requiring brazing or any other phase of the more difficult mechanical work we have done at one of the regular repair shops. We have near us a party who is engaged in the work of stencil making, rubber stamps, key fitting, umbrella mending and similar work. When we have anything in light repairing of this kind we send it to him to be done It has often occurred to us that if we had room for this purpose it would be a source of revenue to us to engage a man to do work of this class, and in a city of this size we believe it would be not only feasible but profitable to have such work shops connected with the hardware stores, as this class of work naturally comes to the hardware dealer, connected as it is with the regular hardware lines.

Writes another : As in most country hardware stores, I have a vise on a counter and a drawer near by with a miscellaneous lot of broken and damaged tools among which are some files, a hammer, firmer chisel, cold chisel, nail puller, screw driver, wrench, plier, some nails, a few screws, odd nuts and bolts, pieces of sand paper, etc. Some of the tools we have taken from stock as required for repairing or making things about the store, and others are defective ones returned by customers, but they are a sorry looking lot.

We occasionally use the vise and tools ourselves—in fact, could not get along without them ; but they are in larger demand by our neighbors, whose first impulse is to run to the hardware store when anything needs fixing, and as neighbors I cannot very well refuse them the use of the tools. They

usually get stuck and call on one of the clerks to help them out; or they need a screw or some nails, a bolt or nut, which on account of friendship they are not charged for. The neighbors often leave the tools in a worse condition than they find them, if that is possible, take the time of the clerks and have donations of stock made them.

I have some key fitting to do, and occasionally some one brings in a lawn mower or some larger thing to be repaired. I have not solicited these jobs, and usually refuse to tackle the larger ones, as I have not the tools or room to undertake such work.

I read the article on "Bicycle and General Repair Shops" in the Iron Age of May 17 with much interest, and have wondered if I could not make something of that kind pay. By making a business of doing jobs I could charge my neighbors for doing their work instead of letting them do it themselves, and by advertising that I am running a general repair shop for doing odd jobs, and am prepared to fit keys, repair locks, lawn mowers, trunks, sharpen knives, etc., I think I could make it pay, and perhaps inside of a year would have enough work to keep one man busy most of the time.

Then I have begun handling bicycles this season, and I could doubtless have some bicycle repairing to do if I were fixed for it. I could take that and other kinds of repairing, and if I was not fixed for doing it myself I could send it away to be done.

Now I will come to the point: I would like some advice from those of your readers who have shops for doing general repairing, how to arrange my shop, and if I would require a lathe, forge and anvil to supplement what small tools I could take from stock.

Another thing, I have not room for as large a shop as Mr. Janssen described; in fact, there is only an available space of about 5 x 10 feet which I could take for this purpose. This is at the rear of the store, but is lighted by a window. I suppose I would require it partitioned off in some way to keep off intruders, and wonder if poultry netting put on a light framework, with a door and lock, would not answer, as I do not want to go to the expense of sash, and I also need the air.

I think I have given you a fair idea of my requirements, and if any of your readers can help me by suggestions I shall be very much obliged.

The abnormal abundance of money in London, Eng., last week compelled the joint stock banks to reduce their allowance on deposits from the previous minimum of 1 per cent. to ½ per cent. It was even suggested that the Bank of England should change its custom and descend below its recognized minimum rate of 2 per cent. Gilt-edged securities have attained phenomenal prices, though it will be rash to predict that they have touched the highest point.

THE CREDIT QUESTION.

ONE of the most important points to bear in mind in judging credits is that no two risks are alike, writes a correspondent of Iron Age. It is therefore necessary to treat each individually. While it is possible to classify them to a certain extent, it is not practicable. A good credit risk to-day may be a poor one to-morrow. If known quantities produced same results in all cases, success or failure could be foretold with mathematical exactness. Honesty and ability do not always pay 100 cents on the dollar.

Rapid and cheap transportation has made it possible for the credit man to know personally his risks. A poor way of judging the credit of a man is by looking at him, and worse still by looking at his stock and store. The proprietors of some of the most orderly and cleanly kept stores in our own city are slow and unsatisfactory credits. They do not display their chattel mortgages and bills payable in their show windows as we would like.

When an order from a new customer is received his references are generally good; of course he will not refer to those who have had unsatisfactory dealings with him. For obvious reasons we prefer to consult the people with whom he has traded but to whom he does not refer. A general reply to an inquiry should not be accepted as favorable unless the wording is capable of only one construction. The simple statement "he is good" does not mean that he will pay according to agreement, that his account will be satisfactorily settled, or that he will make a desirable customer.

We must secure all the information possible, decide what to do, do it and then stick to it. If you refuse credit do not be too easily persuaded to reverse or modify your judgment. Salesmen, as a rule, have a peculiar faculty of finding out that "he pays everybody else," when really they know nothing at all about it.

The qualifications which make a good salesman are so opposite to the successful judge of credits that the combination of a sales-credit man is hard, yea, very hard to find.

Banks and bankers seldom tell what they know about a man's financial condition. They are not at liberty to do so. This source of reference, then, is of comparatively small value.

The most reliable information can only be obtained from the ledger account. The payments show the financial condition plainly. To the physician, the pulse, and to the credit man, the ledger shows the condition of the man, physically and financially.

Almost every failure is foreshadowed by some little irregularity in the manner of settling an account, and often this irregularity is indicated far enough in advance of the collapse to obtain a settlement by prompt action. A merchant may be able to pay your claim, but not yours and another. If you suspect financial weakening, push an early settlement by all means. You may lose a customer, but if you save your account you are ahead. Delay frequently causes loss of customer and money too.

The limit of credit cannot be expressed in dollars and cents. You may fix a "sign" to an account, signifying your desire to be advised by the bookkeeper when the account reaches a specified amount; but the circumstances pertaining to the individual and his business have much to do with the amount of credit which should be extended. Ordinarily, if a merchant is entitled to credit at all, he is entitled to all his reasonable wants.

"Reasonable wants" is also an important part in judging credit. As a rule, a merchant of limited capital should not purchase a larger supply of goods than will meet the demand by the time the bill matures. Should the demand, however, exceed his expectation he can re-order. If, on the contrary, the supply is too large, the purchase would hardly be sufficiently large to embarrass him in paying his account promptly when due. A case in the mind of the writer illustrates this point: A party with fair rating sent in an order for goods. On investigation, a comparison of the locality with the amount of goods ordered revealed the fact that the supply would meet the demand of the whole county for the next twenty years. The order was declined as unreasonable. (About forty days afterward he "sold out").

As suggested, the manner of paying is one of the most important points regarding the limits of an account.

A merchant who has always met his bills promptly has the right to an unlimited account, even though his surplus is small. On the other hand, an old semi-annual settler who calls a bill paid promptly when he gives a four months' note, six months after maturity, is the one whose credit throughout the entire business world should be so limited that he could not purchase anything except for cash in hand, notwithstanding he may own a whole county.

It is refreshing to note a growing tendency to exchange exact information and compare experiences by the credit men of houses competing for the same trade. The salesmen of these different houses call to see the same customer. Is there any reason why there should not be an exchange of information as to the financial standing of customers between competitors in the same line of business? Surely not. The idea is an old sentimental one and should be relegated to sweet oblivion.

Finally, in handling credits, if the account is a new one, treat it as you would a new friend—with little confidence until proven trustworthy, then put all the eggs you can in the basket and "watch that basket."

THE HARDWARE MERCHANT HIS OWN BICYCLE MAKER.

IT has been apparent to all who have in any way watched the progress of the bicycle trade that that industry is now only in its infancy.

When we take into consideration the fact that in one season alone there was shipped out of three manufacturing towns in Great Britain 170,000 bicycles, while many factories in the United States last year produced over 60,000 machines each, it must be apparent to all that the Canadian trade is not going to remain at the small figures now standing.

The great drawback to the increased sale of machines in this country has been the duty of 30 per cent. which our Government has seen fit to put on these goods; or, in other words, a machine which can be bought at retail for $75 in the United States would cost $100 here. Many people would invest in a machine at $75, where they could not afford to spend $100.

Now a great deal of the original cost of a machine must be attributed to patent royalties and profits which the rider has eventually to pay. In the first place there is, as far as we know, no manufacturer who makes all the different parts of a machine from the raw material, otherwise, if he did, he would require to have a wire mill to make the wire for the spokes, a tube mill to manufacture tubing for the frames, a bolt and nut factory to manufacture his bolts and nuts, another factory to make the steel balls, a rubber factory for the tires, and so on through the different parts.

Virtually the majority of the bicycle manufacturers simply buy their parts in the lowest market to the best advantage and then assemble the different parts into a machine in their factory, and in putting the machine on the market put a profit on the cost of these different parts as well as the cost of assembling the same into a machine.

Knowing the demand there will be next year for bicycles, Rice Lewis & Son, Limited, have for some time back been carefully considering the matter and have now completed arrangements with different parties in different parts of the world whereby they can supply to the trade the different parts of a machine, tubes, forgings, bolts, pedals, saddles, rims, tires, spokes, etc., at first cost.

They can supply these different parts in all the stages of manufacture. Frames can be supplied exactly the same as the cut here shown, enamelled and plated, and ready complete for the reception of the wheels. A similar frame can be supplied set up and brazed and in every respect the same as the former only not enamelled or plated. Again a similar frame can be supplied in the rough all parts complete, but not brazed or put together, or again the different parts without the tubing can be supplied rough, but machined and ready for the reception of the tubes; or still again the different parts can be supplied in the shape of rough forgings, leaving all the work to be done by the person putting the machine together.

The other parts of the machine, such as wheels, tires, spokes, etc., can also be supplied in similar stages of manufacture

If a hardware merchant has no other tools than a wrench and a screw-driver, he can buy a machine in such a state of manufacture that he can put it together with these two tools. On the other hand, if he has a lathe and brazing apparatus, he can buy them in the rough state of manufacture and do that work himself and so on through the different stages.

From the prices and particulars which the representative of this paper has seen HARDWARE is confident that any hardware merchant who feels at all disposed to go into the manufacture of these machines can do so with very little expense and make a handsome profit, at same time giving employment to one or two hands during the winter months.

Rice, Lewis & Son, Ltd., have just issued a complete list of the different parts and material necessary in the construction of bicycles. Those interested should apply for same at once as the issue is limited.



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EXHAUSTING SMOKE FROM FORGES

IMPROVEMENT in the method of removing the smoke from the numerous forge fires in large smith shops has kept pace with other innovations, says Iron Age, so that to-day we may note in many establishments the old time chimney connection from each forge completely removed and in its place a carefully planned system of exhausting the smoke by mechanical means. Advancement in this line has been rapid in the past few years until such arrangement now forms almost an inherent part of any complete equipment.

The inconvenience of the damp chimney flue that would not draw and the common difficulty of getting the smoke to move in the proper direction—i.e., up the pipe—while a fire was being started have, of course, been most important factors in bringing about the change. In the most recent arrangements as introduced in large railroad smith shops a single or double exhausting fan has been placed overhead on the roof trusses near the center of the building. From the inlet of each fan pipes are extended horizontally until they connect to the upright pipes from the forge hoods. These hoods, in some of the latest equipments, have been made double—a cone within a cone—separated some one or two inches and so arranged—with only a small hole at the apex of the inner cone—that considerable suction is created around the annular ring at the base of the cones. The smoke, particularly at the time of starting up, is thereby prevented from curling down around the lower edge of the hood and thence escaping to the room with objectionable results. Obviously the hoods may be pyramidical as well as conical.

Such hoods can be readily counterbalanced and the pipe above arranged to telescope so that they may slide upward. Each pipe should be provided with a blast gate or damper that may be closed when the forge is not in use, and waste of power thereby avoided.

The ordinary cased fan of the paddle type, as commonly employed for this work, is generally arranged to discharge directly upwards through the roof, and is driven at such speed as to deliver smoke and air through the outlet pipe at a velocity of about 4,000 feet per minute.

Of course the same or a similar arrangement is applicable to all classes of open fires, in fact to all producers of smoke or objectionable gaseous fumes, and the product may be discharged at a distant point where its presence will not be disturbing.

The trade returns of Germany for the first six months of the year, when compared with those of the same period of 1893, show a decrease in exports of 96,000,000 marks, and an increase in imports of 151,000,000 marks, 6 and 8 per cent. respectively of the total.

Works: St. Helens, England

PILKINGTON BROS.

LIMITED

MANUFACTURERS OF

Polished Plate

AND

Window Glass

Bevelled Plate and Mirrors

Rolled Plate, Ornamental Cathedral, etc.

Depots: Busby Lane, Montreal. Mercer Street, Toronto.

INDUSTRIAL REVIVAL IN ENGLAND

MATHESON & GRANT, London, in their half-yearly review of the engineering trades, say: "Strikes and labor troubles are among the main causes which at present hinder and postpone the improvement in trade which has been so long expected. Harvest prospects are favorable, and in other respects also there are numerous signs of recovery from the dulness of the last three years, which has restricted almost every kind of engineering enterprise. The heavy trades have specially suffered, for while in many branches activity has never ceased, railway construction, shipbuilding and other industries which demand large quantities of steel and iron have been unduly depressed. But it is evident that the present accumulation of idle capital cannot for long remain unemployed; and it is likely to be used in countries and for purposes which are more under the control of the British investor than has been the case in previous periods of revival. Railway enterprise in the United States has in the past absorbed a large share of British capital without directly benefiting British engineers or manufacturers. The destruction of confidence in the management of such railways, and the heavy losses incurred by the investors in them, may together tend to divert investments to India and the colonies. In India alone there are ample opportunities for remunerative railways; the traffic is waiting, plant and material can be bought cheaply, and the capital is available if proper facilities and permissions are granted. Even on existing railways expenditure on maintenance has been unduly restricted, and there will be much leeway to make up in the renewals of rolling stock and other plant which will be manufactured here. In South Africa the output of gold is largely and steadily rising, and with such increase will come the need for more railways and more mining machinery. And every new railway will assist in opening out a field for extensions and further development of mines.

"In conclusion, it may be said that the very necessities of the world, postponed and accumulated as they have been, must very soon cause a great demand for all that engineers supply. Revivals of trade seldom take place on old lines. The approaching settlement of the tariff amendments in the United States will almost certainly cause a revival of engineering enterprise there, and will have a beneficial effect here too, although not immediately and directly in export to America. Those who consider the only possible remedy to be a recurrence more or less of the same activity as formerly in South America and Australasia, which have suffered so much, hardly realize that the expenditure in these countries apparently from local resources was mainly based on British capital, and that while such investments are for the present discouraged, other openings for British money are now available. India, South Africa and China will alone absorb much of the capital available, and there is hardly any form of enterprise open to the capitalist that does not primarily benefit the engineering and metallurgical trades of Great Britain."

SISAL HEMP IN JAMAICA.

Sisal-fibre culture is an infant industry in Jamaica, but it is receiving considerable attention, as it has been demonstrated that there are soils in the island highly adapted to its cultivation, and that the climate is identical with that of Yucatan, where it is so extensively grown, remarks an exchange. There seems to be no doubt but that it can be cultivated there as profitably as in Yucatan. The present governor of Jamaica, Sir Henry Blake, formerly governor of the Bahamas, where he was largely instrumental in the introduction of the sisal hemp industry, has taken a deep interest in its cultivation since his arrival in the colony, and has done much to promote it.

The task of securing young plants to set out has been attended with some difficulty. In the year 1886 the botanical department endeavored to procure a supply from Yucatan, but the planters, wishing to retain the monopoly of the trade that brought them large fortunes, refused to export them. However, through the special request of the colonial secretary, addressed to the British consul at Progresso, one dozen plants of the ordinary kind under cultivation were secured from Turks Island, and a plantation was established at Hope Gardens near Kingston. In 1891, the Jamaican government imported from Florida 25,000 plants of the same variety as that grown in the Bahamas. This was in addition to over 51,000 already supplied to planters and over 20,000 planted in the Hope Gardens, heretofore mentioned.

The culture of sisal hemp, aside from being a source of revenue to the planter, will enable him to utilize barren land and impoverished soils, hitherto deemed worthless. The only requisites are that the soil be dry and that the rays of the sun be allowed free penetration, shade being prejudicial to the plants.

DROP IN TUBS AND PAILS.

A drop in the price of wooden tubs and pails is announced. Pails are 10c. per dozen and tubs 50c. per dozen cheaper.

The changes were decided upon at the annual meeting of the Woodenware Association, held on Saturday last.

For all purchases of $20 and over the quotations to the retail trade are now as follows: Pails, 2 hoops, clear, No. 1, $1.50; pails, 3 do., $1 70. Pails, 2 hoops, clear, No. 2, $1.40; pails, 3 do., $1.60; pails, 3 do., painted, $1.60. Tubs, No. 0, $9; do. 1, $7; do. 2, $6; do. 3, $5.

A NEW OIL ENGINE.

A NEW form of oil engine has, according to American Manufacturer, come out. It is reported that one of them has developed 16 horse power by Wake measurement. The engine has 4 cylinders, located in pairs 90 degrees apart, and received 2 impulses at every revolution.

To make the engine start easier, 3 of the cylinders are thrown out of compression, and the engine is started with a single cylinder. As soon as the one cylinder causes an impulse the others are thrown into gear. Another advantage of the 4 cylinders which is pointed out, is that by shutting off the oil from one, the speed of the engine can be reduced about 40 revolutions.

The engine is fitted with 2 lamps, 1 to each pair of cylinders, each lamp heating its own vaporizer and ignition tube. The air is also heated by the same means by passing through a hollow cylinder forming the casing to the lamp.

The supply of oil is regulated by the size of grooves in the reciprocating spindles of the supply mechanism, but for various grades of oil the air can be regulated. An improvement is considered to have been made in constructing the sides of the secondary tanks or reservoirs for the oil supply attached to the engine of glass, as in this manner it can be seen at a glance that the oil supply is all right.

The exhaust valves are worked positively and derive their motion from the crank shaft by means of cams. The crank is encased and works in oil. The reversing is done by a set of helical wheels thrown in and out of gear by a friction clutch, and this arrangement has been found to answer very well.

The shaft when going ahead is coupled direct by means of the friction clutch, and it is only in going astern that the wheels have anything to do. As they run in a bath of oil, the wear and tear and noise are all said to be very small. The engine drives a 50-foot steel yacht of 9-feet beam.

THE CONSOLIDATED
PLATE GLASS
COMPANY OF CANADA (Limited)

HEAD OFFICE:
73 and 75 Wellington Street West, TORONTO

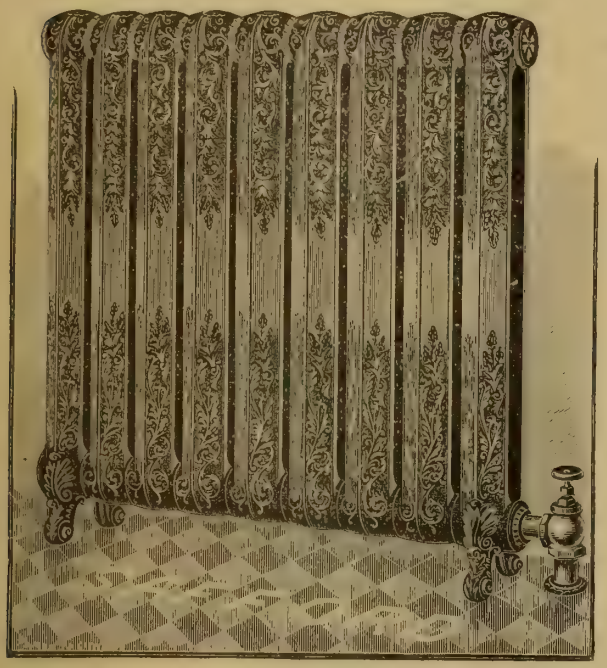
BRANCHES:
MONTREAL, 338 St. Paul St. LONDON. OTTAWA

FRANK J. PHILLIPS, Toronto, President.
WM. R. HOBBS, London, ALEX. RAMSAY, Montreal, } Vice-Presidents

Correspondence Solicited. Estimates Given
Special Discount to the Trade

CANADA'S LARGEST MANUFACTURERS

SAFFORD PATENT RADIATORS



— FOR —

Hot Water and Steam Heating

NO Bolts
Packing
Leaky Joints

LARGEST VARIETY OF STYLES
BIGGEST STOCK IN CANADA

THE TRADE ONLY Supplied

Sole Manufacturers and Patentees :

THE Toronto Radiator Mfg. Co.

TORONTO, ONT.

BRANCH HOUSES—Montreal, Quebec, St. John, Hamilton, Winnipeg, and Victoria, B.C.

BERGER BROS.
OF PHILADELPHIA

Trade has within the last two years increased beyond their highest expectations, the panic year being the best on record both as to the amount of sales and profits, the business keeping up to date about the same average. With the present low cost of producing supplies in their line, enabling them to sell at lower prices, and with other advantages and splendid facilities for handling goods in greater quantities, also prospects of better times ahead, they look for still larger trade in the future.

It may be well to state that this firm not only handle great quantities of Tinners' and Roofers' Supplies, such as Long Eave Gutters and Pipe, Zinc, Sheet Iron, Registers, etc., but are a general headquarters for Tinners' Hardware, where almost everything is kept in stock.

It will pay you to write for their Illustrated Catalogue, 1894 edition.

BERGER BROS.

NOTICE TO DEALERS

WE BEG TO ADVISE THE TRADE that in order to thoroughly introduce the **IMPROVED FLEXIBLE BRIDLED BRUSHES** we will include in every package one or two bridles, attached free of charge.

The popularity of the BRIDLE is evidenced by the increased demand, the ready sale, and the thoroughly practical results derived.

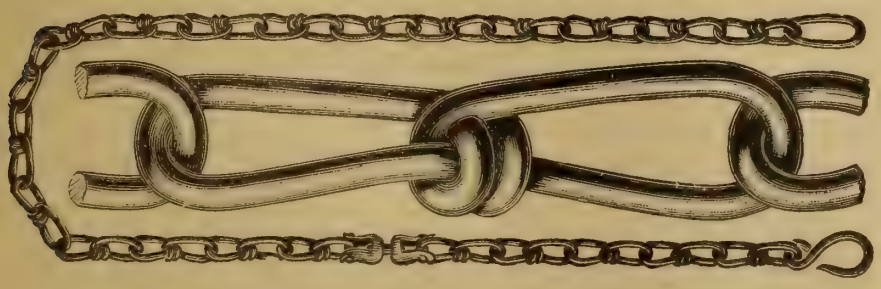
Brushes without Bridles do not appear complete, and certainly do not sell as rapidly.

It will pay you to examine this Bridle and draw the attention of your customers to its merits.

We strongly advise not to stock up with brushes without bridles.

The extra price for these Bridles per doz. will be quoted on application, by giving the size of brush, or they may be found in our latest Price List.

CHAS. BOECKH & SONS, Toronto



Tempered Steel Wire Trace Chains

A pair of these trace chains have a

BREAKING STRAIN OF 4,500 LBS

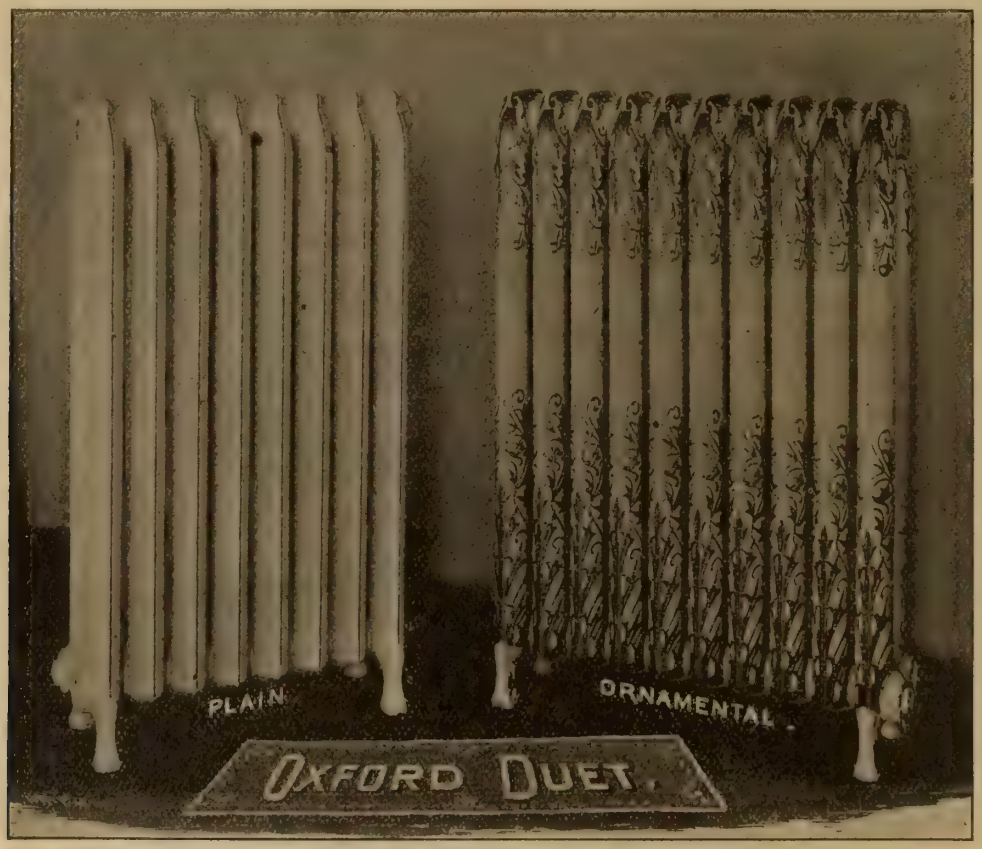
Prices Reduced for Season 1894

WRITE FOR CATALOGUE

The B. Greening Wire Co., Ltd. - Hamilton, Canada

SOMETHING NEW IN RADIATORS.

THE latest design in radiators is the "Oxford Duet," designed and manufactured by the Gurney Foundry Co. It is claimed to be the most modern and beautiful in the market. It is also held to be the lightest, smoothest and most uniform made; has the largest steam and hot water ways and the simplest and best joint. There are no gaskets of any kind. The ornamental designs are all pure Romanesque. The "Oxford Duet" is made from 2 to 20 loops long, the extremes in inches being 5 to 50. The heating surface varies as follows: With radiator 20 in. high, from 4 to 40 sq. ft.; with radiator 26 in. high, from 5½ to 53⅓ sq. ft.; with radiator 32 in. high, from 6⅔ to 66⅔ sq. ft.; with radiator 38 in. high, from 8 to 80 sq. ft. "Oxford Duet" loop, width, 7¼ in.; width across feet, 7⅞ in.; distance from floor to centre of openings, 4 in.; all steam radiators containing 48 sq. ft. and under are tapped 1 x ¾; all steam radiators containing over 48 sq. ft., 1¼ x 1; all hot water radiators containing 48 sq. ft. and under are tapped 1 x 1; all hot water radiators containing over 48 sq. ft., 1¼ x 1¼.



An inventor now announces the application to the bicycle of an electric motor, taking from the rider the labor of propulsion, and leaving him only the comparatively easy task of steering it. He claims that one charge of the storage battery will drive the vehicle 200 miles.

TRADE CHAT.

MR. ASHWORTH, of the Canadian Electric Co., of Toronto, was in town on Tuesday, completing arrangements for the establishing of an electric light and power plant here.—Advertiser, London.

A cold storage warehouse has been opened at Morrisburg.

A $12,000 iron bridge is completed across Kettle creek in Port Stanley village.

Alex. Smith, Moosomin, is building a large brick store on Main street next to his present store.

George Morris, Alfred Morris, G. W. Carey, R. Devine and J. N. Lake have made application for a charter for the Hamilton Boat Propeller Co. to manufacture row-boats. The capital stock is $40,000, divided into 400 shares of $100 each.

Alex. Armstrong, merchant, Whitevale, has sailed for Great Britain, where he will spend about three months with his brother.

W. H. Lindsay, one of Milton's leading merchants, is having the inside of his store somewhat remodelled and improved.

The Consumers' Gas Company, of Montreal, has been authorized to increase its capital stock to $750,000.

Mr. Hunter, M.P.P., intends putting a new electric plant in the establishment destroyed by fire in May last.

The Georgian Bay Portland Cement Co., recently organized at Owen Sound, have been negotiating with the Polson Iron Works Co., of Toronto, for the purchase of the latter's ship-building property there, and it is understood the deal is practically closed.

Another important mine of chromic iron has been discovered near Thretford, Beauce county, Quebec.

J. P. Crawford, plumber, Toronto Junction, was fined $1 and costs the other day for violation of the plumbing by-law, in not having the necessary license.

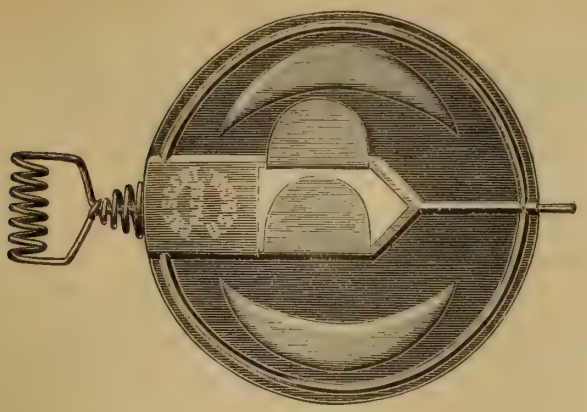
Wm. Willis, of the Hobbs Hardware Co., has returned from a two weeks' stay in Moncton, N.B., with his father, who was a former well-known resident of London.—Advertiser, London.

The new exhibition buildings at Owen Sound are being rushed ahead for occupation this fall. The company is expending $5,100. The dates for the exhibition are the 18th, 19th, and 20th of September, and the Lieutenant-Governor has promised that he will be present at the opening.

Daniel Bell, of Bell Bros., stained glass works, Winnipeg, died suddenly a few days ago. The deceased was a former resident of Toronto.

Wm. Milner, late superintendent of the Chatham Wagon Co., and formerly of Strathroy, has purchased the old Bennett mill property, London, and will convert it into a wagon works at once.

Young & Bro. Co., Ltd., Hamilton, have received letters patent for the formation of their company to manufacture steam fitters' supplies and lamp goods. The promoters are R. Young, Brampton; R. W. Young,



CRESCENT DAMPERS

Patented in U.S. and Canada, 1893.

Has all the advantages of a high priced Stove Pipe Damper, at low cost. LIGHT FOR FREIGHT. Being made of sheet steel will not break, and being double will not warp. Spring keeps damper at any angle set in pipe.

Manufactured by

Thos. Davidson & Co.

MONTREAL.

G. A. Young and R. Coleman, Hamilton, and R. J. Young, Dewdney, N.W.T. The capital stock is $150,000, in $100 shares.

A meeting of the stockholders of the Owen Sound Portland Cement Co. is to be held to-day to consider the advisability of rebuilding the company's works recently destroyed by fire at Shallow Lake.

Port Huron Times : The Grand Trunk is rushed with business now on account of the delayed shipments caused by the strike. They were never so busy at this season of the year. During the last 24 hours 35 trains passed Battle Creek, 20 east bound and 15 west bound.

Sawyer—"How do you suppose Knowsall amuses himself at his store since he gave up advertising?"

Seeyer—"I give it up. How?"

Sawyer—"By picking the flies from the fly-paper and using the paper over again."—South Boston News.

At a meeting of the directors of the Richelieu and Ontario Navigation Co., a statement was submitted, showing a large increase in the company's earnings this season. The report showed the receipts to have been $263,903 for 1894, as against $232,826 in 1893. The Saguenay and Quebec lines show large increases.

The Ottawa and Parry Sound Railway will be completed to Long Lake, 12 miles from Ottawa, and passenger trains will be running to that point this autumn. With 40 miles constructed at the Parry Sound end of the line only 70 miles will then remain to be completed.

The Hamilton Electric Light Co. offered to light the City hall there with incandescent lamps at one cent per ampere an hour, the company to furnish the lamps and material required, provided the contract was made for three years, a rental of 25 cents a month to be charged for the meters and a discount of 25 per cent to be allowed. The matter was laid over until the next meeting.

The carriage makers of Montreal are about to organize themselves into an association, and with that object in view they have just subscribed among themselves the sum of $100,000. All the carriage makers of the city will become active members. The object of the association is to better protect Canadian trade and to prevent as much as possible foreign competitions.

Wife—"I am afraid that gas stove in the kitchen will be a source of great expense to us." Husband—"Why, we never use it." Wife—"No, but to-day when the gas collector called he saw it."—Life.

DECORATIVE METAL CEILINGS.

THE application of sheet iron and steel to ceilings is not a new departure in connection with the interior finish of buildings, remarks a contemporary. It was practically tried years ago, and with satisfactory results, since it met very fully the demand for a material that should be light, substantial, durable, fire and waterproof, and which should neither shrink, warp, nor crack from uneven settling of the building, nor become detached by age, all of which are the common and irremediable defects of the plaster ceiling in general use, and from some of which even the much more expensive wood paneled ceilings are not entirely free.

The earlier forms in which iron and steel were used for this purpose were the comparatively crude, corrugated shapes still observed ; but crude as they were from the standpoint of decorative art, they were, nevertheless, a decided improvement over the old materials which they displaced, and it needed only that proper machinery should be devised for the shaping of the new material into artistic patterns to win for them a leading position in the estimation of architects and builders for ceiling and wall decoration. This step in advance has been taken, and the production of metal ceiling and wall coverings, highly artistic in their decorative features, and of substantial and durable quality, has become a recognized branch of manufacture. It is not surprising, in view of these facts, that the metal products should have gained great favor in the eyes of architects and builders, and that they have come into very general use.

Other incidental advantages besides those named above are realized from the use of the metal products. For instance, in the case of suburban cottages, where immediate occupancy is often highly desirable, no time is lost in waiting for plaster to dry. The material is at once attached and the trim of doors and windows completed, and the house is ready for its furniture and tenants.

In public buildings, more especially perhaps in churches, the metal ceiling is said to be rapidly taking precedence over the heavy and dangerous plaster, and the admirable manner in which it lends itself to the production of the most elaborate ornamentation in the design and artistic arrangement of panels, mouldings, etc., gives it decided advantages over all other materials that have been used or proposed for the same purpose. Furthermore, the acoustic properties of halls thus finished are not impaired, but in most cases rather improved by its adoption, and its freedom from the fatal defects of plaster, which is notoriously liable to crack and become detached, and its indefinite durability in service are features of value that need only to be named to be appreciated. The same qualities that adapt the metal ceiling so well for church will come into play with equal advantage in the case of theatres, hospitals, colleges, schools, libraries, banks, stores, offices and public and business buildings ; while the skill of the artist has been most ingeniously applied to the creation of the most attractive designs for the parlors, libraries and dining rooms of private residences.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton. Ontario.

SP

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, August 10, 1894

HARDWARE.

FEW new features have arisen in the general hardware business during the past week. No special activity is to note in any line, but there has been a fair seasonable trade doing. In sporting goods the signs of improvement that have been making themselves felt for a fortnight back continue, and orders have been noted this week on fall account. In other lines there is nothing special to note. In values the only change there is to note has been an alteration in the discount on carriage bolts, which is equivalent to a reduction of about 5 per cent. Some fair sized orders for these has been another of the leading features of the week. Payments are generally complained of

WIRE—There is no activity to note in wire, which generally rules dull.

ROPE—This market has furnished a quiet, ordinary sort of trade at steady prices. We quote: Sisal, 7 to 7½c. for 7-16 in. and upwards, and 14c. for deep sea line. Pure Manilla, 9¼c. for 7-16 in. and upwards, 9¾c. for smaller.

CUTLERY—Business for immediate delivery is nil, but some fall orders have been noted.

SPORTING GOODS—Orders on fall account have been fair for both guns and ammunition. In fact, this has been one of the leading features of the hardware market.

CUT NAILS—Demand continues dull and the market very quiet. Prices are unchanged on the basis of $1.80 to $1.85, but a round lot might be had for less.

WIRE NAILS—No change to report. Business is quiet and discounts are unchanged.

HORSE NAILS—A few small orders is all the movement there is to note in this line.

TACKS—These continue quiet, with the rates of discount as they were.

CARRIAGE BOLTS, ETC.—For carriage bolts some fair orders have been noted. There has been a change in the discount which is equivalent to a reduction of 5 per cent.

CHAIN—A few orders for special lines for fall delivery is all there is to note.

HORSESHOES—No special activity to note and values unchanged.

WARE—Most kinds of ware rule quiet at the moment.

TOOLS—Nothing special to report this week. Demand for harvest tools is now almost over.

SUPPLIES—There is not much life noted in either builders' or plumbing supplies.

LEAD PIPE—Dull and unchanged.

HINGES—A fair demand is again to be reported, mainly for heavy hinges.

TAR—A fair business has been done, with no special change to mention. We quote: Rosins, $2.75 to $5.25 as to brand; coal tar, $3.25 to $3.75; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5¼ to 7½c., and cotton do. 10 to 12c.

TURPENTINE—This market has ruled about steady at the decline last noted, and we quote 45 to 46c.

CEMENT—The cement market has not been specially active. A moderate amount of trade is doing, and prices rule steady. We quote as follows: $1.95 to $2.05 for English brands, and $1.85 to $1.95 for Belgian, and to arrive, English brands $1.95, and Belgian $1.80 to $1.90.

FIREBRICKS—There has been a moderately fair business in firebricks at steady prices. We quote as before: $15.50 to $19.50 per 1,000.

METALS.

The heavy iron and metal market does not present much change from a week ago. There are indications, however, that buyers in general are waking up a trifle, and for this reason the trade hope for a break in the dulness that has ruled the market for a long time now. Nothing, however, very special has transpired since our last.

PIG IRON—Pig iron has ruled quiet on the whole. As noted, stocks of Scotch are very light here, and prices are firmly held, sales of Summerlee are noted at $20 ex yard, as noted by us last week, and holders are firm at the price. Canadian pig has been moved also at quotations.

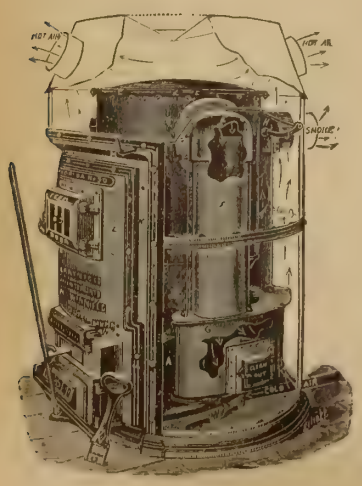
BAR IRON—There is little change in bar iron. Demand is not brisk, and it is likely that if there was a chance of a good round sale our range of prices would be shaded. We quote $1.70 to $1.75.

SHEET IRON—Nothing special to report in this line. We repeat last week's quotation of $2.40.

TIN PLATES—There is an irregular feeling in the case of tin plates for importation, quotations being conflicting, but we gather that an offer of 9s. 3d. f.o.b. in Wales would very likely be accepted. On spot there has not been much business to note and prices remain about the same—cokes $2.75 to $3, and charcoal $3.25 to $3.50.

TERNE PLATES—There has been no change in these, which rule quiet and easy. As noted last week, sales have been made on the basis of $6 to $6.20.

CANADA PLATES—There has been very little doing in Canada plates since our last letter. We understand, however, that a



McClary's Famous Furnaces

Our Steel Dome and Steel Low Radiator Coal Furnace, with three steel radiating flues, is the most

Powerful and Economical

heater in Canada. Send card for descriptive catalogue and testimonials.

THE McCLARY MFG. CO.

London . Toronto . Montreal . Winnipeg . Vancouver.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West,

ENGLISH HOUSE:

SAMUEL, SONS & BENJAMIN

164 Fenchurch St., London, E.C.

TORONTO

CROSS CUT SAWS

Disston's and Shurly & Dietrich

AXES Canadian and American

COW CHAINS Large Assortment

ROPE, LEATHER and WEB HALTERS

A Rare . . Opportunity

To secure a first-class **HARDWARE STOCK** and business in thriving locality. Tenders wanted for stock, fixtures, rolling stock, etc., of A. J. Fraser, Lachute, Que. Apply at once for particulars to

NORMAN McGILLIS

Trustee Lachute, Que.



"Build to-day then, strong and sure, With a firm and ample base." —Longfellow.

DO YOU?

Wish thus to build, an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors.

Don't procrastinate !

You need a safe; and we can supply them on terms to suit any purchaser.

J. & J. Taylor

Thomas West. Robert McClain.



"Empire" Patent Shingles

MADE OF

GALVANIZED TINNED STEEL

Warranted Rustproof

Send for Price List and Catalogue

Metallic Roofing Co.

84 to 90 Yonge St., TORONTO. LIMITED.

MONTREAL MARKETS—Continued

round lot changed hands at $2.10, so that we can safely repeat last week's range of $2 10 to $2.15.

INGOT TIN—There has been little change in this. It rules about steady at 17½ to 18c. according to quality.

IRON PIPE—No large business to report. Discounts continue the same, 70 and 5 for black, 50 and 5 for galvanized.

COPPER—This is about as last reported, business being very small. We quote 9½ to 10c., according to quality.

STEEL—Only a small business doing. We quote: Best cast steel, 10½ to 12c.; spring, $2.50; tire, $2.50 to $2.75; sleigh shoe, $2.40; round machinery steel, $3.

SPELTER—There has been no change in this, which is quoted as before at $4.25 to $4.50.

ZINC SHEETS—Quiet and unchanged at $5 to $5.25.

HOOPS AND BANDS—Are without special feature at $2.30 to $2.35.

ANTIMONY—Nothing to report. Prices are the same at 10½ to 12c.

GALVANIZED IRON—A quiet trade is all there is to report. We quote: 4¼ to 4½c. for ordinary brands; Morewood, 5¼ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

GLASS.

There is no change in the market. Business is of limited volume and prices as last quoted. We quote: $1.25 for first break; $1.30 second break, per 50 feet; $3 25 for first break per 100 feet; putty in bulk, $1.85.

PAINTS AND OILS.

There has been little change in the situation of this branch to report. Cutting is still reported and has an unsettled effect. Linseed oil is rather quiet, and seal oil unchanged. We quote: Choice brands white lead, Government standard, $4 75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots, raw, 54 to 55c., boiled, 57 to 58c.; seal oil, 45c.

CHEMICALS AND DYESTUFFS.

There has been little alteration to the chemical market, and business has ruled extremely quiet. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 11b. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2 75; ditto, 70 per cent., $2.40 to $2 50; chlorate of potash, 20 to 22c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2.00; ditto roll, $2.00 to $2.10; sulphate of copper, $4.50 to $5.00; white sugar of lead, 7½ to 8½c.; bicarb. potash, 10 to 12c.; sumach, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2.00 to $2.10; castor oil, 6½ to 7c.; and Norwegian cod liver oil, $25 to $26.

PETROLEUM.

In petroleum there has been little change to note. Demand is slow and the market about steady. We quote as follows: Canadian refined at 11c. in shed in Montreal for round lots, and 12c. for small quantities. American petroleum, 14 4-5c. in car lots, 15¼c. in 10-barrel lots, 15½c. in 5-barrel lots, and 16c. for single barrels, net cash; American benzine, 23 to 25c.; Canadian benzine, 10¾c. Petrolea; 12¾c. Montreal.

HIDES.

Since our last the hide market has furnished few new features. Receipts have continued light and the volume of business small. Prices are steady. We quote No. 1 at 3½c., No. 2 at 2½c., No. 3 at 1½c. Lambskins are quiet and unchanged at 25 to 30c. each, and calfskins are moving slow at 5c.

TALLOW.

There has been only a limited business in tallow. Prices rule unchanged under the quiet demand at 6¼ to 6¾c.

WOOL.

The market is quiet and there is very little doing in foreign wools. We quote: Greasy Cape, 13 to 15½c.; Canadian fleece, 17 to 20c.; B. A. scoured, 26 to 34c; pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. Northwest wool is quoted at 11 to 12c.

MONTREAL TRADE NOTES.

Caverhill, Learmont & Co. are offering some special assorted designs in decorated white coffee-pots.

H. McLaren, of H. McLaren & Co., returned to the city on Wednesday from a business trip.

Among the receipts of cement last week was 2150 casks. A good proportion of these were the property of Wm. McNally & Co.

The total imports of cement at this port to date have been 43 000 casks of English and 17,025 Belgian.

The arrivals of firebrick last week were 97,000. The quantity on hand is about on the average with that of last year.

Wm. Clendinneng, the well-known iron founder, got back from a tour through the Western States last week. He had some interesting experiences of the strike.

John Thorpe, the Canadian manager for Pilkington Bros., is away at present on a business trip. He is visiting Ontario and several points across the line.

H. Newman, of Caverhill, Learmont & Co., got back on Wednesday morning from a week's visit to his family, who are spending the summer on the Maine seacoast.

There has been no further receipts of American pig noted during the last ten days. It is asserted, however, that if it is

MONTREAL MARKETS—Continued.

to be kept out it will be at the expense of profits of Canadian makers.

The representatives of the Canada Iron Furnace Co., Drummond, McCall & Co., New York Life building, say that the call for pig iron is picking up. Several good-sized lots of their C.I.F. iron have been placed during the past ten days or so.

There have been several good contracts placed for the Safford radiators here recently. Among the prominent buildings are the new church at Upton, the big Canada Life building now being erected at the corner of St. James street, and several new blocks in course of erection up town.

TORONTO MARKETS.

TORONTO, Aug. 10, 1894.

HARDWARE.

BUSINESS remains much as a week ago, and while some lines are in more request, others are less sought after. A few good orders have been received from the country, but purchases generally speaking are small. A good fall trade is, however, anticipated. Hay-baling wire is beginning to be enquired for, and rope exhibits a little more activity. If anything the demand for both wire nails and horse nails is a little better than it was a week ago, and there is a little more nibbling at sporting goods than there was. Certain lines of ware show a little more activity, and an improved demand from the country is reported for builders' supplies. The same may be said of spades and shovels. Belting continues in good request. In paints and oils there appears to be a slight improvement. Glass trade is picking up a little too, but prices are being sacrificed.

WIRE—There is very little doing in plain, barb and twist fencing wire, but tinners' wire is experiencing a steady demand, and a few orders are being received for hay-baling wire.

ROPE—A little more activity has developed, although not any large quantities are moving. We quote: Sisal, 7-16 in. and larger, 7½c.; ¼, 5-16, ⅜ in., 8c. Manilla, 7-16 in. and larger, 9½c.; ¼, 5-16, ⅜ in., 10c.

CUT NAILS—There are no enquiries for car lots, and trade generally is quiet. Base price unchanged at $1.80 Toronto for carload lots and $1.85 for small lots.

WIRE NAILS—Demand is increasing, a better trade than last week being reported. Discounts are unchanged at 75, 10 and 5 per cent., shipments in 10-keg lots being prepaid.

HORSE NAILS—Also show some improvement, although no large shipments are being made. Discounts are 60 per cent. off "C," and 60 and 2½ per cent. off "P.B."

CUTLERY—Does not show any improvement in shipments from stock.

SPORTING GOODS—Enquiries are coming in freely for quotations, and some nice orders have been received.

TACKS—Show some little improvement at old prices. We quote: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37 per cent.

CHAIN—There is nothing doing in coil chain, and so far not a great many orders have been booked for fall shipment of cow ties, although it is anticipated a good many will be during the next few weeks.

HORSESHOES—Quiet, and the demand seems to be increasing for steel instead of iron shoes. Prices are unchanged at $3.80 Toronto, and $3 85 London.

WARE—Peerless and Eclipse wares are in steady demand, and white ware has been called for a little more freely.

PLUMBERS' SUPPLIES—A fairly good trade is reported on country account, but city trade is still flat.

LEAD PIPE—Is all dull, very few ton lots changing hands. We quote: Toronto and the west 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

BUILDERS' SUPPLIES—Country trade is showing some improvement, but the demand is principally for cheap goods.

HINGES—Are still in fair demand, especially barn door. Tee and strap are quieter.

HARVEST TOOLS—Trade is virtually over for the season, but spades and shovels are beginning to move better, scoop shovels particularly.

CLOTHES WRINGERS—There have been a few more case lots changing hands during the week than for some time.

BELTING—Is going out freely, numerous orders having been received during the week for both rubber and leather belting.

TAR, ETC.—We quote as follows: Roofing pitch, $2.50 per brl.; pure coal tar $4 per brl.; refined coal tar, $4.50 per brl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per brl. and 75c. per doz. pint tins; pine pitch, $2.75 per brl.

CEMENT, ETC.—Much as before. We quote: Portland cement (English), $3 per brl.; New Brunswick plaster paris, $2 per brl.; Canadian water lime, $1.25 per brl.

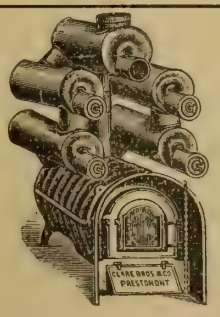
FIREBRICK, ETC.—Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

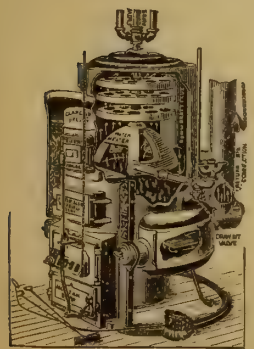
METALS.

Business has been fair in galvanized iron, tin plates and black iron, but other lines are quiet. The demand for bar iron has fallen off considerably.

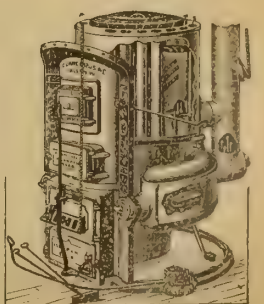
PIG IRON—Some few sales of Scotch iron for import are announced at about equal to quotations. We quote: Summerlee, $20.50 to $21; Carnbroe, $19.50: Siemen's, $19 to $20.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: "Owing to the scarcity of coke irons in the States very little northern iron has been shipped into the Dominion during the past month and not many orders booked for forward delivery. Strong Onio softeners have been marked up slightly because of this scarcity, but otherwise prices remain as

Best Value  on Earth.



These are the Furnaces that secure the trade for dealers who handle them. They have no rivals but many imitators.



Clare Bros. & Co. ....Preston, Ont.

MARKETS—Continued

they were and the consumptive demand continues light. The iron which is relatively the lowest is now Lake Superior charcoal. This is difficult to explain, as while the stock on hand is relatively larger than coke iron, there are practically no furnaces running and few which contemplate starting soon. We quote on the cash basis f.o.b. Toronto in bond: No. 1 foundry strong coke iron Lake Superior ore, $12.25; No. 2 foundry strong coke iron, Lake Superior ore, $12.05; Jackson county silvery, No. 1, $16.80 to $18.30; Lake Superior charcoal, $15.55; Southern soft, No. 1, $11.75; ditto, No 2, $11.50.

BAR IRON—Trade has fallen off considerably, but prices remain as before on the basis of $1.85.

SHEET IRON—This is showing more activity, with demand principally for 16 to 24 gauge. We quote: 8 to 16 gauge, $2.50; 18 ditto, $2; 20 ditto, $2.10; 22 to 24 ditto, $2.20; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Gorbal's, 26 gauge, 5½c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

IRON PIPE—Trade has been only fair. This article is not now sold at discount, but at figures equaling 67½ to 70 per cent. for imported. Galvanized pipe is still being sold at old list, subject to 50 and 50 and 5 per cent. Stocks of the latter are low in Toronto, and it is even difficult to secure some sizes in Montreal.

GALVANIZED IRON—This has been going out quite freely in case lots, especially Gordon Crown and Queen's Head. Orders are also being freely booked for import, delivery September and October. The idea for 28 gauge remains at $2.35.

CORRUGATED IRON—Trade is fair, but prices are lower.

INGOT TIN—Is quiet, with prices exceedingly low, having been reduced slightly during the week. Small lots are now quoted at 19 to 19½c. and large lots at 18½c.

INGOT COPPER—Business is dull and prices unchanged at 10 to 10½c.

SHEET COPPER—Ordinary sheathing copper has shown a little more life, while business is scarcely as good as it was a week ago in brazier sheets. We quote: Untinned, 14 to 16½c. according to weight and size; brazier sheets, 14 to 17c. according to quality.

BOILER TUBES—Quiet and unchanged prices. We quote: 1¼ inch, 7c.; 1½ inch, 7¾c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

SHEET STEEL—Market is fairly active, with American steel considerably higher. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

ZINC SPELTER—Trade continues to improve, some good quantities having been disposed of during the past couple of weeks. We quote domestic at 4c. and imported at 4¼c.

TIN PLATES—Stocks are fairly heavy and market a little easier. Fair quantities are being called for and a number of orders have been booped for import. We quote: $3.50 to $3.75 for "I.C." and $3.25 to $3.35 for coke.

TERNE PLATES—Business is good in this line. Jobbers, however, have been compelled to place some on order awaiting arrival. Stocks are now in and shipments are being made. Prices are unchanged at $6 50 to $6.75, according to quality.

ZINC SHEETS—Further improvement is to be noted, although the bulk of the trade is not expected for another month. Prices have not changed, they still being 4¾c. for case lots and 5c. for small lots.

HOOPS AND BANDS—Trade is not quite as good as it has been, while stocks are heavy. We quote $2 20 to $2.25 as basis for ordinary, but large lots can be shaded a fraction.

CANADA PLATES—The regular demand is now on, both on country and city account, although no large shipments are being made outside the city, most dealers in the country being in possession of lots, orders for which they placed early in the year. Prices asked are: Half polished, 52 sheets, $2.35; 60 sheets, $2 45, and 75 sheets, $2.60.

SOLDER—Trade has been fairly satisfactory, both the standard and strictly half-and-half being in good demand. Prices are unchanged at 12½ to 14c.

PIG LEAD—Business has fallen off slightly, but prices are unchanged at $2.90 to $3.

ANTIMONY—A few orders have been booked for Cookson's, but the ordinary brand is quiet; 9½ to 10c. is the idea for Cookson's.

GLASS.

Business is still very quiet, although signs of an improvement are apparent. An unsatisfactory feature of the situation is the slaughter of prices, first break being quoted as low as $1.10. The range runs 15c. higher. Several enquiries are reported for plate glass, but it is mostly for buildings not yet ready for same. Shipments are small.

OLD MATERIAL.

Trade is still dull, and prices remain unchanged. We quote as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 30 to 35c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 7 to 7½c.; old copper bottoms 5½ to 6c.; light scrap brass 3½ to 4c.; heavy yellow scrap brass 5c.; heavy red scrap brass, 5½c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3 to 3¼c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10c.

PAINTS AND OILS.

If anything, there is a slight improvement in trade, and payments are fair.

WHITE LEAD—Continues quiet at 4½ to 4¾c.

LINSEED OIL—There is, if anything, even less doing than last week. Prices are unchanged at 53 to 54c. for raw and 56 to 57c. for boiled. The Canadian oil producers are estimated to be about 100 barrels behind their sales of last year. Whether it is because of falling off in consumption or because of greater importation is yet to be determined.

PREPARED PAINTS—The movement is only small. Prices are unchanged at $1.05 for pure.

TURPENTINE—There is a little more doing, but business is still quiet and prices lower at 41 to 42c.

CASTOR OIL—Quiet and unchanged. Quotations are 6⅝ to 6¾c. in case lots, and 7c. in single tins.

SEAL OIL—Some good shipments have been arriving but sales are small. Prices are unchanged at 58 to 59c.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—There is a fair demand at unchanged prices, carloads of cured having changed hands at 3½c.

SKINS—There is not much doing, and dealers, as before, are paying 30c. for lambskins and pelts.

WOOL—Buyers have pretty well stocked up, and they are not so keen in consequence as they were. We quote: Ordinary combing, 17c.; fine clothing and down, 18 to 19c.; rejections, 12 to 13c.; and unwashed, 10 to 11c.

TALLOW — Demand is moderate and chiefly for small lots. Dealers are paying 4¾ to 5¼c. and selling at 5¼ to 5½c.

PETROLEUM.

Trade is picking up, especially in burning oils. Prices are unchanged. We quote, in 5 to 10 brl. lots, imperial gallon, Toronto: Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; Canadian water white, 16 to 17c.; American water white, 18 to 19c.; photogene, 20c.

The Petrolia Advertiser in its weekly report says:—"Petrolia Crude: 93 cents per brl. Oil Springs Crude: 96c. per brl. Refined, 5¾ to 6¼ cents in bulk, or 8½ to 9 cents in barrels in car lots f.o.b. here. Although business is not rushing, the crude market is very firm at the above quotations, with a strong tendency to rise. Refined is going along steady without change in prices."

ASHES.

Receipts of ashes are small and business is quiet with no change in price to note. We quote: First pots, $4; seconds, $3.70; pearls, $6.50 per 100 lbs.

MARKET NOTES.

The Metallic Roofing Co. is bringing out a new rock-faced steel siding.

H. S. Howland, Sons & Co. report large sales of the Hartz steel tackle blocks.

The Metallic Roofing Co. are sending out large quantities of metallic lathing, particularly to the Province of Quebec.

H. S. Howland, Sons & Co. have been selling large quantities of hay-baling wire this week.

H. S. Howland, Sons & Co. have in a fresh supply of revolvers, and the demand for same is brisk.

Iron pipe is not now sold at discount, but at prices about equalling 67½ to 70 per cent.

Craig & MacArthur are having a good trade in plumbers' supplies, and report trade rushing in soil pipe.

The discount on japan Clauss shears is now 67½ per cent. in place of 70 per cent. as formerly.

The Consolidated Plate Glass Co. report that business has picked up considerably during the past week.

The Gurney Foundry Co. are receiving 500 tons of American pig iron from Tonawanda, N.Y.

H. S. Howland, Sons & Co. are in a position to fill orders for all sizes of U. M. C. and Dominion cartridges, their stock being complete; also shells.

The Metallic Roofing Co. have received contracts for roofing the Brampton Gas Works and the Canadian Oil Co.'s buildings at Sarnia.

Another shipment of glass has been received by Stewart & Wood. This firm reports a big demand for glass in greenhouse sizes.

The McClary Manufacturing Co. report trade in the stove line quiet at the moment on account of dealers, who usually place their orders in July, now deferring till August and September.

Chas. Boeckh & Sons report an increasing demand for their flexible bridled brushes, which are now being used in place of the old fashioned twin bridle by practical "up-to-date" painters. An improvement has been made on bridles for oval and round brushes, by means of which the bristles are held in the desired shape. This firm is now busy on its exhibit for the coming Industrial Exhibition, which will be well worth the attention of all hardware men.

The Bissell Carpet Sweeper Co. are preparing to open a branch of their factory in Toronto, and hope to be in full operation early in September. The sweepers to be made in Toronto will be the same exactly as those now being made in Grand Rapids, Mich., and Canadian prices will hereafter be the same as those in the States. The Bissell Co. has bought out the J. M. War-

RAZORS See our fully warranted German Hollow Ground Razors. Fresh stock just received. Good assortment, low price, splendid value.

A. C. LESLIE & CO. Montreal and Toronto.

Our Specialty **PURE TURPENTINE** Our Customers Need fear no Adulteration

Every barrel guaranteed! We are headquarters for the Pure Article. Remember these facts when placing your orders.

FRANCIS, FROST & CO., 33 Front St. W., TORONTO

..THE **JAMES ROBERTSON CO.** LIMITED

Manufacturers, Importers and Jobbers.

TORONTO, MONTREAL, WINNIPEG AND ST. JOHN, N.B.

Lead Pipe, Sheet Lead
Pig Lead, Bar Lead
Lead Traps, Lead Wire
Wire and Bar Solder
Drop and Buck Shot
Window Lead
Tin-Lined Lead Pipe
Block-Tin Pipe

THE "RICHELIEU"



Sanitary Earthenware
Laundry Wash Tubs
House Boilers
Bath Tubs, Pumps
Sheet and Ingot Copper
Sheet Iron, Sheet Zinc
Iron Pipe and Fittings
Iron and Steel Sinks

Plumbers', Steam, Gasfitters' and Engineers' Supplies of all kinds.

Listen.. This is from a Hardware Merchant

DEAR SIRS:

Before handling "Clauss" Shears and Scissors my trade in this line was but little. I now sell more scissors than all the other stores in this place put together. Parties come to my store for your goods who have never been here before. Am making new customers for myself by it. Fill enclosed order at once. Most truly,

For discounts . . . write **Clauss Shear Co., Toronto**

MARKETS.—Continued

ner Sweeper Co., of Hamilton, which has been making an imitation of the Bissell Sweeper under the latter's brand. Mr. Warner will be with the Bissell Co. when it starts in Toronto.

The Toronto Plate Glass Importing Co. has been succeeded by Hill & Rutherford. The members of the firm are Mrs. Edwin Hill and Samuel J. Rutherford, who was for some years bookkeeper for the old firm. Edwin Hill has been retained as sales agent for all lines handled by the firm except plate glass, which the injunction obtained some months ago prevents him selling for the present. The plate glass department of the firm will be under the supervision of Mr. Rutherford.

The Gutta Percha and Rubber Manufacturing Co. are making a shipment of fire hose which it is claimed will eclipse anything of the kind ever made in the Dominion. The shipment comprises several feet of four-inch, inside diameter measurement, five-ply "Maltese Cross" carbolized fire hose, with full equipment of four-inch "Maltese Cross" play pipes, couplings, etc. Firemen and others familiar with fire department matters will be interested to know that the fifty-foot sections of this four-inch hose are easily coiled within a circle of thirty inches in diameter. They are also making a large shipment of their "Maltese Cross" air brake hose.

UNITED STATES MARKETS.

NEW YORK, Aug. 10, 1894.

PIG TIN—Some firmness to the tone of the market was imparted by cable advices of an advance there of about 7s. 6d. to 10s. over the prices that ruled just previous to the bank holidays. Speculative buying was not enlivened, however, and there were no evidences of anything more than routine buying for other account. In fact, the market remains very tame, and the heavy supply in sight acts as an effectual barrier to a successful "bull" movement in the market at the present time. Bids on 'Change were raised a trifle, or to 18.5c. for current month, and 18.70c. for later deliveries, but small parcels were sold outside at relatively lower rates and the market closed flat.

COPPER—Signs were not wanting of somewhat more active canvass for orders for Lake Superior ingot, and there was strong circumstantial evidence that a number of sellers would not hesitate long about closing desirable contracts at 9c. For that matter offers at 9c. were made openly in a few instances, and upon the whole the market had a rather weak appearance. Other varieties fared no better than Lake Superior product. Electrolytic could have been purchased easily at 8¾c. and above 8½ to 8⅝c. was the exception for common casting stock. Thus the concessions made by sellers have stimulated business to a moderate extent only.

PIG LEAD—On the Exchange sales were recorded of 7 carloads for August delivery at 3.55c. and 1 carload at 3.60c. on spot. Outside of this trades were closed involving about 150 tons, August shipment, at prices on a parity with 3.55c. for New York delivery. This movement reflected rather firmer tone to the market, although buying was neither broad nor general, nor the demand at all spirited. In speculative quarters bids were made of 3.55c. for August and 3.50c. for September delivery. St. Louis quotation to the Metal Exchange was 3.32½c. London cable, £9 11s. 3d. for soft Spanish.

SPELTER—Business in this metal continues moderate and the demand tame, with larger quantities than single carloads seldom called for here. There is enough doing elsewhere to keep prices steady, however, at 3.45 to 3.50c. for ordinary Western brands. St. Louis quotation to the Metal Exchange was 3.22½c. London cable, £15 10s. for good merchant brands.

ANTIMONY—Routine jobbing business is about all there is going on at the present time, and the demand is spiritless. Prices are easy at about 8¼ to 8⅜c. for Hallett's and 10c. for Cookson's, on the spot.

TIN PLATE—Nothing decidedly as to business or negotiation was reported. There was but little life to either. As not unusual on a dull market prices are rather soft, but no radical changes were reported for the day.

Imports of tin plate into the United States during June, 1894, amounted to 38,934,039 lbs., against 60,220,956 lbs. last year. The importations during the fiscal year ending June 30, 1894, were 454,160,026 lbs.; preceding year, 628,425,902 lbs. Stock in bonded warehouses was 48,968,445 lbs. June 30, 1894, and 32,186,744 lbs. a year previous.

IRON AND STEEL—Operations in pig iron are still of very ordinary type, and the amount of stock involved is, according to most accounts, hardly up to the average for season. When sufficient inducement in the way of special price is made some consumers place orders involving deliveries extending up to the end of the year, but the buying generally is on a moderate scale. Prices vary in a slight degree only. Old material is not in anything like brisk demand, but enough business passes to keep prices quite steady. No new feature developed in any branch of the finished iron and steel trade.

Maurice Frankel, of Frankel Bros., has just returned from a trip to the Lower Provinces. He reports business quiet in the shipping and importing lines, but says exporting is a good deal better. He reports that there are a great many Americans in Nova Scotia prospecting for gold mines.

PERSONAL MENTION.

A. Wittmwack, of Hespeler, was in town Wednesday.

M. B. Perine, twine manufacturer, Doon, Ont., was seen touring the Toronto warehouses this week.

H. Roper, representing John Shaw & Sons, Wolverhampton, Eng., was in Toronto a few days ago.

G. H. Symonds, representing Geo. Butler & Co., Sheffield, is looking after the interests of his firm in Toronto this week.

C. S. Dumont, president Tool Corporation, Buffalo, N.Y., paid Toronto a business visit this week.

James Davis, representing James Smart Manufacturing Co., Brockville, was in Toronto, Thursday.

J. Miller, representing Hammacher, Schlemmer & Co., of New York, is taking a vacation, and he spent part of it in Toronto this week.

W. H. Carrick, vice-president and manager of the Gurney Foundry Co., will go to Port Sandfield, Muskoka, with his family next week for holidays.

E. V. Bayard, with Sargent & Co, New York, was looking up business in Toronto this week. He had with him a copy of the big price book of eleven hundred pages which his firm has just issued. The book is exceedingly well arranged, and the illustrations are brought out with more than usual clearness. The hardware works of Sargent & Co. are at New Haven, Conn., and are said to be the largest of the kind anywhere, the floor space covering 16 acres. Mr. Bayard reports business quiet.

THE "PERFECTION" WRINGER.

The "Perfection" Wringer, a cut of which is herewith given, is the name of a wringer that is being put on the market by H. S. Howland, Sons & Co. It is made with black rolls only, all pure rubber. Quality,



workmanship and finish are of the highest grade. It costs but very little more than the ordinary goods. All wringers stamped "Perfection" are guaranteed by the manufacturer.

TALKS WITH RETAILERS.

THE retail hardware trade through the city still keeps dull, but the merchants have great hopes of it picking up after the Exhibition.

"Oh, business is very good this week," said Wm. T. Mullett, 738 Queen east. "We don't feel the depression here as much as they do in the heart of the city. We did a splendid trade here last week. Gas and oil stoves have moved very freely this summer. Lawn mowers went lively too. The grass seemed to grow too fast for the people round here. On account of the evenings getting shorter coal oil is getting in greater demand."

"Trade is rotten, completely demoralized; and there you have it in plain English," said Mr. Dean, 818 Queen east, when I asked him about the state of trade. "Paints and oils are very good, but any other line of hardware is dead. As to farm implements, the only thing we can do here is a little market garden trade."

"Oh, so so," said W. C. McFarland, 391 Parliament street, as I asked "How's biz?" "It's a little quiet, still it is gradually picking up. I have good hopes for improvement after the Exhibition. Paints and oils are moving freely. I have sold out of lawn mowers, as the demand was good this year. We have sold a good many coal oil stoves, but do not touch gas stoves. There is nothing at all in tinware, and we are trying to sell out what we have in stock. As to a Retail Hardwareman's Association, it would be the best thing that ever struck Toronto, as then this awful slashing of prices could be stopped." I agree with you there, Mr. McFarland.

RAMBLER.

NEW DEPARTURE IN TURPENTINE

TURPENTINE is to be brought into Toronto under conditions that promise to revolutionize the trade.

"I am not at liberty to give you the name of the firm interested," said HARDWARE'S informant, "but a house here has made arrangements to bring turpentine into Toronto in tank cars. This is quite an innovation and promises to revolutionize the trade here. The first carload is on the way and will be here in a few days. Benefit, I have no doubt, will result to the users of turpentine. In the first place leakage will be obviated. Heretofore the loss from this cause has been probably about 10 per cent., taking it all the year round. The house bringing in the oil in this way has a siding into which the car will be run. Then by means of a rubber hose the oil will be run from the tank on the car into the tank in the warehouse, occupying probably half an hour in doing so. From this tank the oil will be taken in barrels just as it is wanted. It will be sold by gallon by actual measurement.

"By bringing in the turpentine in this way the importation of the article in barrels will be practically discarded, as the freight itself in tank cars will make considerable difference in the cost against bringing it in barrels."

"Was the experiment ever tried before?"

"Yes, once or twice, but it did not prove successful. You see they had to take back the cars empty. But now, the car after it leaves here will go to Buffalo, where it will be loaded with petroleum for the South."

HIGHEST AWARD at the WORLD'S FAIR

FOR Catalogue and Prices Address



The Christy Knife Co.

30 Wellington St. East Toronto

GOOD RATING—BAD PAY.

IRON AGE has the following from an Ohio jobber:

"I have been much interested in the papers read before the Southern Hardware Association, as given in the Iron Age of June 14, and particularly so with those on credits. My mail to-day closes up a transaction that will emphasize Mr. Dudley's statement that our customers are not educated to understand that their bills are a contract and payment should be made promptly upon maturity.

"But to my story.

"Last November we sold the firm of Smith & Jones, in northern Ohio, a small bill of goods upon 60 days' time. The 60 days were up on January 20, 1894. Not hearing from them by February 1 we sent a statement. No attention was paid to that, so sent another on March 1.

"Bear in mind that the concern is well rated and in good standing with everyone. April 1 we added interest to the account and said if not heard from we would draw for the balance due.

"No notice was taken of this, so upon April 20 we made draft for amount due, including interest at 6 per cent. from January 20. We sent this direct to the bank in Smith & Jones' own town, and had heard nothing from it by May 1. We then dropped the bank a card, and June 6 received back our draft with memorandum on back, 'refused.'

"We then wrote a friend in that town for name of a good lawyer, telling him why we wanted it. We knew that he was also a friend of Smith & Jones, and he did what we expected him to do. He sent us a lawyer's name, but said he had spoken to S. & J. about our account, and they would pay our draft if the interest was left out and no exchange charged.

"We concluded that this was the cheapest way out of the trouble, and made a draft for the exact face of last November's bill, and sent that to the local bank May 25. The amount of this, less 1 per cent. for collection, came back to us June 14, close upon seven months from the date of the bill!

"Of course they cannot buy from us again except for cash down, but what of that? They can buy all the goods they want, for Dun and Bradstreet both give them good ratings. And if we sent a traveling man to see them he would apologize for our having been so 'cranky,' and take another order from them."

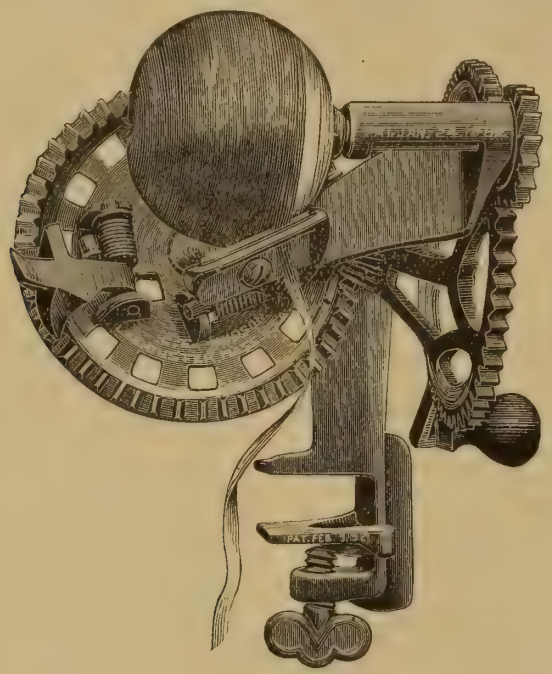
B.C. TRADE PROSPECTS.

Touching the trade prospects of British Columbia, the Vancouver News Advertiser says: "We cannot regard the present trade situation in the province as showing much improvement over the position two months ago. Compared with the state of things on the coast to the south of us, we may, however, congratulate ourselves. The serious labor troubles and disturbances which are paralyzing trade throughout the United States fortunately do not here intensify the generally depressed state of business. British Columbia is also fortunate in having more diversity in her industries than is the case in some other provinces. It is to be hoped that the salmon canning industry will be up to expectation, as, although prices for the article in Europe are low, a good pack means a good deal of money put in circulation in the lower region of the province. It appears now as if the harvest will, in some parts of the province, be better than was anticipated. The lumber trade still continues dull and depressed. The outlook for the mining industry is better, especially in the Cariboo district, where much interest is centred in the operations of several companies engaged in opening out large hydraulic works. On the whole, it may be hoped that trade generally will continue, at least moderately good, and that the gradual change towards an improvement in all branches of business, which appears now to be taking place, may shortly become more apparent and positive."

One of the few branches of Birmingham industry which are unaffected by the rapid changes and new developments of the age, is the pewter trade. Pewter consists of 95 parts tin, 4 parts copper, and 1 part antimony. The staple articles are as they were a century ago, ale and wine measures, tankards and drinking cups, the most saleable shapes being identical with those immortalized in the pictures of Hogarth. Pewter inkpots for school and office use and a pewter teapot known in the trade as the "Dutch" pattern retains its hold upon the market as tenaciously as it did seventy or eighty years ago.—Ironmongery.

APPLE PARERS.

THE apple paring season will soon be on, and it is time the retail trade was looking around for their supply of parers. The accompanying cuts illustrate two parers that M. & L. Samuel, Benjamin & Co are the agents in Toronto for. The "Rocking Table," the firm claims to be the

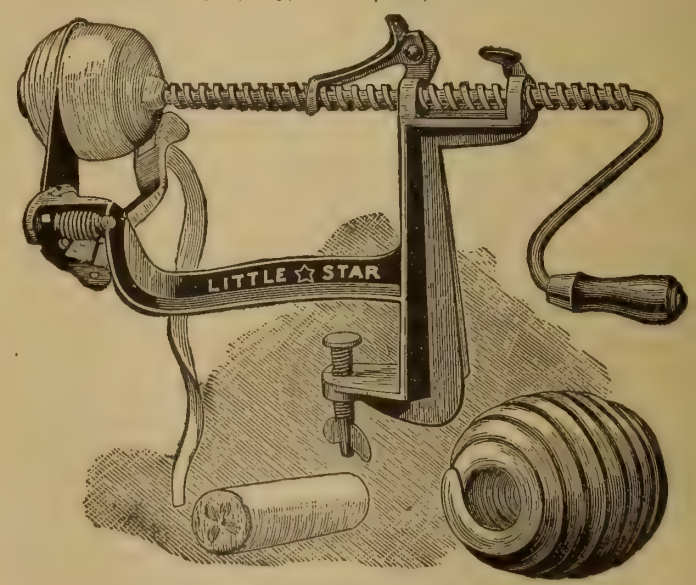


ROCKING TABLE.

best parer it ever handled. There is an imitation on the market, but it is distinguishable from the "Rocking Table" from the fact that it has no push-off attachment. The "Little Star" is a parer, corer and slicer, with push-off attachment. One feature claimed for this parer is that it is the only machine so constructed that parings and juice cannot fall upon it. Another is that the paring knife always faces the fruit when brought against it. "In our opinion this is the best family machine in the market," say the firm.

SYSTEM IN A HARDWARE SHOP.

The hardwareman who carries a stock of from £1,000 to £2,000 cannot possibly attend to all the details of business himself, says an English paper. A young, strong, healthy man between 30 and 40 years old may do it for a few years, but the constant strain will tell, and he will begin to feel it at a time, perhaps, when he requires his best judgment to carry him through a crisis or the sharp competition which he finds himself obliged to encounter. Hence he must have help at the outset, and the more competent, trustworthy and reliable it is, the easier will be his responsibilities. Have everything plainly marked, with the cost in cypher, and the selling price in figures, either on the article itself or with a tag, according to the nature of the goods. Frequent inspection is necessary in a country town, where tags are liable to be pulled off and lost, and whenever that fact is discovered, replace it at once with a new one; if busy with a customer, jot it down, and as soon as through attend to it. Now right here is where the reliability of the assistant comes in. If careful and attentive to his business, a missing tag will be replaced or an imperfect mark will be restored, and so on as the case may be. This constant inspection is the more necessary in a shop carrying a limited stock of goods, as there is usually only one salesman, and his time, when not occupied with customers, should be used in looking over the stock. To do this properly, the work must be systematized, a certain section of the shelf goods one day, then another, and so on each day until completed. Then attention will be required at the steel goods, etc. A competent salesman will thus enable the proprietor of the shop to devote more time to his books, etc.



LITTLE STAR.

A NEW SHELL.

THERE is reason to believe that Sheffield makers are in possession of the secret of construction of the new Russian shell that has given such remarkable result against the Harveyed plates at Ochta, near St. Petersburg, writes Vulcan, in Ironmonger. In order to show their confidence in the fact that they have a knowledge of the process of manufacture of the new projectile, Thomas Firth & Sons, Limited, wrote more than a week ago to the War Office and Admiralty officials offering to supply them with some of these shells in ten or fourteen days if they would undertake to have them fired. As yet they have received no definite reply respecting the offer, but, as the matter is one of extreme importance in view of the large amount of armor-plate work ordered by the Government, the trial cannot be long deferred. Whether the improvement shown in the manufacture of projectiles will necessitate the strengthening of the armor for the war vessels in process of construction is a matter for the consideration of the Admiralty. It may be mentioned here that before the Harveyed system was introduced a 10-inch plate was necessary to keep out a 6-inch shell. Since the new process of armor-plating has been adopted, a 6-inch plate has sufficed to keep out the shell. Now, however, that the 6-inch Russian shell has easily penetrated a 6-inch armour-plate there will doubtless be an increase in the thickness of the Harveyed armour. A number of experiments will shortly be made with shells manufactured by the Hadfield Foundry Co. and other Sheffield firms, in order to see which will show the best result. The American authorities expect a 6-inch projectile to penetrate an 8-inch plate, whereas the British Government expect a 6-inch shell to go through a 9-inch plate. The Hadfield Foundry Company's shell recently passed completely through a 9-inch steel plate, and was found to have been uninjured.

The Bethlehem Company in America have recently erected a 10,000-ton press, the largest piece of machinery of its kind in the world, which is to be used for the forging of armor-plates. A somewhat similar press will shortly be erected by John Brown & Co., Limited, so that Sheffield will not long be behind in the race for supremacy.

MAKING PUTTY.

PURE putty is made of whiting and linseed oil. Whiting is made of chalk which is imported from England and ground in this country. Barytes, mixed with the whiting, is used as an adulterant of putty, and cottonseed oil is mixed with the linseed oil, says a writer in the New York Sun. Cottonseed oil is cheaper, and a slower dryer than linseed ; its use is advantageous to small consumers, as putty mixed with part cottonseed oil keeps in order longer. Linseed oil putty is used more by decorators and painters and other large consumers who use up putty quickly. Putty sells at wholesale at from 1½ to 2 cents a pound. It is put up for the trade in barrels of 800 pounds, kegs of 300 pounds, tubs of 100 to 110 pounds, in cans of 1 to 100 pounds, and in bladders ; it keeps best in bladders, and the bulk of the putty exported goes in that form. Putty made in the Eastern cities of the United States is sold on the Atlantic seaboard and in the South, but not much Eastern putty is sold in the West, for there are putty factories in the Northern and Western cities. We export putty to Canada, Mexico, the West Indies, South America and the Sandwich Islands. Manufacturers make colored putties to order, and white, brown, and black putties are kept in stock. Putty has a variety of uses besides those already mentioned, and the very familiar one is setting glass. Brown putty is used to point brownstone buildings, and putty is sometimes used in pointing up brick buildings. Black putty is used in stove foundries. Plumbers use putty. Sometimes scene painters reduce it and put it on canvas to paint over. There are three or four putty manufactories in New York and more in Brooklyn. A single firm of manufacturers in this city has sold more than 17,000 tons in a year. These seem like large figures, but they are less surprising from the fact that there are few articles of more common use.

WELL-INFORMED YOUNG MEN.

ONE of the best salesmen that I ever met, says a writer in N. Y. Hardware, was one who always carried an educational book in his gripsack ; when he had to wait for a delayed train or had an hour to spare at the hotel, he had his book in his hand. I found him a pleasant companion and so did his customers. He was respected and liked by all who knew him and deserved the success that came to him later. He was a well-informed man ; interested in everything worth a man's thought, with no time to waste over billiards or barrooms or worse things, writes Wm. H. Maher. One of the high salaried men that called on me from New York had the faculty of picking up the latest story and repeating it to perfection. He was equal to many men on the stage. But if I asked for specific information about an article in his line he could not give it ; he had the sample and there was the price ; he could tell a good story and was free in paying for refreshments, if you would have them, but beyond this he had nothing. I was not surprised when his employer told me that he would be allowed to resign at the end of the year. Said he : "He sells less each trip. Everybody likes him and speaks well of him, but each time they see him they buy less of him." I thought I understood the reason. Stories are good in their way ; cigars and wine influence some, but, after all, men think "business is business," and they want to buy of a man who understands his goods from A to Z. It is for this reason that merchants are looking around either for well-informed clerks, or for those of such frame of mind that they will inform themselves as they grow in the business. If the desire is there the rest will follow. Twenty-five years ago a young man worked in a stove store next door to me. He worked hard, too, for he had to run stoves out and in, black stoves, set them up, and do anything and everything needed to be done. Shops in those days kept open till eight o'clock every evening, and were opened early in the morning. But this young man found time to study up everything connected with stoves and tin. By and by, with a very few hundred dollars and some credit, he opened a shop to make tin cans, and to day he is at the head of the largest factory of this kind in all the world. He read and studied "with a view to being well informed," and his information became valuable capital. The young man of to-day should take courage and press on in the same direction. Well-informed men are needed, always will be needed, and will always get to the top.

THE FIRST STRIKE ON RECORD.

Livy, in his famous book, "The Annals," relates in the following suggestive words the story of a singular strike which occurred in Rome in the year 300 B. C., and was probably the first strike ever known.

That year occurred an event little worthy of being related, and which I would pass in silence had it not appeared as involving religion. The flute players, dissatisfied because the latest censors had forbidden them to take part at the banquet in Jupiter's Temple, according to the ancient custom, withdrew, every one of them, to Tibur, so that nobody was left at Rome to play during the sacrifices. This incident shocked the religious sentiment of the Senate, and the Senators sent messengers to invite the inhabitants of Tibur to make every effort in order that the players should be restored to the Romans. The Tiburtines, having promised not to neglect anything necessary for that purpose, caused the flute players to come to the place where the Senate met and exhorted them to go back to Rome. Seeing that they could not prevail upon them to do so, they employed a stratagem in keeping with their character. On a day of festival, under the pretext that music would increase the joy of the feast, every citizen invited the flute players individually to his house, and wine, of which people of that profession are usually fond, was given to them in such quantities that they fell into a deep sleep. They were then thrown into wagons and transported to Rome. They only became aware of what had happened on the day after, when dawn surprised them laying on the carts, which had been left in the forum. A large crowd had assembled, and they were induced to promise that they would remain at Rome. The right of attending the banquets was restored to these flute players.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

THOROLD CEMENT

Should be kept in stock by all Hardware Merchants

Our Thorold Cement, sometimes called Water Lime, is the best and cheapest for all Kinds of Mason work.

It is used by the leading Builders and Contractors for building Foundation Walls, Cisterns, Sewers, Cellar Floors, Bridge Piers and Abutments, and for Concrete work.

Mr. M. Gilbert, Blenheim, Ont., says: "I have been using more or less cement for the last 40 years, and consider Thorold Cement equal to any, if not the best I have used so far."—May 29, 1893.

Manufactured at Thorold, Ont., by the sons of the late John Battle, under the title of

Estate of John Battle

DETERMINING IRON'S TOUGHNESS.

Prof. J. B Johnson, of Washington, has recently given some advice to iron founders on the method and importance of determining accurately the toughness of the cast iron they turn out. The scientific term of toughness is resilience and it is the property of the material which enables it to resist a blow. It is estimated numerically by multiplying the load required at the centre of a bar of iron in order to break it, by the deflection of the bar when rupture occurs, and dividing the product by twice the weight of the beam in pounds. The result should not be less than 20 and may be as high as 50 for the best quality of refined cast iron. The bar should be supported very near its ends and it is necessary to measure the deflection accurately, which is done by means of cross-breaking testing machines. Prof. Johnson advises every foundry undertaking to turn out a high-grade iron to use one of these machines, by which the strength as well as the resilience of a given sample bar can be determined by one test. If a manufacturer would carefully attend to the tests for resilience and compare his results with his mixtures, the professor says he would never again consent to grope in the dark in regard to the qualities of his product. The work can be done by a clerk or a workman at a trifling cost, and if the composition of each mixture and the results obtained by testing it are carefully recorded, a stock of information will be accumulated which will form a valuable asset.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price)

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
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This is another batch of Prize Essays full of valuable information.
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Sent, postpaid, on receipt of price.

THE CANADIAN GROCER
TORONTO.



SS. SMOKELESS POWDER Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.
429 Board of Trade Building
MONTREAL, Agents.

SEND FOR PRICE LIST.

Remember...

That having greatly increased our capacity for making

CALCINED PLASTER

We can fill all orders promptly. We can quote lower prices to all points West of Toronto than any dealers or manufacturers in Canada. Dealers who have limited storage room can buy from us in 80 barrel cars or 10 barrel lots if they so desire. We are the only manufacturers of Calcined Plaster in Ontario.

GREY AND WHITE PLASTER

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New Novelties in preparation for Alabastine Dealers.

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THE
Best Upsetter

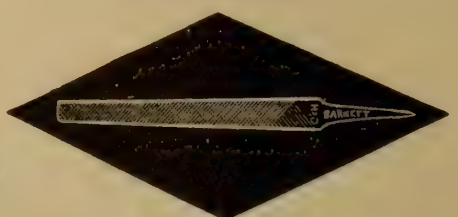
A Poor Upsetter means to the blacksmith who buys it money thrown away. In the long run it don't pay a merchant to handle goods that are not satisfactory to his customers. Jardine's Patent Tire Upsetter is reliable and durable, and moderate in price.

TRADE MARK J REGISTERED.

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Manufacturers Blacksmiths' Tools
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TRADE MARK.

BLACK DIAMOND FILE WORKS



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G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. Gulletting Sawfiles.
Climax Sawfiles. Lightning Sawfiles.

—AND—

EVERY OTHER DESCRIPTION OF SAW FILES.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. J. KELLY, general merchant, Acton, has assigned to Henry Barber & Co., with liabilities amounting to $1,800.

T. Sylvestre, a Montreal grocer, has assigned to Beladeau & Renaud.

Rolet Cox, general merchant, Kingsport, N.S., has assigned.

E. C. Gooden & Co., general merchants, BaieVerte, N.B., has suspended.

G. W. Laggie, foundry, New Westminster, has assigned.

The estate of W. Petch, blacksmith, Crosshill, has assigned to Moses Springer.

L. M. Jocks, general merchant, Caughnawaga, Que., is offering to compromise at 25c. on the dollar cash.

Dougall & Lawton, wholesale lamp goods, Montreal, have called a meeting of their creditors.

Mrs. Arpin, general merchant, Lanoraie, Que., is offering to compromise at 40c. on the dollar.

Geo. Hutchinson & Sons, general merchants, Alliston, have assigned to Henry Barber & Co.

Stevens & Burns, machinists and manufacturers of agricultural implements, London, have assigned. This firm has been in business for a number of years, and until recently have enjoyed good credit. They are rated at $40,000 to $50,000. The liabilities are placed at $100,000. The assignment was made to Alfred Robinson, of London.

CHANGES.

Fred. Goebel, general merchant, New Hamburg, Ont., has been succeeded by J. K. Bricker.

A. and O. Desjardins have been registered proprietors of the firm of A. Desjardins & Co., plumbers and tobacco merchants, Montreal.

The property of the Edison Electric Light and Power Co., Sydney, N.S., has been transferred to the Sydney Gas and Electric Light and Power Co., Ltd.

SALES MADE AND PENDING.

The Halifax Shovel Co., Ltd., has sold out to E. L. Fenerty.

T. L. Bray, general merchant, Wolseley, is reported to be selling out to D. Desbresay.

The crockery stock of Geo. Eadie, Montreal, has been sold at 39c. on the dollar.

D. Longtin, general merchant, St. Phillippe la Prairie; stock sold at 44c. on the dollar.

The stock of J. F. Allen & Co., general merchants, Copleston, has been sold. It was invoiced at $1,209.59, and was purchased by H. J. Allen, of Marthaville, at 45c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Archibald & Crowe, general merchants, Lower Stewiacke, N S., have dissolved.

A. Duquette and Paul Harpin have registered to carry on business as partners in Montreal under the style of Duquette & Harpin.

W. T. Archibald, general merchant, Truro, N.S., has admitted J. A. Dickson as partner; style, W. T. Archibald & Co.

A new firm of painters, Joubert & Normandin, has been registered in Montreal by B. Joubert and A. Normandin.

FIRES.

John Morrison & Co, saw mills, Petit Rocher, N.B., have been burned out.

The saw mill of W. B. Kelly, lumber, etc., Bridgenorth, has been burned.

The Canadian Oil Co., of Sarnia, has been partly burned out.

H. Laundry, general merchant, Tweed, has been burned out.

Joseph Latour, blacksmith and hotel, Point Gatineau, Que., has been burned out.

J. M. Robertson, hardware merchant, Tweed, has been burned out.

Barber Bros., blacksmiths, and Samuel Bogg, wagonmaker, Alton, have been burned out.

Henry Hordman, carriage maker and blacksmith, and P. R. Rumball, stoves and tinware, Harrow, have been burned out.

A GUN WORKED BY LIQUID GAS.

Paul Giffard, of injector fame, says an exchange, devised some three years ago in France a gun in which the medium propulsion was liquified carbolic acid gas. The gun has been introduced into England, and its manufacture has been begun, the original pattern having been much altered and simplified in detail, the principle, however, remaining the same. The new gun is 3 feet 9 inches in length, with a hexagonal rifle barrel, having a .295-inch bore, and weighing 6 pounds. The liquified gas is contained at a pressure of two tons per square inch in a tubular reservoir 9 inches in length, fixed under and in a line with the barrel of the gun, the combination producing a very handy and well balanced weapon. In charging the gun a lever which forms the trigger guard is lowered; this opens a chamber for the insertion of a conical bullet, cocks the gun, moves an indicator which shows the charges expended, and places the gun at "safe." When the lever is returned to its normal position the bullet chamber is closed, and the bullet placed in line with the barrel. The safety catch is released by the thumb, and when the trigger is pulled the tumbler strikes a discharging pin. This actuates the valve of the reservoir, which it momentarily opens, causing the emission of a charge of gas. The gas expands in the bullet chamber and drives the projectile before it through the barrel. It is claimed for this gun that it is practically noiseless and entirely smokeless, has little or no recoil and does not foul. That it possesses these and other advantages was demonstrated at a series of trials which took place recently in Nottingham.

SITUATIONS VACANT.

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Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

Roofing and Building Paper
Tarred Felt,
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Building Paper,
2 and 3 Ply Ready Roofing,
Pitch, etc.,
In stock here for the convenience of the Trade.
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OUR SALES OF
"DURHAM" Portland Cement
For the past 8 months have been
25,499 CASKS.
"BURHAM" Brand outranks all other
Try it and be convinced. . . . .
Sole Consignees for Canada,
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MUNN'S LIQUID GLUE
IS THE BEST.
THE ART METROPOLE, Agents.
131 Yonge Street, TORONTO.

1879—ESTABLISHED—1879
Essex Handle and Wood-Turning Works



Next in importance to the Axe, comes the Handle.
Our shaved pattern is pronounced by choppers to be just right. If you do not sell them it's time you did, because they are what the people want who use axes. If you do not get them from your wholesale house send direct to
GARDNER BROS. & CO.,
Manufacturers all kinds of Handles and Wood Turning
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DOWSWELL BROS.
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MANUFACTURERS OF
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Pure Lead
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Oil Stains
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BEST PORTLAND CEMENT
Calcined Plaster. Sewer Pipes.
Chimney Linings and Tops.
Mortar Stains. Fire Bricks and Clay.
Enamelled Porcelain Sinks.
English and Belgian Portland Cements
and General Builders' and Contractors' Supplies.
W. McNally & Co.
MONTREAL.

Pigou, Wilks & Lawrence
Limited.
11 QUEEN VICTORIA ST., - LONDON, E. C.
Sole makers of the
"ALLIANCE"
PRIZE SPORTING POWDER
THE TRADE ONLY SUPPLIED.

STILL ANOTHER EVIL.

THE present mode of drawing contracts for heating work, says Metal Worker, entails another disability upon heating contractors, which is felt by the entire trade. The guarantee to heat a building to 70° F. in zero weather affords an excuse for postponing final payments which is seized upon by many owners with a readiness affording a good example of human selfishness. No matter how responsible the house may be that has executed the work, no matter how strongly it may be urged that the guarantee they have given legally binds them to supply any deficiency, should there prove to be a deficiency, these statements are met by the answer: "I do not yet know that you have done what you agreed to do," and on this ground payment is withheld. Perhaps this is the worst feature of the whole business, since contractors of repute are always ready to make good their guarantees whether they have received full pay for their work or not. Heating contractors should be paid as promptly as other contractors, and contracts should be so drawn as to afford no excuse for withholding payments, as is now done, because of delay in the coming of weather cold enough to test the capacity of the apparatus. It is well that the trade has reached the conclusion that the ordinary forms in which heating contracts are drawn should be changed to remove their objectionable features, and by unity of action a reform can be effected.

MINING ENTERPRISE.

Prospectors who have been locating quartz leads in the vicinity of Pine Portage and Big Stone Bay, report a revival of interest in the many valuable mining properties situated on the Lake-of-the-Woods, and the probability of a large amount of British capital being invested in some of the most promising leads in the near future. The Sultana is being vigorously developed, the main shaft being now down 180 feet, with two levels in the solid vein matter, which continues to hold out to the satisfaction of the owners. A drift is also being driven into the ledge to the south-east of the main shaft, which is expected to crosscut two very promising veins, one of which is a recent discovery. The work is being done with compressed air drills, and employs about thirty men, who are divided into night and day shifts, so that the work is continuous. There is a movement on foot at Rat Portage among mine owners to form a mining exchange, where the various properties might be listed, affording strangers an opportunity of getting correct information regarding them, as full descriptions, samples of ore, result of assays, mill tests, etc., would be available. The project, if carried out, will prove of immense value to the district, as the exchange would be in a position to afford correct information, and every facility to parties wishing to invest in the mines.

ADAM HOPE & CO.,
Offer for Sale HAMILTON
"Pioneer" and "Sloss" PIG IRON
These are fine foundry irons, being strong and large scrap carriers.
Also all the well-known—
Scotch Brands, Broken Car Wheels, and Railway Cast Scrap.

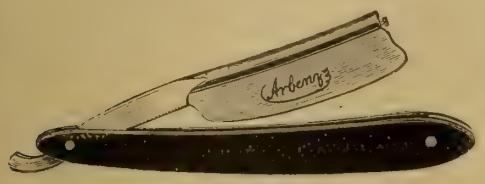
Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C. I. F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.
GEO. E. DRUMMOND,
Managing Director and Treasurer

BEWARE OF PIRATES
Who all but infringe the laws of Copyright and mislead the public by twisting words.
JOHN LUCAS & CO.'S
Imperial French Green
IS THE ORIGINAL AND ONLY RELIABLE


Horse Clippers
Gem and H. Boker.
FINEST QUALITY
New Stock Just Arrived
RICE LEWIS & SON, Ltd.
TORONTO, ONT.

ARBENZ'S RAZORS.

THE accompanying cut is an illustration of the Arbenz razor. This razor has been on the market for some time, but it will stand a further introduction to the trade. Those who are competent to judge speak highly of it. The blades are made of the best English steel and warranted, but the great point of merit claimed for Arbenz's razors is that they never require grinding and need but little stropping. The razor is easily adjusted. By partially removing the screw at the back of the blade, the latter drops out, thus allowing it to be



easily cleaned. However, it is seldom necessary to remove the blade except when it is to be replaced by a new one. The interchangeable blades are adaptable to all hands, being made light, medium or heavy, and they are so compact that a set of 3, 6 or even 12 extra blades take no more room than one ordinary razor. The cost of renewing is small. The retail price of one adjustable blade is $1.50, two adjustable blades $1 80 and four adjustable blades $2.20.

A NEW METAL.

WHAT metal is four times lighter in weight than silver, but very nearly as brilliant, possessing, indeed, so little weight that it will almost float on the water; so abundant that it is found in common clay; so sonorous that when a bar of it is struck it rings like a bell; so malleable and ductile that it may be rolled into the thinnest sheets or drawn to fine wire, and so tenacious that when beaten in the cold it becomes nearly as hard and strong as iron? It conducts heat and electricity as well as silver, but, unlike silver, is slow to tarnish or corrode, and neither nitric nor muriatic acid will affect it.

Aluminum or aluminium is the name of this wonderful new metal, that has long been known to exist and possess all the valuable properties mentioned above, but that no one could make use of, owing to the expense of extracting it from the clay.

A German, Woehler, as long ago as 1827 used to procure aluminum from clay in the form of powder by a chemical process, and twenty-eight years later a Frenchman learned how to procure it in larger quantities, but the cost of extracting it was $90 a pound, much too expensive to be of any use to any one. Recently, however, by the means of electricity it has been discovered that aluminum can be readily and inexpensively taken from clay, and now in this country and in Europe all manner of useful and ornamental objects are being made of it. Pots, pans, scarf pins, picture frames, thimbles, tea services, dishes, and even yacht keels, are manufactured of the wonderful aluminum, that for its light weight and the fact that it does not tarnish proves it in many instances vastly more useful than steel, tin or silver.

Because it is so abundant it will become in time the cheapest of metals. Even now one can buy for ten cents a pretty aluminum thimble that does not tarnish and will last as long as any one needs it. An aluminum kettle, big enough to boil a ham in, can be lifted on and off a stove as lightly as a tin pan. An aluminum teapot never needs polishing. Wonderful, is it not; and to think that a hundred years ago very few persons could have believed that such a remarkable substance lay in the common clay under their feet.

ALLOTROPY OF METALS.

IF melted sulphur be cooled down from a temperature of 300 degs., the temperature will fall continually until 210 degs. is reached; there will then be an evolution of heat, and the mass will continue to cool until a temperature of 110 degs. is reached, when there will be another evolution of heat. At this point prismatic crystals will form, but these prismatic crystals may change spontaneously into octahedral crystals, and these latter are soluble in bisulphide of carbon, while the prismatic crystals are not. A clear case is thus presented of the connection between the change in crystalline structure and allotropy. Further than this, if the sulphur be quenched at a temperature of over 210 degs., it remains plastic, and stretches like india rubber, and is, moreover, only partially soluble in bisulphide of carbon; but what is, perhaps, still more curious, if this plastic sulphur at a certain stage is stretched beyond the limit of elasticity, it passes into the crystalline variety, which is, of course, very hard in comparison with the plastic form it so recently possessed. The question of the allotropy of bodies is one of the most interesting in the whole range of natural phenomena. Allotropy is common in non-metals, and as it proves to be of great industrial importance, should not every effort be made to trace its existence in those bodies which are called metals? This many observers, including Faraday and Joule, have attempted to do. Mr. Osmond has been in the front rank of such workers; nevertheless, the history of the subject suggests that the allotropy of iron has been invented by Mr. Osmond and adopted by Prof. Austen. Turning to the behavior of iron, close analogies to that of sulphur were found. If carburized iron—say, very mild steel—is cooled down from a temperature of 1000 deg. C., the temperature falls continuously, and uniformly, until 860 deg. is reached; then there is an evolution of heat, and the normal rate of fall in temperature is resumed. At 740 deg., however there is a second evolution of heat, followed, as before, by a resumption of the normal rate of cooling, but at 650 deg. there is a third evolution of heat, and again the normal rate of cooling is resumed. Moreover, just as one kind of sulphur is soluble in bisulphide of carbon, and another kind is not, allotropists urge that a certain kind of iron, such as that which exists at a temperature of over 650 deg. C., possesses special properties in relation to carbon. Furthermore, as in the case of plastic sulphur, which becomes hard on stretching, so cold, solid, but plastic iron on stretching also becomes hard. Evolution of heat on cooling, or absorption of heat on heating, taken in conjunction with altered physical properties which are met with in the thermal treatment of steel, are undoubted evidence of allotropy, and allotropists urge that this evidence is of great service in enabling its remarkable properties to be explained.—Age of Steel

A FURNACE IN THE POCKET.

You didn't know, did you, that some people carry around stoves in their pockets? You don't have to be a Sandow to drag around the stove, either, for it isn't a kitchen range. Driving in a keen wind, a New York Tribune man was introduced to the little furnace and was grateful. It isn't much bigger than the old-fashioned timepiece which your grandfather carried, and it is of the same shape, in a nickel-plated case. A little square block of carbon inside furnishes the fuel, and when you go out for a sleigh ride you slip a stove into each overcoat pocket, and when your hands get cold just put one in your pocket and hold the stove. It makes so much heat that one cannot hold the bare flesh against it. Chuck one into the foot of your bed on a cold night in Maine or Canada, and your feet won't curl up like shavings when you get in between the sheets. Some one is always inventing something. What will be next? If a man can carry a furnace around in his pocket he has a right to expect that some day he may carry a machine shop, a bakery, or a hospital.

THE OAKVILLE BASKET CO.,



Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE BASKET CO.

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.



For Iron Fencing Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.



W. & S. BUTCHER, Sheffield, England, Makers for over ***ONE HUNDRED YEARS*** of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR  OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
M.L.S. equal to Bradley		
I.C., usual sizes	$5 50	$5 75
I.X., "	6 75	7 00
I.X.X., "	8 00	8 25
Raven & P.D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½ x 17	3 50	3 75
D.X.,	4 50	4 75
D.X.X. "	4 75	5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	3 35	3 50
I.C., special sizes	3 60	3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	6 50	6 75
I.X. Terne Tin	8 75	9 00
Old process I.C.	....	13 00
" " I.X.	....	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½	6½
26 "	6¾	7
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 85	1 90
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 25	2 30
Hoop " "	2 25	2 30
Swedish " "	4 00	4 25
Sleigh Shoe Steel	.....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

¾-inch	10½c
1-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 50
22 to 24 "	2 35
26 "	2 45
28 "	2 65

Canada Plates.

All dull	2 50	2 55
½ polished	2 55	2 60
All Bright	....	2 85

Iron Pipe.

Wrought 67½ to 70 p.c.
Galvanized, 45 to 50 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 4¾
28 " "	4¾, 5

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4½
" ⅜ " "	4½ 4⅝
" 7-16 " "	3⅝ 4
" ½ " "	3⅝ 3⅝
" ⅝ " "	2⅝ 3
" ¾ " "	2 4-5 2⅝
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15 ....
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10½ 0 11
Lake Superior	0 10½ 0 11

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square 1 to 2 in	0 19 0 21

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04¼ 0 04½

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2¾ 0 02¾
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04¼ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04¼ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 13½ 0 14
Standard	0 12½ 0 13
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10½ 0 11
Other makes "	0 9½ 0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4 50 4 75
No. 1 Do "	4 50
No. 2 Do "	4 25
No. 3 Do "	4 00

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian "	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 08½

Varnishes (in bbls).

No. 1 Furniture, per gal		0 69
Extra "		0 90
Brown Japan "		0 65
Brown Japan, Turpentine p. gal.		0 85
No. 1 Carriage "		1 30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls)

Selected Packages, per gal	0 43	0 44

Castor Oil.

Best, per lb	0 06⅝	0 06¾

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	4 00	4 25
Copper, discount, 50 p.c. off Revised list.		
Steel Clad 20 p.c. dis.		

Bells—*Hand.*

Brass, 60 to 66⅔		
Nickel 50 and 10 to 60 p.c		

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ percent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmcur's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70 and 10 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	500	4 25

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 and 5 p.c.
Loose Pins, " 65 & 10 to 70 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair | 0 40 | 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	99	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz | 0 85 | 4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.		
Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0		1 35
" No 2		2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz | 16 00 | 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto FileCo., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50
Enterprise, discount 10 p.c.		
Shepard's Queen City, dis. 15 p.c.		

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	11 5	2 20	1 50	....
26 to 40	1 30	2 50	1 75	....
41 to 50	....	2 90	....	4 00
51 to 60	....	3 20	....	4 50
61 to 70	....	3 50	....	5 00
71 to 80	....	3 90	....	5 75
81 to 85	....	4 40	....	6 50
86 to 90	....	5 00	....	7 75
91 to 95	....	....	....	9 00
96 to 100	....	....	....	10 50
101 to 105	....	....	....	12 00
106 to 110	....	.....	....	14 00
111 to 115	....	....	....	16 00

Pilkington.

Ordinary.	
1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.	
1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	0 30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 88	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80
Lanes, 50 to 50 and 5 p.c.		

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p.c
Heavy, per lb | 03 3-5 | 0 04½
Screw hook and hinge—

6 to 10 in., per set	0 00	0 03½
12 up "	0 00	0 02⅝

	Per doz. set	
Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		
	Per doz. pairs	
Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mor ar, etc., discount 40 to 45 per cent.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.
Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails
Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,
F.O.B. Toronto & Hamilton $3 80
Snow, " " 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.
Star, per doz 3 00 3 25

Kettles.
Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys
Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.
Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.
Clauss, bread cake and paring knives $7.20 per doz. nett.
Hay Knives, spear point, L or T hdle 45 per cent. dis.
Lightning, per doz. 8 40 14 00
Heaths, 45 per cent. dis.

Ladles.
Melting, per doz 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*
Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50
Cabinet.
Eagle, dis. per cent, 40 to 42½ p.c.
Padlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter
Enterprise, American dis per cent. dis. 00 to 25
Home, each ....

Mincing Knives.
American, per doz 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.
Cut Nails (Iron)
1. Either Canada or Amer. Pat'n. Basis—50 to 60 dy..... 1 85 1 90
40dy..... 1 90 1 95
30 dy..... 1 95 2 00
20, 16 & 12 dy.... 2 00 2 05
10 dy..... 2 05 2 10
8 & 9 dy..... .. 2 10 2 15
6 & 7 dy..... 2 25 2 30
2. Amer. Pattern Only from 4 to 5 dy .. 2 35 2 40
3 dy. (lath)..... 2 85 2 90
3. Canada Pattern Only from 4 to 5 dy .. 2 35 2 40
3 dy. (lath)..... 2 75 2 80
3 dy. A.P. Fine 3 45 3 50
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.
German & American 1 85 3 50

Nail Sets.
per gross
Square, round and octagon 3 38 4 00
Diamond 12 00 15 00

Netting.
Poultry, 65 to 65 and 5 per cent.

Oil.
Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W. " 0 25
S R. Seal .....per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron Oil Can, with Pamp, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 25 per ct.

Pails.
Galvanized, per doz 2 25 3 30

Pencils.
Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

Picks
Per doz 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.
Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.
English, per doz 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.
Corn, square, per doz.... 1 35 2 00

Pruning Shears.
Per doz 4 00 5 50

Pulleys
Hothouse, per doz 55 1 00
Axle. 22 33
Screw 27 1 00
Awning 35 2 50

Pumps.
Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches
Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty
Bladder, per 100 lbs 1½ 2
Tins, lbs 2 50 2 75

Rail.
Barn Door, per foot.... 3 3½
Sliding Door, " 3¼ 3¾
Lanes, 3¾ to 4c. ft.

Rakes.
Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.
Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.
Currier's, per doz 1 25 3 60

Rivets and Burrs.
4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.
Canadian dis. 30, 35 per c.

Rope
Per lb.
Sisal. Manilla.
7-16 in. and larger.. 7½ ... 9½
¼, 5-16, ⅜ in..... 8 ... 10
Cotton, per lb..... 18 20
New Zealand..... 8½ 9
Russia Deep Sea, per lb. 12½ 13½
Jute ..... " ... 06¾ 07½

Rules.
Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.
Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord
Per lb..... 22 50

Sash Locks.
Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.
Sectional, per lb..... 1¾

Saws.
Hand, Disston's, dis 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.
Per doz..... 1 65 9 00

Scales.
Canadian List, dis. 40 to 40 and 5 p.c.

Scale Beams.
Canadian, B S. & M. dis. 40 p. c.

Scrapers.
Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.
Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.
Sargent's, per doz 65 4 00

Screws.
Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes
Discount 40 to 45 per cent.

Scythe Snaths.
Canadian, dis. 35 to 40 p. c

Shears.
B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves
Sliding Door, per set ... 77 1 40

Shovels and Spades
Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.
Fenerty's disc, 45 to 50 per cent.

Sieves
Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps
Harness, German, dis 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio
In ¼ or ½ gross boxes, per grs. 11 30

Soldering Irons.
Per lb..... 0 28 0 30

Wrought Spikes
Discount, 20 per cent. to 25 per cent.

Spoke Snaves.
Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.
Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.
Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.
Fence, galvanized, per lb 3½
Wrought Iron, dis. 80 to 80 & 5 p. c.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).
Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " " 4 80

Stone.
Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.
Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.
English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.
Tin case & dairy, dis. 75 p.c

Thimbles.
Asbestos, filled, per doz., 35 to 40 p c.

Ties
Cow, per doz ..... 1 .. 2 50

Tinner's Tools.
P.S.&W., net list.
Canadian 15 to 35 per cent dis.

Tinware.
Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters
Payson's, $2.60 to $5.00 per doz.

Traps
Game, Newhouse, dis 33½ p.c. to 35 p.c.
Game, H & N., P. S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.
Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.
Butter, per doz..... 6 25 9 00

Twines.
Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 5b
Binding, Common Sense 6½
" Blue ribbon 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8

On prison made twine freight is prepaid to any railway station in Ontario.

Vises.
Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.
Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.
Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.
Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5¾ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

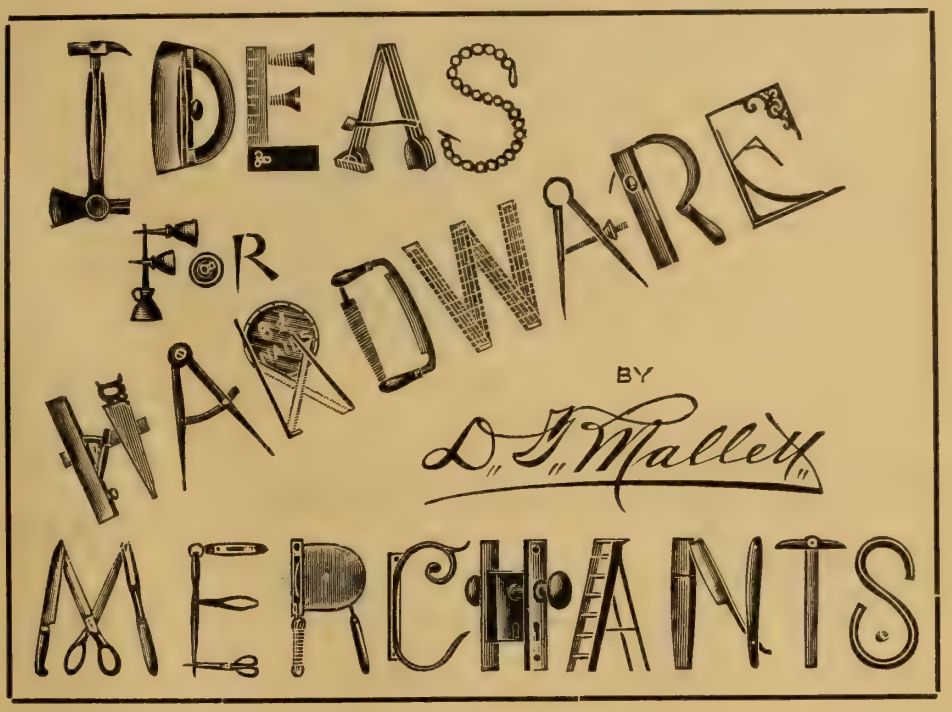
Wire Fencing.
Galv. 2 barb, 2½ & 5 in. apart } 3½ 3¾
" 4 " 4 & 6 " "
" Plain twist, all deld 3½ 3¾
" Steel thorn and ribbon..... 4½ 5
"Lock Barb," 4 point 4½
Ditto Glidden 2 point 4½
Galvanized Barb, "Lyman," 2 to 4 points 4½
Steel staples 3½
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth
Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1 90

Wrenches.
Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 00
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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AND METAL MERCHANT

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200 pounds

GUARANTEED
Against Collapse

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The **Booth Copper Co.**

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HARDWARE

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THE uses to which electricity can be put, like space, appear to be illimitable. Evidences of this are cropping up almost every day. Among the latest is the application of the powerful and unseen power to the heating of quilts, and is called by its inventor the "thermogen." The invention consists of a quilt containing a coil of wire bent in the fashion of a gridiron, enclosed in insulating and non-conducting material, and embedded in cotton-wool or other soft substance, with a silk or woolen covering. The resistance offered by the coil to the flow of an electric current through the wire produces heat in the same way that heat, and, eventually, light, are produced in the filament of the glow lamp. A uniform temperature of about 150 degrees is thus maintained, but in the event of the temperature rising beyond that point from increase of pressure in the electric mains, a fuse instantly melts and automatically shuts off the current. Interest in the new invention centres in the fact that it can be used as an adjunct to the operating table. The Lancet, in a recent issue, pointed out that in lengthened operations, or in those attended with hemorrhage, where artificial means to sustain the patient's temperature are required, blankets and hot water are a decided nuisance. In the opinion of that journal the thermogen will be an invaluable substitute in such cases; and it ventures farther to remark that those suffering from chronic rheumatism, lumbago, or senile slowness of circulation, will find a warm friend in this electrically heated quilt.

* * *

There are a great many old business men who look with disdain on the business men of to-day who take a week or two's respite from the cares of mercantile life. "We never took holidays and I don't think the business men of to-day are any healthier than we were," is in effect what we hear the Past say when it sees the Present skipping about summer resorts or lolling about farms or trout streams. But it overlooks the fact that business then and business now is surrounded by vastly different conditions. Then competition was small and of a live and let live character, now it is large and cut-throat in its character; then the merchant had little mental worry, now he has much. In a word, then a week or more's respite from business was perhaps not necessary; now it is absolutely so if premature breaking up is to be avoided.

* * *

But even granted that holidays are no more necessary now than a generation ago, that is no reason why the Present should do as the Past did in this respect. The Creator never intended that man's life should be all work and no play, even if He did sentence our first parents to earn their bread by the sweat of their brow. It is only necessary that we should sweat long enough to earn our bread and butter and create a little surplus for rainy days. We are not commanded to work on forever at a treadmill, as some evidently believe. Pleasure is bequeathed to us as well as work, although, and fortunately so, the proportions of the latter exceed the former considerably. If this were not so pleasure would be work and work would be pleasure. Some probably do wish that the latter was the order, but they are lazy people. It is not the slothful merchant or clerk or whatever his avocation may be that needs recreation. He will die of dry rot anyhow, and recreation won't prevent it. It is the live, pushing, energetic man that needs rest and recreation in order that the machinery of mind and muscle may not wear out too soon. But the man who gets away for a spell from the cares and anxieties of business and the sledge-hammer work of every day life, gets something more than rest and improved health. He gets ideas. He rubs shoulders, whether he hies away to the city or the country, with people other than whom he is ordinarily brought into contact with, during the process of which many cobwebs are brushed from him and he gathers new ideas of business, of humanity, of the world; and he comes back to his duties more vigorous in body and in mind, broader in his views and better equipped to fight the battle of life. Old man, young man, take a holiday.

* * *

The immigration problem of the United States seems to be solving itself. The masses of Europe have learned that the land of the Stars and Stripes is no longer the land flowing with milk and honey that it was supposed to be. Canadians are flocking back again to the land of their birth, and the outgoing steamers from New York are crowded with emigrants, the number leaving during the month of July being nearly 20,000. This is more by over 8,000 than the immigrants who came in during that month. If in these outgoings are included the elements that are threatening the peace of the Republic, our cousins are indeed to be congratulated. Nature frequently does for us what we cannot do ourselves.

* * *

The handling of bicycles and bicycle sundries will be a feature of the hardware trade next season. The wind foretelling its coming can be heard in the mulberry trees. The present season has seen a marked development in the bicycle trade with hardwaremen; but next season, there is every indication, the development will be much more marked. It is not too soon for retailers to lay out their plans for 1895. There is nothing like taking time by the forelock.

THE NEW AMERICAN TARIFF.

THE United States House of Representatives showed its good sense in adopting the tariff bill as it came from the Senate when it became evident that it was that bill or nothing.

This branch of Congress stood to its guns as long as it was necessary in order to demonstrate its principles, but when this object was served and there was not the remotest chance of the Senate surrendering, it would have been foolishness to have continued the warfare, particularly when by so doing the agony of the country would have been prolonged without any good being accomplished. Congress had been dealing with the bill for about a year, and that was long enough to have tried the patience of any people.

The people of this country would not have stood the dilly-dallying so long, that is sure.

All that is now necessary in order to make the bill law is the signature of the President, or it will become so by the lapse of time unless Mr. Cleveland chooses either to veto or sign it.

The tariff does not bear much resemblance to the Wilson bill, but from either the tariff reformers' point of view or from a Canadian point of view it is an improvement on the McKinley bill. That the latter, however, are not satisfied is evidenced by the five weeks' stand of the House in opposition to the Senate bill, and the tone of the press and the utterances of public men since the House surrendered. A still more emphatic evidence is the separate bills passed in the lower branch of Congress placing coal, iron ore, barbed wire and sugar on the free list. These bills will not pass the Senate, that is a foregone conclusion But their import lies in the fact that they are a declaration from the tariff reformers that, although they did not get all they wanted or expected to get, they are still on the war path.

The new tariff on those articles which most interest the trade in this country is as follows :

Coal tar colors or dyes, 25 per cent ; old tariff, 35 per cent.

Gelatine, glue, isinglass or fish glue, 25 per cent. ; old, 1½c. per lb. to 30 per cent.

Cod liver oil, 20 per cent. ; old, 15c. per gallon.

Castor oil, 35c. gallon ; old, 80c. gallon.

Flaxseed or linseed oil, 20c. gallon ; old, 32c. gallon.

Seal and other fish oil n.e.p., 25c. gallon ; old, 8c. gallon.

Chrome, yellow, chrome green, and all other chromium colors in which lead and bichromate of potash or soda are component parts dry, or ground in, or mixed with oil, or in pulp or mixed with water, 3c. lb.; old, 4½c. lb.

Ochre and ochrey earths, 1¼c. lb.; old, 1½c. lb.

Ultramarine blue, whether dry, in pulp, or mixed with water, 3c. lb.; old, 4½c. lb.

Varnishes, including so-called gold size, 25 per cent.; old, 35 per cent.

Vermilion, including red and other colors containing quicksilver, dry or ground in oil or water, 20 per cent.; o'd, 20c. lb.

Whiting and Paris white, dry, ¼c. lb.; ground in oil or putty, ½c. lb.; old, 3c. lb.

Zinc, oxide of, and white paint or pigment containing zinc, dry or ground in oil, 1c. lb.; old, when not containing dry lead, ¼c. lb., when ground in oil, ¾c. lb.

White lead, and white paint and pigment containing lead, dry or in pulp or ground or mixed with oil, 1½c. lb.; old, 3c. lb.

Lime, 5c. 100 lbs.; old, 6c. 100 lbs.

Plaster of Paris, ground, $1 ton; old, $1 ton.

Iron ore, 40c. ton ; old, 75c. ton.

Iron in pigs, iron kentledge, spiegeleisen, ferro-manganese, ferro-silicon, wrought and cast scrap iron and scrap steel, $4 ton ; old, 3-10c. lb

Round iron in coils or rods, less than 7-16 in. in diameter, and bars or shapes of rolled iron, n.e.p., 4-5c. lb. ; old, 1 1-10c. lb.

Bar iron, rolled or hammered, 6-10c. lb. ; old, 8 10 to 1c. lb.

Beams, girders, joists, angles, channels, etc., 6-10c. lb.; old, 9-10c. lb.

Boiler and other tubes, pipes, flues, or stays of wrought iron or steel, 25 per cent.; old 2½c. per lb.

Bolts and finished hinges or hinge blanks, whether iron or steel, 1½c. lb.

Cast iron pipe of every description, 6-10c. lb ; old, 9-10c. lb.

Cast iron vessels, plates, stove plates, sad irons, etc., 8-10c. lb ; old, 1 2-10c. lb.

Castings of malleable iron not specially provided for, 9-10c. lb.; old, 1¾c. lb.

Cast hollow ware, coated, glazed or tinned, 2c. lb.; old, 3c. lb.

Chains, 30 per cent.; old, 1 6-10c. to 2½c. lb.

Files, file blanks, rasps, 35c. to $1 per doz.; old, 35c. to $2 per doz.

Cut nails and cut spikes of iron or steel, 22½ per cent.; old, 1c. lb.

Horseshoe nails, hob nails, and all other wrought iron or steel nails, n.o.p., 30 per cent. ; o'd, 4c. lb.

Wire nails, 25 per cent.; old, 2 to 4c. lb.

Spikes, nuts and washers, and horse, mule or ox shoes, 25 per cent.; old, 1 8-10c. lb.

Cut tacks, brads or sprigs of all kinds, 25 per cent.; old, 2¼ to 2¾c. lb.

Rivets of iron or steel, 25 per cent. ; old, 2½c. lb.

Cross-cut saws, 6c. linear foot ; old, 8c. linear foot.

Mill saws, 10c. linear foot ; old, 10c. per linear foot.

Circular saws, 25 per cent.; old, 30c. per cent.

Hand, back and all other saws, n.o.p., 25 per cent.; old, 40 per cent.

Wood screws, 3 to 10c. lb.; old, 5 to 14c. lb.

Brass in bars or pigs, old brass, clippings from brass, or Dutch metal, etc., 10 per cent ; old, 1½c. lb

Copper in rolled plates, called braziers' copper, sheets, rods, pipes and copper bottoms, 20 per cent.; o'd, 35 per cent.

Lead ore and lead dross, ¾c. lb. ; old, 1½c. lb.

Lead in pigs and bars, molten and old refuse lead run into blocks and bars and old scrap fit only to be manufactured, 1c. lb. ; old, 2c. lb.

Lead in sheets, pipes, shot, glaziers' lead and lead wire, 1¼c. lb ; old, 2½c lb.

Nickel, 6c. lb ; old, 10c. lb.

Mica, 20 per cent.; old, 35 per cent.

Zinc in blocks or pigs, 1c. lb. ; old, 1¾c. lb.

Zinc in sheets, not polished nor further advanced than rolled, 1¼c. lb.; old, 2½c. lb.

Matches, 20 per cent.; old, 10c. per gross to 1c. per 1,000 matches.

Copper, imported in the form of ores, free; o'd, 1½c. lb.

Copper in plates, bars, ingots or pigs, and other forms not manufactured, n.o.p., free ; old, 1c. lb.

Plows, tooth and disk harrows, harvesters, reapers, agricultural drills, etc., provided that country from which exported does not impose an import duty, free ; old, 45 per cent.

Timber, hewn and sawed, and lumber used for spars and in building wharves, free; old, 10 per cent.

Timber, squared or sided, free ; old, ½c. cubic ft.

Sawed boards, planks, deals, and other lumber dressed, except boards, planks, deals and other lumber of cedar, lignum vitæ, mahogany, rosewood, satinwood and other cabinet woods, free ; old, $1 per 1000 ft.

Pine clap board, free ; old, $1 per 1000 ft.

Spruce clapboard, free ; old, $1.50 per 1000 ft.

Hubs for wheels, posts, etc., free ; old, 20 per cent.

Laths, free ; old, 15c. 1000 ft.

Pickets and palings, free ; old, 10 per cent.

Shingles, free ; old, 20 to 30c. per 1000.

Paris green, 12½ per cent.; old, 25 per cent.

Bituminous coal, 40c. per ton ; old 75c. per ton.

Tin plates, 1 1-15c. per lb.; old, 2 2-10c. per lb.

The following is a statement of the average ad valorem rates of duty of the McKinley law and the Senate bill, with the percentages of reduction made by the Senate bill on the first mentioned articles :

	McKinley Law.	Senate Bill.	P. c. reduction from McKinley Law.
Castor oil	100.35	43 87	56 28
Cod liver oil	28 65	20.00	30 19
Ochre	19.64	16.37	18.66
Spirit varnishes	69.56	59.56	14.38
Other varnishes	35.00	25.00	28.57
Whiting, dry	142.48	71.24	50.00
do. ground in oil	189 50	94.75	50.00
White lead	59-21	29.60	50.00
Plate glass, unsilvered, cast, etc	98-174	88 122	10-30
Plate glass, fluted, etc.	49-64	37-43	25-33
Plate glass, cast, silvered	49-39	31-28	36.67
Stained or painted window glass	45.00	35.00	22.22
Iron ore	42.77	22.77	46.67
Iron in pigs, etc.	26-41	15-21	40.47
Scrap iron	47.83	28 47	40.48
Scrap steel	43.00	25.59	40 49
Bar iron	25-53	16-32	25-40
Bars rolled iron	61 77	44.93	27 25
Boiler or other plate or steel	54.00	25.00	53 70
Rails of steel	58.24	33 99	24 47
Sheets of iron or steel, common or black	25-70	20-55	21-30
Tin plates	78 44	42 32	46 05
Tin, manufactures of	55 00	35.00	36.36
Steel ingots, etc.	29-50	20-40	20-35
Wire rods	34.00	22 67	33 33
Cast iron vessels, etc.	26.97	17 98	33 33
Malleable iron castings	31 83	16 37	48 57
Hollow ware	35.33	23.55	33.34
Chains	47.28	30.00	36.55
Firearms	41-80	30.00	27-62
Nails	23-46	25-30	4-46
Railway fish plates	72.18	25.00	65.63
Hand, back and other saws	40.00	25.00	37.50
Screws	47-111	33-67	28-40
Plates, rolled, braziers' copper	35.00	20.00	42.86
Lead sheets	36.65	18.33	50.00
Nickel	23.57	14.26	40.00
Zinc in sheets	29.19	14.59	50.00
Manufactures of metals	45.00	35.00	22.22
Cables, cordage and twine	16-31	10-20	40 67
Coal, bituminous	22.72	12-12	46.65
Coke	20.00	15.00	25.00
Matches	33.93	20.00	41.06
Plates of copper not rolled, etc.	11.80	Free	100.00
Composition of metal, copper	6.49	Free	100.00
Binding twine	6.47	Free	100.00

As a result of the disposal of the tariff, the Canadian hardware trade looks for a better and more settled trade here, it being anticipated that United States manufacturers and jobbers will now get more satisfactory prices in their own country, thus removing the cause of the shipment of so many goods into Canada during the last few months at cut prices.

AN IRON BROKER TALKS.

AN iron broker talking to HARDWARE'S Montreal correspondent on Saturday last referred to the dulness in tin plates as unusual throughout the present summer.

"I can never recall a time" said he, "when buyers were more cautious than they are at present. Every thing seems to favor them, and the fact that they have not been nipped for supplies no doubt counts for a good deal in creating the indifferent disposition that they now display regarding future supplies. This indifference was very evident about a fortnight or three weeks ago. The general tenor of cables on tin plates at that time was firmer, yet the fact did not make buyers budge a single peg from the careful course which they have been pursuing all along. Their policy has turned out all right, too, for orders for tin plates can be booked to-day as cheaply as ever.

"With regard to the future of the market it is difficult to speak. Now that the American tariff is settled some people anticipate that it will have some influence on the British markets in shaping values higher. I consider it doubtful, however, whether any change that may result can have any radical effect on values on the article in Canada

"So much for tin plate, and now I noticed that last week you had something to say regarding American pig iron. The people you spoke to, as I understand it, seemed to think that competition from American pig as far east as Montreal was only temporary. I can't say that I exactly agree with them, and I think that we are likely to see American pig iron a prominent line of supply here for some time to come. In any event, if the Canadian pig iron makers are going to keep it out, their profits will be cut into deeply. Why, I am given to understand that pig iron can be made in Alabama, in fact is now produced there at a cost of $6.50 per ton. If this is correct, it means that, even allowing for the distance, this Southern iron is going to have something to do with prices not only in the United States but in Canada. I consider that the Birmingham, Ala., iron-workers deserve high credit if they have attained this result. It must be due to close attention and economy in all departments, great care in mining operations, in the washing of coal, and the manufacture of better coke, resulting in a lower fuel consumption and a larger output of iron."

THE BITER WAS BITTEN.

"WOULDN'T it be a good idea," asked the disinterested friend, "to put a high-grade bicycle in your window and mark it $50, or some such price? You'd lose some money on it, of course, but look at the advertising you'd get out of it. Everybody in town would be talking about it inside of twenty-four hours, and your store would get a reputation for selling good machines cheap that would be worth hundreds of dollars to you."

"That's not a bad scheme," said the bicycle dealer, after thinking it over. "John," he called to one of the boys, "put that Greased Lightning racer in the front window and mark it $50."

"But"—

"Never mind arguing the matter. I know what I am doing."

The Greased Lightning racer was placed conspicuously in the show window, with the $50 tag appended.

"Now," said the disinterested friend, "that looks something like it. You'll see a crowd gathering there inside of five minutes. By the way, you may just consider that machine sold. I'll take it off your hands. But I'm no hog," he added cheerfully. "I'll let it stay in your window till to-morrow morning."

"Wasn't that rather an unhandsome trick?" asked the silent partner after the disinterested friend had gone away. "No," reflected the dealer. "That machine has been on hand two years, but it's worth every cent of $47.50.—Chicago Tribune.

TO AUSTRALIA IN TWELVE HOURS.

I hear, says a writer in the Pall Mall Gazette, of London, that a respectable North country merchant has invented a means for getting to Australia in 12 hours, a means so simple that I fancy it must have occurred to a good many people already. Every one knows that the world spins around on its axis once in 24 hours. Whence it is clear that if you hang yourself up somewhere and wait, in 12 hours Australia will be under your feet, and you will only have to step down in order to be comfortably there. The good merchant proposes to send passengers up in a well-appointed balloon, where they will wait until Australia comes round. It is an admirable scheme.

FRONTIER MERCHANTS "EXCURT."

The Frontier Merchants' Association held its annual excursion to Toronto, Wednesday. There were nearly 170 in the party, and among those comprising it were noted Wm. and E. W. Vabey, J. J. Kelly, E. E. Hart, J. H. Atwood, Thos. H. Allan, Geo. A. Clark, A. B. Hurrell, J. T. James, Mrs. Benner, all merchants, of International Bridge. An effort was made to induce the Fort Erie merchants to close up their stores and come along with the party, but John Sheppard was the only one who saw fit to comply. The day was fine, and, of course, the excursionists had a good time.

THE POLICY OF THE PATRONS OF INDUSTRY.

IN the Toronto Saturday Night of August 4th, "Mack" scores the "patron" policy in the following terms :

Two weeks in the country have convinced me that the newspapers of the various cities in Ontario, and the politicians by their speeches and manœuverings, have put an injury upon this province that will not be so easily remedied. * * * The townspeople, infatuated with political cunning, did not pause to consider that every vote they cast for a Patron candidate added length of days and gave succor and strength to an organization that would have cows pasture in the market squares and have bats fly about in every shop at present occupied by a local retailer of merchandise.

In South Grey the situation was the same. * * *

This language [of mine] can only be called exaggerated on the ground that the Patrons are too human to stick together long enough to accomplish the ends they have in view. The town of Seaforth and the town of Durham and the town of Kincardine, and all other towns and villages, are considered unnecessary in the Patron scheme of political economy. If we may assume that their logic is indicated by their commercial scheme, we must conclude that they consider the existence of a town in the centre of a farming district as conclusive evidence of their being robbed ; and when, by diverting their trade, they succeed in drying up the channels of business that have kept the town alive and cause it to languish and its buildings to decay and fall into the streets, then only can they rest assured that that robbery has ceased. The idea that all men who do not grow grain or produce food or manufacture implements used upon the farm are middleman and useless drones in the hive of life, is a favorite dogma with a prevalent variety of farmer who is more given to argument in the village bar than to cultivating his fields. The attempt to organize all these theorists into a compact body and to gather round them all those hard-headed and honest men who abound in agricultural Ontario, was not to be feared until the cause was engineered through a general election with considerable success. But now, with sixteen or seventeen representatives in the Legislature and the prospect of further gains should other constituencies be opened up, there is reason to fear that the movement will in some districts embrace the entire farming community, and leave retail businesses no option but to go out of existence. And this is the charge against politicians and local party papers, that they have, in their blind eagerness to discomfit an old time opponent, fostered a new antagonist, who will turn out to be not only politically adverse but who is bent upon financial reprisals that extend to the bitterest limit and cease only when its strength fails

Suppose that the attempt to organize the farmers should succeed—the movement has been assisted in very unexpected quarters—and they should become a compact body for business purposes. The pith of Patron gospel is that the middleman is an excrescence, and that the farmer can and shall deal direct with the factory, the refinery, the first producer of whatever he needs. This sounds very simple. Goods, however, require to be stored and insured and parceled and shipped whether the distributing point be in a country town or in the wholesale quarter of the metropolis. The starving-out of retail stores would result in fattening a host of so-called wholesale houses. They could not handle the trade of the country without increased premises and a multiplication of clerks. The man who formerly conducted a little business in a western village and supplied a hundred farmers with necessaries, would now hustle behind a counter in a Toronto supply house and fill the needs of his old customers. But there would be many points of difference between the first and the last condition. For one thing, there would be a little building, a combined house and store, standing idle in Elmroot. It would yield no taxes for school purposes, contribute no sum to church support, and into its kitchen there would not daily disappear a basket of vegetables, meat, poultry or dairy produce, The local markets that dot the country would disappear, except in so far as they are shipping points. The large cities would grow larger, and the towns and villages would shrivel up, if all farmers became Patrons. There would be no gradations between metropolitan and bucolic life. Those who could not find employment in the cities as "middlemen" (after the location of middlemen had thus been transferred from a thousand points to one central point where all such lines of business could be organized into monopolistic strength) would be forced to take up land and vastly increase the bulk of grain, roots and meats produced without widening the present market by an inch. In fact, all these people thus forced into the business of agriculture would not, as at present, be consumers, but would become producers, so that for a reduced demand there would be an increased supply. If the outlying parts of Ontario were converted into a vast field of grain and all capitalists and handlers were centered in the cities, things would in this modern day be in such pretty shape for the operation of combines and the practice of oppression that history could offer nothing to compare with the conditions that would ensue.

At present, between the granary of the farmer and the vast storehouse of the millionaire, there stand a dozen shrewd men bidding against each other, interested in keeping corn moving in Egypt, and checkmating the mammoth purchasers who would corner grain and starve the world into paying extortionate prices for food. At one time in France when means of transport were crude, manipulators bought up the staple food supply of the realm, and allowed 75 per cent. of it to rot so that during the ensuing famine they could secure fabulous prices for the preserved 25 per cent. In these days when fortunes are so vast and when time and space are annihilated by swift steamers and marine cables, the inextricable complication of the commercial fabric is the only thing that prevents a few men from getting the whole earth under their thumbs. The simplifying projects of the Patrons if successful to the fullest extreme (as they can never be, however), would restore the social situation of the Middle Ages when all men were clear-cut into two classes, serfs and masters. The tiller of the soil would subscribe to no oath of fealty to the millionaire in his city office, but after the whole country outside the cities had been converted into one vast farm, the social grades would disappear with the commercial grades, and the great dealers of the city would demand and secure the products of the farm at whatever price they cared to give. The natural trend of events is towards government by finance rather than by family. Hereditary rule is weakening. Patriotism was once the life-principle of politics, and trade had to accommodate itself to such conditions as the jealous observance of the national honor might impose. Nowadays patriotism and national honor must reconcile themselves to the requirements of trade. There must come a day when a metropolitan board of trade will rule a nation more intimately and surely than will its parliament and senate. And this governing body will not be composed of men elected by the votes of the people, but of men who shall mount up by the propelling force of dollars and are made great by their commercial acumen. To simplify the commercial tangle, as the Patrons purpose doing, would bring that day at once upon us, and we should have a nobility of moneyed barons, lords and masters more potent, tyrannical and unfeeling than their hereditary forerunners.

When we discuss the Patrons and their commercial objects it does not do to lightly ridicule what they propose doing. Suppose that they should produce in their midst a Wiman or a Van Horne, with a genius for organization, could not such a man perfect the scheme to a degree at all events sufficient to stagger for ten years the local trade of every town in the country, and to make a lasting effect upon the domestic commerce of the continent ?

It is said by some that the Patrons have abandoned their commercial purposes, and but seek to bring about certain legislative reforms. Don't you believe it. There are shrewd men in the order who started out in the belief that the failure of the Grange move-

ment was due to its utter insignificance in politics, to its lack of weight with Parliament and its consequent want of glitter and prestige in the eyes of farmers. These faults, which doomed the Grange movement, have been remedied in the Patron movement with a success that its promoters could scarcely have hoped for. The Patrons can almost balance parties and dictate terms before one item of business is undertaken in the Ontario Legislature. But this is not the end the Patrons have in view—it is only the means to an end. It imparts consequence to the organization and enables it to enroll hosts of members every night throughout the land.

HINTS ON CYCLE REPAIRS.

THE repairing of broken spokes is a piece of work that the country ironmonger is sure to be asked to perform pretty often, says a writer in London Hardwareman. It is not always an easy job, and I have painful recollections of a veritable "poker" with which a professed cycle agent adorned my big driving wheel some years ago. Probably all of my readers will have observed that the spokes are arranged in either of two ways, in some wheels they are placed radially to the centre of the wheel, in others they run to the edges of the flanges of the hub; the first are called "direct," the others "tangent" or "laced." Direct spokes are usually provided with a head at one end and a screw thread at the other; correspondingly, the rim is provided with a clearance hole and the flange with a tapped hole; the spoke is passed in through the hole in the rim and the threaded end is screwed into the hole in the flange. It will be readily seen that in a direct spoked driving wheel there is a great cross shearing strain on the spokes just where they emerge from the flanges, and that they are more liable to break there. Various plans have been resorted to, to overcome this defect; one is to "butt" the spokes, that is, jump them up for a short distance at the end, or, as a matter of fact, to make the spokes from wire of the size required for the butt and draw down the rest to the size required for the length; another plan is to "bury" part of the spoke in the flange, that is, to arrange the lengths of the whole spoke and of the screwed part of it so that when the spoke is screwed up to the required tension a short distance of the plain part of the spoke will lie in the hole in the flange as well as the threaded part; often both of these means are adopted. The idea in both cases is to take the shearing strain off the weakest part of the spoke; in a plain spoke this is obviously the top of the thread; butting the spoke strengthens the part that is to be weakened by cutting the thread, and the increase of thickness in the butt should be at least equal to twice the depth of the screw-cut, in order to obtain the object sought. Burying removes the strain from the threaded part to the plain part. If a butted spoke is used, I do not like to see a long part of the butt projecting beyond the flange, as the risk of the butted part itself breaking is thereby increased and the appearance is unsightly; the butt, according to my ideas, should measure about 5/8 in. over all, 3/8 in. threaded, 1-16 in. plain and buried, and 3-16 in. tapered shoulder showing beyond the flange.

Butted spokes are necessarily soft at the butt, and so, theoretically at any rate, do not make so rigid a wheel as when plain hard wire is used. A disadvantage of burying is that if the spoke does break, it goes below the surface of the flange where it is even worse to get at than when it breaks off level. In either case the first thing to do is to remove the part of the spoke attached to the rim. This will involve, as a rule, removing the tire, but this should not be a difficult job after my earlier remarks; the tape over the spoke heads is usually fastened with cement, but in the present Dunlop tires it is held by a small buckle, the working of which is sufficiently obvious; it can easily be refixed with the aid of a button hook. Having removed this part of the spoke the next thing is to get out the part that is broken into the flange, and this is where the skill comes in; to make a good job a Bradbury spoke drill or similar tool is almost a necessity. Centre punch the end of the piece in your best style, and if the mark does not come right in the centre draw it carefully until it does, as on this much depends. Then rig up your driller, fitted with a left-hand drill, set exactly in the line the whole spoke followed and give a few turns to the left, the idea being of course to unscrew the broken piece. Then stop and see if the drill is going right down the centre, if not draw the whole carefully and go on again, repeating the operations, so that if the piece comes out without spoiling the thread in the flange a new spoke like the original may be fitted in its place. Otherwise it will be necessary to drill the hole out a little larger than it was before and retap it.

Never attempt to use a spoke of the same gauge but with a thread of different pitch. The thread should be fine, about 24 to 30 to the inch, and full but not too sharp at the bottom of the cut or it will weaken the spoke. When it is necessary to enlarge the hole in the flange, a larger gauged spoke should not be used but a butted one or one with a larger butt than the original, the gauge of the length being the same as the other spokes in the wheel; and in the case of repairs especially the butt should not be too apparent. If unfortunately the broken piece cannot be removed or drilled through, the only thing to do is to drill a fresh hole as near to it as is safe and fill up the old one with solder; take care to drill the new hole, not radially, but slightly tangentially, so that the new spoke will lead straight in; but it is to be hoped this expedient will never have to be resorted to. The spokes may be threaded by a circular die rotated in a chuck in the lathe, the spoke being held in the hand and prevented from turning by a spoke grip or small hand-vice screwed on to it; or, the spoke may be held end upwards in the special clams (before described) in the vice, and a screw plate be used by hand or a circular die held in a lathe carrier Try the spoke in the wheel before cutting it off to length, and remember that putting the head on will shorten it a little. If a butted spoke is used it will have to be headed while threaded through the rim. The heading is done with the grooved and countersunk clams. Moisten the face of the hammer with a little oil to prevent the wire splitting.

CHEAP, BUT NOT NASTY.

Meat-safes of German manufacture are to be seen everywhere, and whatever we may think of the competition, it must be admitted that the goods are not only cheap, but not nasty. They are elegant in appearance, well finished, and strong. It is almost incredible that a tradesman should allow himself to be undersold in such an easily distinguishable article as one of these meat-safes, yet the other day I observed that a well-known draper-ironmonger is offering a certain size at 7s. 6d., while another tradesman, who is not a draper, a little further off, tickets the same size, in precisely the same make, at nearly double the price. The public are not blind, and while they may admire the British pluck and patriotism of the man who sticks up for his "fair working profit," they will buy at the cheapest shop.—Ironmonger.

PRISON-MADE HOLLOW-WARE.

It is stated that the hollow-ware industry of the United States is seriously threatened by the encroachments of convict-made goods. In one prison the set task in the case of tea-kettles is twenty-seven daily for each man, and the work is said to be done at a cost of 50c., whereas "honest" labor for the same work costs $2.27. In other departments the underselling of ordinary labor is alleged to be equally severe, consequently a bill (known as the O'Neill bill) has been introduced into the House of Representatives, which seeks to prevent the transportation of all prison-made goods beyond the boundaries of the State in which they are made, under heavy penalties and possible imprisonment. In support of the bill a petition has been presented to both the House and the Senate, setting forth the views of the promoters and arguing strongly against the employment of convicts to compete with ordinary "honest" labor. It will be interesting to note the fate of the bill, if ever it comes within the arena of active legislation. —Ironmonger.

AN ELECTRIC BULLET FINDER.

THE electric bullet finder, or probe, an invention of Dr. John H. Girdner, of New York, as explained by a contemporary, consists of an ordinary telephone receiver, an ordinary metal probe and an extra bulb of the same metal that the probe is made of. Inasmuch as there is no battery connected with the apparatus, it may puzzle even an electrician to discover wherein the electrical element lies. Just here is where the instrument assumes its truly scientific aspect, for its invention proves that there is a definite quantity of electricity in the body which may be utilized for practical purposes. In short, the human body is the battery which supplies the current. Dr. Girdner had tried for years to devise some surer means of locating bullets than was possible with the ordinary probe. Some years ago somebody had invented an electric bullet probe which depended on a battery cell to supply the current. But the trouble was that as soon as the end of the probe was inserted in the flesh an electric circuit would be established through the flesh itself and the electric bell would ring. So it was not known whether a bullet had been touched or not. One night it occurred to Dr. Girdner that the body itself might contain enough of a current to operate a bell or a telephone receiver. Experiment proved the fact The principle of the instrument is as follows : The metal bulb is placed in the wounded person's mouth, the telephone receiver is held to the surgeon's ear, and the probe in the hole made by the bullet. The bulb in the mouth and the probe are made of the same metal, copper being preferred ; and because they are the same no manifestation is heard in the telephone. But as soon as the metal bullet is touched it brings another metal into the circuit. The human body then immediately becomes one immense cell, which generates a current strong enough to operate the telephone, so that as soon as the bullet is touched a click is heard in the telephone and the location of the bullet is established beyond a doubt.

COAL EXHAUSTION SCARE.

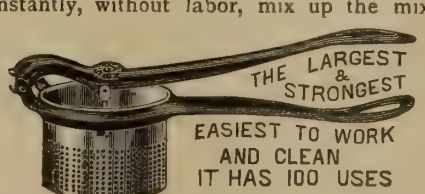
The history of the coal-exhaustion scare, says Industries and Iron, practically dates from the year 1861, when Professor Hull's book on the coalfields of Great Britain was published. In 1863 Sir William Armstrong dealt with the possibility of such a catastrophe occurring within 200 years. This was followed by Professor Jevons, who based his prophecy upon Professor Hull's inquiries, and who stated that our coal supplies would take us through another century, when the beginning of the end would draw near, and coal would not be able to be worked as a commercial success. It next appeared in the House of Commons as a serious question, and occupied the prolonged attention of a royal commission. Price Williams and Professor Marshall then attacked the question, all authorities varying somewhat in their estimate of the workable limit. It is very evident that none of these men, farseeing as they might have been, allowed for the exigencies of the coal trade which have been introduced into it by the development of combination. A decrease of over 17,000,000 tons in one year would have been regarded with as much ridicule as were the calculations by those gentlemen of our coal exhaustion by many economists and others at the time. Such an enormous shrinkage would have been synonymous to them as a paralysis of all industry in the United Kingdom. New conditions, however, and unforseen developments have conceived and brought forth such a calamity, and industry still struggles on.

TWO HANDY ARTICLES.

THE accompanying cuts are illustrations of two little articles that ought to prove good sellers with retailers. The one is a measuring glass and egg beater combined, and the other is a vegetable masher, and both are handled by M. & L. Samuel, Benjamin & Co. The egg beater,



it is claimed, will whip eggs to twice the bulk that can be accomplished with any other beater, making a saving of at least one third in eggs. The beater is constructed on scientific principles different from those hitherto adopted. To whip up eggs, cream, etc., is to fill the mixtures with air, and this the beater here shown is said to accomplish in an easy and simple way, and better and quicker than any other on the market. In the operation of this beater, when the plunger is raised a partial vacuum is created beneath the surface of the mixture, which causes the air to rush down through the hollow tube with great force. When the plunger is pushed downward the valve at the lower end of the tube will be closed, and the air below the plunger will be rapidly forced through the mixture, and will in this way almost instantly, without labor, mix up the mixture to twice the bulk, it is claimed, that can be accomplished in any other way. Small quantities of butter can be produced in a few minutes with this beater. The vegetable masher presses or strains all kinds of fruits and vegetables in a moment's time, and at the same time removes all skins, seeds, or lumps of waste matter, while there is no need of soiling the hands in the operation.



HOW WORKERS LIVE.

AN English health journal expresses great surprise at the quantity of food eaten by American as against English laborers. It is very curious to see how different foods preponderate in the different industries. The textile worker in Europe will have 95 pounds of meat per annum for every 100 units of consumption, or say a quarter of a pound of meat a day, while steel workers indulge in 114 pounds for every 100 units. On the other hand, the weaver consumes more flour than the steel worker—275 pounds per 100 units instead of 208 pounds. He also takes about 71 pounds of sugar more per 100 units and a dozen more eggs ; of butter, lard and tea both take about the same, though both in tea and coffee the weaver a little exceeds the other. That is, in the calling which demands the greater muscular exertion, a greater amount of nitrogenous food is required. On the European continent the consumption of meat by workers is much less than in Great Britain. Even in the iron industry the German, with 16½ pounds per 100 units, is little more extravagant than the English weaver ; while the Frenchman consumes only 57¾ pounds and the Belgian 55½ pounds. On the other hand, the latter consumes more flour and eggs, more than twice as much of each. Their consumption of coffee, too, is large—14 pounds and 19 pounds respectively to the Englishman's 3½ pounds ; but it must also be taken in the reckoning that tea does not appear in their accounts. But all these figures pale before the statistics of food consumption in America. The Illinois iron worker manages to consume 393 pounds of meat per 100 units, and though this is excessive, 206½ pounds are put down as the average of Pennsylvania, 197¾ pounds for Ohio, 187¼ pounds for West Virginia, and 155 pounds for Tennessee. The average consumption of flour for the States is about 250 pounds, but voracious Illinois again comes to the fore with 366 pounds ; and sugar, butter and eggs are everywhere more lavishly used than in Europe. Here, as in Europe, iron and steel industries are found to be more self-indulgent than other trades, but the expenditure here is far above that of even the most extravagant worker in Europe. Much of the food accounted for in these figures is actually consumed, but a large margin must be allowed for what is wantonly destroyed, and when the history of the waste of food products in the United States comes to be written, it will contain some startling and not altogether pleasant reading.

PIG IRON IN THE STATES.

The pig iron business was getting into pretty fair shape last spring when the coal strike prostrated it, but it is recovering rapidly now. Under the influence of last year's depression the number of furnaces in blast fell to 114, with a capacity of 73,895 gross tons October 1. There was a recovery to 144 furnaces, with a capacity of 126,732 tons April 1. Then the coal strike sent the figures down to 88 furnaces, with a capacity of 62,517 tons June 1. On August 1,135 furnaces, with a capacity of 115,356 tons, were in blast.—Journal of Commerce.

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FUN IN THE HARDWARE STORE.

"I—I HARDLY know what to say, Mr. Browncliffe," said the agitated young woman who acted as assistant postmaster and clerk at the little village of Peaville; "I—I wasn't expecting anything of this kind."

"That's all right, Miss Frankie," responded Mr. Browncliffe, traveling salesman for Pullem & Gummet's glue factory. "That's all right. You can just consider it a square offer. I have a good house and lot, $2,000 in the bank, I'm getting a handsome salary, I am a good judge of girls, and you're the one I want to marry. I've got just five minutes to make a train, Miss Frankie," he added hurriedly, looking at his watch, "and I'll be round again in exactly thirty days for your answer with a full line of samples—save your orders for me, and think over what I've said, and I haven't another second to spare; good-bye, dear!"

A countryman came into an ironmonger's shop the other day and said: "If it is a fair question, how much do you pay for your potato forks?" "Well," replied the shopkeeper, "it isn't a fair question. I can tell you what I sell them at." "Oh, I naw that; I only wanted to naw wat ye was a gitting out er 'em," was the cool rejoinder.

A boy went into a Nottingham ironmonger's shop and handed to an assistant the following written order: "A pepper-box so that we can pepper sugar on jam sandwiches, please!"

A young lady entered an ironmonger's shop a few days ago and asked for a 4-oz. minute-glass for boiling eggs, and also wanted 1 lb. of square round nails. Oval wire nails solved the mystery.

The people of Calne, Wilts, are adopting the incandescent gas light, and a local wag says: "So they ought to, for is it not the in-Calne-decent-light?"

"A packet of 'consecrated' please," is an order not infrequently given to ironmongers, who are getting pretty well used to this rendering of the word "concentrated."

This is a quotation a country ironmonger received recently from a rake-maker: "I can't supply you with raks in les you can wait between a fortnight and three weeks, as I am so bisey now. I should be very please to spply you with raks if I hadd the time to make them. I will sand them in for nine shillings a pr. Lett me know as son as posable, and I will sand them."

Writing from Wantage, an ironmonger says: "At this season of the year, the weather being one of the topics of conversation, an old country gentleman said to me a few days ago, 'Yes, 'tis rather altery; 'ent it?' 'Yes,' I replied, 'I suppose the frost did you some harm?' 'I should think it did; it cut down a'l my 'taturs.' 'Oh! indeed, that's a loss to you?' 'Well, you see, it myht 'ave been worse; I only planted foar (4).'"—Ironmongery.

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U.S. IRON AND STEEL PRODUCTION

THE American Iron and Steel Association's official paper issued the following interesting figures the other day:

The American Iron and Steel Association has received from the manufacturers complete statistics of the production of pig iron, Bessemer steel ingots and Bessemer steel rails in the United States in the first half of 1894; also complete statistics of the stocks of pig iron which were on hand and for sale on the 30th of June last.

The total production of pig iron in the United States in the first half of 1894 was 2,717,983 gross tons, against 2,361,584 tons in the second half of 1893, an increase of 156,399 tons. As compared with the first half of 1893, however, the production in the first half of 1894 shows a great decline, the figures for the first half of 1893 being 4,562,-918 tons, or 1,844,935 tons more than the production in the first half of 1894.

The production of pig iron in the last twelve months, from July 1, 1893, to July 1, 1894, was $5,279 567 gross tons. In 1892 the production was 9,157,000 tons. Not since the dull year 1885 have we made as little pig iron in one year as in the last twelve months.

Four States, which made pig iron in the first half of 1893, made no pig iron in the first half of 1894 — Massachusetts, North Carolina, Indiana and Minnesota. Five other States show only a nominal production of pig iron in the first half of 1894— Connecticut, Maryland, Texas, Missouri and Oregon.

The number of furnaces which were in blast on the 30th of June, 1894, was 108 and the number out of blast was 408. At no time in the modern history of the American iron trade have so few furnaces been in blast as on the 30th of June last.

Of the 517,036 tons of unsold pig iron which were under the control of the makers on June 30th, 229,705 tons were charcoal pig iron. Another significant fact which is shown is the almost total absence of unsold stock of pig iron on the 30th of June in the producing districts of Allegheny county and the Shenango Valley, Pennsylvania, and the Mahoning Valley, Ohio.

The following gives the production of Bessemer steel ingots in the first half of 1894. In the figures for the periods mentioned are included the production of Bessemer steel by the Clapp-Griffiths Works, and Robert Bessemer Works, Pennsylvania, 1,129,559; Illinois, 252,080; Ohio, 171,048; other states, 114,767; total, 1,667,454.

The following gives the production of Bessemer steel rails of all weights and sections, including street rails, in the first half of 1894. In this statement we do not include street and other Bessemer rails which were rolled from purchased b'ooms: Pennsylvania, 284 061 gross tons; Illinois, 95,-955 do; other states, 19,388; total, 399,404.

The great decline in the production of both Bessemer steel ingots and rails in the twelve months beginning with July 1, 1893, is shown by a comparison of this production with that of the first six months of 1893. In these six months we produced 2,092,057 gross tons of ingots, and 704,240 gross tons of rails; in the last twelve months we produced 2,791,083 tons of ingots, and 731,517 tons of rails. In no year since 1879 have we made so few steel rails as in the last twelve months.

MATERIAL HANDLED TO OBTAIN IRON ORES.

IN collecting the statistics of the production of iron ore for 1893 for the volume "Mineral Resources of the United States," just issued by the Geological Survey, John Birkinbine, of Philadelphia made an endeavor to obtain approximate figures as to the total amount of material moved in winning iron ore, says Iron Age. Generally speaking, the brown hematites require the removal of the largest amount of material, followed by the carbonate, red hematite and magnetite ores in the order named. It was found impossible to obtain complete figures, as at a number of the mines no records are kept, at others (brown hematite) only the record of the number of tons passing through the washers was preserved, the overtop or stripping where the ore was won by open cut not being included, except where some of this overtop went into the washers; but the range of quantities furnished by various reports are tabulated below. The quantity of material handled in some of the States is due to opening new mines, dead work, mining lean magnetite or red hematite, which was concentrated, etc. Most of the brown hematite workings are open cut, and a considerable overtop must be removed until the ore body proper is reached, which will yield 1 ton of ore from 2 to 8 tons of material put through the washer, although there are exceptional cases where still greater averages are handled.

The carbonate ores requiring roasting to raise the iron contents by removing the carbonic acid, but as this class of ore is generally mined underground there is a smaller quantity of refuse material, and in most localities about two tons of material handled per long ton of ore produced may be taken as an average, although, as will be seen in the table, sometimes six or more tons of material must be removed and treated to produce a ton of merchantable ore of this class.

The red hematite and magnetic ores are mined chiefly underground, and with the exception of some lean magnetite which requires concentration, are ready for shipment as they come from the mine, after the rock has been sorted out and the larger pieces of ore are crushed to a size appropriate for furnace use.

The following tables will show the variations of the amount of material treated from such records as were obtainable for each variety of ore:

MATERIAL MOVED IN MINING BROWN HEMATITE

States.	Amount of material treated per ton of merchantable ore.
	Tons.
Alabama	1½ to 9
Colorado	1⅛ to 3¾
Connecticut	2½
Georgia	2 to 5
Kentucky	3 to 4
New York	1.06 to 5.6
Pennsylvania	1¼ to 10
Tennessee	1⅓ to 3.8
Utah	3
Virginia	11 to 10
Wisconsin	2.2

MATERIAL MOVED IN MINING RED HEMATITE.

Alabama	1 1-7 to 1 1-5
Georgia	2 to 2.8
Michigan	1 to 4¾
Minnesota	1.03 to 2
Missouri	1 to 3
Montana	1.03
Pennsylvania	1 to 6
Tennessee	1.05
Utah	1½
Wisconsin	1.06 to 1.2

MATERIAL MOVED IN MINING CARBONATE IRON ORES

Colorado	1 4 7
Kentucky	4
Maryland	*10 to 18
New York	2
Ohio	1½ to 6
Pennsylvania	4
Tennessee	1.8

* This is for the winning of kidney or pot ore and practically includes stripping.

MATERIAL MOVED IN MINING MAGNETITE.

Montana	1
New Jersey	1.12 to 3
New York	1.01 to 2.34
North Carolina	1.58
Pennsylvania	1 to 1⅓
Texas	8⅓
Virginia	2.8

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PIG IRON PRODUCTION.

IN its monthly review the Iron Age says: "As expected, the current active capacity of the blast furnaces has been increased quite considerably through the increased supply of coke, which affected also districts classed among the anthracite furnaces, notably in Central Pennsylvania. It is well known that if they could depend upon a regular supply of fuel the producers in the Mahoning and Shenango valleys would also generally resume. On August 1 the active furnace plant, grouped according to fuel used, possessed the following weekly capacity:

Fuel—	Furnaces.	Gr. Tons.
Anthracite	36	17,186
Coke	79	94,707
Charcoal	20	3,463
Totals August 1	135	115,356
Totals July 1	107	85,950
Increase	28	29,406

The weekly product of all the furnaces on August 1, compared as follows with that of preceding periods:

	Furnaces in blast.	Capacity per week. Gross Tons.
August 1, 1894	135	115,356
July 1	107	85,950
June 1	88	62,517
May 1	127	110,210
April 1	144	126,732
March 1	133	110,166
February 1	125	99,242
January 1	130	99,087
December 1, 1893	130	99,379
November 1	117	80,070
October 1	114	73,895
September 1	125	83,434
August 1	169	107,042
July 1	220	153,762
June 1	244	174,029
May 1	251	181,551
April 1	255	178,858
March 1	255	176,978
February 1	251	171,201
January 1	246	176,068
December 1, 1892	246	176,271
November 1	244	171,082

In the Pittsburg district production is rapidly approaching full capacity, only four being idle on the first of this month. The position of stocks, sold and unsold, as reported to us August 1, was as follows, the same furnaces being represented as in former months:

Stocks—	June 1. Tons.	July 1. Tons.	Aug. 1. Tons.
Anthracite pig	141,712	128,825	123,913
Coke pig	302,427	231,430	223,902
Charcoal pig	225,626	213,730	220,033
Totals	669,765	573,985	567,848

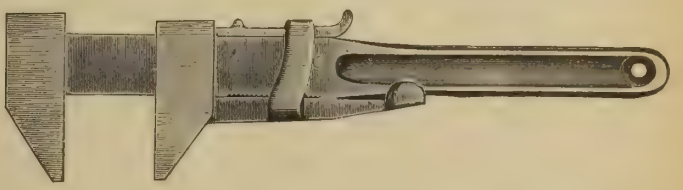


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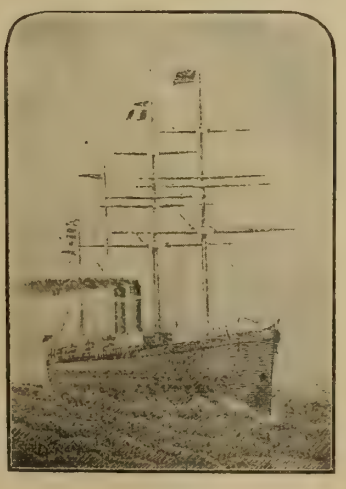
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TRADE CHAT.

THE Hamilton Gas Co.'s pipes will be assessed for $100,000. It is expected that the company will make a strong fight against this.

The president of the Canadian Oil Works at Sarnia intends rebuilding the burned works on a large scale—double the former capacity.

An enormous vein of almost pure arsenic has been found in the Kootenay district, British Columbia.

It is reported that the Hamilton Bridge Co. will resume operations, running full time in a couple of days.

George A. Outram, eldest son of F. Outram, of the Globe File Works, Port Hope, was married the other day.

The business of the Victoria Street Railway Co. this year exceeded that of the same months last year by several thousand dollars.

The implement men in Manitoba report that the demand for binder twine has already set in, indicating that harvesting is well under way.

Conmee's extensive lumber mills, at Port Arthur, were destroyed by fire Tuesday. Loss, $30,000. The electric light plant of the town was also burned.

Guelph will have an electric railway. George Heaman has been given the franchise. The agreement was modeled after that for the Toronto street railway, and the same fares will prevail.

The new Gananoque Buggy Co. has accepted George Wilson's tender for the building of a factory, to be completed by Sept. 25. The company will have all the plant in readiness to commence manufacturing by Oct. 1.

Woodgreen is the name of the new post office opened between Strathburn and Wardsville, on the Longwoods road, Mosa. Edwin Weekes is postmaster. Mails will be dispatched from Glencoe on Tuesdays and Fridays at 4 p.m.

The British Columbia Automat c Lighting and Oil Co. (limited liability), with a capital of $350,000, has been incorporated. The head office will be in Vancouver, and the first trustees are R. H. Brown, Wm. Patterson and R. P. Ramage.

J. F. H. Wyse, late of the Edison General Electrical Company, has been appointed Superintendent of the Westminster and Vancouver Tramway Co., in room of G. Lubka, who has resigned and is leaving for Germany.—News, Vancouver.

All the rubber manufactories controlled by the Rubber Trust in the States, will shut down September 1 for two weeks or a month. These different plants employ somewhere in the neighborhood of 12,000 or 14,000 people. It is stated in some quarters that this is through lack of orders, though Mr. Cutler, of the Woonsocket Rubber Co., says it is to give the employees a vacation. The same authority says that the prices of goods will be advanced the 1st of September, and we think that during September orders will be light, and it will be a good time to give our employees their annual vacation, as we are obliged to do

The Waterous Engine Works Co. propose to erect mammoth shops in St. Paul to replace the works destroyed by fire recently. The company is seeking the right to lease land for the shops from the St. Paul City Council. A photo of the works is published by one of the St. Paul papers.

It is stated that some trials have recently been made in the Liege district, in Belgium, with the "trueing up" in position of the rolls of sheet rolling trains which have become hollowed in the middle owing to constant use. Emery wheels have, it is said, been used for the purpose, the results having been successful.

On the 30th of June last, the close of the fiscal year, the total deposits in the post-office savings banks amounted to $25,257,868. At the close of the previous fiscal year the sum on deposit was $24,153,193, the net increase during the year being $93 675. Interest allowed to depositors during the year ended June 30, was $835,200. Deposits amounted to $7,524,286, and $7,473,585 represents the sum withdrawn. The annual statement shows that there are 699 post-office savings banks in the country, an increase of 26 during the year, and more than double the number in existence in 1884. The number of depositors has increased from 66,682 to 117,020 during the decade. It is shown by the report that the average cost of each transaction, that is, of each deposit and withdrawal, was 24½ cents. This was a little more than one cent cheaper than the average cost of the past four years.

The merchant who grumbles and sighs,
And turns up the whites of his eighs
In sorrow and pique
Because trade's very wique,
Is the fellow who won't advertighs!
—Printer's Ink.

FINDINGS, KEEPINGS.

"Is findings keepings?" is about the way the Bowery boy would ask the question. Probably every dealer in the course of his experience has found articles in his store that were dropped or left behind by customers, the ownership of which it is impossible for him to ascertain. The conscientious merchant is sorely troubled as to what disposition to make of these found articles after they have been duly advertised, and years have passed since this discovery. The difficulty is further complicated when a visitor to the store finds property belonging to a previous visitor (but whose identity is unknown to both the finder and the dealer), and which property is handed to the dealer for return to the owner. In case the owner is never discovered who shall possess the article, the visitor who found it or the dealer in whose store it was found?

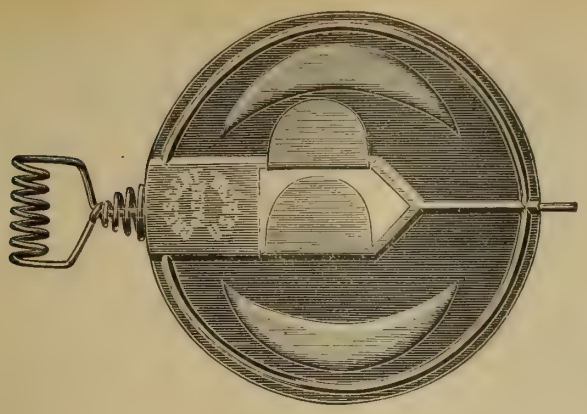
The law of finding was declared many years ago, and it is well to note the case and the decision: A visitor to a store found a wallet containing a sum of money. He handed the wallet with its contents to the merchant, to be returned to the owner. After three years, the owner having failed to appear, the finder demanded the wallet and the money from the merchant. The latter refused to deliver them on the ground that they were found on his premises. The finder then sued the shopkeeper. It was decided that, against all the world but the owner, the title of the finder is perfect. The receiver of an article found is only a trustee, first, of the owner, then of the finder if the owner does not appear. The receiver has no right to keep an article against the finder any more than the finder has to keep it against the owner.—Business.

THE MIDGET REPAIR KIT.

The accompanying cut is an illustration of a complete repair kit to be found in the bicycle sundries department of Rice Lewis & Son, Ltd. This is the smallest, lightest and most compact repair kit made, weighing only 2 ounces and measuring 3 inches in length. With it any hose pipe or inner tube tire on the market can be repaired. This is a list of its contents: A. Emery cloth for smoothing surface. B. Needle for lacing tire. C. Pure gum patching. D. Pure rubber cement. E. Tire lacing. There is also one roll of tire tape in bottom of tube. The tube itself is made of brass, nickel-plated, and put up in one dozen boxes.



THE ONTARIO TACK CO.
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton. Ontario.
SP



CRESCENT DAMPERS

Patented in U.S. and Canada, 1893.

Has all the advantages of a high priced Stove Pipe Damper, at low cost. LIGHT FOR FREIGHT. Being made of sheet steel will not break, and being double will not warp. Spring keeps damper at any angle set in pipe.

Manufactured by

Thos. Davidson & Co.

MONTREAL.

THE LOWERING OF WAGES.

THE tendency of wages, says the Iron Age, in sympathy with the tendency of prices for the past three years, is downward. The movement is resisted by all the means available to those who are obliged to work for others, but its force is irresistible. The most formidable strikes known in our industrial history have been undertaken in the hope of restoring past schedules, but they have either been successful in only a slight degree or they have proved inglorious failures. The trend of all values being downward, the price of labor goes down also. The recent coal and railroad strikes were crucial tests, and now that they have been met and passed the question seems to have been settled. Until the general condition of business improves there can be no restoration of wages to former standards, and there is no guarantee that further reductions will not have to be endured by those who are now working for much less than they consider their services worth. Railroad revenues are still shrinking, manufacturers' incomes are still diminishing, merchants' sales are still falling off, and it is only reasonable to suppose that employees will have to bear a greater part of the burden of hard times than has yet been imposed upon or assumed by them.

In certain occupations, which are hedged about by agreements with a time limit, no change in rates can be made. The workmen in such trades, however, are likely to be losers in the amount of their yearly income from the irregularity of employment. Numberless other occupations exist, however, in which time agreements are not made and wages can be changed by mutual consent whenever conditions may seem to require a rearrangement. In such lines the lowering tendency is now proceeding. It is not forced specially by employers, but is assisted by employees themselves. For instance, workmen whose usual wages are 35 cents per hour in good times are offering to work for 20 cents in order to get employment. This is being done in a Western city in which labor is supposed to be as strongly organized as in any other place in the country. Lack of regular employment is, of course, the cause. After a man has averaged less than half time for a year he concludes that more steady work must be had if possible. Having only his labor for sale he proceeds to offer it at a bargain, in the hope that he may find an appreciative buyer. Probably the expectant employer has helped the downward plunge in wages by making a low bid for the workman's services, but he too is seeking work and is struggling to secure contracts on which he must reduce his costs. This acceptance of hard times conditions is believed to be widespread, and will shortly affect the great mass of wage workers unless there is a radical change in general business, which is unfortunately not to be expected in the near future. Those who maliciously assert that employers are taking advantage of the times to reduce wages, falsify the circumstances. An occasional instance may be found in which a man will wantonly grind the faces of those dependent upon him, but it is the exception and not the rule. Reductions in wages are almost invariably the last resort to reduce costs. We have sufficient faith in human nature to believe that employers generally are more pleased when they are able to increase the compensation of their employees than when they find themselves obliged to make a reduction.

FURNACE ERECTION ESTIMATES.

NOW that the stove dealers are going more generally into the business of selling furnaces, remarks Hardware Reporter, they are likely to meet with the difficulties that attend a new departure in any line unless they have taken care to post themselves most thoroughly on all the necessary details. The selection of the right kind of furnaces is, of course, of the first consideration, but must be left entirely to the dealer's judgment, supported by such information as he has been able to obtain. It may not be advisable for him to carry one particular line, or to confine his orders to any one manufacturer, especially when the different work to be performed by the furnaces is of a varying character, and when the dealer must depend upon the manufacturer to do the practical work, it is necessary that the latter should be exactly informed of what the furnace is expected to do. The first step in this direction is a description, accompanied by a diagram, of the building to be heated, and of what this description should consist is here given in the form of notes furnished by an expert in heating work :

"In estimating to heat the average city or town residence, select a furnace, the average stated capacity of which equals the total amount of cubic space to be heated in the building. If the residence is one of a block, protected on both sides, the maximum estimate may be depended on. If the structure to be heated is a country house, much exposed, with extensive glass surfaces, more liberal provison in the way of heating apparatus must be made. The minimum estimate of the heaters should be considered in such cases.

"It must be remembered, however, that mere cubic space should not form the only basis for computations. It is advisable to comprehend clearly the construction of the building to be heated, whether or not it is protected from the cold, its exposure, the glass and outside wall surfaces, fitting of the windows and doors, ventilation, location and openings of fireplaces, the prevailing winds and climate. Be very sure of a proper smoke flue. In fact, every condition which would in any way operate against the heating must be understood, and every precaution taken to insure the most economical results from the heater and connections."

These notes are supplementary to those previously given on the same subject, and the the two sets, taken together, will obviate not a few of the difficulties necessarily encountered by the inexperienced dealer. As his new business progresses, which it most certainly will do under careful management—because the furnace trade is steadily enlarging—more ideas will suggest themselves and he will have but little trouble in meeting the wants of his customers. But a knowledge of the first principles are at all times necessary and should not at any time be neglected.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, August 17, 1894

HARDWARE.

THE movement of business in general hardware shows little change from a week ago. Some orders on fall account are noted, but demand in this connection is on the quiet side. Once it starts, however, the trade generally seems to anticipate a good fall movement. Demand is mainly for assorted lots of shelf goods. Cut and wire nails continue quiet, and the same can be said of tacks. Cutlery has been moving to some extent, while paints and oils rule much the same, the cutting in prices is still being complained of on leads. Glass rules much the same, and cement and firebricks furnish no special feature.

WIRE—Very little change is to note in wire, which rules much as it did a week ago.

ROPE—A fair trade is doing in rope of the ordinary character for the season. We quote: Sisal, 7 to 7½c. for 7-16 in. and upwards, and 14c. for deep sea line. Pure Manilla, 9¼c. for 7-16 in. and upwards, 9¾c. for smaller.

CUTLERY—A few fall orders for both pocket and table cutlery have been noted, but the demand is quiet on the whole.

SPORTING GOODS—There is some demand, as noted last week, for forward shipments in guns and ammunition, but the actual movement is not active.

CUT NAILS—Business in these remains dull. Prices are nominally the same, but buyers could likely obtain concessions in the event of a large order. We quote $1.80 to $1 85.

WIRE NAILS—Reports of a week ago on these may be repeated, and the basis of values is the same.

HORSE NAILS—Orders in a small way have been received for these, but on the whole business is inactive.

TACKS—As last reported, tacks continue quiet and featureless.

CARRIAGE BOLTS—The change in prices has led to some improvement in the demand for these, but the volume of business is not large.

HORSESHOES—Quietness is still to note in these.

CHAIN—A very quiet demand is to note in this, and it is confined to a call for cow ties, etc., on fall account.

WARE—No change is apparent in this line, which rules very quiet.

TOOLS—Very quiet, with hardly any business to note.

SUPPLIES, ETC.—Both building and plumbing supplies show quietness.

LEAD PIPE—Remains featureless, as last reported.

HINGES—A moderate trade in these has been done, but it is not quite as good as it was.

TAR, ETC.—The demand for naval store supplies has been quiet, and there is no change to report. We quote: Rosins, $2.75 to $5.25 as to brand; coal tar, $3.25 to $3.75; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5¼ to 7½c., and cotton do. 10 to 12c.

TURPENTINE—A quiet trade has been doing in turpentine at steady prices, 45 to 46c.

CEMENT—Trade in cement has been of a quiet character. Advices from abroad note an advance in prices, and some importers here have already booked at the higher figures.

FIREBRICK—Demand for firebrick continues fair at $15.50 to $19.50 per 1000 as to brand.

METALS.

The heavy iron and metal market has not as yet shown any notable change in the direction of greater activity. A leading feature is the light stock of Scotch pig iron, and the fact that it does not cause any stir, as other iron appears to fill the void equally well. Domestic pig continues the same. In fact values all round are unchanged.

PIG IRON—There is no change in pig iron. Summerlee is held at $19 50 to $20, and no further sales of American are noted. We quote: Summerlee, $20; Eglinton, $18.50; Carnbroe, $18.50; Ferrona, $16.50 to $17; and Siemen's, No. 1, $16.50 to $16.75.

BAR IRON—In bar iron there is little change to note, but a moderate volume of business is passing. We quote $1.70 to $1.75.

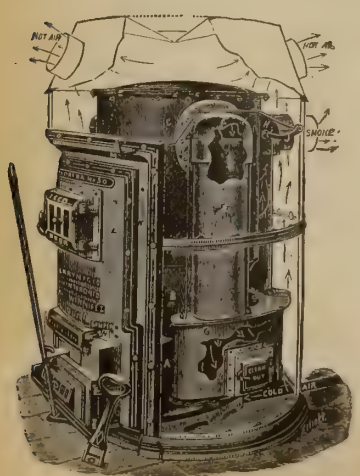
SHEET IRON—There is a quiet trade doing at steady prices, viz, $2.40.

TIN PLATES—The demand for these is poor at the moment and buyers have no difficulty in getting supplies at their figures. A round lot of cokes are said to have changed hands at a private figure which is less than our quotation. We quote: Cokes, $2.75 to $3, and charcoal, $3.25 to $3.50.

TERNE PLATES—The easy feeling already noted in this continues. Demand is quiet and business light. We quote $6 to $6.20.

CANADA PLATES—These continue quiet and unchanged at $2.10 to $2.15.

INGOT TIN—Business is not active, and the tone is easy at 17½ to 18c.



McClary's Famous Furnaces

Our Steel Dome and Steel Low Radiator Coal Furnace, with three steel radiating flues, is the most

Powerful and Economical

heater in Canada. Send card for descriptive catalogue and testimonials.

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ENGLISH HOUSE.

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TORONTO

CROSS CUT SAWS

Disston's and Shurly & Dietrich

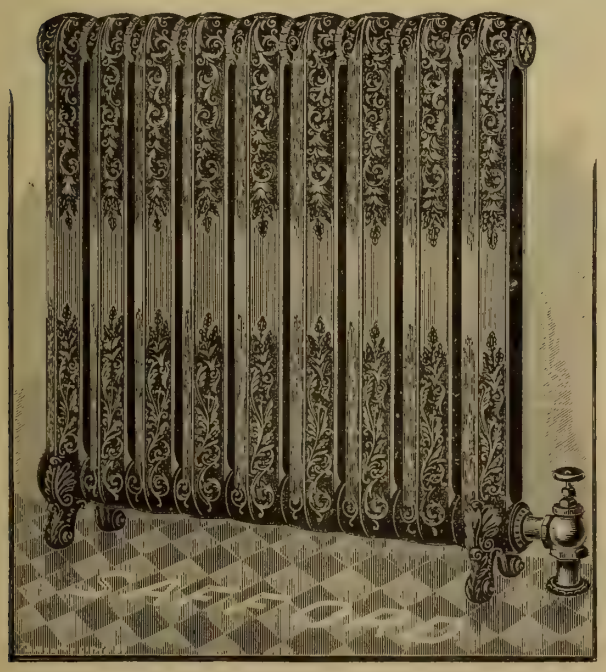
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COW CHAINS Large Assortment

ROPE, LEATHER and WEB HALTERS

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SAFFORD PATENT RADIATORS



— FOR —

Hot Water and Steam Heating

NO Bolts
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LARGEST VARIETY OF STYLES
BIGGEST STOCK IN CANADA

THE TRADE ONLY Supplied

Sole Manufacturers and Patentees :

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TORONTO, ONT.

BRANCH HOUSES—Montreal, Quebec, St. John, Hamilton, Winnipeg, and Victoria, B.C.



"Empire" Patent Shingles

MADE OF

GALVANIZED TINNED STEEL

Warranted Rustproof

Send for Price List and Catalogue

Metallic Roofing Co.

84 to 90 Yonge St., TORONTO. LIMITED.

MONTREAL MARKETS—Continued.

IRON PIPE—Trade quiet and discounts unchanged at 70 and 5 for black, 50 and 5 for galvanized.

COPPER—No change to note in copper, which rules very quiet at 9½ to 10c., as to quality.

STEEL—No special feature to report. We quote: Best cast steel, 10½ to 12c.; spring, $2.50; tire, $2.50 to $2.75; sleigh shoe, $2.40; round machinery steel, $3.

SPELTER—Demand for this, like other lines, is dull. Prices are unchanged at $4.25 to $4.50.

ZINC SHEETS—There is no change in these to report.

HOOPS AND BANDS—Only a moderate trade doing at former prices—$2.30 to $2.35.

ANTIMONY—Business dull and prices unchanged.

GALVANIZED IRON—There is only a quiet trade doing. We quote: 4¼ to 4½c. for ordinary brands; Morewood, 5¼ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

GLASS.

The glass market still rules quiet, but is expected to pick up soon. We quote: $1.25 for first break; $1.30 second break, per 50 feet; $3.25 for first break per 100 feet; putty in bulk, $1.85.

PAINTS AND OILS.

This market continues to rule quiet. In oils a fair amount of business is reported in a jobbing way, but no large movement is to note. Seal oil is quiet but steady. We quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots, raw, 54 to 55c., boiled, 57 to 58c.; seal oil, 40 to 45c.

CHEMICALS AND DYESTUFFS.

A fair amount of business is noted in this line. Prices are steady, and cable advices, however, on borax report that the market is easier, and the same description is cited in the case of chlorate of potash. Bleaching powders for prompt shipment is weak, but for forward shipment values are steady. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2 50; chlorate of potash, 20 to 22c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2.00; ditto roll, $2.00 to $2.10; sulphate of copper, $4.50 to $5.00; white sugar of lead, 7½ to 8½c.; bicarb. potash, 10 to 12c.; sumach, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2.00 to $2.10; castor oil, 6½ to 7c.; and Norwegian cod liver oil, $25 to $26.

PETROLEUM.

Demand for petroleum continues slow and the market rules quiet and steady, with no new feature to note. We quote as follows: Canadian refined at 11c. in shed in Montreal for round lots, and 12c. for small quantities. American petroleum, 14 4-5c. in car lots, 15¼c. in 10-barrel lots, 15½c. in 5-barrel lots, and 16c. for single barrels, net cash; American benzine, 23 to 25c.; Canadian benzine, 10¾c. Petrolea; 12¾c. Montreal.

HIDES.

A more active business has been transacted in hides since our last, which improvement is due to the recent sharp advance across the lines. We quote No. 1 at 3½c., No. 2 at 2½c., and No. 3 at 1½c. Lambskins were advanced 5c. to 30c. to 35c. each, and calfskins are unchanged at 5c.

TALLOW.

The market for tallow is easier and prices are lower, recent sales of small lots transpiring at 5½ to 6¼c., as to quality.

WOOL.

There is no change in the wool market as yet, but the new American tariff is causing holders to exercise caution, as, if the President does not veto it, it means higher prices. We quote: Greasy Cape, 13 to 15½c.; Canadian fleece, 17 to 20c.; B. A. scoured, 26 to 34c; pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. Northwest wool is quoted at 11 to 12c.

ASHES.

The market for ashes is quiet owing to light offerings. We quote: First pots, $4; seconds, $3.70, and pearls, $6.50 per 100 lbs.

MONTREAL TRADE NOTES.

The Safford radiators are going into practically 75 per cent. of all the new buildings going up here. H. McLaren & Co. have done a big business in them this summer.

It will soon be time for the fall stove cleaning. No one should be without one of the "Crescent" dampers. Thos. Davidson & Co. can supply them to the trade.

A. C. Leslie & Co., of St. Paul street, state that business is unusually dull on importing account just at present in all lines of heavy iron and heavy hardware.

Advices to Wm. McNally & Co. report that the tendency in the cement market is higher in Great Britain. Orders in some cases have already been booked at the advance.

The stock of guns and ammunition carried by Caverhill, Learmont & Co. this fall is an unusually large and well assorted one. Buyers cannot fail to find something to suit them out of it.

Arrivals of cement last week were 3,000 barrels English and 1,500 Belgian, making the total to date, 46,900 English and 18,525 Belgian.

TORONTO MARKETS.

TORONTO, Aug. 17, 1894.

HARDWARE.

BUSINESS shows some improvement this week over that of last. A peep into the shipping rooms is sufficient evidence of this. The volume of business, however, is not large. In fact, it is not to be expected that it should be at this season, when merchants and travelers are holidaying. Orders are, as a rule, small, but they are fair for the season. The passage of the United States tariff bill has created more confidence among merchants here, and greater steadiness is looked for both in regard to prices and business. Representatives from United States manufacturers speak confidently of trade reviving over there now that the tariff question is settled—for a while, at least. Shipments of elbows are now being made for the fall supply, and tinware generally is in good demand. Rope shows a little activity. Sporting goods are moving a little more freely. Cutlery remains much as before. Trade keeps good in belting. Nails, tacks and horseshoes and fencing wire are all round in little better request.

WIRE—Business in fencing wire shows some improvement, and inquiries are coming in for hay-baling wire.

ROPE—Shows more activity, but prices remain as before. We quote: Sisal, 7-16 in. and larger, 7½c.; ¼, 5-16, ⅜ in., 8c. Manilla, 7-16 in. and larger, 9½c.; ¼, 5-16, ⅜ in., 10c.

CUT NAILS—There is a little better demand at the unchanged base price of $1.80 Toronto, for car load lots, and $1.85 for small lots.

WIRE NAILS—Are going out quite freely. Discounts 75, 10 and 5 per cent., shipments in 10-keg lots being prepaid.

HORSE NAILS—Business does not show a great deal of improvement, being much as a week ago. Discounts are 60 per cent. off "C," and 60 and 2½ per cent. off "P.B."

TACKS—Business shows more activity. We quote: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37 per cent.

CUTLERY—There is a fair sorting up trade doing, but the trade does not appear to be in a hurry to place orders for fall supplies.

SPORTING GOODS—Are moving a little better, but not much life has been developed yet.

CHAIN—Business is still dull in practically all kinds of chain.

HORSESHOES—Demand continues to increase. Prices are unchanged at $3.80; Toronto and $3.85 London.

WARE—Demand continues fair for Peerless and Eclipse wares, and there is some demand for white ware.

PLUMBERS' SUPPLIES—Trade on country account is more satisfactory, both with regard to volume of business and prices. City trade is much as before.

BUILDERS' SUPPLIES—Country trade is still improving, but the same cannot be said of that in the city.

LEAD PIPE—Quiet and unchanged. We quote: Toronto and the west 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

HINGES—Barn-door hinges are in demand, and quietness is still the characteristic of "tee" and strap.

HARVEST TOOLS—Trade in both garden and harvest tools is flat and uninteresting.

CLOTHES WRINGERS — Business keeps fairly good at unchanged prices.

BELTING—Business continues good, both in rubber and leather belting.

TAR, ETC. — We quote as follows: Roofing pitch, $2.50 per brl.; pure coal tar $4 per brl.; refined coal tar, $4.50 per brl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per brl. and 75c. per doz. pint tins; pine pitch, $2.75 per brl.

CEMENT, ETC.—Much as before. We quote: Portland cement (English), $3 per brl.; New Brunswick plaster paris, $2 per brl.; Canadian water lime, $1.25 per brl.

FIREBRICK, ETC.—Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

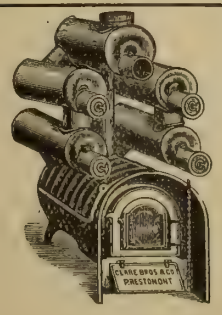
METALS.

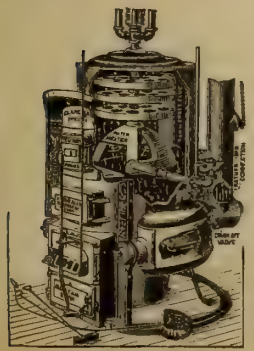
Trade in metals shows some little improvement, especially in copper, lead, and zinc. Pig iron if anything seems quieter. Quite a quantity of solder, and hoops and bands have been shipped, and galvanized iron and tin plates are still going out well.

PIG IRON—Fewer enquiries are heard for Scotch pig than for some weeks, although there is a better feeling in regard to prices on account of the improved demand that is expected from the United States for this kind of iron. A few cases of Siemen's iron have come up from Nova Scotia during the week on contract. We quote: Summerlee, $20.50 to $21; Carnbroe, $19.50; Siemen's, $18.50 to $19 50, ex. cars Toronto.

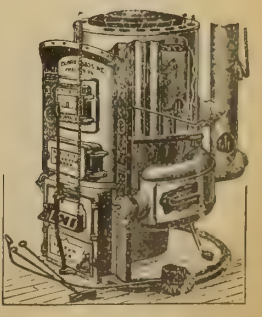
Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: "We are able to record this week a decided improvement in the demand for iron, although the volume of business still remains far below the average condition. The demand comes chiefly for iron to go into immediate consumption, with a sprinkling of inquiries for larger contracts running into the future from those who think the business skies are brightening. Lake Superior charcoal seems to be the weakest on the list. The prices on Southern and Lake Superior coke brands are well sustained. Good foundry iron continues to be scarce, and some difficulty is experienced in obtaining a supply of favorite brands. We quote on the cash basis f.o.b. Toronto in bond: No. 1 foundry strong coke iron Lake Superior ore, $12.25; No. 2 foundry strong coke iron, Lake Superior ore, $12.05; Jackson county silvery, No. 1, $16.80 to $18.30; Lake Superior charcoal, $15.55; Southern soft, No. 1, $11.75; ditto, No 2, $11.50.

BAR IRON—Business does not show any signs of recovery, and the base price is unchanged at $1.85.

Best Value  on Earth.



These are the Furnaces that secure the trade for dealers who handle them.
They have no rivals but many imitators.



Clare Bros. & Co. ....Preston, Ont.

MARKETS.—*Continued*

SHEET IRON—There is a fair demand but nothing new has developed. We quote: 8 to 16 gauge, $2.50; 18 ditto, $2; 20 ditto, $2.10; 22 to 24 ditto, $2.20; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Gorbal's, 26 gauge, 5½c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

SHEET STEEL—Trade is good locally for small lots, American steel taking, it is reported, the preference. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

IRON PIPE—The feature of trade appears to be the large quantities of American iron pipe that is coming into Canada at the moment. Business generally is just fair. Galvanized pipe is sold at 50 and 50 and 5 per cent., and iron pipe at figures equal to 67½ to 70 per cent.

GALVANIZED IRON—A number of import orders for Queen's Head have been taken during the past week, and a good demand generally is reported. We quote $4.35 for 28 gauge.

INGOT TIN—Is quiet and unchanged at 19 to 19½c. for small lots, and 18½c. for large lots.

INGOT COPPER—Dull. All the scrap possible is being forced on the market, and the closing down of the large railway works has caused quite a decrease in trade. The idea as to price is still 10 to 10½c.

SHEET COPPER—Business is quiet without special feature to note. We quote: Untinned, 14 to 16½c. according to weight and size; brazier sheets, 14 to 17c. according to quality.

BOILER TUBES—Are quiet, with prices much as before: 1¼ inch, 7c.; 1½ inch, 7¾c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

ZINC SPELTER—There is a fair trade doing at 4c. for domestic and 4½c. for imported.

TIN PLATES—Demand continues good. We quote $3.50 to $3.75 for "I.C." and $3 25 to $3.35 for coke.

TERNE PLATES—Shipments are being made and a good trade is being done in this line. We still quote $6.50 to $6.75 according to quality.

ZINC SHEETS—Trade continues to improve, and prices are unchanged at 4¾c. for case lots and 5c. for small lots.

HOOPS AND BANDS—Market is quite active, particularly in American punched hoops and bands. $2.20 to $2.25 is quoted ordinarily, but these prices can be shaded for lots.

CANADA PLATES—Trade is fairly good and characterized by much the same features that obtained a week ago. We quote: Half polished, 52 sheets, $2.35; 60 sheets, $2.45, and 75 sheets, $2.60.

SOLDER—Standard and strictly half-and-half are still in demand at prices ranging from 12½ to 14c.

LEAD—Market is a little brisker, considerable being sold, but prices are bearish, although we still quote $2.90 to $3.

ANTIMONY—Continues slow at 9½ to 10c. for Cookson's.

GLASS.

Business has improved materially in window glass and there is a good deal going out, a good proportion of which is double diamond in large sizes. We still quote $1.10 to $1.15 for first break, or 50-foot boxes. An improved trade is also reported for plate glass.

OLD MATERIAL.

Trade is dull, with small prospect of an improvement. Prices are still unchanged, and are as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 30 to 35c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 7 to 7½c.; old copper bottoms 5½ to 6c.; light scrap brass 3½ to 4c.; heavy yellow scrap brass 5c.; heavy red scrap brass, 5½c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3 to 3¼c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10c.

PAINTS AND OILS.

WHITE LEAD—There seems to be less doing than even a week ago. Prices are unchanged at 4½ to 4¾c. per lb.

LINSEED OIL—Trade is much the same as a week ago, business being quiet and prices unchanged at 53 to 54c. for raw and 56 to 57c. for boiled f.o.b. Toronto.

PREPARED PAINTS—Dull at $1.05 for pure.

TURPENTINE—Demand, if anything, has improved a little, but trade is still quiet and prices weak; 41c. f.o.b. Toronto is now about the idea.

SEAL OIL—There is a moderate trade doing at 58 to 59c.

CASTOR OIL—Quiet and unchanged. Quotations are 6¾c. in case lots and 7c. in single tins.

SALT.

Trade is fair. Prices are unchanged except in brls. We quote as follows: Dairy, $1.50, special grade; brls., 90 to 95c.; coarse sacks, 68c.; fine sacks, 70c. American rock, $10 per ton.

HIDES, SKINS, WOOL AND TALLOW

HIDES—Good buff hides are scarce, and locally are ¼c. higher. Demand is good.

SKINS—There are a few coming forward and all are being taken at 55c. for lamb skins and 30c. for pelts.

WOOL—More wool is said to be on the Toronto and Hamilton markets than ever before. There is not much doing in consequence. We quote: Ordinary combing, 17c.; fine clothing and down, 18 to 19c.; rejections, 12 to 13c.; and unwashed, 10 to 11c.

TALLOW—Demand keeps moderate for small lots. Dealers are paying 4¾ to 5¼c. and selling at 5¼ to 5½c.

PETROLEUM

Trade is fair and prices unchanged, although it is anticipated they will soon be higher. Car lots are beginning to move quite freely. We quote, in 5 to 10 brl. lots, imperial gallon, Toronto: Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; Canadian water white, 16 to 17c.; American water white, 18 to 19c.; photogene, 20c.

MARKET NOTES.

Gowans, Kent & Co. are prepared to supply all the latest designs of lamps for the fall trade.

The annual picnic of the employees of the Gurney Foundry Co. is being held at Oakville to-day.

H. S. Howland, Sons & Co. report a brisk demand for their Turn Table, White Mountain and Blue Lightning apple parers.

When illustrating the Arbenz razor last week HARDWARE inadvertently omitted to mention that M. & L. Samuel, Benjamin & Co. were handling it on this market.

The travelers for the Toronto Silver Plate Co. are all out, and some good orders have been received. Trade has improved a great deal during the past two weeks. This firm is getting up a fine exhibit for the Industrial Fair.

UNITED STATES MARKETS.

NEW YORK, Aug. 17, 1894.

PIG TIN—London cables quoted a sharp rise that ultimately amounted to £1 15s. over the closing figures of Monday, and noted also quite heavy transactions in forward deliveries. This turned the local market, not only causing higher prices to be established, but leading some life to speculation. The advance here was about 0.25c. per lb., or to 19.50c. net cash for five-ton lots, prompt or current month delivery. Small orders from interior trade and from consumers were more numerous, but the majority were filled at prices remarkably close to the rates at which speculative deals were put through, and indicated that the heavy stock here has some weight. On the Exchange sales were recorded of 15 tons at 19.15c. for August delivery; 25 tons at 19.25c. for September.

COPPER—Lake Superior ingot was more freely offered at 9c., and in some quarters it was reported that good sales have been made at or about that price. Regarding the report that offers have been made recently in Europe at the equivalent of 8¾c, leading dealers were reticent, and they professed ignorance also of progress of the alleged

MARKETS—Continued

movement to induce American and foreign producers to restrict and reduce their output. The surface appearances are that the weight of heavy stocks in Europe is being felt, and that the difference of ¼c. per pound between home trade and export prices is due to natural causes. Business in other varieties was reported at former prices, say 8¾ to 8⅞c. for electrolytic, and 8½ to 8⅝c. for ordinary casting stock, according to brand and quantity.

PIG LEAD—Sales were made of carload lots, prompt shipment, at 3.55c. delivered here, and corresponding prices at other points. Dealings were moderate, however, and chiefly made of purchases by consumers who have allowed their stock to run very low. Late deliveries were relatively lower with some sellers at 3.45c. for November and 3.40c. for December delivery. St. Louis wire to the Metal Exchange quoted 3.40c. London cable was £9 12s. 6d. for soft Spanish.

SPELTER—There is no change in the market for this metal. Consumers still buy very sparingly here, and western advices afford no evidence of anything more than routine trade at the primary points. Prices remain at the basis of about 3.45 to 3.50c. here for ordinary brands. St. Louis quotation to the Metal Exchange was 3.22½c. London cable, £15 7s. 6d. for good merchant brands.

ANTIMONY—The market remains quiet but steady, with sellers at 8⅛ to 8¼c. quoted for Hallett's and 10c. for Cookson's.

TIN PLATE—Prices advanced to the extent of about 6d. in the English market under the influence of the adoption of the Senate Tariff bill. This served to stiffen the New York market, although duty free plates could be laid down here at much below spot prices.

IRON AND STEEL—No new features developed in any branch of the market. Dealings are still on a moderate scale, and buyers' interest does not enliven perceptibly. Prices continue to be rather soft.

WORLD'S SUPPLY OF TIN.

The amount of the world's supply of tin for the calendar year 1893 is given officially in the annual report of Dr. D. T. Day. The total amount for the year was 67,237 tons, classified as follows: English production, 8,650; Straits' shipments to Europe and America, 38,874; Australia shipments to Europe and America, 5,579; Banca sales in Holland, 5,418, and Billeton sales in Java, 5,211. The total value of tin and tin plates imported and entered for construction in the United States during the year was $20,802,864. In blocks, bars or pigs and grain tin the quantity and value were 38,304,008 cwt., $5,675,128, and in tin plate sheets, etc., 545,472,209 cwt., $15,127,736. The total value of tin manufactures exported from the United States during the year was $253,449.

RAZORS See our fully warranted German Hollow Ground Razors. Fresh stock just received. Good assortment, low price, splendid value.

A. C. LESLIE & CO. Montreal and Toronto.

Our Specialty **PURE TURPENTINE** Our Customers Need fear no Adulteration

Every barrel guaranteed! We are headquarters for the Pure Article. Remember these facts when placing your orders.

FRANCIS, FROST & CO., 33 Front St.W., TORONTO

..THE **JAMES ROBERTSON CO.** LIMITED

Manufacturers, Importers and Jobbers.

TORONTO, MONTREAL, WINNIPEG AND ST. JOHN, N.B.

Lead Pipe, Sheet Lead
Pig Lead, Bar Lead
Lead Traps, Lead Wire
Wire and Bar Solder
Drop and Buck Shot
Window Lead
Tin-Lined Lead Pipe
Block-Tin Pipe

THE "RICHELIEU"



Sanitary Earthenware
Laundry Wash Tubs
House Boilers
Bath Tubs, Pumps
Sheet and Ingot Copper
Sheet Iron, Sheet Zinc
Iron Pipe and Fittings
Iron and Steel Sinks

Plumbers', Steam, Gasfitters' and Engineers' Supplies of all kinds.

Make New Customers and please . . your old ones

BY HANDLING

Work easier, cut better and wear twice as long as any others. . . .

"Clauss Scissors"

CLAUSS SHEAR CO.,

TORONTO.

GAS FOR ENRICHING PURPOSES.

JOHN WEST, who this year presided over the 31st annual general meeting of the Incorporated Gas Institute, England, had the following to say in respect of processes for enriching coal gas by means of high candle water power gas, that are now engaging the attention of English gas engineers: "No general remarks upon the manufacture of gas would now be complete without some reference to the subject of enrichment, and the troubles which the adoption of new processes for raising the illuminating power of gas may probably bring. Half a century's experience with cannel coal as an enriching agent has taught us how to use it, and exactly what to expect from its use, and the proportion necessary to give the desired result. Another advantage, which cannot be overestimated, and which is not even yet fully realized, is that, owing to the cannel being mixed with the coal in the retort, the poor gas and the rich cannel gas are evolved together under the same conditions of temperature, with the result that a tolerably uniform quality of gas is put into the holder. Several processes are now being tried upon a large scale, and no doubt engineers have succeeded in so reducing the process of manufacture that the question which some of you will probably have to solve is: Which process will best answer your purpose? At the present time it is difficult to advise you on the matter; but having had some experience with rich cannel gas mixed with poor coal gas, I shall require some very definite information obtained from practical working on a large scale, to satisfy me that gases of such extreme densities when put into a gasholder become perfectly mixed, and that a certain amount of stratification does not take place."

ALUMINUM AND GLASS.

M. Charles Margot, of the physical laboratory of the University of Geneva, says L'Industrie, has just made a curious discovery. He has found that by rubbing on glass with an aluminum point we obtain clear metallic lines, which cannot be removed by washing, no matter how often repeated. This property which aluminum possesses, of adhering closely to glass, or in general to any substance having silica as its base, is most plainly shown when the surface is dampened or covered with a very light coat of moisture, as, for instance, when a man breathes upon the surface of the glass. An indispensable condition is that the glass and the aluminum point shall be clean.

M. Margot has arranged a special apparatus for his experiments. He uses a lathe of aluminum, which turns very quickly, and with it he traces designs on the glass. These lines have a bright metallic reflection; polishing with a steel tool gives them the appearance of metallic incrustation. The adherence to the glass is absolute. Without doubt we can, by treating the decorated glass with caustic potash or chlorohydric acid, remove the metal, but the design remains. The lines are clearly fixed on the glass, as if the surface had been corroded by the metal.

It is known that magnesium, cadmium and zinc have similar properties, and that they will leave visible traces on glass. None of these metals, however, possesses this property to the same extent as aluminum, except possibly magnesium. On the other hand, besides the fact that magnesium oxidizes very quickly, the traces which it leaves on glass vanish quickly, and therefore the metal can be used for this purpose only under special circumstances.

Many applications can be suggested for aluminum in this direction. It can be used instead of the engraver's tool in cutting designs on glass. With the aluminum pencil diamonds can be distinguished from imitation, since it will make no mark on a diamond. It is possible that the new discovery may make a great difference in the making of cut or engraved glass.

A GOVERNMENT DIAMOND DRILL.

During the last session of the Ontario Legislature an Act was passed authorizing the Commissioner of Public Works to purchase two diamond drills to make borings in search for minerals. The matter was placed in charge of the Bureau of Mines. The authorities in that department, after much business-like care, selected and purchased one drill, which will be thoroughly tested before another one is bought. The machine now the property of the Provincial Government is known as number "C," and comes from the Sullivan Machine Company, of Chicago and Claremont. It has a boring capacity of from twelve to fifteen hundred feet. The bore is one and three-sixteenths of an inch in diameter. The engines and pumps have not yet been purchased. The order for them will be given to a Canadian firm.

PERSONAL MENTION.

P. McMurray, Welland; W. C. Crawford, Tilbury Centre, and Mr. McEdwards, of McEdwards & Moore, St. Catharines, are among the country merchants who have visited Toronto during the week.

W. S. Leslie, Toronto representative of A. C. Leslie & Co., is rusticating in Muskoka.

William Johnson, representing Jeremiah Lyon & Co., London, England, was looking up business in Toronto this week.

J. Irving, Toronto representative of the Montreal Rolling Mills Co., has returned from a pleasant two weeks' holiday trip to Mackinaw.

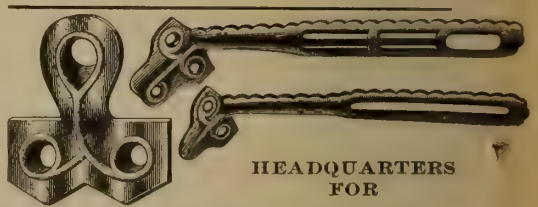
Harry Gayfer, city traveler for H. S. Howland, Sons & Co., was married a few days ago. The bride was Miss Raycroft, of Hamilton. Congratulations.

A NEW HARDWARE LINE.

The old-fashioned wood mantel, remodelled, has been growing in popular favor for the last few years, and its sale has at last been extended to the hardware trade, says an exchange. It is not out of place there, by any means, although it cuts rather an odd figure at first. It is in the line of building and house-furnishing goods, and is as essential to the construction of a house as builders' hardware or nails, so there is no reason why the hardware men should not take hold of it and push its sale. While, as stated, they are coming into more general use, there is no especial medium for their sale apart from the stores mentioned, especially in the smaller towns or cities, and this is all the more reason why the hardware dealers should handle them. Samples only need be carried and all the manufacturers issue fully illustrated catalogues which can be used in showing to the customer what the goods are. The samples in the store will indicate the character of the work. Several dealers in St. Louis are now carrying wood mantels in this way, and their example is quite certain to be followed in the adjoining trade territory where new buildings are in course of construction.

TO PREVENT LAMP EXPLOSIONS.

A method of rendering paraffin oil or spirit lamps safe against accidental explosion or fire though being overturned has, according to an English paper, been devised. It is based on the principle of absorption, and consists in partially filling the oil chamber of the lamp with small pieces of a chemically-prepared vegetable substance of a fine porous nature, which forms a soft, spongy core. The remaining space in the chamber is occupied by a preparation of asbestos. The wick of the lamp is embedded in the absorbent materials, which retain the oil when it is poured into the chamber. The oil is conducted to the point at which the flame is produced through the wick by capillary attraction in the usual way. There is thus no oil in the lamp in the form of a free liquid, and should the lamp fall and break, the oil will only be scattered about in pieces of the core containing it.


HEADQUARTERS FOR
Tinners' Hardware AND Roofers' Supplies
Largest Stock Greatest Variety
Prices Lower Than Ever
Write us before buying elsewhere.
BERGER BROS., PHILADELPHIA

TANK TURPENTINE.

"I don't think the importation of turpentine in tanks, referred to in HARDWARE last week, will work," said a paint and oil jobber. "In the first place, there is a question in my mind whether by bringing the oil in in this way anything is really gained in freight. When imported in barrels the oil comes part of the way by water, but by importing it in tank cars it has to come all the way by rail. Then again the dealer who is always suspicious of adulteration, will be still more so when he knows that he is not getting his oil in the original package. The people here who are bringing in the oil have sent circulars out to the trade offering turpentine at 39c. f.o b., but in addition to this they charge 90c. for the barrel. True this sum will be refunded on the barrel being returned, but it will cost country dealers probably about equal to 1c. per gallon to return the barrel. No, I can't see how it is going to make turpentine so much cheaper."

"Another thing," remarked a bystander, "I don't think the druggists will care to buy the tank turpentine, when it is so imperative that what they get shall be pure, being frequently required for medicinal purposes."

CYCLE TRADE IN COVENTRY.

The cycle trade of Coventry, says an English exchange, is depressed, the season demand on account of the home market being practically over. Except at one or two leading establishments the season now nearing its end has not been particularly buoyant, and it is significant to note the rapid strides with which this industry is establishing itself in Birmingham. We learn on good authority that during the month of July Birmingham turned out 2,000 more machines of all sorts than the "town of Peeping Tom."

REGARDING WRAPPING PAPER.

Not long since I drew attention to the inconvenience attendant on the use of common paper for invoices in order that wholesalers may view the question from another standpoint, writes Vulcan, in Ironmonger. Perhaps I may now go a step further and remark on the poor quality of paper used by some firms for wrapping parcels. Probably this arises from a want of appreciation of the use of a wrapper. There are those who appear to think that if the wrapper is strong enough to last during transit to the retailer's hands the full requirements of the case are duly met. But it is not so, because the goods at an ironmonger's are generally kept in paper, and it is inevitable that most parcels have to be untied many times before their contents are sold. If, then, the paper is common a new wrapper must be substituted at an early stage. This in a single instance would not matter much, but it is a serious matter when there are many, especially when, as is too often the case, with the original wrapper go also the original marks, and thus important particulars are lost sight of. In this, and in similar matters, manufacturers generally would do well, when considering the question of putting up goods, to take the retailer's circumstances into account, and make it a sine qua non to suit the wrapping to those circumstances.

HIGHEST AWARD at the WORLD'S FAIR

FOR Catalogue and Prices Address



The Christy Knife Co. 30 Wellington St. East Toronto

AUSTRALIAN IRON INDUSTRY.

So far nothing tangible has yet resulted from the efforts made during late years to establish the iron making industry in New South Wales, although attention has from time to time been directed to many natural advantages possessed by several districts of the colony, namely, deposits of iron ore, with coal and flux in close proximity. The iron made in the colony at the present time is not from ore but from scrap, and the quantity so manufactured during last year was 2,190 tons, valued at £14,786. The Eskbank Iron works, where this industry is carried on, are situated at Lithgow, on the western side of the Blue Mountains, and employ about 150 men. In the Broken Hill district there were raised during the year 1,051 tons of iron ore, valued at £1,198. The bulk of this comes from Balaclava, about eight miles from Broken Hill, the rest of it being taken by the Proprietary Company from the outcrop of the lode. It is solely used as flux.

RESULT OF GERMAN COMPETITION.

The hamlets of Short Heath and New Invention, just outside Willenhall, which are practically dependent upon the manufacture of the cheaper class of iron till and cupboard locks, have for some time past been in a bad way owing to the gradual decadence of those industries. The secret of it all is the great severity of German competition. In the office of a Birmingham merchant the other day, we were asked to guess the value of a packet containing five 2½ in. till locks with two keys to pass the lot. The locks were brightly polished and neatly made, and the price of the package delivered in Birmingham was fivepence three farthings. As these articles are handmade, there must be terrible sweating somewhere in Germany! remarks Hardwareman.

HINTS ON WINDOW DRESSING.

IN ALL well-established and regulated retail shops, with pretensions to carry any classified line of merchandise, says Hardwareman, a certain degree of attention is, or should be, paid to the art and underlying principles of window dressing, or, in other words, the more stirring class of merchants who pay prompt attention to advertising and to contriving all possible methods of reaching the attention of customers claim show windows to be one of the great methods.

Many windows are often packed full of the finest goods and novelties, and yet without the least trace or show of an underlying idea of system. In conversation with an experienced window dresser the subject of window trimming was broached, and in the course of his remarks he made the statement that one might study the designs and systems of the arrangements of the most tastefully-arranged show windows, and then make an attempt at reproducing the subject in all its taste, without the pattern right before the eye, and it would be a signal failure nine times in every ten. From this the conclusion may be drawn that, instead of the pattern or idea being before the eye, the eye must be before the pattern, or, in short, the artistic pattern is in the very brain, and can only be carried to perfection by actual experience. Many a time has the expert window dresser been constrained to tear down his pattern only because it did not suit his inward idea.

In preparing the window for public attention, the dresser must be governed in his taste and arrangement by the class of goods consumed by that particular locality. The display should be made up of goods in which the people are interested, and would stop and look at; and when the public eye is forced to pay homage to the window dresser, the original design of window trimming is accomplished—it is then a great advertising medium. In this way, by a careful and not too hasty study, a knowledge of what the trade is most interested in may be acquired; and thus an advertising medium established of as much, or sometimes even more, value than the long column in the daily or weekly papers.

Moreover, the window trimming should be always in harmony with the season. There is nothing that looks more ridiculous to the trained eye than to see the winter window arrayed in summer goods, and vice versa. The changes from month to month, and from season to season, should be as harmonious and blending as the growth and change of the flowers of the summer months.

TALKS WITH RETAILERS.

THE feeling in the retail hardware circles in this city is beginning to be a little easier. Orders for the fall trade are now being placed, and people are re-arranging their stock. The want of a retail hardware men's association is keenly felt in this city. Cannot some good, live retailer take hold of this and get it started?

"Oh, quiet," said Mr. Hatch, 446 Queen west; "but we can't expect anything else this month. Things, however, will pick up a little next month, and a good deal more the next." Mr. Hatch deals more in stoves than in shelf hardware.

"Something terrible," said Mr. Unitt's clerk, as I asked him the state of trade. "Everything seems to be dead. You can look out for us in skates again this winter, for we will get in another 2,000 pairs, and shall use the same sign this winter as last, thus saving the profit on sixty-five pairs." Mr. Unitt is once more comfortably situated in his old stand.

"Oh, pretty quiet," said Albert Welch's clerk, 304 Queen west. "We are selling a few stoves, but we can't expect to do much this month. A retail hardware men's association is just what is wanted, as then we could regulate our prices a little better, instead of everybody selling without making anything."

"Trade is very good," said Mr. Reynolds, of Smith, Reynolds & Co., 278 Queen west. "We have done a very good business in shelf hardware, but paints, oils and tinware are quiet. We are going to make a rush in the 'Pleasant Dream' ranges this winter. We will handle stoves extensively the coming season, and during Exhibition will try to rush business in that line on the grounds. A retail hardware men's association is just what we want, and you will see one in Toronto soon. The day is not far distant when the retailers will order their stock direct from England."

"Trade is very good," said B. Ibbotson, 208 Queen west. "Things are now beginning to look a little more brisk than of late. Bicycle repairing is quiet yet on account of so many being away on their holidays. Locksmithing remains good. Trade during the last two years has been a little later picking up in the fall, but it must be on account of the dull times prevalent through the country." Mr. Ibbotson has just returned from a week's sojourn in Muskoka, and is looking well.

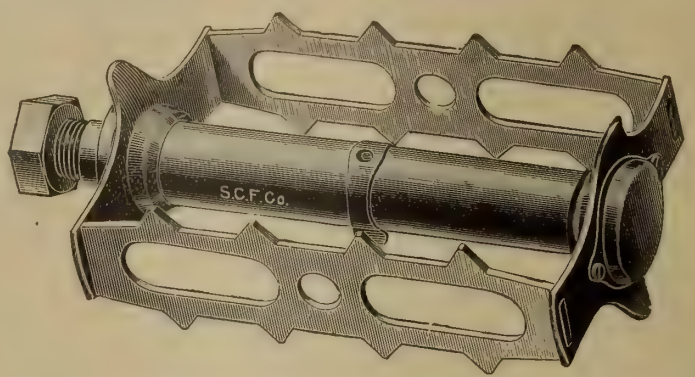
"Trade is very brisk, especially in the shop," said Mr. Hallarn, of Hallarn & Hayes, 204 Queen west. "In fact we have now more than we can get out on time. Prepared paints have been selling well all summer. A retail hardware men's association would be a good thing in Toronto and I would like to see it started." On being asked how it was that he was busy and most firms idle, Mr. Hallarn said that at the cost of about five dollars a month for advertising in the daily papers he can keep all his men busy. Why do not more of our merchants experiment in this particular?

"Business is fair," said Mr. Wilson's assistant at 166 Queen west. "It is a little too early for lamps, but the cutlery trade is quite brisk. A retail hardware men's association would be all right if it could be made strong enough to boycott these large firms who put their prices down on their cheap goods so low that the merchant who sells the good article cannot compete with them. This I think is the reason of the low prices on hardware."

"Although the grocery and dry goods trades in this city are cutting prices pretty close, still the hardwareman seems to have as bad if not a worse battle to fight," said a retailer. "Some seem to cut prices merely for revenge. Here's a case in point: 'A' was standing in his store door one day and seeing a customer, whom I'll call 'C,' come out of 'B's,' a competitor asked him what he gave for his purchase. 'Fifty cents,' was the answer. 'Well now, you must be easy to give that price when I have the same article in here for forty.' 'A' persuades 'C' to enter his store, when he shows him goods that cost 42c. wholesale, and offers them for forty. Of course, 'C' thinks he has been almost swindled out of his money, and consequently 'B' loses his custom. A merchant who will lower himself to do such a contemptible trick should not be allowed to buy from the wholesalers. Why do not the retail hardware men of Toronto form an association and try to get their business back to the old standard where it was ten years ago? Of course, there are more men in business to-day than there were ten years ago, but still with a good strong association there is no reason why the trade should not be placed on a more paying basis." RAMBLER.

BICYCLE PEDALS.

Rice Lewis & Son, Limited, are continually adding to their list of bicycle supplies. In order to supply the long-felt wants for a pedal which is dust-proof, they keep in stock a full assortment of high grade rat trap and rubber pedals, with covered centres, hardened cups, cones perfectly true, dust-proof caps, coppered and nickel-plated to prevent rust. They have them of all weights, from 11 ounces upwards.



LEARN TO SKETCH.

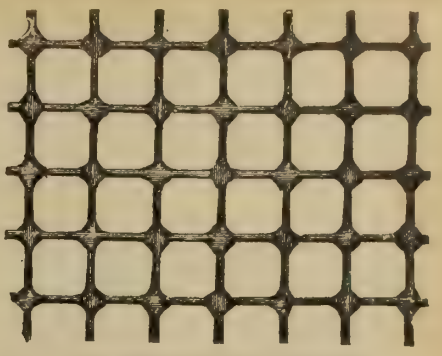
There is many a man who has succeeded in getting a job simply because he could put it on paper in the way of a sketch in a plain, intelligible way, and thus explain what he meant to do for a customer who could not understand a verbal description, says a writer in Hardware Reporter. It is always worth while to know how to make plans and sketches of all sorts of work which you undertake. It does not cost much to learn how to draw, and it is one of the most important and valuable of the small matters connected with a man's business. In difficult times, it won't answer to neglect even small matters, and therefore the man who has the greatest number of resources is likely to pull through most satisfactorily and make money when the good times do come. And these, it is believed, are now only a little way ahead.

EXPANSION OF STEEL RAILS.

Between Chester and Wrexham the intense heat has had a curious effect on the metals of the Great Western main line. The permanent way engineer discovered that the intense heat had extended the rails to a remarkable degree, making the rails rise between the chairs like a section of corrugated roofing. The space allowed for expansion had quite disappeared. The expansion of the metals every summer's day on a large section of the railway is quite surprising to others than engineers. The rails, of course, gradually shrink to their former size after sunset. In this instance the metals were so twisted that traffic had to be suspended for a time, and later in the day trains had to be carefully worked over the swollen metals.—Northeastern Daily Gazette.

Galvanized Cloth for Evaporators, Apple Drying, etc.

Perforated Sheet Zinc and Hardware Grade Cloth for Fanning Mill Repairs



WRITE FOR CATALOGUE

Manufactured by

The B. Greening Wire Co., - Hamilton, Canada

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants

As its name implies it is full of ideas for the retail hardware merchant.

PRICE, 50 CENTS (Half Price)

Buying, Handling and Selling of Tea

Being the experience of the most prominent and successful merchants.

PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade

This is another batch of Prize Essays full of valuable information.

PRICE, 10 CENTS

Sent, postpaid, on receipt of price.

HARDWARE MERCHANT

TORONTO.

BERGER BROS.

OF PHILADELPHIA

Trade has within the last two years increased beyond their highest expectations, the panic year being the best on record both as to the amount of sales and profits, the business keeping up to date about the same average. With the present low cost of producing supplies in their line, enabling them to sell at lower prices, and with other advantages and splendid facilities for handling goods in greater quantities, also prospects of better times ahead, they look for still larger trade in the future.

It may be well to state that this firm not only handle great quantities of Tinners' and Roofers' Supplies, such as Long Eave Gutters and Pipe, Zinc, Sheet Iron, Registers, etc., but are a general headquarters for Tinners' Hardware, where almost everything is kept in stock.

It will pay you to write for their Illustrated Catalogue, 1894 edition.

BERGER BROS.

TESTS OF OUR THOROLD

CEMENT

Show it is the best Hydraulic Cement for Abutments and Piers for Bridges, Concrete for Foundations, Cisterns, Cement Drain Pipe, Floors for Cellars and Stables, Sewers, and all Mason Work in moist or wet places.

10,000 BARRELS

of Thorold Cement were used in the construction of the great St. Clair Tunnel. Joseph Hobson, Esq., Grand Trunk Railway, Chief Engineer; Wm. Gibson, Esq., M.P., contractor.

MANUFACTURED BY

Estate of John Battle

THOROLD, ONT.

NOTICE TO DEALERS

WE BEG TO ADVISE THE TRADE that in order to thoroughly introduce the

IMPROVED FLEXIBLE BRIDLED BRUSHES

we will include in every package one or two bridles, attached free of charge.

The popularity of the BRIDLE is evidenced by the increased demand, the ready sale, and the thoroughly practical results derived.

Brushes without Bridles do not appear complete, and certainly do not sell as rapidly.

It will pay you to examine this Bridle and draw the attention of your customers to its merits.

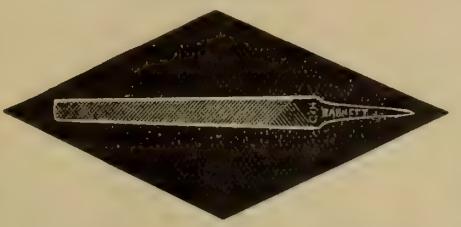
We strongly advise not to stock up with brushes without bridles.

The extra price for these Bridles per doz. will be quoted on application, by giving the size of brush, or they may be found in our latest Price List.

CHAS. BOECKH & SONS, Toronto

TRADE MARK.

BLACK DIAMOND



FILE WORKS

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles.
Climax Sawfiles.
Gulletting Sawfiles.
Lightning Sawfiles.

—AND—

EVERY OTHER DESCRIPTION OF SAW FILES.

REPAIR SHOPS IN HARDWARE STORES.

IRON AGE of last week contained another budget of letters on the above subject. Write a Texas firm:

"We have not a repair shop at present, but intend to add this feature to our business. We will want to do gun and lock work, bicycle work and repairing generally, and we would be glad to have ideas in regard to needed outfit for the business."

It is reasonable to presume that firms who anticipate, in a conservative manner, the demands of the public by introducing new features and new lines, attract special notice and add to their popularity and profits. A Michigan merchant made arrangements with a party capable of making repairs to run a shop in connection with his store which has proved of advantage to both, as will be seen by the following letter:

"The repair shop in connection with my store is not managed by myself, but was started in this way: A party who had traveled for a harvester company for a few years and then worked a season in a bicycle factory was looking for a place in which to start a bicycle repair shop. As I make a specialty of bicycles I thought it would be a good idea to have a repair shop, as it would be a good talking point in selling a machine to urge the fact of quick repairs in case of an accident. The party running the shop does bicycle repairing, repairs locks, lawn mowers, wringers, binder knotters, in fact, does general repairing; also puts in electric bells. In the way of tools he has a lathe, anvil, taps, dies, etc., but has not a forge, although one is needed very much, as he has to go outside to have such work done if any job comes in which requires brazing. He has been in here about four months, and is well satisfied with the trade he has worked up."

Another Michigan concern find it advisable to turn over small repair jobs to a shop fitted for doing such work, in exchange for which the mechanic buys his stock of them. The concern write as follows:

"Our shop, which we run in connection with our business, is largely what might be styled a sheet metal working establishment, suitable for marine work. We employ from four to ten men, and very largely our work consists in making copper pipe, smoke stacks and occasionally tin roofs; incidentally we do some repair work, but the larger part of the small work of the kind mentioned by your correspondent we turn over to a shop situated near us. It is fitted with drills, forges, taps and dies, etc., for repairing everything of the small kind. We sell him his stock, and in return transfer such business as comes for us to him. He is entirely independent from other connections, and tells us he makes a good living at the business. We can see no reason why, in connection with the hardware business, it would not be a good thing to have such a repair shop as your correspondent describes."

The following extract from the letter of an Ohio firm indicates the range of work which may be attempted with a limited supply of tools:

"We have a vise and tools, and do all key making and repairing that can be done without fire. We aim to keep the bicycles we sell in running order and keep the tires repaired and cemented on. Some of this we do gratis, but mostly aim to make pay."

A Pittsburg concern describes their shop and tools as follows, and state that any work which they cannot do themselves they get done outside:

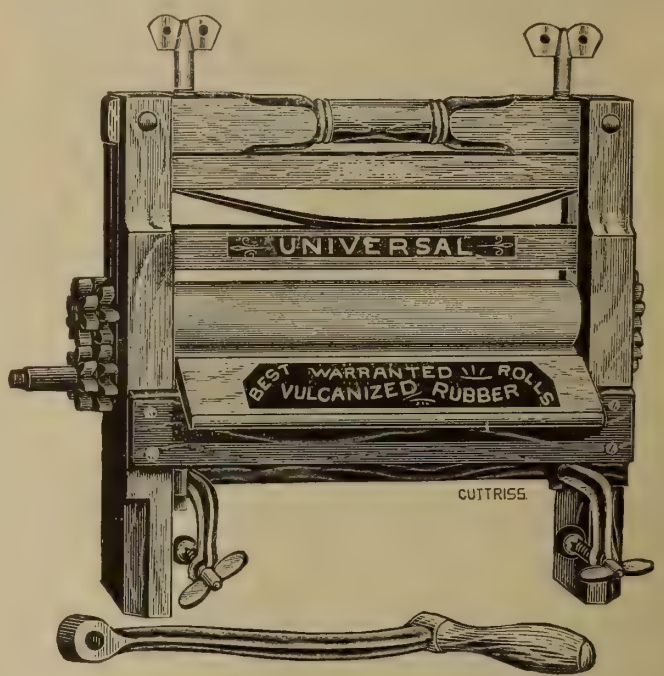
"Our shop is on the third floor, front, good light and ventilation. It is not private, but is always open to customers who wish to see the work done. Our bench is 12 feet long, 3 feet wide, of 3-inch thick oak plank. We have no lathe nor forge, but two 3½-inch vises, one drill press, good anvil, four sets of taps and dies, and all the small tools required; also a cabinet of parts, nuts, bolts, etc., set upright on bench, containing 117 compartments, and a row of hooks 18 inches long, 2 feet from ceiling, for holding tires, air tubes, rims, etc."

Another Pennsylvania firm carry on a general repair shop in connection with their store, and refer to it and the tools required in the following manner:

"We find a repair shop a necessity and keep one man busy all the time and some of the time two. A large percentage of the work is on bicycles, as we have sold a large number of wheels and we find that it pays to do considerable of this work gratis for our customers, who have purchased wheels from us. We repair lawn mowers, fit up iron pumps, and do any odd jobs that come our way. As to tools, we keep in use a full set of pipe cutters, dies, a small lathe, vise, files, and small tools too numerous to mention. We are of the opinion that any hardware store that sells bicycles will have to run a repair shop, and while there is no fortune in it, if it is properly looked after it will pay. One of the important features is to get a man who is handy with tools and can do the work neatly and rapidly."

THE "UNIVERSAL" WRINGER.

The "Universal" is the name of a wringer that H. S. Howland, Sons & Co. are handling this season. The accompanying cut is



an illustration of it. The rolls are vulcanized rubber and warranted. The "Universal" is, it is claimed, a first-class wringer, and has the additional advantage of being cheap.

A NEW TELEPHONE.

William Marshall, of New York, has prepared a curiosity for the electricians, according to an exchange. He began by taking up an ordinary book and placing in the leaves several slips of tin foil one and a half inches wide and four inches long. Then he attached a couple of fine wires, closed the book and carried the other end of the wires to another room, where they were attached to the transmitter of a telephone. Then a conversation began, with Mr. Marshall in one room and one of the persons in the room where the book lay. Each word that came from the book could be heard in every corner of the room. It is said the new principle is the direct opposite of the Bell principle. The latter is the magneto receiver; the new one electrostatic. As described by Mr. Marshall, the invention consists essentially of a telephone system, comprising speaking condensers and an induction coil at each station, each induction coil having two secondary wires and a primary wire, the opposite ends of each secondary wire being connected with the opposite poles of the speaking condensers.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOHN McMASTER, general merchant, Perth, has assigned to W. A Campbell.

SALES MADE AND PENDING.

The stock of W. R. Fee & Co., furniture, Montreal, has been sold at 66c. on the dollar.

The refining wells, etc., of the Consumers' Oil Refining Co., of Petrolea, are to be sold by auction 28th inst.

Nolan & Co., stoves and furniture, Jarvis street, Toronto, are again in difficulties and are offering to compromise.

Alex. McLaren, miller and general merchant, Cobden and Osceola, is advertising general business at latter place for sale.

PARTNERSHIPS FORMED AND DISSOLVED.

Joseph and J. E. Roy have registered a partnership in Montreal to carry on business as tinsmiths, under the style of Roy, Fils & Co.

F. X. Caron and J. B. Malo have registered a partnership in Montreal to carry on business as roofers, under the style of F. X. Caron & Co.

CHANGES.

The business of the Victoria, B. C., Iron Works Co., has been sold to Hinton & Penney.

FIRES.

A. Bricker, blacksmith, Berlin, has been burned out.

Peter McLaren, lumber, Macleod, N. W. T., has been burned out.

N. B. Heath, general merchant, Leduc, Man., has been burned out.

W. C. Harrison's planing mill at Norwood, was burned Friday night; loss $9,000, insurance $3,000.

The Grand Trunk grain elevators at Forest, were burned Friday, together with 6,000 bushels wheat and 2,700 bushels oats; loss $6,000, insurance $5,000.

DISCOVERY OF PLATINUM.

In nearly all the nickel ore mined in the Sudbury district there is more or less platinum, but not in paying quantities, except at the Vermillion mine in the township of Denison. Week before last, however, according to a daily paper, an important discovery of this rare mineral was made in the township of Snider, not far from the Tam O'Shanter mine, and in the most casual way. A well-known prospector, who had been out looking for timber for one of the mines in that vicinity, was going down to a small lake for a drink of water, when he noticed the peculiar color of the earth thrown up by a fallen tree in a swamp at the foot of a bluff. On examination, the whole flat proved to be a deposit of platinum ore much larger and richer than the one at the Vermillion mine.

THE ELECTRICAL BRANDING IRON.

The adoption of the electrical branding iron for the marking of foreign meat imported into England has been followed by its use in Australia for the branding of horses, cattle, and sheep, says an exchange. The current is supplied by storage batteries, and it is carried along conductors inclosed in flexible rubber tubes. The brand can be heated in an instant by the pressure of a spring connection under the hand of the operator, and the current can be as quickly cut off. Besides the manifest convenience of this arrangement the brand is said to be free from the blotches of the old method, and the sores often caused by the scaling of the iron are now avoided, as well as the burning of the skin from overheating.

INCREASING IN POPULARITY.

"Time tries all things" says the proverb, and the Toronto Industrial Exhibition is one of the institutions that stands the test triumphantly. Year after year it increases in popularity and adds to the record of its unbroken list of successes. The Fair which opens on the 3rd of September, will surpass any hitherto held in the number and variety of its exhibits, and the brilliancy and interest of its special attractions. There is an unusually large number of entries in manufactures, machinery, live stock, agricultural and dairy products, in fact, in all the staple departments. Those desirous of familiarizing themselves with the progress of the world in mechanical inventions and improved processes of industry can learn more by a day's visit to the Industrial Exhibition than in a year spent at home. Entertainments and specialty performances of every description fascinate and enthral the large class who seek for legitimate recreation. The attendance this year will be larger than ever, as in addition to the greatly reduced rates granted by the railways and steamboats, special excursions will be run from many distant points embracing the intermediate localities. The Fair continues from the 3rd to the 15th of September. [adv.]

BLACKSMITHS' TOOLS.



Horseshoe Vises.

Price, No. 1, - $4.00
" No. 2, - 7.50

Will save their cost in a week's sharpening. . . . .

A. B. JARDINE & Co.
HESPELER, ONT.

SITUATIONS VACANT.

HARDWARE CLERKS—INCREASE YOUR INCOME by showing The Hardware Dealer's Magazine to your local hardware merchants and manufacturers. Subscription $1.00 a year. Liberal commission. For sample copy, terms, etc., address D. T. MALLETT, Publisher, 78 Reade st, N.Y.



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

Roofing and Building Paper

Tarred Felt,
Dry and Tarred Sheeting
Building Paper,
2 and 3 Ply Ready Roofing,
Pitch, etc.,
In stock here for the convenience of the Trade.
Alex. McArthur & Co., Montreal

H. D. SIMMONS & CO., Western Representatives
85 York Street, TORONTO.
TELEPHONE 2164.

OUR SALES OF
"BURHAM" Portland Cement
For the past 8 months have been
25,499 CASKS.
"BURHAM" Brand outranks all other
Try it and be convinced. . . . .

Sole Consignees for Canada,
McRAE & CO., OTTAWA

Support Canadian industries by keeping in stock . . .
MUNN'S
LIQUID GLUE
IT WILL PAY YOU
THE ART METROPOLE, Agents.
131 Yonge Street, TORONTO.

1879—ESTABLISHED—1879
Essex Handle and Wood-Turning Works



Next in importance to the Axe, comes the Handle.
Our shaved pattern is pronounced by choppers to be just right. If you do not sell them it's time you did, because they are what the people want who use axes. If you do not get them from your wholesale house send direct to
GARDNER BROS. & CO.,
Manufacturers all kinds of Handles and Wood Turning
ESSEX, ONT.

A HARDWARE POEM.

THE following, from the pen of an Ohio hardware man, appeared in Iron Age of the 9th inst. :

A man once opened a hardware store
With the following goods on shelves and floor :
Hatchets and Axes all sharp to chop,
Hoes and Rakes to care for the crop,
Ringers and Rings so hogs can't root,
And Club Skates that the boys may scoot,
Locks and Knobs for store and house,
And Traps to catch a rat or mouse,
Lines and Hooks to catch big fish
(At any rate, that's the buyer's wish),
Saws and Planes and Augers and Bits
(If they're soft he catches fits),
Barb Wire and also Post Hole Diggers
That do not pay at present "figgers,"
Brushes of all kinds in quality fair
And Combs to curry the old gray mare,
Corn Cutters and also Scythes and Snaths
And wire fixings to wean the calves,
Circular Saws that go with a buzz,
Blankets and Robes that have no fuzz,
Skinem & Co.'s ready mixed Paint—
You open a can and it makes you faint—
Well Buckets, Rope and high Step Ladders
And Fish Oil Putty put up in bladders,
Pure Coach Varnish without any gum
And bell faced Hammers to pound your thumb,
Steel Ice Creepers so you can't slip,
Hollow Ground Razors to shave your lip,
Rubber Hose all nozzled to squirt
(When used it "busts" and spoils your shirt),
Firmer Chisels, both tang and socket,
American Knives to keep in your pocket,
A non-adjustable Plumb and Level
(The buyer wishes you'd go to the ———),
Knicknacks of all kinds, including Tweezers,
Husking Pins, Baskets and Fodder Squeezers,
Poultry Netting for the making of coops
And a full assortment of Chisholm Scoops,
Hazard Powder that goes with a flash
And Mincing Knives for chopping the hash,
Wrought Butts, jointed fast and loose,
And a twenty-four pound Tailor's Goose,
Boxing Gloves for banging your snoot,
Big Tin Horns, with a McKinley toot—
All these things and many more
Were kept in this famous hardware store.
The merchant worked both day and night
And thought he was clearly out of sight.
He sold for cash when he could get it,
But most of the time he sold on credit.
He had the goods charged in great big books,
With numerous slips on small wire hooks.
It ran this way for a number of years,
Until the man's mind was filled with fears
That some of his creditors would not wait
For farmers to sell their wheat too late.
The contractors also were very slow pay—
Most of them seem to be built that way.
His goods went out at almost cost.
With nothing to offset what he had lost
He failed to avail himself of the cash per cent.,
So that all he had to the sheriff went.

MORAL.

Buy goods as you need them ; don't trust any one you have not confidence in ; require frequent settlements from your customers, and don't sell goods for glory.

BUILDING UP A BICYCLE TRADE.

IT is always instructive, says Ironmongery, to know how any man makes a success of an enterprise in which we take an interest, and the following account of how an ironmonger built up a cycle trade will doubtless prove interesting :

About four years ago, writes this enterprising tradesman, a traveler for a leading bicycle factory succeeded in interesting me in his line to the extent that I ordered three sample machines of different grades, and assumed the agency for their sale in the vicinity. This was the small beginning of a special branch of our business, which is now of sufficient importance to be regarded as a profitable and permanent feature of our establishment.

At the time I hesitatingly placed the order for the three initial machines I had misgivings as to the wisdom of the step, for the reason that neither of my partners nor any of the assistants in the shop were bicycle riders, or particularly interested in cycling. I was aware that there was a growing popular demand for bicycles in my locality, and that another local tradesman in a different line to myself had the year before stocked a certain line of machines and effected a number of sales. These facts, and the persuasiveness of the traveler, induced me to make what at that time was considered a departure from the established ironmongery lines.

As soon as the sample wheels reached the shop I made an immediate sale of one of them, the impatient customer being myself. I resolved that if I proposed to make a success of the "bicycle department" it was necessary that I should learn how to ride myself, and be able to intelligently explain the use and practical value of the particular machine I was selling. For the next two weeks I diligently employed the evenings in cycle practice, and soon was able to ride with ease and personal enjoyment. I rode to and fro from the shop at morning, noon and night, and in this way naturally introduced the machine to my friends and the general public with little effort. In the meantime I discovered that the bookkeeper in the shop was somewhat interested in cycling, although not owning a machine, and as his services behind the desk were not particularly arduous, I encouraged him to ride my bicycle around the town and talk up cycling and our particular kind of machines to his acquaintances.

Before the first month had passed the combined efforts described had resulted in selling the remaining two machines and placing an order at the factory for five more. Besides the two machines sold, there were half-a-dozen townspeople who had become interested in the make of bicycle I handled, and I began to see some possibilities in the new venture which encouraged me to make further effort. The bicycle season had but just opened, in fact the weather was almost too cold for outdoor sport, and I realized it was just the time to cultivate the trade which was bound to come in the near future.

I decided to devote a considerable portion of my regular advertisment space in the local newspaper to the subject of bicycles, and for this purpose used a small cut of the bicycle, furnished me by the manufacturer, in connection with a few crisp words, changed with every issue of the paper. I also devoted one of my show windows to the display of my bicycles, and the bicycle sundries I had also commenced to stock. I procured a figure of an athletic youth, with wax head and hands, and set him astride the bicycle in the window. The machine was held in position by a fine wire, and the general effect was attractive. The maker of the machine I handled offered to furnish me with some paper-covered catalogues, with my imprint on the front cover, as "Sole agent for ——," and I distributed some of these in the hotels, public library and other places where they would be likely to meet the eyes of possible buyers.

The second season I still further extended the bicycle business by fitting up in the rear of the shop a room for repair work, and soon found it necessary to employ a skilled mechanic to attend to the work sent into the shop. I had a sign swung over the pavement in front of my shop, on which a bicycle was painted, and on which attention was also called to my repairing shop. I found that the repairing work was a very profitable department and made it easier to sell machines. My experience proves that it pays to be liberal in the matter of repairs, especially to those machines originally sold in your own shop, and also to give the customer the benefit of the doubt in case of "accidents." In my repairing shop a regular account is kept of each job done, these being numbered seriatim, and the cost of material and labor expended on each job is noted as closely as possible. By this means the profit of each job is readily determined, the business is systemized, and you are enabled to quote for similar future jobs with certain knowledge of the price it will pay you to do it for.

From this informal review of my experience with bicycles in the ironmonger's shop, it will be noted that it proved a profitable branch of the business ; and now that bicycles are being so generally sold by ironmongers everywhere, I feel grateful towards the traveler who four years ago induced me to commence their sale.

DOWSWELL BROS.
HAMILTON, ONTARIO
MANUFACTURERS OF
Clothes Wringers, Mangles, Churns, Washing Machines, and Household Specialties
Prices are low but you will find our goods first-class. Send for Catalogue. . . . .
EASTERN AGENTS
W. L. HALDIMAND & SON, - Montreal

RAMSAY'S
Furniture Varnish
Brown Japan
Inside Varnish
Outside Varnish
In Handy Cans
IS THE PROPER LINE.
A. RAMSAY & SON
MONTREAL.

GET OUR PRICES FOR


Calcined Plaster. Sewer Pipes.
Chimney Linings and Tops.
Mortar Stains. Fire Bricks and Clay
Enamelled Porcelain Sinks.
English and Belgian Portland Cements
and General Builders' and Contractors' Supplies.
W. McNally & Co.
MONTREAL.

Pigou, Wilks & Lawrence
Limited.
11 QUEEN VICTORIA ST., - LONDON, E. C.
Sole makers of the
"ALLIANCE"
PRIZE SPORTING POWDER
THE TRADE ONLY SUPPLIED.

DELIVER ON COLLECTION.

EVERY glossary of commercial terms contains an explanation of the well-known letters C.O.D., remarks an exchange. There is also an explanation of this legend in every list of abbreviations. While some of the young people of the day give it a familiar interpretation, to the effect "Call on Dad," it is ordinarily used in the sense of "Collect on Delivery."

A good story is told of an Irishman who ordered a quantity of haddock fish, to be delivered by carrier. He was somewhat indignant upon the delivery of the fish to find on the outside of the package the letters "C O.D." "An' sure," says Pat, "I didn't order codfish." The carrier examined the fish and pronounced them haddock. "Well,' says Pat, "C.O.D. don't spell haddock." "Oh, no," the carrier replied, "C.O.D. spells cod." "Then," says Pat, triumphantly, pointing to the fish, "them's fish." "Yes, you're right there." "Well, that makes codfish, don't it?" "But where do you get the cod f om?" returned the carrier. "Look here," says Pat, pointing at the pretentious C.O.D., "that's cod to be sure." "Oh, no, that's C.O.D., which means 'collect on delivery.'" "Ah, bedad, I didn't think of that," cried Pat, scratching his head with one hand and feeling for his purse with the other. "But, young man, let me give you a bit of advice, when yez bring any more bundles for me, don t put on anything so mysterious again, but just reverse the big letters, making it D.O.C., and then ye can 'deliver on collection,' which any fool can understand."

We doubt very much if there is to be found any better play upon commercial terms than this reversal of the well-known letters, C.O.D.

MODIFICATION OF THE FLAW DETECTOR.

A mod fication of the flaw detector, brought out some time ago, has been designed by a Paris inventor, according to an exchange. The apparatus is electrical, and consists of a small pneumatic tapper, worked by hand, with which the sample of steel or iron is tapped over. With the tapper is connected a telephone, with a microphone interposed in the circuit. For the operation of the apparatus two persons are required, one to apply the tapper and the other to listen through the telephone for the indicating sounds. Although the operators are in electrical connection, they are located in separate apartments, so that the direct sounds of the taps do not interfere with the listener. While the sounds produced by the taps are normal, the operator at the telephone does nothing; but directly a false sound, which is distinguishable from the normal sound, is heard, he sends a signal for the spot to be marked, and thus not only detects but locates the flaw.

ADAM HOPE & CO.,
HAMILTON
Offer for Sale
"Pioneer" and "Sloss" PIG IRON
These are fine foundry irons, being strong and large scrap carriers.
Also all the well-known—
Scotch Brands,
Broken Car Wheels,
and Railway Cast Scrap.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND **"C. I. F."** THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.
GEO. E. DRUMMOND,
Managing Director and Treasurer

BEWARE OF PIRATES
Who all but infringe the laws of Copyright and mislead the public by twisting words.
JOHN LUCAS & CO.'S
Imperial French Green
IS THE ORIGINAL AND ONLY RELIABLE

:: ASSORTED

DESIGNS ::
Decorated White
TEA AND COFFEE POTS
WITH NICKEL-PLATE COVERS
CAVERHILL, LEARMONT & CO.
MONTREAL

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.



For Iron Fencing Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 50 $5 75
I.X., "	6 75 7 00
I.X.X., "	8 00 8 25
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	4 75 5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 35 3 50
I.C., special sizes	3 60 3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base Price
Common Bar, per 100 lb	$1 85 1 90
Refined " "	2 35 2 65
Horse Shoe " "	2 60 2 75
Band " "	2 25 2 30
Hoop " "	2 25 2 30
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 11
Tank Plates1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

½-inch	10½c
-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¾ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 50
22 to 24 "	2 35
26 "	2 45
28 "	2 65

Canada Plates.

All dull	2 50 2 55
½ polished	2 55 2 60
All Bright	2 85

Iron Pipe.

Wrought 67½ to 70 p.c.
Galvanized, 45 to 50 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4¼, 4½
26 gauge, "	4½, 4¾
28 " "	4¾, 5

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4½
" ⅜ " "	4⅛ 4⅜
" 7-16 " "	3⅞ 4
" ½ " "	3⅝ 3⅞
" ⅝ " "	2⅞ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10½ 0 11
Lake Superior	0 10½ 0 11

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square 1 to 2 in	0 19 0 21

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04½ 0 04½

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2¾ 0 02¾
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 13½ 0 14
Standard	0 12½ 0 13
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10½ 0 11
Other makes "	0 9½ 0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4 50 4 75
No. 1 Do. "	4 50
No. 2 Do. "	4 25
No. 3 Do. "	4 00

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) "	2 75
" " Royal "	1 10 1 15
Venetian Red, (best) "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } " "	1 25 1 90
Canadian " }	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 69	
Extra "	0 90	
Brown Japan "	0 65	
Brown Japan, Turpentine p. gal.	0 85	
No. 1 Carriage "	1 30	
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls)

Selected Packages, per gal	0 43	0 44

Castor Oil.

Best, per lb	0 06⅝	0 06¾

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	4 00	4 25
Copper, discount, 50 p.c. off Revised list.		
Steel Clad 20 p.c. dis.		

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00
Blacksmiths' discount 35,40 per cent		

Belting.

Agricultural, 50 per cent.
No. 1, leather dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ percent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70 and 10 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	500	4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 and 5 p.c.
Loose Pins, " 65 & 10 to 70 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
World "	21 75	
Daisy, "	24 00	
Star, "	18 00	
Crown Jewel, per doz	29 00	
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } Plate dis. 50pc. }	to 50 and 5 per cent.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots		2 70
Thorold "		1 10
Queenston "		1 10
Napanee "		1 10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz. 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0		1 35
" No 2		2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz. 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1 70	
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto FileCo., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	11 5	2 20	1 50	....
26 to 40	1 30	2 50	1 75	....
41 to 50	....	2 90	....	4 00
51 to 60	...	3 20	....	4 50
61 to 70	....	3 50	....	5 00
71 to 80	....	3 90	....	5 75
81 to 85	....	4 40	....	6 50
86 to 90	....	5 00	....	7 75
91 to 95	....	....	....	9 00
96 to 100	....	....	....	10 50
101 to 105	....	....	....	12 00
106 to 110	....	.....	....	14 00
111 to 115	....	....	....	16 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	0 30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 88	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p.c

Heavy, per lb	03 3-5	0 04½

Screw hook and hinge—

6 to 10 in., per set	0 00	0 03½
12 up "	0 00	0 02⅝

Per doz. set

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis 50 to 60 p.c

Per doz. pairs

Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 40 to 45 per cent.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 65
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples. Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.
Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails
Canadian, dis. 60 to 65 and 2½ p.c.

Horse Shoes.
F.O.B. Toronto & Hamilton.... $3 80
Snow, " " ... 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.
Star, per doz 3 00 3 25

Kettles.
Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys
Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.
Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Knives.
Clauss, bread cake and paring knives $7.20 per doz. nett.
Hay Knives, spear point, L or T hdle 45 per cent. dis.
Lightning, per doz. 8 40 14 00
Heaths, 45 per cent. dis.

Ladles.
Melting, per doz..... 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*
Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50
Cabinet.
Eagle, dis. per cent, 40 to 42½ p.c.
Padlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter
Enterprise, American dis 00 to 25 per cent. dis.
Home, each ....

Mincing Knives.
American, per doz 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.
Cut Nails (Iron)
1. Either Canada or Amer. Basis—50 to 60 dy..... 1 85 1 90
40dy..... 1 90 1 95
30 dy..... 1 95 2 00
20, 16 & 12 dy.... 2 00 2 05
10 dy..... 2 05 2 10
8 & 9 dy..... 2 10 2 15
6 & 7 dy..... 2 25 2 30
2. Amer. Pattern Only from 4 to 5 dy .. 2 35 2 40
3 dy. (lath)..... 2 85 2 90
3. Canada Pattern Only from 4 to 5 dy .. 2 35 2 40
3 dy. (lath)..... 2 75 2 80
3 dy. A.P. Fine 3 45 3 50
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.
German & American.... 1 85 3 50

Nail Sets.
per gross
Square, round and octagon 3 38 4 00
Diamond..... ..... 12 00 15 00

Netting.
Poultry, 65 to 65 and 5 per cent.

Oil.
Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W. " 0 25
S R. Seal .....per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.
Galvanized, per doz 2 25 3 30

Pencils.
Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks
Per doz..... 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.
Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.
English, per doz..... 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.
Corn, square, per doz.... 1 35 2 00

Pruning Shears.
Per doz..... 4 00 5 50

Pulleys
Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.
Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches
Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty
Bladder, per 100 lbs 1½ 2
Tins, lbs 2 50 2 75

Rail.
Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3¾ to 4c. ft.

Rakes.
Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.
Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.
Currier's, per doz 1 25 3 60

Rivets and Burrs.
4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.
Canadian dis. 30, 35 per c.

Rope Per lb.

	Sisal.	Manilla.
7-16 in. and larger.. ...	7½	9½
¼, 5-16, ⅜ in..... ...	8	10
Cotton, per lb.....	18	20
New Zealand	8½	9
Russia Deep Sea, per lb..	12½	13½
Jute ..... " ...	06¾	07½

Rules.
Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.
Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord
Per lb..... 22 50

Sash Locks.
Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.
Sectional, per lb..... 1¾

Saws.
Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz..... ..... 7 50
Hand, Disston's, dis 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.
"Lincoln" McMillan & Haynes, per doz 7 50

Scales.
Canadian List, dis. 40 to 40 and 5 p.c.
Scale Beams.
Canadian, B S. & M. dis. 40 p. c.

Scrapers.
Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.
Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.
Sargent's, per doz 65 4 00

Screws.
Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes
Discount 40 to 45 per cent.

Scythe Snaths.
Canadian, dis. 35 to 40 p. c

Shears.
B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves
Sliding Door, per set ... 77 1 40

Shovels and Spades
Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.
Fenerty's disc, 45 to 50 per cent.

Sieves
Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps
Harness, German, dis. 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio
In ¼ or ½ gross boxes, per grs. 11 30

Soldering Irons.
Per lb..... 0 28 0 30

Wrought Spikes
Discount, 20 per cent. to 25 per cent.

Spoke Shaves.
Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.
Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.
Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.
Fence, galvanized, per lb 3½
Wrought Iron, dis. 80 to 80 & 5 p. c.
Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).
Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " 4 80

Stone.
Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.
Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.
English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman s, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.
Tin case & dairy, dis. 75p.c

Thimbles.
Asbestos, filled, per doz., 35 to 40 p c.

Ties.
Cow, per doz 1 75 2 50

Tinner's Tools.
P.S.&W., net list.
Canadian 15 to 35 per cent dis.

Tinware.
Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters
Payson's, $2.60 to $5.00 per doz.

Traps
Game, Newhouse, dis 33⅓ p.c. to 35 p.c.
Game, H & N., P. S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.
Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.
Butter, per doz..... 6 25 9 00

Twines.
Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " ..... 0 30 0 5⁄
Binding, Common Sense 6½
" Blue ribbon 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8

On prison made twine freight is prepaid to any railway station in Ontario.

Vises.
Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.
Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.
Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.
Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5¾ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	3½ 3¾
" 4 " 4 & 6 " "	
" Plain twist, all deld	3½ 3¾
" Steel thorn and ribbon.....	4¾ 5
"Lock Barb," 4 point	.. 4½
Ditto Glidden 2 point	.. 4½
Galvanized Barb, "Lyman," 2 to 4 points.....	.. 4½
Steel staples	.. 3½

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth
Ordinary, discount 25 p.c.
Painted Screen, p.100 sq.ft 1 85 1 90

Wrenches.
Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 00
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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> Is bound in shallows and in miseries."

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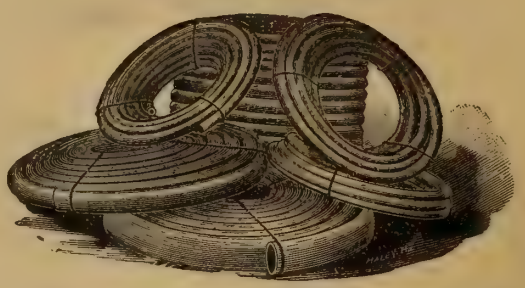
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AND METAL MERCHANT

VOL. VI. TORONTO, AUGUST 25, 1894. No. 34.

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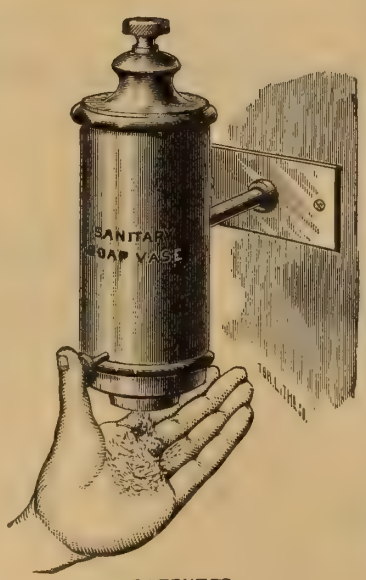
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Saves soap.

Saves money.

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Published Weekly. $2.00 a Year.

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J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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THEY TALK OF REORGANIZING.

WHEN the different associations in the paint and oil trade collapsed last spring it was the opinion of their former members that they were dead never to be resurrected.

Since then prices have been slaughtered as they never were probably before.

Turpentine, linseed oil, white lead, prepared paints have been selling at figures which threatened to send some of the dealers where the defunct associations had gone—into oblivion.

This particular effect, of which the dissolution of the association was the cause, is now the incentive to a movement looking to the resurrection of at least one or more of the defunct organizations.

This particular organization is the Turpentine Association.

And the hope of the trade in the accomplishment of this object seems to be based largely on the expectation that the new method of bringing turpentine into Toronto in tank cars will prove the strongest lever to bring about the desideratum.

The project is in the mouths of several dealers.

"I hope that some of the old associations will be reorganized," said one jobber. "There was no good reason, anyhow, why the turpentine and linseed oil associations should have been dissolved. If prices continue being cut as they are now some houses will have to go to the wall."

"I believe the old associations are beyond resurrection," said another jobber, who had been approached on the matter. "In fact, I don't think there ever will be another association. It is now a case of the survival of the fittest."

The scheme seems yet to be in an informal stage, and whether it will ever be consummated remains to be seen.

FIRMNESS IN FIREBRICKS.

THE imports of firebricks at the port of Montreal during the current summer have been about up to the average, never running over 90,000 per week, which was about the maximum weekly receipts; and of course they have ranged down from that.

Figuring on this a well-known Montreal selling agent said to HARDWARE'S Montreal man, that the stock in Canada was only an average one, and that if the present state of affairs in Scotland was of any duration, there might be an absolute want of firebricks experienced. He cited advices from Scotland which he showed to the correspondent.

They were to the effect that owing to the coal strike in Scotland manufacturers of bricks and pipes were obliged to close down their works about a fortnight ago, and his latest cable advices stated that stocks were completely exhausted. With others, therefore, he was experiencing great difficulty in placing orders for future importation.

With this fact in view, therefore, and light stocks here, a strong feeling prevailed on firebricks, and no one would be surprised if there was a sharp advance in prices in the near future.

DO NOT BESPEAK HARD TIMES.

EVIDENCES are wanting that the condition of the country is unhealthy; but evidences are forthcoming to prove that the country is healthy.

The Government savings' banks returns for 1893 recently published are of the latter character.

These banks are the depositories of the savings of the masses. And when people are hard up, not only do they not increase their savings, but they are of necessity compelled to draw upon what they have in their day of prosperity put aside. No one will gainsay this. Yet, notwithstanding the hard times that some people have been bemoaning, we find that last year not only did these people increase their savings, but they withdrew less than they have done any year during the previous five years.

The total number of depositors in the Government savings' banks last year were 148,868 against 145,400 in 1892, while they deposited $7,708,000 against $7,056,000 the latter year.

The number of withdrawals was 73,000, and the amount withdrawn $6,631,000, against 77,000 and $7,230,000 respectively in 1892.

The total amount on deposit at the end of the fiscal year 1893 was $24,153,193, including interest. Not so bad a nest egg, after all, for a people suffering from "hard times."

The fact of the matter is, we are too much in the habit of crying "wolf" when no wolf is nigh.

Half the time it is "scare" talk, and the want of confidence it breeds that clogs the wheels of commerce and prevents their running as freely as they otherwise would.

When business is quiet, instead of sitting in sackcloth and ashes, merchants should exert a little more ingenuity to bring trade. That is the sensible way—that is the right way.

IRON AND STEEL IN JAPAN.

WAR does one good thing: It leads to a dissemination of knowledge of the countries of the respective combatants.

An apt illustration of this is the war between China and Japan.

Among the many articles that have been written regarding one or other of these

countries is one by a Mr. T. Wade, and which appeared in the Engineering and Mining Journal. It treats of iron consumption in Japan.

Twenty-five years ago the Japanese were only able to produce iron out of magnetic iron sand by crude and slow methods. By this means they were able to produce the 20,000 to 25,000 tons that were annually required.

Sixteen years ago foreign technical methods were introduced, and although several blast furnaces have been established, there has not been that increase in the output which the largeness of the consumptive demand would warrant.

Inexperience, scarcity of coal, and a general depression during the past five years have been the causes which have contributed to this.

Blast furnaces should prove profitable in Japan. The country is rich in pure magnetic iron ore, and coal for the manufacture of coke is plentiful. Then the consumption of iron and steel is steadily increasing. At present about 92,480 tons of iron are used all told annually in machine shops, the navy yards, arms factories, foundries, and for making rails for railroads.

In Japan, rails and bridges have to be removed every twenty-five years, and, besides, from 200 to 250 miles of new lines are constructed every year.

On account of the absence of sufficient iron and steel works, the country is of course compelled to import a considerable quantity of the different grades of iron and raw material, as well as engines, steamboats and all the necessary railroad supplies.

It is estimated that Japan pays annually to foreign countries for iron and manufactured iron about 12,955,354 yen. The gold yen is worth about one dollar in Canadian money, or, to be exact, 99.7c.

Not one dollar of this sum appears to fall into the hands of Canadian iron or hardware men. At least, a search through the last trade and navigation returns fails to reveal any transaction of the kind. Anyhow, our exports, all told, to that country during the fiscal year 1893 only aggregated $32,482.

But if we did not sell the Japanese anything in the iron and hardware line during that year they did us, although the parcels were small.

The first entry relating to the hardware trade in the returns is one regarding bird cages, of which we got $12 worth during the year. Brass manufactures, not otherwise specified, we bought to the value of $293; manufactures of copper, n.e.s., $263; white granite or ironstone ware, $607; silvered glass, $6; electroplated and gilt ware, $11; hardware for house furnishings, $134; machinery, $244; iron ware, $231; all other cutlery, n.e.s., $1; manufactures wholly or in part iron or steel, $89; manufactures of lead not otherwise provided for, $10; metal statuettes, $283; metal gas fixtures, etc., $73; tinware, $40. The value of the articles enumerated aggregates only the small sum of $2,297; but it is large compared with our blank as sellers to them in this class of articles. Our total exports to Japan of all kinds of goods was nearly one million and a-half's worth.

Whether we are doing any better with the Japanese, now that the C.P.R. steamship line has become well established, the returns are not yet to hand which would enlighten us.

U.S. GLASS TARIFF AND CANADA.

A TORONTO firm has within the last few days received a cable announcing an advance in Belgian window glass.

The advance is equal to 15 per cent. all round, and the cable intimated that another advance was expected inside a week.

The reason assigned for the advance is the settlement of the tariff in the United States.

Last year the total value of glass of all kinds imported into the United States from all countries was $5,216,653, but the proportion of it that was common window glass appears to have been small. The tariff, in fact, was too high for it to be otherwise.

Now the duty is considered low enough by the European glass makers to enable them to get access to the United States market again. On account of this fact they look for higher values in the glass market; and, in fact, they are already initiating them.

That they have reasons for expecting to sell larger quantities of glass to the United States may be gathered from this summary of the principal items in the tariff relating to this article:

Unpolished cylinder, crown and common window glass not exceeding 10 by 15 inches square, per pound, 1⅜c.; new rate, 1c. Above that and not exceeding 16 by 24 inches square, per pound, 1⅞c.; new rate, 1¼c. Above that and not exceeding 24 by 30 inches square, per pound, 2⅜c.; new rate, 1¾c. Above that and not exceeding 24 by 36 inches square, per pound, 2⅞c.; new rate, 2c. All above that, per pound, 3⅛c.; new rate, 2⅛c.

Cylinder and crown glass, polished, not exceeding 16 by 24 inches square, square foot, 4c.; new rate, 2½c.

Above that and not exceeding 24 by 30 inches square, square foot, 6c.; new rate, 4c.

Above that and not exceeding 24 by 60 inches square, sq. ft., 20c.; new rate, 15c.

Above that, per sq. ft., 40c.; new rate, 20c.

Fluted, rolled, or rough plate glass, not including crown, cylinder or common window glass, not exceeding 10 by 15 inches square, sq. ft., ¾c.; new rate, ¾c.

Not exceeding 16 by 24 inches square, sq. ft, 1c.; new rate, ¾c.

Above that, and not exceeding 24 by 30 inches square, sq. ft., 1½c.; new rate, 1c.

All above that, sq. ft., 2c.; new rate, 1½c.

And all fluted, rolled, or rough plate glass, weighing over 100 lb. per 100 square feet, shall pay an additional duty on the excess at the same rates herein imposed: Provided, that all of the above plate glass, when ground, smoothed or otherwise obscured, shall be subject to the same rate of duty as cast polished plate glass unsilvered.

"The reduction in the duty," said a Toronto dealer, "is not so great as it appears to be at the first blush. For instance, no reduction will be made in the cost of the box, and the freight will be the same, which means that neither the dealer nor consumer will get the full benefit of the percentage of reduction in the tariff.

"Stocks of glass in the States are low just now. Dealers have been expecting a drop in the duty, and of course they have not been importing any more than they could possibly help. Now they must buy, and the European makers, who will be kept busy filling their orders for some time to come, are taking advantage of the situation to raise prices.

"In Canada stocks are heavy, but they cannot be replaced at old prices, and I expect to see an advance here before long. I believe now is a good time to buy, for even supposing prices do not advance, there is no prospect of their being lower than they are at present."

The position does certainly look stronger; but it must be remembered that there is a good deal of reckless cutting going on in the jobbing trade, and whether the members thereof will discontinue this and take advantage of the strength in the primary markets remains to be seen.

TRADE DEVELOPMENT THE ISSUE.

THOSE who claim to know allege that the real issue in the conflict between China and Japan is whether progress shall be the rule in Corea.

China is credited with a desire to preserve Corea in its pristine condition as a hermit kingdom, while the Japanese are said to be in favor of opening up that country to trade and civilization.

The "pristine condition" referred to is deplorable. The old feudal system obtains there, while abject poverty is the condition of the great mass of the Coreans. The country is rich in minerals, but they are undeveloped except a little gold, and all the precious metals the King claims as his own. In one part of the country there is a rich seam of anthracite coal, for the product of which a high price could be obtained at Hong Kong or Shanghai, but it is quarried for the use of the palace, and its export is prohibited.

Corea has long been known as a nation low in the scale of civilization, and the revelations of the past few months have emphasized this knowledge. If, therefore, the real issue of the present war is as stated, let us hope for success to Japanese arms. Otherwise the people of this country are unconcerned how the conflict ends.

The trade and navigation returns do not show that Canada either buys from or sells to Corea one dollar's worth of goods, but if Japan, by trouncing John Chinaman, is going to increase our opportunities—or the opportunities of any other civilized nation for that matter—for doing business with that country, well and good. We have, no doubt, a few things which we could sell the Coreans, and they have in all likelihood a few things which they would not object to sell us.

RE TANK TURPENTINE.

"I agree with some of the contentions of the jobber whom HARDWARE interviewed last week re tank turpentine, but not with all," said a wholesaler. "For instance it is not going to cost 1c. per gallon to return empty barrels; a barrel can be returned for 25 or 30c. at the outside. Then again, talk about the druggists not caring to purchase turpentine that has been brought in in tanks, because of a fear that it will be adultered, why I think that is nonsense. That which arrives in tanks will be as pure as that which comes in barrels. The people handling it are men who would not resort to adulteration. I have every confidence in them anyhow. But whether they will be able to make the scheme a success is another question."

THE PROFIT ON GLASS.

"There is not much money in glass these days, I can tell you, with first break going at $1 10 to $1.15," remarked a large dealer to HARDWARE the other day. "Look here, there is duty 20 per cent., freight 2s. 6d. per ton, the case and the packing, the agents' commission, and the cost of cutting to size. Practically the only ones who make money on glass are the commission men, the carriers and the Government. The manufacturers and the men who sell the glass get blessed little out of it. People as a rule don't think of this."

AMERICAN IRON IN CANADA.

The American Manufacturer, commenting on HARDWARE'S Montreal correspondence re low price at which American pig iron was being sold there, says:

"Canadian iron men doubtless take the correct view when they express the opinion, as stated by our Canadian contemporary, HARDWARE, that it is the unusual condition of affairs prevailing across the line which permits of this American pig being offered so low in Montreal. The Canadians very reasonably contend that American competition in that market, considering the distance and the tariff, can only be temporary. Just now American sellers are getting very little more than the cost of production, and in numerous cases it was difficult to get that. Hence the appearance of American iron in Montreal is not to be regarded as an indication of prosperity and the permanent extension of our markets. If our home market improves, the abnormally low prices which rendered possible the commercial movement referred to will disappear, as we cannot expect to permanently hold a market so easily reached by Scotch pig iron producers."

Iron Trade Review, Cleveland, referring to the same correspondence, says:

"Surprise is expressed by pig iron dealers in Montreal that foundry iron from the 'States' could be laid down there at $17.25, after paying the duty of $4 a ton. It is an unprecedented procedure that Scotch iron is shut out from that city by iron from the United States, but it is simply an index of the low level to which prices in this country have fallen. It has been impossible thus far for our rail mills to meet the competition of English rails brought to Canadian points at low ocean freights; and in spite of the cheapness of American structural steel the past six months, Belgian material has kept our plates and shapes out of the important selling centres of Canada."

A DAY WITH STOVE MEN.

THE second annual picnic of the employees of the Gurney Foundry Company was held in Oakville Park, August 18th. The day was made to order, it being just cloudy enough to keep Old Sol from making things uncomfortable for the games and dancing. A large crowd went out on the 7.30 boat, accompanied by the orchestra. As soon as the boat was well under way the music and dancing were started, and kept up until the arrival at Oakville, where it was started again in the park, and kept up almost unceasingly till night. Under the skilful management of Messrs. Hickey, Alcock and Taylor the games passed off quickly, and everyone enjoyed himself. Refreshments were supplied by the company to all holding the firm's excursion tickets. About 2 o'clock the games were started.

The competitions, except the ball match, were confined to the employees of the company and their families. In the 100 yards' race there were six entries, the winners being: First, Sydney Fraser; second, H Jolly; third, N. Fitzgerald.

Next came the shoe race, which was most amusing, as everyone was supposed to get his own shoes, and when the man with No. 5 feet came in with No. 10 boots on, and another man came in with his under his arm it rather altered the decision of the race. The result was: First, J. Mitchell; second, M. Woods; third, B. Ferguson.

In the run, hop, step and jump there were only three entries. T. Hickey came first, J. Slattery second, and William Moore third.

In putting the 16-lb. shot there were four entries, D. Hickey getting first and James Arnott second.

The 200 yards race had to be run twice on account of some of the men being too anxious to start before the word "go" was given. In the first heat one man got his wind knocked out in a collision at the turn. In the second, D. Grant came first, and C. Curtain second.

There were only two entries in the boys' race, it being confined to employees' sons under 12 years. C. Mugford got first, and J. Hickey second prize.

Considerable time was spent in getting entries for the married ladies' race, but eventually eight started. The result was: Mrs. Mains first, Mrs. E. McGirr second, and Mrs. Geo. McCausland third.

The young ladies' race was the best patronized of all, there being no less than ten entries, and the way some of those ladies could run, one would think there was a mouse behind them or an ice cream stand ahead of them. Miss Maggie Scott came first, Miss B. Brend second, and Miss A. Armstrong third

The baseball match was played at the Fair grounds between the Oakville Stars and the Oxford Oaks, and resulted in favor of the former by 11 to 5.

RAMBLER.

REDUCTION OF ALUMINUM.

MR. A. H. Bucherer contributes an interesting article to the Engineering and Mining Journal on the reduction of aluminum as a scientific process. By extending the second law of thermodynamics to chemical reactions, it is now possible, he states, to predict what will happen under definite conditions of temperature, pressure and mass, and to treat any chemical or electrolytic problem with the same precision and definiteness as an algebraic equation. This fact permits him to state that the production of aluminum has been solved as a scientific question, and if it be found expedient to depart at all from the present method it will only be to adopt one of the principles already known. The energy theoretically required to reduce alumina to the metal is 3,300 calories, or about 5-horse power hours per pound. This reduction can be effected directly by means of the carbon in the electric furnace, but the results are not good. It is therefore better, by means of a double reaction, to transform alumina into an anhydrous halogen salt, or into the sulphide of the metal. The halogen salts can be reduced by the metals of the alkalis, but at the present price of sodium this method cannot compete with the electrolytic processes. The sulphide can be reduced by tin or iron, but the product is impure and worthless. Coming to the electrolytic methods, it is quite possible to reduce aluminum from aqueous solutions, but the method is very uneconomical, energy being wasted owing to the high voltage required and to the small output, resulting from recombination of the metal in the bath. The polarization is, moreover, excessive. In electrolyzing molten salts, it is necessary to make the electrolyzing vessel the cathode, and as the carbon cylinders forming the anode have a small surface, the current density at the cathode is necessarily comparatively small, and many failures have thus arisen. When cryolite is used in the bath, the best results are obtained when the current density at the cathode is large and there is an excess of aluminum fluoride. One difficulty met with in the earlier attempts to electrolyze molten salts was their corrosive action on the containing vessels. Thus at a dark red heat molten common salt will pass through the walls of a cast-iron vessel one inch thick. This difficulty has been overcome by applying electric heat internally and keeping the electrolyte in fusion by making use of its own resistance to the passage of the current. In practice it does not pay to electrolyze molten halogen salts, as the reduction of the oxide dissolved in a suitable medium is cheaper. Borax, cryolite and lithia, when molten, will all dissolve alumina. Borax and lithia are, however, both unsuitable, as with the first the borax is reduced at the same time as the aluminum, with which it forms an alloy; and with the second no success has as yet been attained. Cryolite, therefore, is at present used exclusively, the energy expended with the plant now in use being about five times the theoretical amount. Aluminum sulphide can also be reduced by electrolysis when molten, but as yet has not shown any commercial advantages over the other methods in use.

U. S. TARIFF AND METAL TRADES.

EDITORIALLY Iron Age discusses the effect of the new tariff on the metal trades as follows:

Judging from expressions general among business men, the first sensation following the announcement that the new tariff bill has been passed has been one of relief. The delay and uncertainty were interfering so seriously with commerce and industry that a settlement was impatiently looked forward to. Unsatisfactory as the bill is in many respects, it is regarded as a matter for congratulation that the conservative element in the Senate defeated the Wilson bill with its dangerous principle of ad valorem rates. The danger of the new tariff lies in this, that it will allow of a surrender of a part of our markets in those times when we lead an advance in prices. Past industrial history has taught us that that is usually the case.

So far as the heavy iron and steel products are concerned, the new rates of duties will not affect our present markets. Pig iron at $4 per ton, scrap at $4 per ton, manganiferous pig at the same rate, billets at $6.72, wire rods at $8.96, or rails at $7.84, cannot be placed in our markets in competition with domestic products, except possibly at some points on the Pacific Coast.

In finished iron and steel, bars, structural shapes and plates our prices are so close to those prevailing in Europe that a liberal margin for an advance exists. The same is true of the crude forms of wire, and of nails and of hoops. In skelp and ordinary welded tubes our markets are our own for the present. This holds good also for track material, and for iron and steel for railroad rolling stock. The cast iron pipe trade has nothing to fear in the near future.

The reduction in the duty on iron ore from 75 to 40c. per ton will not materially improve the ability of the large Eastern steel works to compete with the inland mills using cheap and rich Lake Superior ores. Even if the special bill on iron ore passed by the House could be pushed through the Senate —what no one seriously expects—even then the furnaces of Eastern Pennsylvania, running on foundry iron, could not get sufficiently cheap foreign ore to crowd back the Southern producers.

In our judgment the iron trade at large will not suffer from the passage of the Senate bill, so far as the near future is concerned. On the contrary a temporary advantage may be secured through the resumption of business kept in abeyance through the long delay and suspense in Congress.

Two important industries are, however, struck a heavy blow—the manufacture of cotton ties and the manufacture of tin plate.

The cutting down of the duty on tin plate from 2.2c. per pound to 1.2c. per pound will be a powerful help to the Welsh works in their losing fight with American producers. There is some satisfaction in knowing that the American tin plate industry is now so firmly established that it will be able to hold its own. The placing of tin on the free list compensates the manufacturers to only an insignificant extent for the drop of $1 per box, since it will not amount to more than 20c. at the very best. Even with an adequate reduction in wages the expansion of the tin plate industry will be very slow as compared with the rate which it was showing, and would have shown, had the duty remained as it was for some time longer.

In the metal trade the return of tin to the free list will be received with general satisfaction, since the promises held out by the Black Hills prospectors have not been kept. Copper has outlived the necessity for protection and its appearance on the free list will not trouble anybody. To the copper smelters on the Atlantic coast the placing of ore on the free list will be of direct advantage, because it relieves them of all the annoyances which accompanied smelting of foreign ore and re-exporting the metal contents thereof.

The lowering of the duty on pig lead and on the lead in ores will have an important influence on that industry. The price in Europe is equal to about 2c. per pound, so that the metal could be laid down for a little over 3c. per pound, against recent quotations here at 3.5c. per pound. As a matter of fact between 4,000 and 5,000 tons in the aggregate of foreign lead are either on the way to this country or have already arrived. This may seem strange in view of the fact that a very large quantity of Mexican base bullion is refined in bond in this country and is exported subsequently to Europe. In 1893 the quantity refined in bond was 12,874 tons. We are informed that it is a matter of freights, and that the Mexican lead will continue to go out largely on account of the peculiar conditions under which refining in bond is carried on. It is not believed that the imports of Mexican ores will be much stimulated, but it is quite clear that the Rocky Mountain mining industry will sustain a heavy blow, staggering, as it is, under the adverse effect of low prices for silver.

The reduction in the duty on spelter from 1¾c. to 1c. per pound will not, at the present relative prices of the metal in Europe and in this country, allow of importations. In fact, we are close to the exporting point now.

On the whole, therefore, the new bill

affects most keenly the metal trade proper, forcing an adjustment of values which cannot help being of far reaching consequences. Time only can tell how the injured industries will emerge from the ordeal.

HARDWARE STORE OF HIS YOUTH.

"YES, you now see a little hardware store at every cross road, and if the owner don't have what you want, he drops a postal card to the nearest city, and it comes down by express next day.

"When I was a boy back in Ohio," continued the old man, as he backed the Hardware reporter into a corner, "things were different. The hardware store of my day and generation lay scattered about the country in several dismembered fragments. Suppose you wanted a horseshoe. You went a mile down the south road to persuade Uncle Tim Gillette to get down the bar of iron and make you one; and if he felt well, and wasn't busy husking corn, had the iron, and his fire going, and was sure that you were good pay, he would roll up his sleeves and go at it—perhaps. And perhaps he wouldn't.

"Milo Killrocks was the one tinner in all the region about, and to his calm, reflective, judicial mind, the need for hurry and bustle during the brief journey through this vale of tears, was an evidence of some criminal weakness upon part of the multitude. There was a liability, therefore, to be some delay in the filling of orders for tinware and such left with him at the grocery—for it was there that Milo sat, as he discussed and disposed of the affairs of the nation. Now and then a stray tin peddler came along, and left pans, tea kettles and flat irons in payment for rags and dried apples; but when he failed to appear, the farmers' wives were left to the tender mercies of Milo—and 'left' they generally were. An order for a milk pan in the spring might be filled in time for the winter's lard; a coffee pot to be mended, might be soldered up before rust ate the spout off—that is, if Milo found time to send to Warren for solder.

"We had to go to Jim Crane's, the general store, for nails and things of that kind. You could always make sure of getting them there, unless he was out; and if he didn't have the sizes you wanted, he would let you have those he had, with the cheerful assumption upon his part that a ten penny nail, philosophically considered, was as good as a lath nail. If you needed a hammer, he would pull down a dusty box, and if neither of the two it contained happened to suit your fancy, he would give a scornful whistle in high C, and 'calculate' that you 'must be building a tower of Babel' to be so 'derned particular' about hammers. If you needed a saw, he would 'send to Cleveland' for one 'when Frank went up next month' to buy dry goods. He had a few agricultural implements up in the loft; a half-dozen pitchforks made by Noah, Shem & Co., a spade such as Adam used, a few hoes and rakes—said he would 'lay in some more' when this 'tarnation heap' was disposed of. A due sense of justice, however, compels me to say that Jim's chief hold was in cal co and codfish, and that his hardware stock was but a side issue—he never gave his soul to it, as it were, as he did to cheese and bed-ticking, and New Orleans molasses and tobacco.

"In those days, if we needed a sap-bucket we hollowed it out of a log. We made our spouts for the trees of alder sticks. We never saw a lawn mower, garden hose, ice cream freezer, refrigerator, mowing machine, breech loading gun or bicycle. Our eave troughs were made of wood; we had no wire nails; all our roofs were shingled with wood; pared our apples by hand; kept a coffee mill in every kitchen and ground our coffee before each meal; made our fences of wooden rails, and never dreamed of a wire fence. The situation is a little different now. We have two bright little hardware stores in our town of eleven hundred people. You find everything you want there, from a bird cage to a horse rake—the trouble is, that they have so many attractive things that you don't dare take your wife in for fear of bankruptcy."

LESSONS FOR YOUNG PLUMBERS.

IN plumbing there are some lessons which the beginner needs to learn in order to make a success of his business, and his work, remarks Sanitary Plumber, and in some of these lines he can learn a lesson from steamfitters. The steamfitter going into a house is generally prepared to take down woodwork in a neat and careful manner, to bore holes, to go through walls, and to carry his pipes in any direction and through any obstruction without assistance and without waiting for somebody else to do his wood work. Usually he can repair his own work of destruction, and leave the "trim" in about the same condition as he found it. This is a great advantage, and the plumber who, in going into a house, is able to neatly and quickly expose pipes, take down woodwork and put it back again, has an advantage over his more conservative and less skilful brother, which is of considerable monetary value to him in these hard times.

The lesson which the plumber ought to learn from the carpenter is how to put up cleats and supports for his pipe. It is all very well to tell the carpenter that he wants the horizontal line of lead pipe supported. Perhaps the carpenter remembers it and perhaps he don't. Usually it is found that the beginner leaves his pipes in a very unsatisfactory condition because he depends on another to finish his work. His horizontal lead work is usually supported here and there by tacks, or by running across beams. Boys in the shop who have never done anything except new work are the last to take proper precautions in such matters, and they will neglect their horizontal lines in a way which brings them a bad reputation long after they have forgotten all about the work. Time tests them and gives a bad character for a small fault.

Even when plumbing work has been performed in a conscientious and skilful manner there are causes for deterioration constantly at work. Buildings may settle, washers may shrink, and even solid lead calked joints may open under the influence of unequal expansion and contraction. From these conditions Paul Gerhard in a recent pamphlet reaches the conclusion that plumbing work should be periodically tested. In this he is undoubtedly right, and plumbers both in the country and city who have intelligent clients will find it desirable to urge upon them the necessity for a thorough inspection of plumbing at reasonably frequent intervals.

WHAT T. DAVIDSON & CO. ARE DOING.

THE so-called hard times does not appear to have a place with Thomas Davidson & Co., of Montreal. To their already large building they are just now adding a new wing 100x25. This will make their factory the full size of the block.

Davidson & Co. are making a specialty of a new stove board this season. It is called the "Seamless," and appropriately so, for it is in one piece instead of four pieces, as per old style boards. And not only is it seamless, but it has no corner clips. The design is entirely new, and the colors harmonize beautifully and stand out unusually clear and distinct. The board is both lithographed and embossed.

In order to keep apace with the growing demands of its trade the firm have put in a new extra large lithograph press. It is the largest lithograph press in Canada for lithographing tin, and will be used especially on stove boards, tin boxes and signs.

The feature of the new damper, the "Crescent," which the firm has recently put on the market, is a spring in the handle which simplifies the putting of it in position, while the fact that it is made with two pieces of sheet steel prevents it warping.

J. Taylor Scott, the firm's representative in the West, informs HARDWARE that the "Seamless" stove board and the "Crescent" damper, together with the new steel creamery tap, will be exhibited at the coming Industrial Fair, Toronto, space having been secured in the north-east corner of the main building, ground floor.

KEEPING A RECORD OF PRICES.

THE following system of keeping a record of prices is best adapted to a small retail business carrying a united stock of hardware, stoves, tinware and house furnishing goods. We have adopted it after trying first a system of files and later one of the best price books we could buy. The system of indexed files we found impracticable, because it took too much time to hunt quotations when we were making up an order for a jobber. Our difficulty with the price book in question was threefold :

The great labor necessary to itemize and describe goods not already described, and especially new goods as they came out.

The absence of all cuts and the impossibility of putting in many new articles, as new pattern bronze goods, cuts of which are almost essential.

Where lists were absent and the articles not enumerated it took as much work as to get up a wholesale catalogue, and where they were in we found them in many cases too much condensed or incomplete.

ANOTHER TROUBLE

was the difficulty of entering and indexing in a small book the great variety of articles carried in a mixed stock of hardware, stoves and house furnishing goods. In fact the work was so great that during busy times it would be neglected, and we soon found our book out of date and useless. The increasing method of quoting net prices where lists were in the book, and the impossibility of keeping a record of full lines of goods carried by specialty manufacturers whose quotations we receive and of whom we wish to order by mail was another trouble. Taking it all into consideration our price book was more trouble than it was worth. The foundation of our present price system consists of three things :

The most complete jobbers' catalogue we could procure, preferably that of the jobber of whom we buy most (if complete).

A large indexed paper file.

A shelf for the catalogue under the counter where the goods are bought and a drawer next to it for the file.

We cut the flap off the file, spread it to its full width and glued it to the bottom of the drawer. We took the catalogue to the bookbinder, had it taken apart and rebound with the addition of one-third as many stubs as there were leaves in the catalogue, also a full blank leaf for every index leaf and 50 blank leaves in the back end of catalogue; the last ten pages of which we indexed and headed with names of firms with their lines for mail orders.

THE STUBS USED

extend out about ¾ inch, and as the catalogue we used had 2,000 pages this enabled us to put in pasters equivalent to 700 leaves before the catalogue would be level when closed. We had it covered with heavy canvas and thus had the foundation for our price book at a cost all told of $5. We then sent 25 cents to the Iron Age for their standard hardware lists and replaced all incorrect lists in the catalogue with these correct ones. Any traveling salesman will gladly take a few hours quoting prices to enter in our book. In entering prices we abbreviate as much as possible to make it clear, always noting date the quotation is received and leaving room for quotations from other houses. When we receive a circular from B. Mfg. Company, manufacturers of chains, etc., in response to our inquiry for prices on chains, singletrees, lap links, rings and many other articles we carry, we copy off the prices under the different headings in the catalogue, using our own characters and always inserting date of quotation. Instead of destroying the quotation we file this in the index file, because there is a sufficient line for a mail order. Where the line only comprises a few articles, not enough for a mail order, we destroy the circular.

IN INSERTING THE QUOTATIONS

in the catalogue, if the list does not tally we insert the new list and discount, or net price, as the case may be, and give the address of the manufacturer, freight allowance and date in as abbreviated form as possible, and yet have it plain, all before filing the quotation in the index file. We then turn to the 50 back indexed pages of the price catalogue, headed names of firms, with their lines for mail orders, and write the names and addresses in full; also a brief summary of the lines they manufacture, thus : B. Mfg. Company, Erie, Pa., chains, wagon irons, single and double trees, lap rings and links, rivets, bolts, etc.

When a quotation was received in answer to a request we turn to the article in the catalogue and note the best price we have received, and if the jobber makes a better price we then note it in pencil, giving initial of house and date, letting both quotations stand. We make it a point to have quotations from two different houses standing at one time; not necessarily, but do not erase one to substitute another unless short of room. At a glance we can see when and by whom our best price was given. It often happens that the same salesman will quote different prices on different trips, when an interesting time often follows. Here is the value of price book when used systematically, as we buy goods of traveling salesmen.

THE EFFECT ON SALESMEN.

When we bring forth our catalogue that salesman knows he is confronted not only by prices he has made us from time to time, but also by the best price that we have received from all sources. He faces his competitors as a whole, and unless he gives us his very best prices he will soon establish a reputation for high prices and forfeit our confidence. This plan is also very valuable for a record of prices on goods not kept in stock but ordered specially by mail. We are not limited as to the number of outside lines we can thus illustrate and keep track of, and many an extra dollar will come during the course of a year by a judicious use of the catalogue with reference of these outside lines.

TO SUM UP

the advantages of our plan, it will be seen at a glance to be the immense saving in the time and labor required to price up our catalogue and keep it up to date. Instead of having to describe and number in our catalogue all the articles we carry in stock (which would be almost equivalent to compiling a jobber's catalogue) the work is already done for us; and not only that, but it contains an illustration of nearly every article we buy. Another great gain is the fact that we are not cramped for room, as we can include our whole line. We carry stoves and paste cuts of the stoves we carry, pricing them up the same as any other line. Another thing we have found valuable in connection with our roomy catalogue was the possibility of keeping a strict record of our yearly sales on all seasonable goods, and even many staples. This record we make up from our bills during dull days, and it furnishes us a safe basis for placing orders for our next season's supply. We never exceed three-quarters of our previous year's sales in making stock orders, as this gives us a safe margin for the fluctuations of trade. The result is we never have necessary capital tied up in these lines between seasons. We illustrate our method as follows, with reference to barb wire, which is entered in the catalogue close to the illustration of the wire :

Bought in 1893 :

	Hog.	Cattle.
Four-point painted.....	3,000	1,000
Four-point galvanized....	25,000	1,500
Two-point painted.....	6,000	3,000
Two-point galvanized....	1,500	500
All told.....		41,500

We cannot urge this feature too strongly to the hardware fraternity.

As to the goods themselves, when they arrive we mark cost and selling price on the boxes or on the goods, adding a profit which we maintain to all buyers. I think we are conservative in estimating that our catalogue saves us from 5 to 10 per cent. on all the goods we buy, and could we not duplicate it we would not part with it for $200 in its present shape.—By K. P. COLE, in Iron Age.

The valley of the Pembina River which is about a mile wide, is in many places this season, a vast hay meadow, for owing to the dry summer many portions of the valley usually too wet can now be gone over with the mower, and strong forces of men are at work cutting and stacking all along the river. The Pilot Mound Sentinel says that the quantity of hay secured will be prodigious.

DEAD SHOT POWDER

PRICE REDUCED.

H. S. HOWLAND, SONS & CO.,

SOLE AGENTS FOR CANADA

WHOLESALE HARDWARE MERCHANTS

ORDERS SOLICITED

37 Front Street West, TORONTO

German Makers Are advancing their prices of

WINDOW GLASS

Our fall stock arrives in about a week.
Are you requiring any? . . . .

130 to 140 Bay Street

Sanderson Pearcy & Co. Toronto

DANGERS OF AN "UPLIFT."

DEAR HARDWARE,—Is it not ambition to rise which leads men onward and upward in professions and in business? Is this not the oil which keeps the axle of the whole machinery of life running continually? And are there not dangers of an "uplift" in all these pursuits? If a laborer were called to ascend the lofty spire of a church to assist in some repairs near its apex, he would realize that his new and loftier position greatly increased his personal perils. A slip or a stumble on his part, that would be a little matter while he was on the ground level, might prove fatal to him when his standing place was two hundred feet above the roadway. A tourist who would give slight heed to dangers in a pleasant valley among the mountains would have a sense of growing danger with every hour of climbing toward a mountain summit; and his outlook from a lofty crag a thousand feet above the valley would require a steadier head and a firmer foothold than were called for on the lower plane. So in every sphere of human experience dangers increase with the "uplift." A man cannot be in such danger of falling when his feet are on the ground as when his head is high above his fellows; and his perils grow with his upward progress. With every promotion in business or in station there are new responsibilities and new opportunities of harming one's self or one's fellows by mistakes or failures in duty. Many a man at the head of a large mercantile or manufacturing establishment, or an extensive financial or railroad corporation, or in high political station, realizes the increased perils of his position to such an extent that he longs at times to be back in an humbler place where his blunders and la ks concerned only himself, or those in a limited sphere, instead of involving the interests and welfare of large numbers. Promotion has its attractions and its advantages, but it cannot be said to lift one above perils, or to diminish dangers to him who rises. Knowledge, wealth, station, influence, and power of all kinds, with all the gain that they proffer to anyone, have special and corresponding dangers unknown to those who have not risen so high in the world. And no one of us can ever rise to such a mental or moral elevation that he is above weakness or temptation. And he in business who counts himself already above danger of failure is perhaps in the direst of peril. The present condition of trade throughout the Dominion calls for judicious, not reckless, moves to be made by its business men, and the order of the march should be carefulness, and better times are sure to follow, and the "uplift" in trade will then stand upon a surer footing.

A TRAVELER.

Toronto, Aug. 20, 1894.

Works: St. Helens, England

PILKINGTON BROS.

LIMITED

MANUFACTURERS OF

Polished Plate

AND

Window Glass

Bevelled Plate and Mirrors

Rolled Plate, Ornamental Cathedral, etc.

Depots: Busby Lane, Montreal. Mercer Street, Toronto.

SALESMAN VS. ENGINEER.

NATURALLY the accomplished salesman and the successful engineer differ greatly in general character and in those peculiar faculties that go to make of each the successful man that he is in his chosen vocation, says Iron Age. Their characteristics are in fact almost antagonistic. The absolute candor and conciseness of the engineer would become but a snare and a pitfall to the salesman, while in turn the superficial knowledge of some salesmen and their lack of intimate acquaintance with principles, details, etc., would threaten the downfall of an engineer.

And yet with all this diversity necessity is gradually drawing together these extremes and evolving the salesman-engineer, a man who does not seek orders for standard goods at so much per dozen or per pound, but one who requires a clear and detailed knowledge of the machine he sells or the system he seeks to introduce.

A steam engine salesman who has no ability in matters of steam engineering cannot in these days stand out against the man who from foreknowledge can adapt his engine to given conditions with definite guarantee, if need be, and then fulfil that guarantee. It is one thing to merely sell an article, but something very different to make a successful sale in the broadest sense. We mean a sale that will not entail a bill of expense for changes because of inadequacy or necessitate the substitution of a larger machine to fill the original order because of the salesman's lack of comprehension of the requirements. We mean a sale which will rather prove a perfect success, will produce a sense of satisfaction in the owner and serve as a lasting and valuable advertisement.

When the selling and engineering departments can so combine that the salesman makes no contract until it has been approved by the engineering department, such trouble may be avoided. But in certain lines of business this is practically impossible, and the salesman must do his own engineering or the favorable opportunity that has presented itself for making a sale may be lost forever if he awaits approval of his action and recommendations from a distant engineering headquarters.

The salesman with strong engineering proclivities finds himself out of place, however, when he attempts to deal with a committee or commission to whom reason does not appeal, and who can only be influenced by the almighty dollar. Then it is that his usual convincing arguments fail, and he is completely hoodwinked by the representative of a rival house who understands this particular kind of business and handles it with the skill of an artist, albeit in something approaching crime. The engineer, because he has succeeded along the same lines when dealing with individual purchasers, does not awake to the change in the conditions until at the opening of the bids it dawns upon him that his honest methods have accomplished nothing save with those of the board who would not be bought, and, as is usually the case, these were in the minority.

This certainty is no argument in favor of the conception of the engineer, but it is an evident cause of his failure under such conditions. Nevertheless the coming man in certain lines of engineering business will of necessity be capable not only of winning his prospective custom by affable manners and persuasive promises, but will possess the faculty of securing his confidence and logically convincing him by a thorough knowledge of his machine or system and an acquaintance with its details and the principles that govern in its action, and withal by showing that he is master of his subject.

REGARDING GRAPHITES.

THE metals of the third group, and especially iron, writes H. N. Warren in Colliery Guardian, undoubtedly furnish graphite most readily when maintained at an elevated temperature in contact with carbon; the scales thus separated from the cast metal are possessed of larger magnitude than those obtainable from either nickel or cobalt, both these metals producing graphite of a much finer quality, and, in many instances, unless viewed by the aid of a microscope, being undistinguishable from lampblack, while in all other respects they closely resemble each other. But on further following the group to manganese, a considerable variance is observed; for on dissolving a portion of ferromanganese containing a high percentage of the latter, a graphite is obtained consisting of much thinner scales than by similarly treating cast iron, and possessed of a distinct brownish tint, being at the same time less readily oxidized. Further, if commercial oxide of manganese is reduced by means of carbon at a high temperature, and the metallic manganese thus obtained be dissolved by the aid of dilute acids, a graphite is produced presenting a perfectly brown color, the dimensions of the scales being very considerable. I have also frequently observed, after carefully selecting the same, that several of the scales appear decidedly translucent and still less combustible than that obtained from ferromanganese.

Chromeisen thus treated usually gives much brighter scales, and at the same time much harder, than those obtainable in the case of iron, whereas those obtained from cast chromium in appearance approach more closely to silicon, being entirely destitute of any brownish tinge and possessing a semi-metallic lustre, and less energetic to combine with oxygen unless when heated in a current of the pure gas.

The above-mentioned graphites thus produced may be undoubtedly influenced by the difference in fusion of the various metals employed in their production; thus, for instance, chromium being the most difficult of fusion tends to produce a graphite possessing a more stable form than that produced by either iron, nickel or cobalt. Strange to say, however, each modification may be inverted in the same manner as silicon; thus, if a small quantity of pure iron be maintained in the liquid form, and a quantity of the brown modification obtained from manganese be introduced into the liquid metal, and the graphite afterwards separated in the usual manner, it will be found on examination to correspond in every respect with the graphite usually obtained from iron.

WERE NOT AFRAID OF THE TARIFF.

We have watched the signs of activity in the tin plate manufacture when the protective duty was about to be cut in half, with much interest, because it is evidence that this business is not nearly so dependent upon the smiles of Congress as some people imagine. With the absolute certainty that the duty on tin plate would be reduced men have been putting capital into new plants or enlargements of existing plants for the manufacture of tin plate. Within a few days David B. Oliver, General Manager of the Oliver Iron and Steel Company, was quoted in Pittsburg dispatches as saying that the company's mill on south fifteenth street, Pittsburg would soon be turned into one of the largest tin plate mills in the world; and the American Manufacturer of the same city said: "There is just now considerable activity in making preparations for the manufacture of tin plate. A number of new projects that have been on paper merely have been commenced in earnest. Old mills are making additions, and the tin plate trade thus increases the activity in numerous lines of the iron and steel trade." Nothing is more unsatisfactory in a business than dependence upon the favor of a legislative body, and if the tin plate business is capable of continuing and expanding with the certainty that the duty will be cut in half it is certainly an occasion for congratulation.—N. Y. Journal of Commerce.

THE CONSOLIDATED
PLATE GLASS
COMPANY OF CANADA (Limited)

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BRANCHES:
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WM. R. HOBBS, London, ALEX. RAMSAY, Montreal, } Vice-Presidents

Correspondence Solicited. Estimates Given
Special Discount to the Trade

TRADE CHAT.

A. R. CAMPBELL, Carman, Man, is building an addition to his hotel, whereby he has largely increased his facilities for accommodating the public. The hotel has now two sample rooms. A bus runs to and from the hotel for the accommodation of the guests.

The general store of Hercules Burwell, Lawrence Station, was broken into the other night and thirteen silver and nickel watches and a lot of other goods were taken.

On Saturday night a man found a $5 bill on a store counter which he gave to the proprietor to return to the owner. Up to the middle of yesterday afternoon no less than three persons called for that bill, all expressing their readiness to swear on a stack of Bibles that they had lost it.—News, Vancouver.

The Montreal Gas Company decided recently to reduce its price of gas all over the city. The new price is to be 95 cents per 1,000 feet, for both lighting and heating purposes. The consumers are to be allowed one meter free. The prices charged by the company at present are $1.30 for lighting and $1 for heating, so that the reduction is a good one for the citizens.

D. Simpson, Ridgetown, Ont., has purchased from C. E Scane the property adjoining his factory, on Erie street, and will enlarge his premises accordingly. He will have, when all alterations are made, one of the most extensive carriage shops in the county, says the St. Thomas Journal.

The plumbing establishment of John Date & Co., 654 Craig street, Montreal, was badly damaged by fire the other night. Loss will be about $15,000.

The iron bridge on the H. G. and B. electric railway at the Red Hills has been completed and tested. The line is now completed from Hamilton to Stony Creek.

The Reid Company, of Toronto, has been incorporated to deal in lumber, coal and wood, with the following shareholders of the $50,000 stock : J. F. Reid, Minnie Reid, R. M. Cherry, J. A. Lougheed, E. Coatsworth.

The Anderson Tire Co. has been incorporated with a capital stock of $410,000 and the following shareholders : J. Pugsley, R. Q. Anderson, A. W. Dingman, C. A. Crawford, W. A. Pugsley. Bicycle tires will be the company's special line.

A retail hardwareman in Newburyport, Mass , has unearthed the latest mean man. He purchased a six-cent mouse trap ; took it home and caught the one mouse in his house, and then wanted the merchant to take the trap back and return his money.

Talking about bad business and thus helping to make it so, is a good deal after the Chinese idea. When John wants revenge against an enemy, he goes and hangs himself before the latter's house, and dies happy in the thought that he has brought him bad luck.—Hardware Reporter.

Councillor W. A. Williamson, of Brampton, Monday, at Osgoode hall, applied for an injunction to prevent the selling of Haggart Bros'. foundry at Peel's county town. Some years ago the firm mortgaged the property to the town, and now two of Brampton's councillors and its solicitor want to buy it for $6,000. The case was enlarged for a week.

David Smeaton, a popular employee of the Hobbs Hardware Co., London, was married the other night to Miss Fanny Kessick at the residence of William A. Eastwood, 373 Queen's avenue, Rev. J. W. Annis officiating. Norman Dinnen, city traveler of the Hobbs Co., supported the groom, and Miss Prudence Kessick, sister of the bride, acted as bridesmaid.

What becomes of all the bicycles that are manufactured? At the present rate of output there is a wheel for every one in five of the pedaling age, and the demand from the salesrooms is comparatively greater than the increase in population. A nation on wheels would not be a bad idea in this age of rapid development.—Ex.

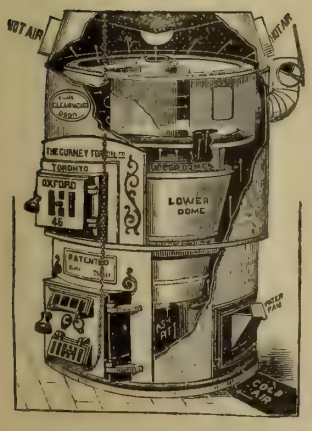
The Retail Lumbermen's Association decided a few days ago to reduce the price of coarse dimension lumber about $3 a thou-

OXFORD WARM AIR FURNACES

TRIED AND TESTED. NEVER HAS ONE FAILED.

ARE THE MOST MODERN FURNACES IN THE MARKET.

FOR COAL



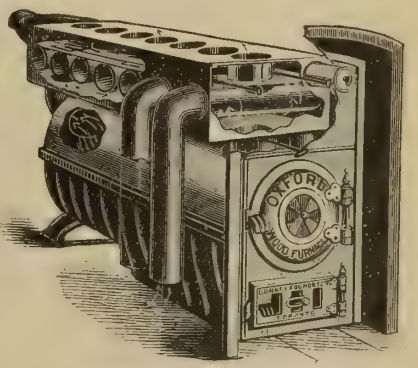
Coal Furnaces . .

Have Heavy Sectional Fire Pot, Extra Heavy Base and Ash Pit. Rotating Bar Dumping and Anti-Clinker Grate. Removable Grate Frame. Large Combustion Chamber. Heavy Steel Plate Radiator with Cast-Iron Top and Bottom.

Wood Furnaces . .

Have Ash Pit Section of Extra Heavy Corrugated Iron. Heavy Grate especially adapted for Wood Burning. Double Steel Radiator (of original construction) and Steel Fire Box Dome which heat quicker than Cast Iron.

FOR WOOD.



Cyclone Steel Radiator.

GAS AND DUST TIGHT.

COAL FURNACES MADE IN 6 SIZES.

WOOD FURNACES IN 3 SIZES.

WARRANTED THE BEST IN CANADA.

SEND FOR CATALOGUE AND TESTIMONIAL BOOK.

MANUFACTURED BY

THE GURNEY FOUNDRY CO., LTD., TORONTO ONT. THE GURNEY-MASSEY CO., LTD., MONTREAL QUE.

sand. This reduction is due to the recent change in the tariff. The price of the better class or dressed lumber has not been affected.—Free Press, Winnipeg.

The extent to which gas engines have taken the place of the smaller class of steam engines abroad is shown by the annual exhibition of the Royal Agricultural Society in England. For many years this exhibition has been the occasion for competitive tests of machinery, and especially of portable and other steam engines for agricultural purposes. This year, however, the tests were of gas engines and not of steam engines, a large number being sent in for trial.—The Hub.

There is considerable opposition in South Essex to piping the gas outside of the county, and petitions are in circulation protesting against it. It is claimed that if it is taken across the river the gas wells will soon be depleted. It is understood that the Walkers will bind themselves under a penalty of $100,000 not to pipe the gas out of the counties of Essex and Kent if other companies are denied the privilege.—Essex Free Press.

The diamond drill recently purchased by the Mining Bureau of the province arrived in Toronto this week. It has not yet been decided where it will first be sent, but a large number of applications are already in hand. The fifteen horse-power boiler is being supplied by the Waterous Co., of Brantford, whose tender was the most favorable received, and the duplex Worthington pump which will be used in connection with the drill is being made by the Northey Manufacturing Co., of this city.

The Relief Committee of the Fraser river valley floods has passed this resolution: Resolved, that whereas the immediate demands upon the committee for relief to the sufferers by the Fraser valley floods will not amount to less than $10,000, and whereas much more will likely be required before the expiration of the coming winter, when it is anticipated that the needs of the sufferers will be more severely felt than up to the present time, owing to the failure of the harvest, upon which they must altogether depend for their livelihood, and against which loss they have not been long enough established to have made any provision, and whereas it is impossible to estimate the amount which will be required, but which may be approximated at a minimum of $25,000 or $30,000, a special appeal should be made to all representative bodies and the public of the Dominion generally.

The gradual spread of knowledge in regard to how sheet metal can be legitimately used is proving of great advantage to the sheet metal trades, because it increases the use of the material and causes it to be employed for many purposes for which other materials have heretofore been regularly used. A bicycle is one of the best studies that I know of for a sheet metal man, says Philemon in Hardware Reporter. If he considers that the metal used in this machine is in many cases so thin as to permit its springing under the pressure of the fingers, and yet by its shape is strong enough to carry a heavy man over all sorts of roads at a high rate of speed, and all this while having a total weight of only twenty or twenty-five pounds, he will get some idea of the possibilities of the material in which he works. There is, of course, a great difference between the thin steel made into bicycle tubing and common galvanized iron or tin plate, but the advantage which the bicycle tube has over a solid rod of like material is no greater than that which a galvanized iron or tin tube may have over a rod of its own quality of metal.

WHAT A BICYCLIST CAN HAVE.

THE modern bicyclist has the choice of a wide range of etceteras of all kinds when he goes out for a little spin. He can, says American Artizan, have a double gear which, by pressing a button, makes his wheel high or low gear to suit and saves leg wear in climbing hills. He can have a brake on either front or rear wheel, has an army of alarm bells, whistles, etc., to choose from, and can have ruby lanterns of a dozen makes. If he wishes to gauge his speed he can use a cyclometer, and if he is morbidly afraid of punctures he can have a tire protector. If he desires to whirl his cherub offspring along with him there is the baby carrier. If he dislikes to clean his chain he need only get a gear protecting device. If the heating rays of the sun are too scorching for your scorcher he can have his pick of a number of parasols. He can carry his watch in his pocket or in a little wire contraption attached to the handle-bar. Bundle carriers, etc., add to the list of possible cycle impedimenta. The most recent thing to catch our eye was an account of the recently patented bicycle mirror which is designed to enable bicycle riders to observe vehicles, etc., approaching from the rear without being obliged to turn and look back. The attachment consists of a yoke-shape or arch bar fastened on to the handle-bar of the bicycle by means of two clamps, supporting a mirror, which is hinged to a V-shaped keeper, so that it can be moved up and down the standard bar by pressing the two ends of the keeper together, and releasing at the desired height. The mirror itself may be placed at the inclination desired for distant or near-by observation by simply pressing it in the desired position, where it will be held by pawls catching into the toothed keeper. The adjusting of the mirror to the proper place can be done with one hand only while riding. All the parts of this bicycle attachment are very simple and not likely to get out of order. There is one thing we are pretty certain of, however, and that is your blithsome bicyclist can't have all these improvements, each more or less desirous in itself, without having a fairly heavy machine, as twelve or fifteen different devices, each weighing "only seven ounces or so," foot up to quite an amount of extra weight in the aggregate.

THE BICYCLE AS A GUIDE.

Here are some good suggestions expressed in bicycle metaphor by a contemporary:

Politeness is like a pneumatic tire; there is not much in it, but it eases many a jolt in the journey of life.

A pleasant disposition, like oil in a bicycle bearing, reduces friction and prevents a world of wear and tear.

Ambition is like a bicycle saddle; though much sat upon it generally manages to be on top.

The world, like a bicycle, would soon stop where it not for the cranks.

Like a link in a bicycle chain, we may not amount to much individually, but collectively we make the wheels go round.

Like balls in a bearing, the lives of many of us must be one continual grind that others may enjoy themselves.

Grit makes a man, but mars a bearing.

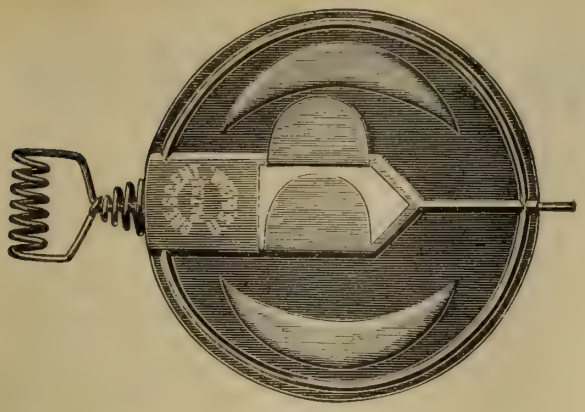
Neither men nor bicycles steer well with tight heads.

Like a friend in need, the handle-bar is only appreciated when the road is rough. Life is like a bicycle run; some worry, fret, and scorch along, and soon reach the end, while others take it easy and enjoy themselves as they go.

ARE THE STOVE MEN COMBINING?

A secret conference of representatives of the cast iron stove manufacturing interests of New York, Memphis, Chicago and St. Louis is being held at St. Louis, Mo. None of the gentlemen at the conference will divulge the object of the meeting other than to say that it is of a purely private character, and that the subjects discussed are of no interest whatever to the public at large. They all deny that any attempt is being made to form a trust or combination of the trade represented. Notwithstanding their vigorous denials, it is believed here that a gigantic trust of the stove manufacturing interests is being organized.

THE ONTARIO TACK CO.
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton. Ontario.
SP



CRESCENT DAMPERS

Patented in U.S. and Canada, 1893.

Has all the advantages of a high priced Stove Pipe Damper, at low cost. LIGHT FOR FREIGHT. Being made of sheet steel will not break, and being double will not warp. Spring keeps damper at any angle set in pipe.

Manufactured by

Thos. Davidson & Co.

MONTREAL.

WORKING HEAT OF MILD STEEL.

A PAPER on this subject was read before the North-East Coast Institute of Engineers and Shipbuilders, England, by Joseph Nodder, who stated that the more general use of Siemens-Martin steel for boiler purposes is perhaps limited by fifteen years. In its early days it was looked upon with considerable misgivings, which even to-day exist in the minds of not a few boiler makers and engineers, and the references to the "iron plates of years ago," and the fitful questioning about "high tensiles" and "low tensiles"—the questioner meaning by the first 30 tons tensile and by the latter 26 tons tensile—all go to show that the knowledge of the failures of Siemens steel are matters of wider acquaintance than the causes of such failures, the steel and the steel maker frequently receiving the blame that should be given to other people.

The most reliable and satisfactory results from Siemens-Martin mild steel are obtained from material of 26 to 30 tons tensile, and not less than 20 per cent. elongation in 8 inches, the distinction between high and low tensiles within this limit being a fallacy. Steel of 26 tons tensile or 30 tons tensile can be produced from the same ingot almost at the will of the plate roller, certainly without any variation of the chemical constituents of the material, and the same failures can be produced by mechanical treatment in steel plates anywhere from 24 tons tensile strain to the square inch to 30 tons per sq. inch.

Basic and Bessemer steels are subject to the same weaknesses, though Bessemer steel develops faults in working out of a fire that make it unsuitable for general boiler work, and its use is very limited. Basic steel, if made on the open-hearth system, gives very similar results to the Siemens-Martin steel, but practical experience has not yet developed sufficient confidence in its use as a substitute for Siemens steel in external and internal flanged boiler work.

An increased elongation, say to 25 per cent. in 8 inches of steel 30 tons tensile, would show greater ductility than 24 tons tensile with only 20 per cent elongation. This is a point that is generally overlooked, a demand being made for a lower tensile rather than an increased elongation. Similarly, much is made of a "flanging test," but the only reliable test of steel is that obtained by the actual measurement of the force applied and represented by the tons tensile and the percentage of elongation.

An elaborate series of over 500 experimental and comparative tests of Siemens and Bessemer steel and B.B. and Bowling iron were made in 1881 by a very careful Admiralty surveyor, the late J. F. Barnaby, showing the behavior of Siemens steel under varying temperatures and continued exposure to flame, and that a temperature of 400 degrees, or what is known as "black hot," gives the worst results in tensile strain and elongation. A paper read by C. E Stromeyer, of Lloyd's survey, before the Institution of Civil Engineers, in 1886, dealt with the "Effects of Blue Heat on Steel and Iron," meaning by "blue heat" 470 to 600 degrees Fahr., at which height he concludes there is the most risk in working iron and steel.

Experiments conducted at John Brown & Co.'s works in 1892 and 1893 would place the dangerous heat nearer 400 degrees, as in the experiments referred to in 1881; also that Siemens or basic steel hammered at that temperature retains all the brittleness resulting from that dangerous heat, even when cold, which did not appear in the experiment of 1881, and also that reheating without "work" will restore all the ductility that previously existed.

Referring to the effect of "work" applied at 400 degrees of heat obtained from those innocent little things called "heaters," the writer showed, from tabulated results of experiments, that a material received from the rolling mill which gave 27.3 tons per square inch, with 29 per cent. elongation in 8 inches, yet by heating with a heater for five minutes to a temperature of about 400 degrees and then hammered, gave an increased tensile strength when cold of 32.9 tons per square inch, and a decreased elongation of 8 per cent. in 8 inches, so that the ton's tensile were increased nearly 20 per cent. and the elongation decreased 72 per cent., or to a condition not much better in its ductility than cast iron. It is beyond question that this serious depression of the material arises from the heating, for in the case of another experiment, after the material had been hammered cold (say 75 blow from a 9-lb. hammer on an anvil), gives but slightly varied results from its original conditions, viz., 27.7 tons tensile as against 27.3 per square inch, with elongation of 28 per cent. as against 29 per cent.—practically no change. Further requests referred to by the writer went to show the healing effects of annealing upon the material after it had been hardly dealt with by heaters and hammering, proving conclusively the restorative power of annealing, and its necessity and importance as a final process on Siemens steel that has been heated and worked in any way, whether by the manufacturer or the boiler-maker, if the failures are to be avoided.

The results of a long series of tests would teach that the heating or re-heating of Siemens steel makes little or no difference to the structure of the material when cold, providing no work has been put upon it between 400 and 600 degrees, and also that steel may be hammered and bent cold without detriment.

LIVE HALIFAX MERCHANTS.

The enterprising wholesale merchants of Halifax propose to use their country customers well during Exhibition week in that city in September. The Herald says: "The wholesale merchants of Halifax some time ago decided to suitably entertain their country customers during Exhibition week. A committee was appointed to arrange details of this very commendable undertaking. The project will doubtless succeed, as it should succeed. The committee propose to have a building erected on the Exhibition grounds, about 50 by 25 feet, in two compartments. One will be used as a reading room, etc., and in the other refreshments will be served. Such an arrangement would prove a great convenience to country merchants, and it ought to be of advantage to the Halifax wholesale men as well."

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, August 24, 1894.

HARDWARE.

BUSINESS has shown little improvement this week over last, and the volume of business, as indicated by a visit to the different warehouses in this city, is still small. Nothing special is to note. As a matter of fact things are likely to remain in statu quo until the movement of business commences in genuine earnest. Values, as a rule, show no change. Rope is quiet, and the same remarks apply to cut and wire nails, tacks, horseshoes, etc., etc. Sporting goods have met some enquiry, but nothing very important, while turpentine, paints and oils and such lines are as they were last reported, there being no radical change in the condition of business governing them. Payments in some cases are better, but there is still more or less complaint in this respect. Dealers generally anticipate improvement in this connection for many reasons, but mainly because farmers are now getting good prices for many of their staple articles of produce.

WIRE—A few lots of wire have been moved during the week, but in the main demand continues quiet.

ROPE—A fair jobbing trade of moderate limits is to note in rope. Prices are unchanged. We quote: Sisal, 7 to 7½c. for 7-16 in. and upwards, and 14c. for deep sea line. Pure Manilla, 9¼c. for 7-16 in. and upwards, 9¾c. for smaller.

CUTLERY—Some moderate orders for assorted lots have been noted for immediate wants. Otherwise the market is quiet.

SPORTING GOODS—No special changes to note. As reported last week orders on account of future shipments are noted.

CUT NAILS—No material change to note in the demand for these, which rules dull as before. The base price is $1.75.

WIRE NAILS—Some demand is noted in this line, but it is not of an important character.

HORSE NAILS—Business remains much as it was, being confined to an occasional order for a small quantity.

TACKS—No special change to note in these, which continue as last reported.

CARRIAGE BOLTS—Some orders for fair-sized lots of these have been received at the recent decline.

HORSESHOES—Demand for these does not show any special change or improvement.

CHAIN—Dulness is the prominent feature in this line.

WARE—A very moderate demand is to note and business is unimportant.

TOOLS—Very little business to note in this.

PLUMBING SUPPLIES, ETC.—There has been little improvement perceptible either in connection with plumbing or building supplies.

LEAD PIPE—Lead pipe continues quiet and unchanged.

HINGES—Large hinges have been moved in a small way. Otherwise business is a blank.

TAR, ETC—This branch of trade has furnished a fair sort of trade. Prices generally are steady and unchanged. We quote: Rosins, $2.75 to $5.25 as to brand; coal tar, $3 25 to $3.75; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5¼ to 7½c., and cotton do. 10 to 12c.

TURPENTINE—There has been no change on spot in turpentine, but advices from the South state that a combine is projected down there. We still quote 45 to 46c. as the basis here.

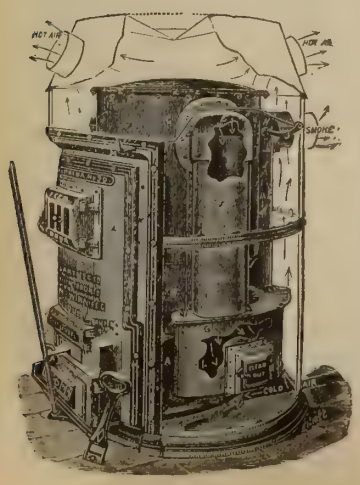
CEMENT—The feature in the cement market during the week has been comparatively light stocks, owing to the late arrival of several steamers. Prices are firm at $1.95 to $2.05 for English brands and $1.85 to $1.95 for Belgian on spot.

FIREBRICKS—In consequence of firmer advices from primary centres firebricks are higher in price here. Scotch makers have been compelled to close down owing to the strike. We now quote $15.50 to $22 per 1000, as to brand.

METALS.

There has been no special change in the general position of the heavy iron and metal market during the week, but business, as we noted in our report of a week ago, seems to be on the mend though the improvement is not very perceptible. In Scotch pig cable advices are firm and ocean freights are also higher. Nothing special is to say regarding domestic pig, and though further offers of American pig are reported we cannot learn of any important quantities being put through. Bar iron is in fair demand, and in metal nothing calls for comment.

PIG IRON—Pig has been rather quiet during the week. A round lot of Summerlee which sold at $19.30 ex wharf was the most important transaction of the week. Ex store is offered at $20. Nothing special is to note in domestic Nova Scotia pig, and though further offers of American have been made, they have not as yet led to sales. We quote: Summerlee, $20; Eglinton, $18.50; Carnbroe, $18.50; Ferrona, $16.50 to $17; and Siemen's, No. 1, $16.50 to $16.75.



McClary's Famous Furnaces

Our Steel Dome and Steel Low Radiator Coal Furnace, with three steel radiating flues, is the most

Powerful and Economical

heater in Canada. Send card for descriptive catalogue and testimonials.

THE McCLARY MFG. CO.

London . Toronto . Montreal . Winnipeg . Vancouver

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West,

TORONTO

ENGLISH HOUSE:

SAMUEL, SONS & BENJAMIN

164 Fenchurch St., London, E.C.

CROSS CUT SAWS

Disston's and Shurly & Dietrich

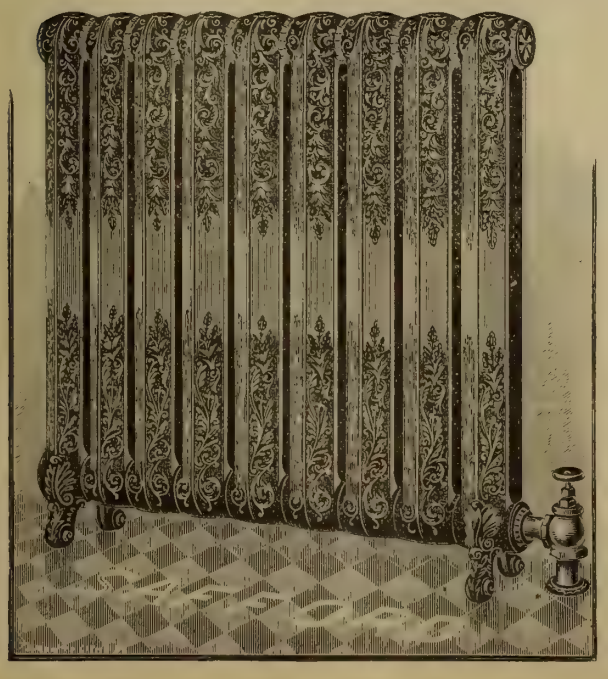
AXES Canadian and American

COW CHAINS Large Assortment

ROPE, LEATHER and WEB HALTERS

CANADA'S LARGEST MANUFACTURERS

SAFFORD PATENT RADIATORS



— FOR —

Hot Water and Steam Heating

NO Bolts
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LARGEST VARIETY OF STYLES

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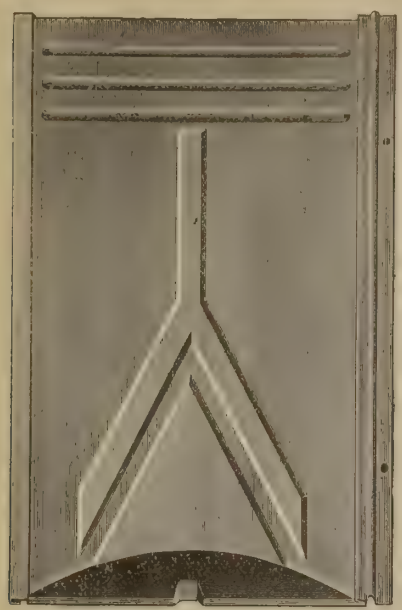
THE TRADE ONLY Supplied

Sole Manufacturers and Patentees:

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BRANCH HOUSES—Montreal, Quebec, St. John, Hamilton, Winnipeg, and Victoria, B.C.



"Empire" Patent Shingles

MADE OF

GALVANIZED TINNED STEEL

Warranted Rustproof

Send for Price List and Catalogue

Metallic Roofing Co.

84 to 90 Yonge St., TORONTO. LIMITED.

MONTREAL MARKETS—Continued.

BAR IRON—There has been a fair demand for bar iron from first and second hands, but in the main the market is quiet. We quote as before $1.70 to $1.75.

SCRAP IRON—Some transactions in scrap iron have occurred, a local foundryman taking some cast at $13 to $13 50.

SHEET IRON—There is no change in sheet iron, which rules on the basis of $2.40 for No. 28.

TIN PLATES—The tin plate market does not furnish any special activity. Cokes have changed hands at $2 75 to $2.90, and we quote charcoal the same at $3.25 to $3.50.

TERNE PLATES—The demand for terne plates continues inactive. Prices are nominally the same at $6 to $6.20.

CANADA PLATES—Quietness is still the prominent feature with these, which we quote as before $2.10 to $2 15.

INGOT TIN—Business remains inactive and prices unchanged at 17½ to 18c.

IRON PIPE—Brokers state that American has been sold freely in the west. On spot there is little business to note. Domestic is still quoted at 70 and 5 for black, and 50 and 5 for galvanized.

COPPER—This market continues dull and prices are unchanged at 9½ to 10c., as to quality.

STEEL—Business rules quiet. We quote: Best cast steel, 10½ to 12c.; spring, $2.50; tire, $2.50 to $2.75; sleigh shoe, $2.40; round machinery steel, $3.

SPELTER—There is little or nothing doing in spelter. We quote $4.25 to $4.50.

ZINC SHEETS—Prices in these are unchanged at $5 to $5.25, with business small.

HOOPS AND BANDS—Featureless and unchanged at $2.30 to $2.35.

ANTIMONY—Continues quiet and greatly nominal at 10 to 12c.

GALVANIZED IRON—There has been some moderate parcels moved, but demand in the main is inactive. We quote: 4¼ to 4½c. for ordinary brands; Morewood, 5¼ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

GLASS.

There has been some slight change in the way of more business in glass, but business has still a good deal to improve. Prices remain as before. We quote: $1.25 for first break; $1.30 second break, per 50 feet; $3.25 for first break per 100 feet; putty in bulk, $1.85.

PAINTS AND OILS.

The week under review has been a quiet one in paints and oils. Seal oil has changed hands in small lots at 40 to 45c., but round lots could be bought at figures much lower. We quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots, raw, 54 to 55c., boiled, 57 to 58c.; seal oil, 40 to 45c.

CHEMICALS AND DYESTUFFS.

There has been no actual change in the market. Advices from the other side continue of much the same tenor. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2 50; chlorate of potash, 20 to 22c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2.00; ditto roll, $2.00 to $2.10; sulphate of copper, $4.50 to $5.00; white sugar of lead, 7½ to 8½c.; bicarb. potash, 10 to 12c.; sumach, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2.00 to $2.10; castor oil, 6½ to 7c.; and Norwegian cod liver oil, $25 to $26.

PETROLEUM.

The market for petroleum rules much as it was a week ago. We quote as follows: Canadian refined at 11c. in shed in Montreal for round lots, and 12c. for small quantities. American petroleum, 14 4-5c. in car lots, 15¼c. in 10-barrel lots, 15½c. in 5-barrel lots, and 16c. for single barrels, net cash; American benzine, 23 to 25c.; Canadian benzine, 10¾c. Petrolea; 12¾c. Montreal.

HIDES.

This market has a firmer tone, especially for light hides, on which ½c. advance has been realized since our last. This, however, is unexceptional case, for in other respects owing to the tactics of some dealers the market is demoralized, paying prices away above what they are selling at, in fact taking a loss of ¼c. per lb. in some cases on steers. We quote: No. 1 at 3½c.; No. 2 at 2½c.; No. 3 at 1½c. Lambskins, 30 to 35c. each and calfskins, 59c.

TALLOW.

The demand for tallow has been slow, and the market rules quiet and steady at 5½ to 6¼c. as to quality.

WOOL.

Aside from a little more enquiry during the week for imported wool, the wool market has not shown much activity. We quote: Greasy Cape, 13 to 14½c.; Canadian fleece, 17 to 20c.; B. A. scoured, 26 to 32c.; pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. Northwest wool is quoted at 11 to 12c.

ASHES.

Receipts of ashes continue light and prices rule firm. We quote: First pots $3, seconds $3.70, and pearls $6.50 per 100 lbs.

MONTREAL TRADE NOTES.

Cut nails are down to $1.75 basis.

Offers of American pig iron have been

made during the week, but we do not learn of any large sales being placed.

The flurry in the South has as yet had no effect on local turpentine quotations.

Arrivals of cement during the past week have been 3,000 brls. English and 1,500 Belgian.

Business in English cement to arrive has been done during the week at $1.90, and in Belgium at $1.80 to $1.90.

TORONTO MARKETS.

TORONTO, August 24, 1894.

HARDWARE.

THE improvement in trade noted last week has not been maintained this week, although there are a few lines that are getting more active, business being decidedly quiet in shelf hardware. Barbed wire shows a little more activity, and the same may be said of hay baling wire. Rope is rather more satisfactory. Nails are going out in fair quantities for the season, and business is a little more satisfactory in tacks. Plumbers' supplies are little better in the country, but still dull in the city. Belting is still active.

WIRE—Barbed and hay baling wires show a little more activity. There are still some orders being received for ordinary oiled and annealed wire, and quite a quantity of stove pipe wire is now moving.

ROPE—Trade is more lively, and quite a number of enquiries have been received for extra large sizes. We quote: Sisal, 7-16 in. and larger, 7½c.; ¼, 5-16 ⅜ in., 8c. Manilla, 7-16 in. and larger, 9½c.; ¼, 5-16, ⅜ in., 10c.

CUT NAILS—There is a little more activity, but at old figures. Base price of $1.80 Toronto, for car load lots, and $1.85 for small lots.

WIRE NAILS—These are in good demand, nearly all 10-keg lots being called for. Discounts 75, 10 and 5 per cent., shipments in 10-keg lots being prepaid.

HORSE NAILS—The improvement in this line continues. The combination figures are being fairly adhered to. Discounts are 60 per cent. off "C," and 60 and 2½ per cent. off "P.B."

TACKS—Business in this line is a great deal more satisfactory than it has been for some time. We quote: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian' nails, etc., 37 per cent.

CUTLERY—There is nothing specially new, trade being in much about the same condition as last week.

SPORTING GOODS—Are beginning to move a little, but orders are small, smaller than is usual if anything.

CHAIN—Trade in this is picking up a little, but nothing of importance is doing yet.

HORSESHOES—Are being called for regularly. Stocks are light, and a number of shipments have to be made from factory. Prices are unchanged at $3.80 Toronto and $3.85 London.

WARE—Eclipse, Peerless and Pearl wares are moving freely, while there is not much doing in white ware.

PLUMBERS' SUPPLIES — Trade is not quite as good in the country. In the city there is no improvement to note yet, and prospects are not encouraging.

BUILDERS' SUPPLIES — Trade in the country is fairly good, but there is little or nothing doing in the city.

LEAD PIPE—Is going out more freely. A number of ton lots have changed hands during the week at unchanged prices. We quote: Toronto and the west 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

HINGES—Barn door hinges are quite active and "T" and strap are also improving.

HARVEST TOOLS—Trade is virtually over, although country enquiries are still being received.

CLOTHES WRINGERS—There are only a few changing hands.

BELTING—Is still active both in rubber and leather.

TAR, ETC.—We quote as follows: Roofing pitch, $2.50 per brl.; pure coal tar $4 per brl.; refined coal tar, $4.50 per brl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per brl. and 75c. per doz. pint tins; pine pitch, $2.75 per brl.

CEMENT, ETC.—Much as before. We quote: Portland cement (English), $3 per brl.; New Brunswick plaster paris, $2 per brl.; Canadian water lime, $1.25 per brl.

FIREBRICK, ETC.—Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

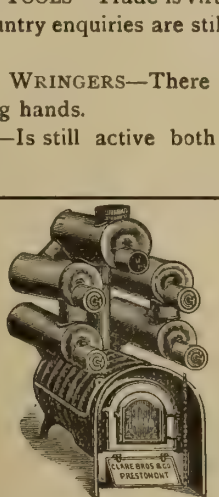
METALS.

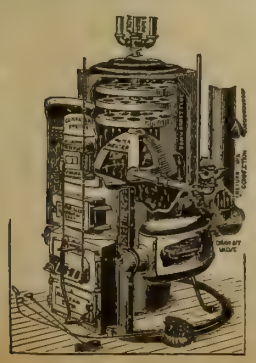
Trade is being maintained fairly well in metals, and prices remain much as before.

PIG IRON—Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: There is a marked increase in the demand for foundry and mill iron which comes principally in the form of small orders for urgent delivery, taxing the capacity of the few furnaces now in blast to supply. This holds true of both Southern and Northern iron, but more particularly of the latter. Prices are firmer but as yet no quotable advance has been made. We quote on the cash basis f.o.b. Toronto in bond: No. 1 foundry strong coke iron Lake Superior ore, $12.25; No. 2 foundry strong coke iron, Lake Superior ore, $12.05; Jackson county silvery, No. 1, $16.80 to $18.30; Lake Superior charcoal, $15.55; Southern soft, No. 1, $11.75; ditto, No 2, $11.50.

BAR IRON—Has shown a little more life, but quantities changing hands are still small. Base price is $1.80 to $1.85 Toronto, according to quality.

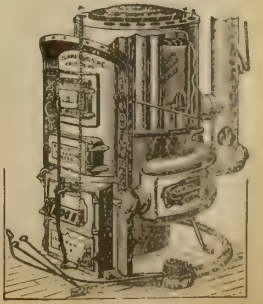
SHEET IRON—Trade has been very good in this line, especially in the lighter gauges and a number of ton lots have changed hands and stocks are comparatively low. Prices are unchanged except in the lower gauges, which are being shaded a little. We quote: 8 to 16 gauge, $2.50; 18 ditto, $2; 20 ditto, $2.10; 22 to 24 ditto, $2.20; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Gorbal's, 26 gauge, 5½c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

Best Value  on Earth.



These are the Furnaces that secure the trade for dealers who handle them.
They have no rivals but many imitators.

Clare Bros. & Co. ....Preston, Ont.



MARKETS—Continued

SHEET STEEL—Business has fallen off considerably in this line, especially in the better quality, although the second grade is moving fairly well. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

IRON PIPE—Stocks are exceedingly low, especially in galvanized, orders for which jobbers find great difficulty in filling. Business in ordinary iron pipe is fairly good. Galvanized pipe is sold at 50 and 50 and 5 per cent., and iron pipe at figures equal to 67½ to 70 per cent.

GALVANIZED IRON—Business has been fairly satisfactory during the week. Quite a few case lots have changed hands, both in Gordon Crown and Queen's Head brands. Import orders are being delivered to customers throughout the country. We quote: $4.35 for 28 gauge.

INGOT TIN—Is quiet, and only a few large lots are being disposed of. Prices are unchanged, small lots being quoted at 19 to 19½c., and large lots at 18½c.

INGOT COPPER—Is getting very quiet, but prices are unchanged at 10 to 10½c.

SHEET COPPER—Is picking up considerably, both for bath purposes, and ordinary trimmers' use. Some fair sales have been made at prices fractionally less than quoted. We quote: Untinned, 14 to 16½c. according to weight and size; brazier sheets, 14 to 17c. according to quality.

BOILER PLATES—Quiet and unchanged. We quote: 1¼ inch, 7c.; 1½ inch, 7¾c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

ZINC SPELTER—Trade is more satisfactory than it has been, being called for at 4¾c. for imported, and 3¾c. for domestic.

TIN PLATES—Are moving quite freely and prices are being well maintained. We quote $3.50 to $3.75 for "I.C." and $3.25 to $3.35 for coke.

TERNE PLATES—Trade in this line is keeping up well, with prices as before, namely, $6.50 to $6.75 according to quality.

SHEET ZINC—This shows quite an improvement. A number of forward orders are being shipped now for fall supplies. Prices are unchanged at 4¾c. for case lots and 5c. for small lots.

HOOPS AND BANDS—Although the price is low there is very little doing; $2.20 to $2.25 is quoted ordinarily, but these prices can be shaded for lots.

CANADA PLATES—The season now being on for this article, demand is constant. Of course the quantities for the country are small, as most dealers had orders booked for direct import through the jobbing houses, and these are now being shipped. We quote: Half polished, 52 sheets, $2.35; 60 sheets, $2.45, and 75 sheets, $2.60.

SOLDER—Has improved considerably as far as business is concerned, and prices are being maintained at 12½ to 14c. for strictly half-and-half.

PIG LEAD—Is not quite as lively as it has been, but prices are unchanged at $2.90 to $3.

ANTIMONY—A few good sales are reported at 9½ to 10c., and general trade seems better.

GLASS.

Considerable improvement is shown this week, both in "star" and "double diamond." Dealers throughout the country, however, are not buying large quantities, but sorting up orders are numerous. A cable quotes glass about 15 per cent. higher, but there is no change here beyond a firmer feeling. We still quote $1.10 to $1.15 for first break, 50-foot boxes.

OLD MATERIAL.

Trade has improved a little during the week; still, it is not what it should be. Prices as before: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 30 to 35c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 7 to 7½c.; old copper bottoms 5½ to 6c.; light scrap brass 3½ to 4c.; heavy yellow scrap brass 5c.; heavy red scrap brass, 5½c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3 to 3¼c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10c.

PAINTS AND OILS.

Travelers are more generally out and business is reported to be a little better.

WHITE LEAD—There has been a little moving, but the volume has not been large. A feature of the trade is a much better demand for the English article. Prices are still 4½ to 4¾c.

PREPARED PAINTS—There is a fair movement of a sorting-up character at $1.05 for pure.

TURPENTINE — Some improvement is shown, trade in this city now being fairly active; 41c. is the ruling price, f.o.b.

LINSEED OIL—Trade is still only moderate at 53 to 54c. for raw and 56 to 57c. for boiled.

CASTOR OIL—There is not much doing, and although quotations are 6½ to 7c. we hear of some cutting below these.

SEAL OIL—There is a moderate trade doing at 58 to 59c.

PETROLEUM.

Trade is firm although what is moving is in small lots. Prices are still unchanged, but a rise is anticipated in the near future. We quote, in 5 to 10 brl. lots, imperial gallon, Toronto: Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; Canadian water white, 16 to 17c.; American water white, 18 to 19c.; photogene, 20c.

MARKET NOTES.

H. S. Howland, Sons & Co. have just received a fine line of tea trays.

Frankel Bros. have shipped several carloads of cast iron this week.

H. S. Howland, Sons & Co. report large sales of Dead Shot and Schultz powder.

M. & L. Samuel, Benjamin & Co. report their trade in "Hudson" apple parers as being unusually large. "We don't know whether it is caused by the promised big crop of apples or the superiority of the machines," said a representative of the firm. "I suppose the latter is the chief reason."

H. S. Howland, Sons & Co. report a brisk demand for the White Mountain, Turn Table and New Lightning apple parers, and many repeat orders for same.

H. S. Howland, Sons & Co. are just in receipt of a consignment of Wostenholm's "I. X. L." pocket cutlery, among which are many new lines.

Lawrence & Campbell, Miami, Man., have built a new store. It is 26 x 40, and HARDWARE'S correspondent writes regarding it: "I think it is the neatest finished hardware store in Southern Manitoba. The ceilings are finished in carved wood, and there are two handsome plate glass windows in the front of the store."

H. S. Howland, Sons & Co. have a fresh consignment of revolvers to hand, and will now be able to fill all back orders.

UNITED STATES MARKETS.

NEW YORK, Aug. 24, 1894.

PIG TIN—Sales were recorded on 'Change of 15 tons, August delivery, at 19.60c.; 15 tons, Oct., at 19.70c., and 25 ton buyers' option August-September at 19.60c. Subsequently free offerings forced prices down to the basis of about 19.40c. for September, and correspondingly for other deliveries. The only explanation of the turn was that there were more sellers than buyers in the afternoon, and more or less general disposition to realize on the part of holders, who had a profit in sight in view of a reaction in London quotations. General trade demand continues slow, and seems to be stimulated very little if at all by the speculative movements.

COPPER—There is little change in the appearance of the market. Orders come along slowly and are chiefly for small quantities. The offering does not appear to be particularly large, but, along with deliveries on previous orders and consignments to Europe, keep the various outlets well blocked. Quietly there have been sales this week of Lake Superior ingot at as low as 9c., but the popular quotations are 9⅛ to 9¼c., and timely bids of 9.20c. were made on 'Change.

MARKETS.—Continued

Electrolytic is now held at 8¾ to 8⅞c., and casting stock at 8⅝ to 8¾c., but there seems to be more holding than selling at those figures.

PIG LEAD—The market remains unsettled and sales of single car loads are comparatively few. Prices stand at about 3.40 to 3.45c. for prompt shipment, with futures at more or less discount, but difficult to place, owing to tariff uncertainties. St. Louis wire to the Metal Exchange quoted 3.40c. for desilverized, and 3.25c. for soft Missouri. London cable was £10 for soft Spanish.

SPELTER—Nothing doing here outside of occasional sales of single car loads and no improvement in the demand. The offering is tame, however, and prices are kept at about 3.40 to 3.45c. for ordinary Western brands, early shipment. St. Louis quotation to the Metal Exchange was 3.22½c. London cable £15 12s. 6d. for good merchant brands.

ANTIMONY—The market is steady, but quiet, with 8⅛ to 8¼c. for Hallett's and 9⅞ to 10c. for Cookson's from store.

TIN PLATE—No new features came to the surface. Business was moderate and the negotiation tame, with less interest in futures than was manifested a few days ago.

IRON AND STEEL—Business in all lines is still held more or less in suspense by tariff uncertainties, and the only movement is in remote instances or when imperative wants necessitates buying. Prices remain almost stationary, yet have rather weak undertone.

ELECTROCUTING RATS.

A Philadelphia electrician has "gone one better" on Edison's familiar cockroach-killing device, says an exchange. The proprietor of a down-town restaurant in the Quaker city was constantly pestered by a host of rats which swarmed at all hours into his yard in search of the toothsome offal temporarily stored there. The favorite route of the rodents was a sewer inlet at the back of the yard, which terminated in a hole alongside a grated covering. The electrician one day caught sight of the intruders and forthwith set to work to try an interesting experiment. Laying coils of copper wire about the hole, he made an attachment to the electric-light wires within the building and fixed in a convenient place a key for turning on the current. When everything was in readiness a watch was kept on the hole, and as soon as a dozen rats were playing about the inclosure the key was turned. As the rats returned one by one to the hole they were unmistakably electrocuted. The plan worked to a charm, and the story goes that in this way nearly 100 rats have been killed off in a little over a week.

RAZORS See our fully warranted German Hollow Ground Razors. Fresh stock just received. Good assortment, low price, splendid value.

A. C. LESLIE & CO. Montreal and Toronto.

Our Specialty **PURE TURPENTINE** Our Customers Need fear no Adulteration

Every barrel guaranteed! We are headquarters for the Pure Article. Remember these facts when placing your orders.

FRANCIS, FROST & CO., 33 Front St.W., TORONTO

..THE **JAMES ROBERTSON CO.** LIMITED

Manufacturers, Importers and Jobbers.

TORONTO, MONTREAL, WINNIPEG AND ST. JOHN, N.B.

Lead Pipe, Sheet Lead
Pig Lead, Bar Lead
Lead Traps, Lead Wire
Wire and Bar Solder
Drop and Buck Shot
Window Lead
Tin-Lined Lead Pipe
Block-Tin Pipe

THE "RICHELIEU"



Sanitary Earthenware
Laundry Wash Tubs
House Boilers
Bath Tubs, Pumps
Sheet and Ingot Copper
Sheet Iron, Sheet Zinc
Iron Pipe and Fittings
Iron and Steel Sinks

Plumbers', Steam, Gasfitters' and Engineers' Supplies of all kinds.

Listen.. This is from a Hardware Merchant

DEAR SIRS:

Before handling "Clauss" Shears and Scissors my trade in this line was but little. I now sell more scissors than all the other stores in this place put together. Parties come to my store for your goods who have never been here before. Am making new customers for myself by it. Fill enclosed order at once. Most truly,

For discounts . . . write **Clauss Shear Co., Toronto**

THE BOY AND THE BOSS.

THE boy came briskly into the office, doffed his hat, and bowed to the boss.

"I understand you want a boy, sir," he said.

"Yes, we have a vacancy."

"Can I fill it?"

"Can you? What sort of a place do you want?"

"Where there's as little work and as much pay as the house can stand."

"Um, most boys when they come are willing to take all work and no pay."

"I'm not most boys."

"Oh, you're not? You are pretty fresh, aren't you?"

"Yes, sir; but I know it, and I'm getting cured."

"Do you expect to get the kind of a job you want?"

"No, sir; nobody gets what he wants, exactly, but it doesn't hurt him to expect a good deal."

"What pay do you think you should have?"

"Three dollars per week."

"The other boys we have had only got two."

"How many have you had in the last year?"

"Eight or ten.'

"I thought so. That's the kind of a boy a $2 boy is."

"And are you not that kind?"

"No, sir; if I come, I hang up my hat and stay."

'Suppose you don't like it?"

"I'll stay just the same."

"Suppose we bounce you?"

"I'll be glad of it, sir."

"Glad of it?"

"Yes, sir; if the house isn't satisfied with the right kind of a boy, it isn't the right kind of a house for the right kind of a boy to be in."

The employer took a second look at the boy.

"Um," he said, "will you say that again?"

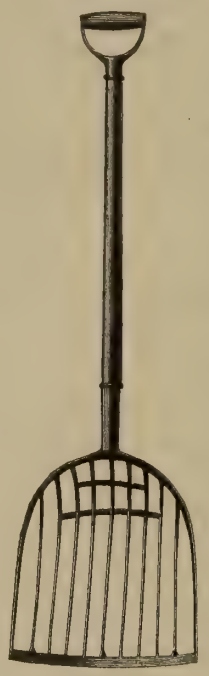
"No, sir; it's time I was going to work if I'm going to work, and if I'm not, it's time I left. Do I go in or out?" and the boss with much doubt in his mind said "in," and the boy went in with a will.—Detroit Free Press.

CHIMNEYS AND FIREPLACES.

In planning brick chimneys, says F. E. Kidder, in Architecture and Building, the principal points to be considered are the number, arrangement and size of the flues and height of the chimney. Every fireplace should have a separate flue extending to the top of the chimney. Two or three stoves, however, may be connected with one flue if it is of sufficient size, and the kitchen range may be connected with the furnace flue without bad results, and often the draft of the furnace will be benefited thereby. For ordinary stoves and for a small furnace, an 8x8 flue is sufficiently large if plastered smooth on the inside, but it is generally better to make the furnace flues 8x12 inches, and also the fireplace flues, except for very small grates.

THE LITTLE GIANT SCOOP.

H. S. Howland, Sons & Co. are putting on the market the "Little Giant" potato and corn scoop, of which we herewith give illustrations. This scoop is made in one piece and of malleable iron. There are two sizes, No. 1 and 2. The capacity of No. 1 is such that a bushel basket can be more than filled with four scoops full of potatoes, and size No. 2 is much larger. It is lighter, it is claimed, than any other scoop of the same capacity, the scoop castings of No. 1 weighing only four pounds and No. 2 five pounds. Being made of malleable iron and cast in one piece, the scoops are much stronger than any wire scoop can be. To try the strength of a scoop let a man stand in the scoop and then lift him. The scoop is warranted not to break with his weight.



No. 1.

48 AND 72-HOUR COKE.

Forty-eight-hour coke, says Iron Trade Review, can be readily distinguished from 72-hour by its darker appearance and from the fact that it is really only half burnt, as the black ends of 72-hour coke are only half coked and are consequently identical in appearance with 48-hour. The latter coke is high in sulphur and will harden the first and second charges of iron, as they drop through the bed. High sulphur coke, such as gas-house and 48-hour, are responsible for cracking in casting poured in the fore part of the heat, and for this reason are not used in a great many foundries. The hardening tendency of the sulphur on the iron can be overcome by using a larger amount of silicon pig, silvery, etc., in the first two charges and coke high in sulphur used to advantage.



No. 2.

WOOD THAT WILL NOT BURN.

According to Nicholas T. Wilson, an inventor, of Chicago, Ill., there is no necessity in the future for the destruction by fire of frame dwellings or other buildings constructed of wood. He has invented a plan by which, through certain solutions of chemicals, wood is rendered non-inflammable. Saturated in the solution, it is impossible, he maintains, for a piece of lumber to burn, even if it should be soaked in coal oil. The wood or inflammable material of which houses are constructed is first immersed in the solution of chemicals for a period of twenty-four hours. The lumber is fire-proof, and will burn no more than a piece of iron or stone. By means of the chemicals the wood becomes so dense that heat will decompose it by charring only, but will not cause any flame. The substance produces an inert gas, which prevents combustion. By this scientific process of making wood non-inflammable, Mr. Wilson believes that thousands of fires may be prevented. He also thinks that, after the invention is thoroughly known, many railroad coaches will be built of wood so prepared. This would prevent railroad horrors resulting from fires after a wreck. Several car builders have seen the test, and are satisfied that it is impossible to burn the wood after it is once immersed in the substance.

PERSONAL MENTION.

R. W. Babbage, representing Stewart Munn & Co., of Montreal, was in Toronto last week calling upon the trade in the interests of Munn's Liquid Glue. He goes east this week.

J. H. Steel, St. Thomas, and C. M. Peters, Midland, were in Toronto this week.

M. McLaughlin, of the Bowman Hardware Co., Hamilton, was in Toronto this week.

Mr. Marshall, of Marshall & Mason, Strathroy, is on his way home from a bicycling tour.

C. L. Campbell, representing the Peck, Stow & Wilcox Co., New York, was in Toronto this week.

T. B. Lee, of Rice Lewis & Son, Limited, is on a pleasure trip through some of the States of the Union.

John Barton, Jr., representing Wallace Bros., Wallingford, Conn., was looking up trade in Toronto this week.

E. M. Gunn, representing Henry W. Wellington & Co., Boston, Mass., visited the trade in Toronto this week.

C. A. Thomas, with Samuel, Benjamin & Co., is on a trip to Winnipeg in the interests of his firm, and will remain there for a little while.

Robert Rolston, H.S. Howland, Sons & Co.'s representative in the Northwest and British Columbia, arrived in Toronto, Monday, to re-

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plenish his samples. "Business prospects in my territory are fair. Taking the difference in population into account I suppose the volume of business is relatively as large as in Ontario. Damage by the floods in British Columbia is greater than was at first supposed. The people in the Chilliwack Valley thought they would be able to plant and raise a second crop, but this they won't now be able to do. The silver question interfered with business in the Kootenay district too."

The early closing by-law went into force in Winnipeg on the 15th inst. The Free Press of the following day had this to say about it: "Employees of jewelery, boot and shoe, grocery and hardware and tailor shops will have freedom after a day's work to enjoy recreation and rest. Naturally they thought it unjust that they should be compelled to work some three hours longer than other citizens; and it is to be noted that without dynamite or a strike, by perseverance, agitating and persuasion of the public, they have gained their point. As soon as some irregularities in the petition for the closing of dry goods stores have been corrected they, too, will likely be included in a by-law."

FAMILIARITY.

The descent from dignity is always into familiarity, and although it may not in all instances breed contempt it nevertheless is certain to weaken the moral influence of the one who practices it, remarks Metal Worker. Although familiarity frequently appears to be a factor in popularity, it actually is not, and has no part in that true and proper popularity that is enjoyed by the few because they command respect and reverence. Many a man's downfall as a successful manager has dated from the time that, for some cause or other, he sought to be popular. He has doubtless endeavored to become so by a certain intimacy, a familiar slapping on the back, a free conversation on an irrelevant subject. He has become too well liked from low rather than high motives, from expectation of favors or because unjustifiable favors have been granted. Even unintentionally the man sometimes places himself in an improper relation to the employer. Thus, a certain young timekeeper, out of the kindness of his heart, by extra work, made up his pay roll so as to pay off the day before Christmas, although wages were not due until Christmas day, which, being a holiday, their pay day should go over to the day after. The men in appreciation made up a subscription which was invested in a fine meerschaum pipe and presented to him. He accepted it, but in so doing and by consequent intimacy with the men so compromised himself that it was soon deemed advisable by the management to find a substitute. In this is the lesson; familiarity must be avoided, dignity cherished, and every effort made to secure the sincere respect of the men rather than the hollow popularity which is for the day and then, like a bubble, bursts and is gone forever.

FLY CATCHING SCREENS.

A correspondent of the Scientific American, G. P. Yule, of Clinton, Ia., tells a grateful public how to put in window screens and not have any flies in the room. First place the frame on the outside of the window, the wire to be on the inside of the frame. Nail on moulding on each side and at the bottom to cover the ends of the wires, but let the wire cloth extend over the nail on top of the frame. Put no moulding at the top on the inside. If you will give the flies a chance, they will alight on the screens and walk up and out. Take any common window screen and place it on the outside, but instead of closing the space at the top, take a hammer and pull the top moulding off from the screen; let the space then be open between the top of the screen and the sash. When you draw down the window shade half way, or down to the top of the screen, and the open space is thus left across its top, you will see the flies go toward the light and walk up the screen and go out. All the flies that come in from the screen door when it is open go to the window screen and thus go out.

AN ERRONEOUS BELIEF.

In some quarters a belief prevails that "some old iron is rendered much more valuable by being knocked about." Thus, old iron in the form of horseshoe nails, and indeed horseshoes themselves, have been sold at a much higher price than the original metal from which they were made; the toughness supposed to be acquired by constant blows and concussions giving it a greatly enhanced value in the market. We much doubt this, says an exchange. The toughest wrought iron rather becomes deteriorated by "constant blows and concussions," unless these blows are given while the material is in a semi-plastic state, as when red hot. It is well known that the material for horseshoe nails is of the toughest and most fibrous iron. It is not uncommon to see a farmer or a country blacksmith taking a nail rod and placing it in the fire form a nail which, by the percussion of the hammer and anvil, becomes red hot, so that the finished nail is cut off and falls glowing at the foot of the anvil. This could not be done with any but the toughest iron. Possibly the thorough hammer working to which horseshoes and horseshoe nails are subjected in the process of their transition from the bar to the finished article enhances their value so that they may justly command a higher price than the original metal; but the reason is not to be found in their use on the feet of horses or on pavement, but in the toughness acquired in their manipulation.

SMALL ECONOMIES.

A quarter of a cent is a very small sum in itself, but when multiplied enough times the product is considerable, a fact which railway managers thoroughly understand. One of them tells all about it in the Railway Age. A saving of only one mill a day in the running of a locomotive, he says, amounts to 36½ cents in a year, and with several thousand locomotives the saving is considerable. The good superintendent to-day is the man who makes these little savings, and the number of ways in which they are done is astonishing. Take the matter of starting a fire, for example. Most locomotives are fired up with wood, and about an eighth of a cord is necessary to start a good blaze. Wood is pretty expensive fuel to use for such purposes, and several railways have begun to substitute oil for it. This oil is stored in a reservoir outside the round-house, and is forced by compressed air through a series of fixed pipes to flexible pipes near each locomotive stall. When it is necessary to start a fire, a bed of coals is spread over the grate, some old waste is thrown on top of it and lighted, and then the oil is sprayed into the fire box through the flexible pipes by the compressed air. It takes just about as long to start a fire with this apparatus as with wood, but with the former the cost is only 2½ cents, while with wood it ranges from 11 cents to 35 cents, according to the price of wood

A POWERFUL PRESS.

An 8,000-ton forging press is now in use at the River Don Works of Vickers, Son & Co., Sheffield, England. The shareholders, at the close of a recent meeting, were invited to inspect the working of this machine, and it is stated an ingot weighing 66 tons was taken from the furnace and conveyed to the press, under which it was swiftly and silently squeezed to the required proportions. When finished it will be 18 inches thick, and is ultimately to form one of the plates of the Russian war ship Three Saints.

WHEN TO THINK TWICE.

THERE are occasions when we must decide promptly, and without time for sober second thought, says an exchange. But they come to us rarely, and there is little danger of our mistaking them when they do come. Most of our decisions need to be made with deliberation. Thinking well over the matter often puts a little different face upon the subject. Especially is this true when the mind is heated by temper. One who strikes while the iron is hot in this case is very sure to regret it, and very likely to be much ashamed of it also.

A young man imagines his employer does not treat him with becoming respect. He reproves him for something he has done wrong, throws a badly written envelope into the waste basket, and directs him to write another, or something equally trifling, and the young man resents such oppression. He replies that if he does not give satisfaction he prefers to leave, and the employer, to his astonishment, promptly accepts his resignation. Sober second thought comes pretty quick in such a case, but it comes too late, and it is apt to be very sober. Out of place with no very high commendation from the last situation is a dull prospect for any young man to look out upon in the morning, especially with board bill running on the same as ever. It is an additional aggravation, too, that the employer fills his place at once, and goes right on selling and making money, despite all his prophecies that he was on the "eve of bankruptcy."

It is always a good policy to remember and "consult with the town clerk of Ephesus," and "do nothing rashly." It is an old Spanish proverb, "Sleep upon it and you will take counsel."

Especially is this caution needed when making the important moves of life. So many are ready from interested motives to advise you to go in with them, especially if you have a little money to invest, and will, if possible, leave you no time for deliberate thought. They will bring all the arguments on their side to bear upon you continually. But what you need is to consider those on the other side, and weigh and gauge accordingly. Gather all the facts you can against the scheme and sift them. We have all known men who would suffer themselves to be "talked into" an investment by a smart agent, but too often they have had long leisure to regret it.

ELECTRIC VENTILATION.

Properly speaking, this is mechanical ventilation effected by electricity as a motive power. Go where one will, says Metal Worker, small fan blowers driven by electricity are now a familiar object. These have rendered life in banks, stores, restaurants and even private dwellings far more endurable in sultry weather than was formerly the case. So far, the electric current for driving these fans is for the most part taken directly from wires used for lighting and other purposes. Some, however, are driven by battery power, and as the storage battery becomes gradually improved it will more and more be used for this and similar purposes. The storage battery, while not yet fulfilling the promise it seemed to hold out when first introduced, is yet constantly advancing in usefulness. Electric ventilation, like electric lighting, has come to stay. The heating and ventilating trade, not only by this innovation but also in other ways, is becoming more related with electrical engineering as time advances. By the use of electricity, low pressure steam heating and mechanical ventilation can often be advantageously carried out together. When this is done a skilled engineer may be dispensed with who would otherwise be necessary to attend an engine and boiler for driving the fans

TESTIMONY OF FINGER PRINTS.

When a finger, or a finger print, is closely examined under a lens of only moderate power, it is seen to abound in minute peculiarities. These are caused, says All the Year Round, by the branchings of some of the ridges; the sudden appearance of new ones; the formation of rings, or ovals, like eyelets, and the abrupt stoppage of ridges without any apparent cause.

It is in these countless little peculiarities even more than in the general character of the pattern that the value of finger prints as proof of identity lies. For these appearances, however minute, do not change in the smallest particular during life. A pattern may be traced on the fingers of the babe when born; it will be found the same on those fingers when he has grown to manhood, and may be imprinted from the fingers without change in the smallest point, though a hundred years should intervene between birth and death.

The pattern grows together with the finger. Its proportions vary with fatness or leanness. They may be further affected by wear, gout or age. But such changes appear in the pattern as a whole; never in the form or correlation of its constituent parts. The pattern may become altered in length or breadth by hard wear of a peculiar kind, but the number of ridges that concur in forming the pattern, their embranchments, their archings, loops and other characteristics, are not subject to change. They are indestructible as the finger.

ADVANTAGE OF UNIFORM RATES.

To the public the possible benefit would appear to reside in the improved conditions under which existing areas of territory could be reached and extended. The discriminative conditions against local traffic would be greatly relieved, a greater degree of accuracy in gauging the cost of transportation as a factor in the business of producers, manufacturers, sellers and purchasers throughout the entire country would be attained, and a better understanding of the circumstances of competition as between manufacturers and dealers in like classes of traffic secured because of such uniformity, and the greater degree of readiness with which rates of transportation as quoted in the bills of lading can be protected and overcharges prevented.—Bradstreet's.

MINING ORE AT TEN CENTS A TON.

The recent achievement of the Mountain Iron, in putting out 8,100 tons of ore in a day, gives a tangible idea of the possibilities of cheap mining on the new range. Such an output means a mining cost of less than 10 cents a ton. And when to this low cost is added the advantage of fee-ownership, and identification with rail and vessel companies, the ability to sell Tubol ore at $2.10 without loss is not the mystery it might appear, at first blush. While the policy of the Lake Superior Consolidated Mines would naturally be the operation of mining and railroad property with a view to money-making, what the Consolidated interests are prepared to do, when it comes to a mere matter of staying in the race against competition, is suggested by the record cited above.—Iron Trade Review.



SS. SMOKELESS POWDER Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

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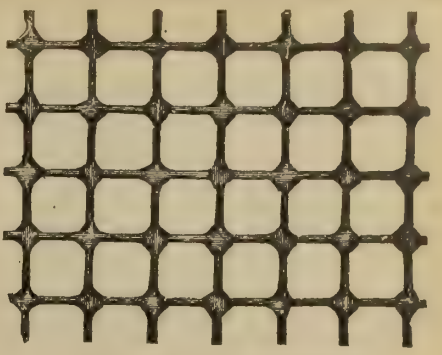
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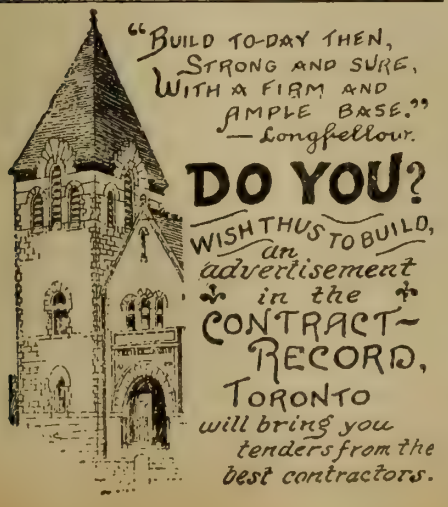
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WE BEG TO ADVISE THE TRADE that in order to thoroughly introduce the **IMPROVED FLEXIBLE BRIDLED BRUSHES** we will include in every package one or two bridles, attached free of charge.

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It will pay you to examine this Bridle and draw the attention of your customers to its merits.

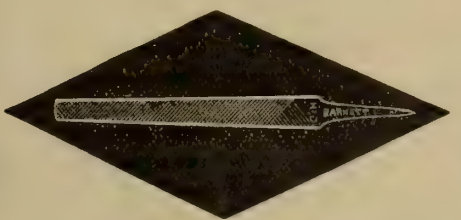
We strongly advise not to stock up with brushes without bridles.

The extra price for these Bridles per doz. will be quoted on application, by giving the size of brush, or they may be found in our latest Price List.

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Mill Sawfiles with two Round Edges for Band Saws.
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EVERY OTHER DESCRIPTION OF SAW FILES.

MISLEADING PRICES.

PRICES on certain lines of goods are occasionally cut by the retail merchant in order to attract custom, or because he wishes to get rid of them, or to beat the prices made by some other merchant in the same line, and whom he regards as a competitor, remarks Hardware Reporter. The term "below cost" is often used as an inducement to trade. Sometimes this term is a legitimate statement of fact and sometimes it is not. When it is used, the purchaser or prospective buyer may be curious enough to enquire the cost price or to use indirect means of obtaining what he regards as necessary information, and it occasionally happens that he obtains this through opportunities unwittingly afforded by the merchant himself.

A case in point came to light here in St. Louis during the present week. One of the larger stores bought a stock of goods from a smaller concern and announced the fact in a number of cards conspicuously displayed in the show windows. The names of the two concerns are changed, of course, but in other respects one of the cards is here reproduced as an illustration. "We have bought the entire stock of Jones, Smith & Co. at 50c. on the dollar. They sold this article at $1.70. We—Thomas Brown & Co.—sell it below cost at $1.35." This is poor arithmetic, the kind that gives itself away. Fifty per cent. of $1.70 would be 85 cents, and selling it at $1.35 would leave a profit of 50c., or about 63 per cent., instead of a loss. If Thomas Brown & Co. bought it at less than 85c., as is probable, the difference between cost and selling price was even greater in their favor, and yet their cards served as a bait to catch custom until a competing store in the neighborhood offered the same goods at $1.10, and showed by a simple calculation that the other figures were all wrong. Then the cards were taken down, having served as an illustration of the very plain truth that it doesn't pay to play ducks and drakes with arithmetic.

PRACTICAL MEN NEEDED.

The walks of business life are more crowded to-day than they have ever been before, remarks American Citizen, and the need of young men of practical rather than theoretical knowledge, is a most vital one. Nepotism is moribund. The young man who has mastered every detail of the business, who knows when a workman's methods are not the best, who knows just the time and force that will be required to do a given work, and who can, if occasion requires, fill the place of almost any of his subordinates at a moment's notice, is the young man who is given preferment. Theoretical training is admirable, but it can not hold its own with the practical. The place of the technical school is well established. The graduates of this or that "Teck" fill important positions in the mechanical world and most of them are in a fair way to earn a competence. As compared with the graduates of the classical colleges, the young man who steps forth from an institute of technology has by far the best of it. It is an easy matter at any time in almost any of our large cities to find graduates of Harvard or Yale in the east, or Michigan or Northwestern in the west, working for a salary of twelve or fifteen dollars per week, figures which a corporation or any party in need of practical knowledge would hardly think of naming to a practical man to start in with. We need more technical institutions. Every large city should have two or three of them. When once this is done we will progress as a nation in a manner that will eclipse all people of all times. There are, of course, croakers galore who take but scanty stock in this practical training of young men, but we firmly believe that in advocating it we are closely in touch with a large majority of our most intelligent and thoughtful people.

THE DUPLEX STOVE SHOVEL.

The accompanying cuts give a top and back view respectively of the "Duplex" double-handle stove shovel, a consignment of which has just been received by M. & L. Samuel, Benjamin & Co. The Duplex is made of the best sheet steel, heavy and extra strong, but its chief feature is the handle. This is made of two pieces, forming an oval, and the scoop is riveted between, thus uniting three thicknesses of metal at the junction of the handle and scoop, imparting great strength where most required, and where the strain is the greatest.



TOP VIEW.

AUSTRIAN GLASS

The United States consular officials in Vienna and Prague have sent reports to the Government on the plate and mirror glass industries of Austria, which contain much technical detail. It seems for over two centuries the mirror glass industry has been established in Bohemia, just across the Bavarian border, where the surrounding forests guaranteed a plentiful and cheap supply of fuel. At first, glass for beads and bottles only was produced. In the latter half of the last century Bohemia held the first place among the glass producing countries of the world. The value of the glass manufactured there in 1799 amounted to about a quarter of a million sterling. Early in this century, however, the markets began to be flooded with cheap English and French pressed crystal glass, with which Bohemian glass could not compete, and notwithstanding the efforts of Bohemian glass manufacturers the decline of the industry was inevitable. In recent years it has revived, and there are now in Bohemia about 150 glass works and nearly 3,000 grinding establishments, employing nearly 30,000 persons. There are a number of glass works in other Austrian provinces, and in Hungary there are over 70 in operation. The chief factories for producing plate and mirror glass are situated near Pilsen, in Bohemia. The value of these kinds of glass depends on the purity, and the greatest possible care is taken to procure materials of the very best quality, and almost every manufacturer guards the formula of his own special mixture as a trade secret. The substances used, though the proportions differ, are quartz, purified potash, hydrate or lime or marble, saltpeter, arsenic, manganese and smalt. The reports enter into numerous details of the various processes of manufacture—blowing, rolling, grinding, smoothing and polishing.



BACK VIEW.

NEW THINGS IN ART HARDWARE.

A late development in builders' hardware, says Age of Steel, is in stamped up or embossed work, all of the articles being made with a die out of sheet metal. So far this has been confined principally to bronze in the cheaper grades, but it is now being extended to steel, and also to the higher grades of builders' hardware. It enjoys the advantage of being much cheaper than the cast work, and also admitting of a very broad, free treatment of design, as compared to the necessary rigidity of the mould. It is most popular in antique copper or bronze, and is destined to be very extensively used. It has some limitations, inasmuch as there are a few articles, those made of two or three pieces, which cannot be manufactured in this manner, but these are unimportant. It is exceedingly showy, and when the metal is of sufficient thickness is quite as durable as the cast bronze.

In the high grades of builders' hardware the prevalent taste is for the romantic schools of ornamentation, such as the Empire or Louis XIV. Some of the more ornate, such as the Rococo, are having a temporary popularity in medium grades.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

BUSINESS has not been profitable with Janey & Crossan, general merchants, Northfield, B.C., and they have assigned.

F. A. Rider, machinist, Staples, has assigned

J. C. Mallette, general merchant, Bedford, Que., has assigned.

A. Gareau, wholesale carriage hardware, Montreal, has assigned.

C. J. McRae, general storekeeper, Stayner, is offering to compromise.

E. C. Gooden & Co., general merchants, Baie Verte, N.B., have assigned.

Bunyan & Flannery, general merchants, North Bay, are offering to compromise.

Nolan & Co., stoves and tinware, have assigned. Liabilities, $6,000, and assets, $3,000.

Carson Price, Holland Centre and Berkeley, general storekeeper, has obtained an extension.

Lewis E. and Charles S. Jost have registered a partnership in Sydney, N.S., to carry on business as general merchants under the style of Jost Bros.

CHANGES.

J. H. Chute, general merchant, Middleton, N.S., has sold out.

The Bain Wagon Company, Woodstock, has sold out to J. McKellar.

James Williamson, furniture dealer, has been succeeded by C. W. Johnston.

John Ferguson, livery stable keeper, Port Stanley, has sold out to Fred. A. Going.

Rose Armstrong has been registered proprietress of the general business of H. Levis & Co., East Clifton, Que.

The estate of Peter Campbell, general merchant, Arichat, N.S., has been reconveyed to him by assignee.

E. T. Hetherington has been registered proprietor of the general business of S. Hetherington, Hatley, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

Senecal & Lussier, general merchants, St. Charles, Que., have dissolved.

Jones & Vincent, general merchants, Sweetsburg, Que., have dissolved.

N. J. Holden and G. E. Muir have registered a partnership to carry on business in Montreal as importers of oils under the firm name of N. J. Holden & Co.

John H. Wadsworth and Jacob Gelse have registered a partnership in Montreal to carry on business under the style of the Montreal China and Glass Decorating Co.

SALES MADE AND PENDING.

The general stock of Geo. Hutchinson & Sons, Alliston, is to be sold by auction 28th inst.

The stock of A. J. Dubuc, general merchant, St. Hyacinthe, Que., is to be sold by auction 30th inst.

The stock, etc., of Dougall & Lawton, wholesale lamp goods, Montreal, are advertised to be sold by auction.

FIRES.

Chew Bros.' shingle mill, Midland, has been burned.

Wm. Dunbar's saw mill at Sterling Falls has been burned.

Wm. Dore, carriage maker, Wingham, has been burned out.

Felix Delishe, general merchant, Pierreville, Que., has been burned out.

Wm. Sutherland, general merchant and hotel keeper, Sheet Harbor, N.S., has been burned out.

Wm. Clew and Geo. F. Smith, both general merchants, of Woodstock, N.B., have been burned out.

SHE TRIED THE BATH.

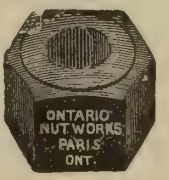
A maiden lady, of doubtful age but undoubted respectability, wished to purchase a bath for her bath-room, and the one she selected reposed in the centre of an ironmonger's shop. As this good lady was of an enquiring turn of mind, and was also nothing if not practical, she then and there determined to try the article before buying. Accordingly, assisted by the now blushing assistant, she proceeded to get into the bath in all her finery, and lay down at full length, irrespective of damage to hat and jacket, and from this coign of vantage discoursed upon the merits or otherwise of the bath, so far as they affected her. A worthy carpenter entering the shop at the same time beat a hasty retreat, thinking he had made a mistake, and was intruding upon a private rehearsal, and several members of the staff had to retire to give vent to their feelings. After sundry scrambles on the polished and sloping surface of the bath, the good lady at last gained her feet and closed the bargain. Who will say after this that the draper has the most exciting and interesting experiences in dealing with the fair sex, or that our heavy and sombre trade does not have its light and comic side?—Hardwareman.

ENGLISH TRADE MENACED.

I hear that some of the electroplaters are finding it to their advantage to buy glass direct from the works in Austria. I was recently shown some Austrian salad-bottles which had cost nearly a third less than those of English make. One Birmingham firm have just started their works on a non-society basis, and I hear that another are going to follow suit, as they find they cannot produce goods at a profit in these days of keen competition, owing to the restrictions to which they are subjected by the men's society. The latter body is becoming alarmed at the increasing number of unemployed members.—Vulcan, in Ironmonger.

SITUATIONS VACANT.

HARDWARE CLERKS—INCREASE YOUR INCOME by showing The Hardware Dealer's Magazine to your local hardware merchants and manufacturers. Subscription $1.00 a year. Liberal commission. For sample copy, terms, etc., address D. T. MALLETT, Publisher, 78 Reade st., N.Y



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

Roofing and Building Paper
Tarred Felt,
Dry and Tarred Sheeting
Building Paper,
2 and 3 Ply Ready Roofing,
Pitch, etc.,
In stock here for the convenience of the Trade.
Alex. McArthur & Co., Montreal

H. D. SIMMONS & CO., Western Representatives
85 York Street, TORONTO.
TELEPHONE 2164.

OUR SALES OF
"BURHAM" Portland Cement
For the past 8 months have been
25,499 CASKS.
"BURHAM" Brand outranks all other
Try it and be convinced. . . . .
Sole Consignees for Canada,
McRAE & CO., OTTAWA

MUNN'S
Celebrated Newfoundland
Liquid Fish Glue
The high reputation for excellence which our Glue has enjoyed for many years is a guarantee of the SUPERIOR quality of our manufacture.
THE ART METROPOLE, Agents.
131 Yonge St., TORONTO.

1879—ESTABLISHED—1879
Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.
GARDNER BROS. & CO.,
ESSEX, ONT.

WHAT THE SLATE DID.

MY companion is now the honored and trusted president of a prominent bank, but for more than forty years previous he had been connected with the hardware trade, and his name to-day is at the head of a large and prosperous incorporated company in wholesale hardware and well known in three states.

We had been discussing some details of bank management, when he asked: "Did I ever tell you about my lucky slate?"

I answered that he never had, but I was quite ready, then and there, to be told about it.

He sat back in his chair, and his face took on a look of enjoyment, as if the recollections and associations were pleasant to recall.

"When I went into business," he said, "I had but very little money. Just as we had got fairly started the panic of '57 struck us. I literally did not close my eyes for two successive nights, while I worried over the situation. We had bought goods too freely; many bills were now due, and though we had enough coming to us to make us easy, if collected, there was every reason to suppose that our customers would plead the panic as a good excuse for their inability to pay. I had a partner who was no use whatever to me in this crisis. He was a fellow who was expert in scattering, but a failure in drawing loose ends together. I blamed myself for having ordered goods so blindly and so recklessly. I determined that if I pulled through I would make a change in my methods or go out of business.

"I went to the bank and said to the cashier: 'I am in trouble—great trouble. If I can't get some help I shall be forced to the wall.' 'What's the matter,' he asked; 'trusted out too much, like every young fellow who starts business?'

"'Yes.'

"'Yes,' said he 'I know just how it goes; you are acquainted with everybody and everybody is acquainted with you. Anything they want in your line they have only to ask for; payment can take care of itself. I suppose about every farmer in the county owes you, but tells you that he can't pay?'

"'Yes.'

"'Just so; it's the same story everywhere. Well, what have you to offer for money?'

"'All I can give you is my own note. I shall not ask anyone to endorse for me, for I will not endorse for any man. If you can lend me some money on my note, I will go through all right, and I have learned a lesson.'

"'How much did I want?'

"I told him.

"'All right; make out your note.'

"On my way back I went to a book store and bought a double slate and a pencil, which I tied to the frame. I called my partner and our one clerk to look at this slate. 'This is to be at the cash drawer, and from this moment I want every sale we make entered on this left side, and every payment, no matter how small, minuted on the other side.' My partner pooh-poohed the notion. 'You can't keep it up three days,' said he. 'No one can stop to enter a sale when another customer is waiting for his attention.' I told him it could be done and must be done. If he couldn't do it with his sales, I would do it for him. I told him it was absurd to say that we two and our clerk could not do business with some system. That the cash must be made up every night, and if out of the way, we must have our business so well in mind that we could recall every transaction of the day and correct any errors. 'Then,' said I, 'I shall enter these daily sales in a book, and my purchases next month will not be one dollar more than our sales foot up for this present month. I am not going to lie awake again over bills that I can see no way to pay. As our sales increase, if they do increase, I shall also add to my purchases; but until that time my limit for any month shall be the amount of the previous month's cash sales.'

"My partner still felt disposed to ridicule the slate, but he saw that I was mightily in earnest. We began the new system that very hour, and we kept it up. Every night for five years I made up the cash myself, and if it was out of order, I kept at work among all of us until we finally recalled the missing transaction that was necessary to make a balance. I paid off my note in the bank when it fell due, but I gauged my purchases by our sales so that I was not cramped again.

"One day the banker came into the store smiling, as if he had a joke on me, saying: 'Lon, what is this Carter tells me about some slate you have? What is it? I'd like to see it.'

"I pointed to the slate lying on the ledge near the cash drawer: 'There it is.'

"'But what is it? I didn't catch Carter's point, but I was interested enough to come over here to see it.'

"I told him to go behind the counter and look at it. He did this, and then looked for an explanation. I gave it, telling him it was started the day that I made the loan at his bank; that it gave me a picture each day of my business, and educated us all as to the value of a little item, if that item happened to prevent our cash from balancing, and also that by the lessons taught me one month I gauged my purchases the next.

"He looked at the slate in an amused way, laid it down and started for the door, but before he reached that he turned around and said, in a voice intended for my own ears: 'Lon, whenever you want to borrow any more money, come to me and you can have it.'

"But my slate took me out of the ranks of the borrowers, very soon, placing me where I could pay cash for goods, and even discount my bills. We have been through some severe panics since '57, but I was able to sleep at nights, so far as worry about business was concerned. That is the story of my slate; but now to get back to our business here."

But it seems to me that the story is worth telling to a larger audience.—Wm. H. Maher, in N.Y. Hardware.

TO IMPROVE PIG IRON.

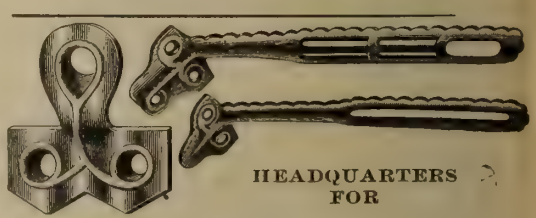
A patent process for improving pig iron after it is cast is being tried at the Little Bell furnace, Bessemer, Ala. It is, says Iron Trade Review, the Fortinolite process, and consists in running pig metal from the furnace into chills, heavily coated with a wash of impure graphite, apparently, containing about 75.11 per cent. of carbon. The metal is supposed to absorb some of the carbon and become stronger and softer, probably somewhat on the principle of cementation. It makes a very smooth clean pig, shows slightly less chill than untreated metal in chills. Tests so far made seem to indicate a gain of strength in test bar and in pig, and a slight increase of carbon in the metal as well as slight changes in the other chemical constituents. Tests made at the Howard Harrison Pipe Works of this metal, as compared with untreated pig of the same cast, are said to have shown decided superiority in fluidity and strength for the Fortinolite metal.

THE
Best Upsetter

A Poor Upsetter means to the blacksmith who buys it money thrown away. In the long run it don't pay a merchant to handle goods that are not satisfactory to his customers. Jardine's Patent Tire Upsetter is reliable and durable, and moderate in price.

TRADE MARK J REGISTERED

A. B. JARDINE & Co.
Manufacturers Blacksmiths' Tools
HESPELER, ONT.



HEADQUARTERS FOR
Tinners' Hardware
AND Roofers' Supplies
Largest Stock Greatest Variety
Prices Lower Than Ever
Write us before buying elsewhere.
BERGER BROS., PHILADELPHIA

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HAMILTON, ONTARIO
MANUFACTURERS OF
Clothes Wringers, Mangles, Churns, Washing Machines, and Household Specialties
Prices are low but you will find our goods first-class. Send for Catalogue. . . . .
EASTERN AGENTS
W. L. HALDIMAND & SON, - Montreal

THE UNIVERSAL VARNISH
Is a leader for Inside or Outside Work.
A. RAMSAY & SON
MONTREAL.

GET OUR PRICES FOR
BEST PORTLAND CEMENT
Calcined Plaster. Sewer Pipes.
Chimney Linings and Tops.
Mortar Stains. Fire Bricks and Clay
Enamelled Porcelain Sinks.
English and Belgian Portland Cements
and General Builders' and Contractors' Supplies.
W. McNally & Co.
MONTREAL.

Pigou, Wilks & Lawrence
Limited.
11 QUEEN VICTORIA ST., - LONDON, E. C.
Sole makers of the
"ALLIANCE"
PRIZE SPORTING POWDER
THE TRADE ONLY SUPPLIED.

A COAL GAS RANGE.

WILLIAM TAYLOR, Stour Valley Foundry, Smethwick, Eng., is the inventor and patentee of a range in which coal and gas can be used for cooking and heating purposes, separately or in combination, or in a variety of ways, as explained by a contemporary. A gas-heated oven is provided on one side and a coal-heated oven on the other. In other patterns the two ovens are heated either entirely by coal fire or entirely by gas. In the latter case, also, a coal fire can be used in the grate in the centre in the ordinary way for heating a boiler for bath and other purposes. A further variation can be made by arranging a gas-oven on one side and a coal-heated boiler on the other, and with or without grille and boiler burners for gas on top of the oven. The grille, burners, etc., in such cases are arranged so as not to project above the level of the top plate of the oven. The gas is supplied for cooking purposes through specially constructed tubes, all the burners being arranged so as to allow of their being readily removed for cleaning or repairing purposes. The tubes forming the burners are shaped at the ends so as to rest upon the supply-pipe, while a hollow arm is carried down to the floor from the underside of the tube or burner under the door of the gas oven or stove to admit air from the exterior. The tubes or burners of the grille and boilers are also portable, except that the hollow arm is not required between the top bars of the hob and grille. A moving metal deflector in two parts is provided, one moving backward and the other forward when required for boiling purposes—this deflector working in a rabbet in the hot plate.

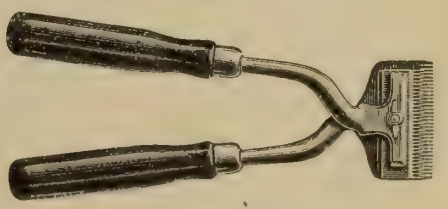
A NEW FORM OF RAIL.

William T. Manning, chief engineer of the Baltimore and Ohio railroad, has recently been granted a patent on an improved form of rail. The head of this rail, instead of being symmetrical, as is customary, is made one-sided, says American Manufacturer. Mr. Manning claims that a large proportion of the rails on curves are thrown away before they are worn out, for the reason that the inside of the head is worn off, and that by placing this rail in the track with the wider side of the head on the inside, and after it has become pretty well worn either turning the rail end for end or placing it on the other side of the track, it will last twice as long as a rail of the usual form. It is not claimed that this rail will have any great advantage over the common form in straight track, but its great advantage will be found on roads where there is a large percentage of curvature. It is stated that on such roads the high rail on the curves is often replaced several times without disturbing the inside rail.

ADAM HOPE & CO.,
Offer for Sale · HAMILTON
"Pioneer" and "Sloss" PIG IRON
These are fine foundry irons, being strong and large scrap carriers.
Also all the well-known—
Scotch Brands,
Broken Car Wheels,
and Railway Cast Scrap.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C. I. F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.
GEO. E. DRUMMOND,
Managing Director and Treasurer

BEWARE OF PIRATES
Who all but infringe the laws of Copyright and mislead the public by twisting words.
JOHN LUCAS & CO.'S
Imperial French Green
IS THE ORIGINAL AND ONLY RELIABLE


Horse Clippers
Gem and H. Boker.
FINEST QUALITY
New Stock Just Arrived
RICE LEWIS & SON, Ltd.
TORONTO, ONT.

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.



For Iron Fencing Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

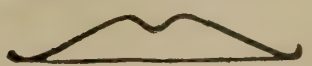
73 Adelaide Street West, TORONTO.



W. & S. BUTCHER, Sheffield, England, Makers for over ***ONE HUNDRED YEARS*** of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND.

OR



OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 50 $5 75
I.X., "	6 75 7 00
I.X.X., "	8 00 8 25
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	4 75 5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 35 3 50
I.C., special sizes	3 60 3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X., 14x56, 50 sheet bxs	6c, 6½c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base Price
Common Bar, per 100 lb	$1 85 1 90
Refined " "	2 35 2 65
Horse Shoe " "	2 60 2 75
Band " "	2 25 2 30
Hoop " "	2 25 2 30
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 11
Tank Plates1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

¾-inch	10½c
1-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 50
22 to 24 "	2 35
26 "	2 45
28 "	2 65

Canada Plates.

All dull	2 50 2 55
½ polished	2 55 2 60
All Bright	2 85

Iron Pipe.

Wrought 67½ to 70 p.c.
Galvanized, 45 to 50 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 4¾
28 " "	4¾, 5

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4⅞
" 5-16 " "	4¼ 4½
" ⅜ " "	4⅛ 4⅜
" 7-16 " "	3¾ 4
" ½ " "	3⅝ 3⅞
" ⅝ " "	2⅞ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10½ 0 11
Lake Superior	0 10½ 0 11

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square	
1 to 2 in	0 19 0 21

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Brazers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04½ 0 04½

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 02¾ 0 02⅞
Domestic "	0 02½
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 13½ 0 14
Standard	0 12½ 0 13
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10½ 0 11
Other makes "	0 9½ 0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4 50 4 75
No. 1 Do "	4 50
No. 2 Do "	4 25
No. 3 Do "	4 00

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) "	2 75
" " Royal "	1 10 1 15
Venetian Red, (best) "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian " " "	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 69	
Extra "	0 90	
Brown Japan "	0 65	
Brown Japan, Turpentine p. gal.	0 85	
No. 1 Carriage "	1 30	
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish	....	1 30
Oil Shellac	.....	1 40
White Shellac	....	2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls)

Selected Packages, per gal	0 43	0 44

Castor Oil.

Best, per lb	0 06⅝	0 06¾

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear	.....	0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads. in ½ lb. bags	0 70
Best thick white card wads. in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each	....	4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 50
Pegging, "	0 65	1 25
Brad,	0 85	1 60
"handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25 8 00
" Sewing, "	

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount 4 00 4 25
Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ percent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmcur's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex .....per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70 and 10 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	500	4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 and 5 p.c.
Loose Pins, " 65 & 10 to 70 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	....

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.		
Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	....	1 35
" No 2	....	2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	11 5	2 20	1 50	....
26 to 40	1 30	2 50	1 75	....
41 to 50	....	2 90	....	4 00
51 to 60	....	3 20	....	4 50
61 to 70	....	3 50	....	5 00
71 to 80	....	3 90	....	5 75
81 to 85	....	4 40	....	6 50
86 to 90	....	5 00	....	7 75
91 to 95	....	....	....	9 00
96 to 100	....	....	....	10 50
101 to 105	....	....	....	12 00
106 to 110	....	.....	....	14 00
111 to 115	....	....	....	16 00

Pilkington.

Ordinary.	
1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.	
1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	0 30	.....
Enamelled "	0 55	.....

Grindstone Fixtures.

P. S. & W., per doz	3 88	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p.c
Heavy, per lb 03 3-5 0 04½
Screw hook and hinge—
6 to 10 in., per set 0 00 0 03½
12 up " 0 00 0 02⅞

	Per doz. set
Screw, Eureka	1 13 1 80
Gate, Clark's	1 50 2 20
" Shepard's, dis 50 to 60 p.c	

	Per doz. pairs	
Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 40 to 45 per cent.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails

Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " ... 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread cake and paring knives $7.20 per doz. nett.
Hay Knives, spear point, L or T hdle 45 per cent dis.
Lightning, per doz. 8 40 14 00
Heaths, 45 per cent. dis.

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50
Cabinet.
Eagle, dis. per cent, 40 to 42½ p.c.
Padlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis per cent. dis. 00 to 25
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)
1. Either Canada or Amer. Pat'n. Basis—50 to 60 dy..... 1 85 1 90
40dy..... 1 90 1 95
30 dy..... 1 95 2 00
20, 16 & 12 dy.... 2 00 2 05
10 dy..... 2 05 2 10
8 & 9 dy..... 2 10 2 15
6 & 7 dy..... 2 25 2 30
2. Amer. Pattern Only from 4 to 5 dy .. 2 35 2 40
3 dy. (lath)..... 2 85 2 90
3. Canada Pattern Only from 4 to 5 dy .. 2 35 2 40
3 dy. (lath)..... 2 75 2 80
3 dy. A.P. Fine 3 45 3 50
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.

Poultry, 65 to 65 and 5 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carton Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W. " 0 25
S R. Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... . 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p. c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 1¾ 2
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3¾ to 4c. ft.

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.

Canadian dis. 30, 35 per c.

Rope	Per lb. Sisal.	Manilla.
7-16 in. and larger.. ...	7¼	9½
¼, 5-16, ⅜ in..... ...	8	10
Cotton, per lb.....	18	20
New Zealand.....	8½	9
Russia Deep Sea, per lb.	12½	13½
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N. P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.

Sectional, per lb..... 1¾

Saws.

Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz..... ..... 7 50
Hand, Disston's, dis 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

"Lincoln" McMillan & Haynes per doz 7 50

Scales.

Canadian List, dis. 40 to 40 and 5 p.c.

Scale Beams.

Canadian, B S. & M. dis. 40 p. c.

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss. Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ½ or ¼ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3½
Wrought Iron, dis. 80 to 80 & 5 p. c.
Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enanelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 35 to 40 p. c.

Ties.

Cow, per doz ..... 1 ... 2 50

Tinner's Tools.

P.S.&W., net list.
Canadian 15 to 35 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33½ p.c. to 35 p.c.
Game, H & N., P. S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9 00

Twines.

Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " ..... 0 30 0 5...
Binding, Common Sense 6½
" Blue ribbon..... ..... 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8
On prison made twine freight is prepaid to any railway station in Ontario.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5¾ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	3½ 3¾
" 4 " 4 & 6 "	
" Plain twist, all deld	3½ 3¾
" Steel thorn and ribbon.....	4¾ 5
"Lock Barb," 4 point	.. 4½
Ditto Glidden 2 point	.. 4½
Galvanized Barb, "Lyman," 2 to 4 points.....	.. 4½
Steel staples	... 3½

Terms, 60 days or 2 per cent. in 30 days.

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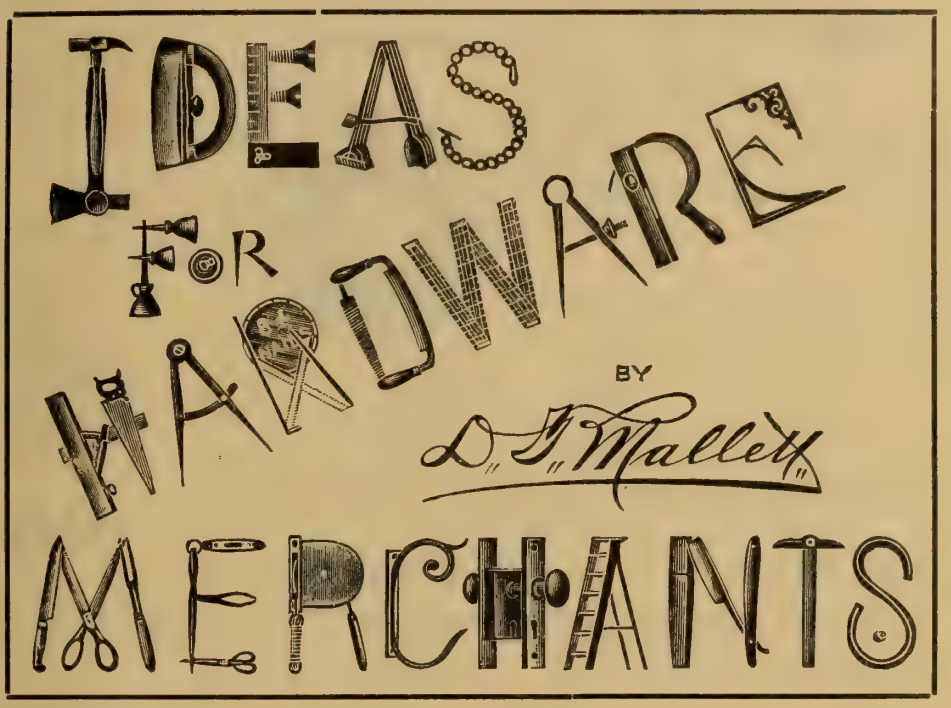
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VOL. VI. TORONTO, SEPTEMBER 1, 1894. No. 35.

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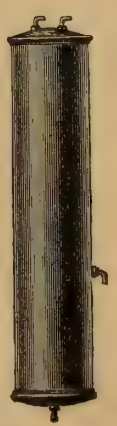
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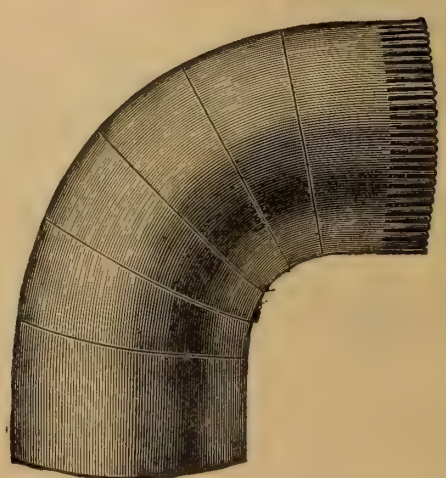
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J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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OPPORTUNITY FOR FRATERNIZING.

THE Toronto Industrial Exhibition opens Monday, and between that and the Saturday week following the wholesale hardware trade expect to receive visits from a number of their customers.

This season harvesting was earlier than usual, and the consequent after-harvest quietness in trade is expected to obtain earlier than usual, thus giving country merchants a better opportunity to get away for a few days.

This at any rate is about the way the jobbers sum up the situation; and on that account they look for a much larger influx of visitors during the Exhibition than formerly.

These exhibitions are yearly becoming more powerful as factors in bringing about fraternizations of wholesalers and retailers. If exhibitions in large trade centres do nothing but this, they are doing a work.

Many of the misunderstandings, much of the mistrusts that crop up between wholesaler and retailer, would not have been born had the wholesaler and the retailer known each other as well as they ought.

Acquaintanceship is the road to amicability; unacquaintanceship is the road that leads from it.

Wholesalers everywhere should make special efforts while their local exhibitions are open to induce their country customers to make a friendly call. And retailers should respond as regularly as possible.

Because a merchant does not require any goods at the moment, that should not deter him from paying his jobbing house a visit.

Go in and see the principals, the managers, anybody. They will be glad to see you, and you will gather ideas that will be of value to you, besides striking up personal acquaintances that may be of service to you some day.

HARDWARE MEN SHOULD HANDLE THEM.

NO hardware merchant should allow an opportunity for making an honest dollar slip through his fingers.

Amateur photography has become quite a hobby. And why should not hardware merchants reap some of the advantages that accrue therefrom.

In a word, why should not retail hardware men handle photographic supplies?

In the cities and larger towns, where a number of firms are to be found who deal in photographic supplies only, the prospects for the hardware merchant going into this line may not be of the brightest; but in country towns and villages, where there are no such places, the way is more open and the prospects more inviting.

Hardware merchants in England have tried the experiment with success, and why should not hardware men in Canada be able to do the same thing. They are able, and they would discover it if they took hold.

The cost of getting in a small stock of cameras, chemicals, etc., is not large. Any man of ordinary intelligence can soon acquire enough knowledge of photography to assist him in selling photographic outfits.

THE U.S. TARIFF AND CANADA.

A NEW tariff law in fact has at last the people of the United States.

It took the members of Congress about a year to fashion it, and now it is like a poor waif whom nobody wants to own.

The Republican party, of course, disown it in toto. It tried all it could to prevent its birth.

And although the Democratic party was the author of its being, the chief of that party, President Cleveland, sees such little resemblance in it to what the Chicago platform decreed it should be that he refused to recognize it or have anything whatever to do with it.

At the same time he would not kill it. Ill-fashioned as it was in his eyes, it was an improvement on the McKinley bill. And instead of vetoing the bill he allowed it to become law by lapse of time.

Although the Senate bill has gone into force it does not by any means follow that the tariff reform movement has subsided. The declaration of its apostles, the emphatic utterances of President Cleveland, declare that it has not.

But the trade and commerce of the country has been so torn by the process of creating a new tariff, that it is unlikely that for some time to come there will be any sweeping and radical changes.

The tariff reformers will sleep not. The humor they are in plainly shows that. But what they may be able to secure in the law as it now stands will be done piecemeal. A mouldering branch here and there as it were will be cut away. In the present temper of the people more is likely to be accomplished in that way than in any other.

Canada will benefit in a double sense from the transition of the Senate bill into law.

Trade in the United States is bound to revive, to some extent at any rate.

With the revival of trade will come better prices, and with better prices there will be more inducement to sell goods at home instead of sending them into Canada to the injury of our own manufacturers and jobbers. This is one way in which Canada will be benefited by the new law.

Another way, and a more direct way, in which Canada will be benefited is by the tariff itself. Our coal and iron ore has ac-

cess to the United States market under a tariff 46 per cent. lower than under the McKinley law, pig iron, scrap steel, scrap iron over 40 per cent. lower, nickel 40 per cent., lumber 100 per cent. lower. In a word, manufacturers, merchants, farmers, fruit growers, all will derive more or less benefit from the United States tariff bill.

WHAT CUTTING DOES.

CUTTING prices will maim or kill a town as well as individuals.

A well known town northeast from Toronto is a case in point.

It is favorably situated, is traversed by a good river, has excellent manufacturing industries, bright and spacious stores; but the "cutter" got in there some time ago. The disease spread, and by-and-bye many merchants were affected.

Now, where there was once few failures there are many, and some have been disastrous.

The credit of the town has gone down as a result, and wholesalers will tell you that they do not push business there like they formerly did.

"Cutting" is like the buzz saw: It is a dangerous thing to fool with, and the trouble—or rather blessing, perhaps—is that it usually cuts the operator deeper than it does the subject which its teeth are set to annihilate.

With competition as keen as it is, it is a great temptation for merchants to cut in order to induce custom to flow their way; but it is none the less foolish, it is none the less wrong.

Every man has got a right to make a living in whatsoever honest way he may choose, and no one has the right to say him nay. But this is what every merchant is doing when he, with a view to squeezing a competitor to the wall, resorts to cutting prices.

The trouble is there is too much selfishness in the world. This breeds cutting and cutting breeds dishonesty.

Sink selfishness and "cutting" will die, and with "cutting" dead, merchants will make more money, and live and die happier.

Bury the hatchet.

ENGLISH MANUFACTURERS AND CANADA.

MEN do not always see the fruit of their labors in a day or a week. Sometimes the flower even only appears after years of persistent work.

If a man takes a pickaxe and shovel and proceeds to make a hole in the ground, he sees the fruit of his labor at every stroke of the pick and with every shovel of earth he lifts.

But the merchant or the manufacturer who is introducing a new article or is assaying to get an old article introduced into new territory, often do not see the fruit of their labors for many a day.

There is nothing new about this, and yet people seem to forget it.

Here is a manufacturer, in England for instance, who has a line of goods which he desires to introduce into Canada or the United States. The article is a good one, and in the home market is popular; or if not at home it is somewhere else. He appoints one or more agents in the country or locality in which he proposes to introduce his goods. Then he advertises.

The time arrives when he thinks the orders should be coming in more freely. He writes the agent to stir him up, and begins to question whether advertising pays. Still the trade does not assume the proportions in the new territory that he anticipated. Then the manufacturer loses patience, and the probability is that he will quietly feel about for another representative, and occasionally goes to the extreme of seriously considering whether he will discontinue advertising.

He has infinite faith in the superiority of his goods; and although this may be true, he forgets, or apparently so at least, that other similar lines have preceded him and become favorites in the territory where his products are making their initiatory bow. This is where the trouble largely arises.

People are conservative, and when they get a good thing will not surrender it until they are persuaded that that offered them is better. It takes time to do this.

But English manufacturers should not forget the conservatism of their own people, and, while ruminating upon this, exercise a little more sympathy and patience with their struggling agents in new fields. True, the people of this continent are tinged with the same peculiarity, but in a lesser degree.

No matter how good a thing may be, or how much it may have been demonstrated in Great Britain or any other country, the people on this side of the Atlantic want to find out its merits for themselves. If it is good and the price right the manufacturer need have no fear of the result. All he needs to have is patience, perseverance and continuity of purpose.

Everything comes to him who waits—and also does a little pushing.

CROPS IN ONTARIO.

WHAT has for some time been no secret regarding the crops in Ontario, has been emphasized by the bulletin just issued by the Provincial Agricultural Department. Ontario has, on the whole, a fairly good crop.

Fall wheat is probably the best crop of the season, the average yield being placed at 21.6 bushels per acre. Spring wheat was injured by drouth and seems to be limited in quantity and light in weight, and yielded but 16.1 bushels per acre. Anticipating the reduction in the United States territory, there has been an increased acreage devoted to barley compared with last year, but the yield per acre is below the average and on the whole there will be available only a limited quantity of plump, bright barley for export. The average yield per acre is 22.7. There is a large increase in the acreage devoted to oats, but on account of the drouth and ravages in the west by grasshoppers the yield per acre is but fair, namely, 30 4 bushels. The yield of peas is estimated at 17.5 per acre, and the report says "that on the whole the yield of first-class peas will probably be less than for some years past. The bean crop is light at 14.6 bushels per acre. The hay crop was good, yielding 1.39 tons to the acre. The cultivation of corn is receiving more attention in this province, but the drouth is interfering with its development, although from Eastern Ontario the reports are encouraging. In Western Ontario the yield of potatoes is small, while reports from the eastern part of the province are encouraging. As with potatoes, so with roots, the yield is small west and fair east. The yield of grapes is said to be below the average, but other fruits are fair crop. Honey is somewhat darker in color, but of good flavor. The average yield will be less than usual.

A TALK ABOUT IRON.

"SO my remarks have been receiving attention in American iron centres," said the metal broker who had favored HARDWARE'S Montreal correspondent with the interview regarding American pig some weeks ago.

He referred to the extracts published in last week's issue, and continuing said: "I notice that you also had an interview with another broker here the other week who seems to think that, even allowing for the effect of improvement in business across the lines, we have not seen the last of American pig. Well, I admit that the price he named as the cost of production of Southern pig at Birmingham, Alabama, was a very low one,

but, notwithstanding it, I am prepared to stand by my original statement, and the fact that such reliable authorities as you quote agree with me is sufficient endorsation for me.

"With regard to the business in Scotch pig this year, I agree with your informant that the competition of domestic and American pig iron knocked it almost completely out of the eastern Canadian market this season. In this connection I have received some information this morning which may be of interest to your readers. It is from Great Britain, and is to the effect that business prospects in the iron markets in Scotland and the North of England are far from encouraging. Stocks in the public stores at Glasgow, Middlesboro' and Cumberland increased in the week between the 26th July and 2nd of August 499,540 tons, a great part of this increase, however, being in hematite iron in the Cumberland stores. The total stock on the 1st of August was 1,059,770 tons at the three points against 478,741 tons at the same date last year. The shipments also of late from Scotland, Cumberland and Middlesboro' have shown a declining tendency. On the week ending July 14th, 1894, they were 29,450 tons against 32,221 tons for the same week last year. For the week ending 28th July they had fallen to 25,175 tons, the figures for the corresponding week last year being 29,115 tons.

"These figures show not only a decrease in the movement from week to week this year, but a smaller volume of business as compared with last year. On the other hand it may be remarked that the total shipments to the first of August this year from the first of January from Scotland, Cumberland and Middlesboro' are greater than those for the first seven months of 1893, being 961,783 tons in 1894, against 836,705 tons in 1893, or an increase of 125,078 tons. The increase, however, was made during the early months of the year, for during the summer, what with the labor troubles and other causes, the British iron business was very dull."

CANADA'S OPPORTUNITY.

THE question with the United States half a century ago was how to get people into the country. Now it is a question of how to keep them out.

The depression is helping them to solve the problem, it being estimated that during the past six months 151 former immigrants have returned to Europe for every 100 that have come to settle. Two weeks ago a whole colony of Russians that had settled in Kansas decided to take up their beds and return to their native land.

But these outgoing tides do not satisfy the apostles of immigration reform, and leagues are being formed to restrict the incoming tide, although the causes that are increasing the flow of people out of the country are diminishing the volume of the inflow.

The effect of this return of so many former immigrants—the largest in the history of the country—must tend to sow broadcast over Europe a poor opinion of the United States, and to some extent of the American continent.

The position of the United States in this respect is Canada's opportunity.

The United States has practically no arable land to offer the immigrant; Canada has abundance. The United States has no inducements to offer the European agriculturist; Canada has.

The duty of the Government is to seize the present opportunity of acquainting Europe of the favorable position Canada to-day occupies financially as well as a land for settlement.

But it is no use of doing so unless we are prepared to adopt a liberal immigration policy.

We do not want mechanics, clerks or dudes; we want brawny sons of agriculture, the kind whose value to the country is placed at one thousand dollars each.

This class of immigrants we should bonus either with free farms or farms at a nominal cost.

Assisted passages are neither popular nor desirable.

The people who are too poor to buy their own tickets are hardly the class we want.

Canada wants immigrants with a little money, plenty of brawn and muscle, and a fair meed of intelligence.

To men of this class Canada should be only too glad to give free land, or land at a nominal price.

Land has no practical value unless people dwell on it or are adjacent to it; and the way to place a value on our unsettled and fertile lands in the Northwest is to hold out such inducements as will persuade the people of overcrowded Europe to take up their abode with us.

Now, when the opportunities are more than usually favorable, is the time for the Government to act.

SLOTHFUL EXPRESSAGE.

EXPRESS companies are useful adjuncts to trade. Parcels which require speedy delivery and consignments of goods which would spoil if sent by the ordinary freight train are gathered and sent forward on the swift-moving passenger train.

But we are living in an age characteristically evolutionary, and express companies, like all other transportation organizations, must conform themselves to the new and improved order of things, or give place to something that will.

There is at least one company, the Canadian Express Company, which seems to be so loaded down with the barnacles of the Past, that it refuses to adapt itself to the methods and requirements of the Present.

HARDWARE has had two instances of this recently.

A parcel was delivered at the Toronto office before noon to be sent out on a train leaving between four and five o'clock. It was important that it should go on that train, but it did not.

When enquiry was made at the office of the company, this curt explanation was given by an official: "O, if you wanted the parcel to go on that train you should have had it in the office here the day before."

Twenty-four or thirty-six hours to get a small parcel away! Awake, ye Rip Van Winkles.

If this instance illustrated the sloth of the Canadian Express Co., the other exhibited the crudeness of its system.

A parcel containing five rolls of wall paper, neither too burdensome to be handled nor too small to be seen, was expressed from Montreal for Toronto. It was addressed to a gentleman well known in Toronto, and whose firm frequently does business with the company, giving his initials but no street number.

The day the parcel was due enquiry was made for it at the office, but the enquirer was told it had not arrived. Three days later the consignee himself made enquiries, and he too was told there was no parcel addressed to him.

Wondering at the delay he walked over to where a number of parcels were lying, and there, lo and behold, was the identical parcel. It had lain there three days.

When confronted with the parcel an official remarked: "There was no street number given, and we have no time to look up the directory."

The consignee left the parcel, saying he would send for it. He did send for it, and when the messenger asked for a parcel addressed to Mr. So-and So, "There is no parcel here for anyone by that name," was the answer that again came And before that parcel could be obtained the consignee had to again go and turn it out.

Could not "find time" to look at the city directory, indeed! Why, even in the post office department, where so many thousands of letters, post cards and papers are handled daily, they are able to find time to turn up the directory for an address should it be wanting.

Of course, if an express company cannot "find time," it is high time that the privileges it enjoys were taken from it and placed where time can be found to attend to such matters.

There is a growing belief in this country that the expressage of parcels should devolve upon the postal authorities as well as the carrying of letters. And nothing that we know of will assist more in propagating this belief than such instances as those cited.

HOW TO PROVIDE VENTILATION.

IT has been said that the average dealer in heating apparatus need not become a professor of the science of ventilation in order to produce satisfactory results for his customers, remarks Hardware Reporter. This is true, with a limitation. No furnace, however perfect may be its construction in other respects, can do good work unless aided by a ventilating system. Nor is an understanding of the principles so difficult of comprehension that the furnace man need waste any time in obtaining it. In brief, it consists of displacing vitiated air with that which is fresh and pure, and it is a question of method rather than of theory.

In the opinion of an expert on the subject, good results are ordinarily obtained by the use of vent or cold air registers placed at the base line, half projecting above and half under the floor, and so arranged that the foul and vitiated air is carried off between the floor and ceiling to the cold air or vent shaft in the chimney, with the advantage of warming these cold places without additional expense. This method is comparatively inexpensive and very effective. Good ventilation can also be accomplished by building a very large flue in place of the other smoke flue, and running up through it a tight terra cotta or metal pipe to convey the smoke from the furnace. The space around this pipe can be used as a ventilating shaft by piping to it from the vent register, which should always be located in or near the floor. The heat from the smoke pipe goes upward, thus drawing off the lower strata of air from the rooms connected with the vent shaft. Practically the same results can be obtained by building a double flue, using one-half as a smoke exit and the other half for the vent shaft. If the partition between the flues is not too thick, the vent flue will be warmed sufficiently to serve the purpose for which it is intended.

FREE ALCOHOL AT LAST.

Under this title the Oil, Paint and Drug Reporter says :

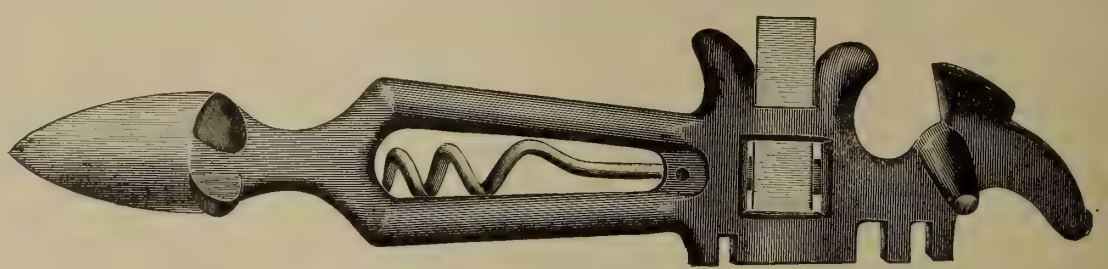
"The effect of the new law will, no doubt, be to very largely increase the use of alcohol, as many industries have been using a much cheaper solvent. In many branches of trade a better quality of goods will, without doubt, supplant such goods as people have been obliged to use, owing to the question of price. To give an illustration of the possibilities that open up to the manufacturer and the benefit that the consumer will derive from the new law, quick drying, fine quality shellac varnishes will take the place of the slow-drying varnishes now in use. The chemical trade and the products of pharmacy in the making of which alcohol is employed will especially feel the beneficial effects of the law.

"The wood alcohol industry, it is claimed, will be ruined, but, much as we would regret to see such a state of affairs result from progressive legislation, we cannot but feel that the people of this country, as a whole, will derive vastly more benefit through the medium of free grain alcohol.

"According to the press reports, there is already a movement on foot to repeal that portion of the tariff which provides for the free use of alcohol, under regulations to be prescribed by the Secretary of the Treasury, on the ground that the Government will lose eight to ten millions of dollars annually in revenue."

A HANDY TOOL.

The accompanying cut gives an illustration of a combination glass cutter which is being put on the market by H. S. Howland, Sons & Co., and for which they are having a brisk demand. The combination consists of a glass cutter, knife and scissors sharpener, can opener, corkscrew, tack hammer and screw driver.



THE COLD BEND TEST.

At the Brooklyn meeting of the American Association for the Advancement of Science, Mansfield Merriman, in his vice-presidental address on "The Resistance of Materials Under Impact," made the following remark:

"During all this development of static testing one impact test has survived and everywhere held its own. This is the cold bend test for wrought iron and steel. In the rolling mill it is used to judge of the purity and quality of the muck bar ; in the steel mill it serves to classify and grade the material almost as well as chemical analysis can do, and in the purchase of shape iron it affords a quick and reliable method of estimating toughness, ductility, strength and resilience. It is true that numerical values of these qualities are not obtained, but the indications are so valuable that if all tests except one were to be abandoned, the simple cold bend test would probably be the one which the majority of engineers would desire to retain."

DRAFTS.

There is a good deal of difference in the way in which the trade receive drafts made upon them by parties to whom they are indebted. A method of collecting has become much more general than a few years ago. We presume, says Iron Age, that some of our readers can appreciate what our correspondent, who is a retailer from Indiana, says :

I shall never forget my feelings when the first draft was made on me. I handled a few groceries and a little hardware, and one of my grocery bills had run over time a few days. I had the money, but I expected the traveling man around and would have paid him ; but along came notice that a house at Fort Wayne had drawn on me !

Dogged if I wasn't frightened. I thought I was just the same as sued and disgraced, and I could hardly sleep that night. The next day I got notice from the express agent that he had the draft. I paid it, and was relieved to find that this ended all proceedings against me.

Then I set down and I gave that concern the doggonest hauling over the coals for their meanness, and told them I'd never buy another dollar of them; and dogged if I ever did. I afterwards enquired into the drawing business and found it was not such a very awful thing. But I never forgave that house.

IT IS NICE AND TERSE.

A. M. Little, general merchant, Waterford, has decided to retire from business, and has issued an attractive circular to his customers announcing the fact. The first paragraph is so nicely and tersely put that HARDWARE deems it worthy of reproduction. It reads :

"After doing business in Waterford for over 26 years, and during that time have neither failed nor made a fortune, I have finally decided to retire. I believe that it is just as important for a man to know when to quit as it is when to begin. During my career in this place my business relations with the people of Waterford and surrounding country have, on the whole, been of the most pleasant character. I have been accustomed to meet daily with so many pleasant people and to see so many cheerful faces that it is with a great deal of hesitancy that I have decided to take this step."

U. S. PAINT AND OIL TARIFF.

A UNITED STATES paint and oil paper has the following re the new tariff: While the law just enacted fails to meet the views of the ultra-advocates of tariff reform, there are nevertheless radical changes from the law it displaces. There are quite a number of additions to the free list, and the reductions in the rates of duty in the chemical schedule are numerous. The reduction in the duty on some of the heavy chemicals is expected to have a deterrent effect on those who had contemplated engaging in their manufacture and who have been awaiting the outcome of tariff revision. That any of the works already in operation will cease manufacturing is not thought probable, but the competition of foreign makes may be expected to be keener under the new law, and increased imports may be expected in some articles. The amount of this class of goods used in this country is enormous and constantly increasing, new establishments consuming some one or more of them coming into operation nearly every week.

The color and pigment industries are also affected by the new tariff law, in some instances quite seriously, and it is to be regretted that in some lines it may prove difficult or even impossible for the domestic manufacturer to continue to compete with his foreign rival. How far or to what extent the manufacturers here who have complete modern plants may be able to adjust their business to the new order of things is a problem yet to be solved, but that this country will prove a better market for foreign goods of this class is generally believed. The changes in duty will doubtless encourage the introduction of new brands not now familiar here, and probably entirely new articles. It is to be hoped that our manufacturers will not suffer in their business or profits to the extent some of the more pessimistic seem to fear.

TREES IN A COAL VEIN.

A short time ago, it is stated in an English exchange, pieces of resin and wood were found in the coal vein at Newcastle, 2,000 feet underground, and now the miners are at work getting out a tree, for there is a perfectly formed fir log lying imbedded in rock and coal over one-third of a mile under the surface of the earth. The bark is probably six or seven inches thick, and the peculiar characteristic marks of fir bark show very plainly. The specimens of the wood are even more clearly marked by the annual layers and wood fibres, and, though of solid rock, look so natural that they appear as if they would readily yield to a pin stuck against them. In the coal crevasses near by are found great quantities of resin, as beautifully clear and amber colored as if picked from a standing tree. There is no telling how long that log of rock is, but its diameter shows that it must have been 24 inches through the wood, and must therefore have been originally 150 feet in height. It is probable that a piece not larger than a ton or two will be raised to the surface, but the miners are at work getting out as large a piece as possible. The log in places is coated with a white incrustation of limestone.

THE TURNING OVER OF STOCK.

The question of stock, and how often it can be turned over by the hardwareman, is always a perplexing one and many-sided in its bearings, remarks N.Y. Hardware. The variety required in the proper display of stock runs into money very fast, and the margin on wares is now so small that the greatest shrewdness has to be exercised to prevent what might be termed a substantial loss. In seasonable goods is this perplexity most patent.

To have a short stock in them means a loss of sales, and the obtaining of a certain sort of reputation in the community, that one is not enterprising, and yet to carry over such wares until the next season means the unprofitable use of capital, and in that the dealer finds himself hampered in purchasing what he really needs in other directions.

Such goods as machinery, nails, and in fact heavy staple articles, can always be turned into money, and it is the common experience that stock of this character is turned over twelve or fifteen times in a single year. The handling of cutlery has proven to be slow for the past few years, and one firm in New York is carefully polishing some tableware every few days that was bought over two years ago. Their experience, they say, teaches them that they had better have given it away at the start than to have had the trouble they have had with it. The first loss is the cheapest one. Some firms have been carrying a peculiar description of files since 1884, much to their worry and friction in peace of mind.

THE LATEST IN ELECTRICITY.

According to Electricity the latest application of electricity is to the business of starting horses in a running race. An Atlanta, Ga., man has invented an appliance for this purpose which runs on two rails, on either side of the path for the horses, and is joined by a rope across the race track breast high to the horses. It moves forward as the horses do, and by the pulling of a cord the rope separates in the middle and flies upward on two arms, and the field is off. The starter sits on a platform on the inner side of the track, and moves with the field until he lets them go. If the thing works it will be a great time saver and largely do away with those tedious waits with which patrons of the turf are only too familiar.

GLASS COLORING IN GERMANY.

The beautiful coloring of certain varieties of glass now produced in Germany, and which is said to far excel some of the most noted French specimens, is an art practiced by the glass blower at the furnace by means of an apparatus consisting of a sheet iron cylinder, 20 inches in diameter, standing vertically, and having a similar cylinder riveted across the top. Kuhlow's German Trade Review says that the lower cylinder is an opening into which an iron ladle can pass, and the horizontal cylinder is provided with doors at either end, the one nearest the operator being so arranged that the blowpipes can be supported when the door is closed in a horizontal split, running to its middle, the object to be treated being held inside. When the glass-blower is reheating his work for the last time in the furnace an attendant takes the long-handled iron ladle, which has been heated red hot, shakes into it about a spoonful of a carefully prepared chemical mixture, and places the bowl of the ladle quickly in the opening provided for it in the vertical cylinder. The mixture immediately gives off vapor, which rises to the horizontal cylinder, where, meanwhile, the blower has placed his work, supported by the blowpipe and heated to an even red, turning it rapidly in the vapor. In a short time the object is covered with a changeable luster, is removed from the pipe and tempered like other ware in an ordinary oven, then cut, engraved, painted or gilded, as desired.

COOLING SLEEPING CARS.

Years ago the Mann parlor and sleeping cars had an apparatus attached to them by which the air which entered the car was washed free from dust and cinders, cooled to the proper temperature and delivered into the car in the most delightful condition, says Philemon, in Hardware Reporter. As I remember, the apparatus consisted of a large galvanized iron box, standing upright, into which the blocks of ice, as they came from the ice wagon, could be dropped. The drip from this ice went through a lower compartment filled with fine shavings or excelsior, or something of the sort. The air, passing downward over the ice, was cooled and deprived of its moisture. In going through the excelsior, the dust and cinders were removed, and when it reached the body of the car it had the temperature of a spring morning.

I see no reason why an apparatus of this kind could not be made and applied to delivering cool air to the sick room. On the car the power for moving the air was furnished by the forward motion, but a sufficient motive power would be found in the increased weight of the cool air, so that it would flow downward into the room if the cooling box were placed at a sufficient elevation.

TRADE CHAT.

ANOTHER expedition has set out from Kamloops for Tete Jeune Cache, to work on the mica deposit found there some years ago.

The Crystal Gold Mining Co., of Rathbun, is applying for incorporation.

The Dominion Glass Co., Montreal, is applying for incorporation.

To meet a pressing demand 50 tons more of binder twine were shipped from the Kingston penitentiary one day this week.

Finlay McKenzie has opened out a machine shop in Glencoe. Mr. McKenzie is well qualified as a gunsmith and machinist.

An aluminum pontoon is being experimented with in the German army. The whole apparatus can be readily carried by four men.

The total length of rabbit-proof fencing in New South Wales is stated by the Land Department of that colony to be now about 14,500 miles.

McCurdy & Walker have employed a very competent machinist from the east to take a position in their foundry, which is now in good working order.—Times, Brandon.

The output of pig iron by the German furnaces for the six months ending June 30th was 2,649,071 tons, an increase of 247,131 tons, or 10.3 per cent., as compared with the first half of 1893.

A representative of a Manchester, Eng., rubber manufacturing company is in Ottawa looking for inducements to establish a branch factory there to employ between 200 and 300 men. He wants a cash bonus as an inducement to locate there.

The Victoria, B. C., city council has awarded contracts in connection with the electric lighting plant, steam engines, etc., to the William Hamilton Manufacturing Co, and the dynamo and lamps to the Canadian General Electric Company.

John Lewis is moving his hardware stock into his new store and had all his heavy iron in the new racks when they collapsed the other day and the iron was piled up in a heap. The racks will be replaced with more substantial ones.—Intelligencer, Belleville.

A company of American prospectors recently opened up an iron ore mine at Belle Isle, Conception Bay, Newfoundland, meeting most encouraging results. It is reported that they are working in the interests of the Whitney syndicate, which is operating the Cape Breton coal mines.

A Chicago electrical expert has invented a mail box which he claims will revolutionize the delivery of the mail. When a letter carrier raises the cover of the slot in which the letters are placed, he closes the circuit, and the owner of the box is told that his mail has been delivered. At the same time the carrier is assured that the person for whom the letter was intended has received notice of delivery, as the bell in the house rings an answer. The carrier can then go, without waiting for someone to open the door. Should any one tamper with the box or in any way succeed in opening the door the warning bell is sounded.

The Diamond Plate Glass Works, of Kokomo, Ind., claims the distinction of having turned out the largest perfect plate glass in the world. To this it has added the further distinction of having made the largest bent plate glass in America. The glass was cast and bent to order, and measures 108 x 133 inches, containing 100 feet.

D. Findlay, of Findlay Bros., foundrymen, leaves to-day for a fortnight's business trip west. The firm has just issued a very handsome catalogue which includes about seventy-five varieties of stoves, besides agricultural furnaces, pew ends, school desks, sinks, hollow-ware, etc. This firm is steadily increasing its business year by year, and we are pleased to note its progress.—Herald, Carleton Place.

No binder twine could be obtained in town the other afternoon until the arrival of the train from the east. On it another car of Dominion twine arrived. Farmers came from near Minnedosa to purchase, as none could be got in that town. So great was the rush when the car did arrive that 10,700 pounds of the twine were distributed before midnight, and orders enough placed to cover the balance.—Neepawa Register.

The directors of the Richelieu and Ontario Navigation Company have returned from their tour of inspection over the western line. They found that the service between Montreal and Toronto is not sufficient to accommodate the business. A scheme to improve this service was discussed, and it will probably take the shape of putting on two or three large steamers of the Carolina stamp to ply between Toronto and Prescott, and the steamers now on the route will be utilized to bring the passengers from Prescott to Montreal, two of these to meet each of the larger boats. The subject will be fully discussed at the next general meeting.

The Russian Government has lately received applications from several large foreign manufacturing firms for permission to build workshops in Russia for the manufacture of rails and locomotives. The applicants urge that, in view of the present extension of the Russian railway system, Russian factories are no longer in a position to supply the demands of the railway companies, who are, therefore, frequently compelled to place their orders abroad. Owing to the Customs tariff at present existing in Russia, the companies have to pay much higher prices for foreign than for home material, and it is represented that the establishment of foreign factories in Russia will obviate this drawback.

A while ago our merchants decided to close their places of business on Thursday afternoons, and other evenings at 8.30. We were very much surprised to see one of them with his store open all day last Thursday, while others acted as they agreed. It is no common sight to see some of the stores still open at nine, and even later. We think the guilty parties apparently have little consideration for their agreement.—Delhi cor., St. Thomas Journal.

A NEW BREAD KNIFE.

The cut herewith shown is an illustration of the new bread knife that is being put on the market this season by M. & L. Samuel, Benjamin & Co., reference to which was made in a former issue. The knife is made of highly tempered best quality steel, and is warranted. The blade is elastic and thin, thus cutting hot or cold bread with ease and rapidity. The knife is neatly bolstered, has a nice wooden handle stamped with the word "Bread," and looks well on any table. It should be sharpened on the under side only, and on a grindstone if possible. When the latter is not convenient an ordinary scythe stone will do.



ARMY BICYCLES.

The sum of 100,000 marks is included in the German army estimates for the present year for the supply of bicycles to the infantry. Two bicycles are assigned to each battalion. An instruction has been issued dealing with the bicycle service. Bicycles are to be used for communications between columns on the march and for communications between advanced guards. When troops are in quarters, bicyclists are to fulfill the functions of orderlies, especially where mounted orderlies are wanting. They will also relieve the cavalry from relay and intelligence duties. In great fortresses the whole of the duties now devolving upon cavalry as message bearers will be transferred to bicyclists.

ANTIQUITY OF COPPER.

Copper must have been one of the earlies, metals known, worked, and valued in human industry, remarks an exchange. It ranks second to silver in malleability and ductility or third as compared with gold, which is the most malleable metal known, and ranks next to iron in tensile strength, and, being an abundant metal, native in many parts of the world, it often lies at or near the surface of the earth.

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Are advancing their prices of

WINDOW GLASS

Our fall stock arrives in about a week.
Are you requiring any? . . . .

130 to 140 Bay Street

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DISCOURTEOUS CLERKS.

THE following appeared in a circular recently issued by a United States firm :

"I do not know of any one thing that will bring greater discredit upon a store than habitually careless or indifferent service behind the counter. A customer may think that a poor article is an accident or a high price a mistake, but boorishness or inattention is a personal affront which he will resent all the more because he has no direct redress. The next time he wants anything he will go to another store for it, and will have a feeling of satisfaction in the thought that his money isn't going into the hands of the man who offended him, particularly if he meets in the second store with the deference due to one who has money to spend and patronage to bestow. If he stops to reason the matter out he will do it thus : 'Stores live by the will of the people. I, when I have a want to fill and money to spend, represent in my person the purchasing public and am entitled to consideration as a patron. To the man whom I address my desires should be, for the moment, of paramount interest, whether I want to stock a store or to buy two brass rivets of impossible dimensions. I choose to buy and he is there to serve me.' And anything that conflicts with his ideas and tends to belittle his importance meets with decided disapproval.

There are two kinds of clerks whom I cordially dislike—the Time Server, who waits upon me with an I-wouldn't-if-I-didn't-have-to air, and the Little Tin God, who condescends to fill my need with a manner that implies that he is above that sort of thing. My order is not of much consequence to either of them, and the chances are before I get what I need, something of more importance to them diverts their attention and I am left to await their good pleasure. It takes longer than is necessary to get what I want, and my self-esteem suffers at their hands. Ten to one their stock is in bad shape, and if the article I want is at all special or out of the ordinary I can get no information from them about it.

"I would not have in my store a man whom I could not interest in his work—who would count the minutes or consider anything that would further my interests as too much trouble, and whom it would be necessary to prod up to get the service I should require. The indifferent man and the one too big for his place should have no part in my business, and with the multitude of ambitious young men eager for advancement, there is no reason why they should. All the help and encouragement possible should be given my clerks, and everything done that I could do to make their interests identical with mine, and if I failed to secure their very best work their place should be filled without delay."

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HIGH CARBON RAILS.

IN a paper on steel rails read before the Scranton Engineers' Club, P. H. Dudley, C.E., gave the following : As a result of many tests I designed my standard rail sections, distributing the metal so all of the heads could be made physically hard and tough, to check the excessive flow and wear as shown by most of the sections then in use. Experiments upon the thin head of the Pioneer 80-pound indicated that this could be done. In the meantime I had designed the 95-pound rail for the Boston and Albany with its broad and thin head, the height of the section being limited by the company to 5 1-32 inches. Knowing that the difficulties of obtaining the requisite quality of metal increased, I urged starting with a higher grade of metal in the ingot, and proposed the following chemical composition : Carbon .60, manganese .80 to .90, silicon .10 to .15, phosphorus not to exceed .06, sulphur not to exceed .07. This was in October, 1890. While great doubt was expressed as to the possibility of securing toughness with so high carbon, we were able to control the condition of the carbon in the final product of the rails, so that they were of unexpected toughness. The butts stood a drop test of 2,000 pounds, falling 20 feet and rarely broke, while hundreds stood 2 to 4 blows of 30 feet before failing, supports 4 feet apart.

On the side the flange gave 16 to 18 per cent. elongation per inch under the point of impact of the drop. To manufacture such tough high carbon rails cost $2 a ton more than ordinary rails.

I have no hesitancy in saying that it is the most important work yet undertaken to improve the quality of steel rails for the present service. The contract for the first 16,000 tons of the 95-pound rails was let to the Bethlehem Iron Co. Every effort was made by them to make the rails tough, and in this respect they were as agreeably surprised and gratified as any one. The Lackawanna Iron and Steel Co. has since manufactured over 150,000 tons of these high rails.

Carbon has different forms or conditions in which it exists in rails, some of which are hard and tough, while others are hard and brittle. In rails it is important to have the carbon in the condition of toughness instead of brittleness. Brittleness is not necessarily due to silicon. From .04 to .06 of silicon has been the common practice, but it is not sufficient for present traffic. The early practice was far better, as .08 to .10 was used. Some of the earlier rails had from .30 to 40 of 1 per cent. of silicon, and low carbon .25 to .35, and the good wearing qualities were attributed to the silicon. The structure of those rails indicates, so far as I have examined them, that their methods of manufacture had much to do with the resulting structure which wore so well. This is, however, a matter which will require extensive investigation, and there are but few laborers in the field. One fact has been well demonstrated—that the ingots with our silicon content are free from blow-holes in the columnar structure. From many years of experience with high copper rails, it is not believed the ill effects once attributed to copper have been realized.

HARDWARE CLERK AND NAILS.

THERE are two ways of looking at a thing. The impetuous young clerk in a Maine hardware store, of whom we learn elsewhere in these pages, looked at the subject from one point of view, and the casual and thoughtless reader may look at it from another. A careful consideration of the one question involved leads us to side with the clerk. He was new in the store. He was anxious to do his duty. He had more zeal than knowledge, which was fortunate, as knowledge comes from observation and experience, while zeal is a matter of birthright and character. An invoice of nail kegs had just been landed in the basement. He was told to count them. To his uneducated eye it was necessary that the management of that particular store should know whether or not it was getting everything in the nail line that it had paid for. He therefore, cheerfully and with alacrity, descended into the basement and commenced upon his task. He opened the first keg, and carefully counted every nail therein. He kept at it persistently and industriously, but naturally was so long occupied therein, that a question as to his whereabouts was raised in the store above. A messenger was sent, and reported that the boy had completed his tally of the first keg and had very energetically entered upon the count of the second.

We are afraid that the proprietor of this store and his experienced clerks laughed at the boy. We have noticed a tendency on the part of various chroniclers of this event to laugh with them. This is all wrong. The boy was endeavoring to do his duty as he understood it, earnestly, faithfully, cheerfully. He made no objection to what most boys would regard as a tedious and thankless task. He went into the basement without a question ; he ripped open the keg ; he got down on his knees in the dust, and began to count. We are satisfied, without any definite knowledge upon the subject, that he did not miss a single nail ; that he counted every one in that keg, and that his tally came out correctly. He therefore should have been pronounced a faithful servant, and cheerfully commended for a zeal which, though mistaken in this instance, would certainly profit much when directed into the proper channel.

We commend this young man to all clerks commencing business in the hardware line. Perhaps a pertinent question put by the young man at the right moment to his superior from whom the order emanated would have saved him considerable work and a little chagrin, but far better it was for him to perform this task as he did, than to raise objections and grumblings, and make the protest that it was work belonging to somebody else, or was a task which had not been agreed upon when the matter of his wages was arranged.

We make no apology for devoting space to this apparently trivial subject. Nothing is trivial which can suggest to a young clerk entering upon life—in a hardware store or elsewhere—the fact that willing obedience and faithful attention to even the smallest details of life—though it be but the nails in a nail keg—are guide boards upon the road to promotion and ultimate success.—N.Y. Hardware.

THE BALLING OF TWINE.

For the more rapid and perfect balling of twine a machine has just been contrived, and the roll can be automatically stopped when any required diameter has been reached, says an exchange. In its main points of construction the spindle upon which the roller is wound is carried at its ends in bearings at the ends of a forked lever, the latter resting in brackets at its opposite end, in which it may freely turn as the roll increases ; the spindle, which rests upon the face of a pulley as wide as the pulley is long, is fixed to the driving shaft, which as it revolves gives motion to the spindle. The twine to be made into a roll is taken from the bobbins and after passing over suitable brake rods, is put through a quickly to-and-fro traversing guide, which moves parallel to the spindle, thus winding the twine on the latter to the diameter desired. At a point on one side of the forked lever a rod is suspended from a stud, hanging from it a little out of the perpendicular, the rod having a number of holes at one end, from any one of which it may be suspended, according to the intended diameter of the roll, and at the lower end a notch is made ; in a line with the pulley which drives the spindle is a shaft upon which is fixed a small forked lever, between the forked ends of which the notched rod rests, and a rising and falling motion is given to the small forked lever, and the action is thus continued to the end.

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RUSTING OF IRON AND STEEL.

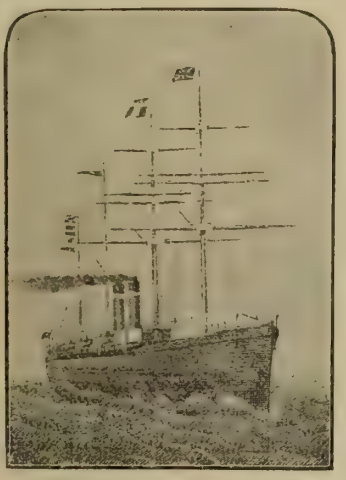
Mr. Bramwell is quoted as asserting, in an address before the British Association, that neither bright iron nor steel will rust in pure water or pure air. The presence of carbonic acid or some similar agent, he said, seems necessary, although the final product may be destitute of carbon; and even when oxygen, moisture and carbonic acid are all present, rusting will not take place unless the moisture condenses on the surface of the metal. When rusting does take place under ordinary circumstances, the first stage appears to be the formation of ferrous carbonate, this carbonate being next dissolved in carbonic acid water to form ferrous bicarbonate, which latter is then decomposed in presence of air and moisture to form hydrated ferric oxide, magnetic oxide being found as an intermediate product. In regard to the progress of corrosion, a polished bar will resist oxidation for a comparatively long time, even under somewhat unfavorable conditions, but once the rust has commenced only a short time is required for it to cover the whole bar. One reason assumed for this is the fact that the rust is electro-positive to the iron; and it is partly attributable to the final product, the hydrated ferric oxide, being formed only at the end of several intermediate stages of the oxidation, and also to its hydroscopic properties, which favor the absorption of the moisture from the air. In certain situations other acids besides carbonic may take part in the corrosion of iron.



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PARISIAN	Sept. 1	Sept. 2
MONGOLIAN	" 8	" 9
LAURENTIAN	" 15	.....
SARDINIAN	" 22	Sept. 23
*NUMIDIAN	" 29	.....
PARISIAN	Oct. 6	Oct. 7

And weekly thereafter.

The Steamers of this service carry all classes of passengers. The Saloons and Staterooms are in the central part where least motion is felt. Electricity is used for lighting the ships throughout, the lights being at the command of the passengers at any hour of the night. Music rooms and Smoking room on the promenade deck. The Saloons and Staterooms are heated by steam. Steamers are despatched from Montreal at daylight on the day of sailing, and sail from Quebec at 9 a.m. on Sundays. Steamers with a * will not stop at Quebec, Rimouski, or Londonderry. **RATES OF PASSAGE:**—Cabin, $45 and upwards, according to location of Stateroom and number of persons occupying same; all having equal privileges elsewhere. Second Cabin, $30 single, $60 return. Steerage to Liverpool, London, Glasgow, Belfast, or Londonderry, at lowest rates. Steerage passengers are provided with bedding and every requisite for the voyage without extra charge.

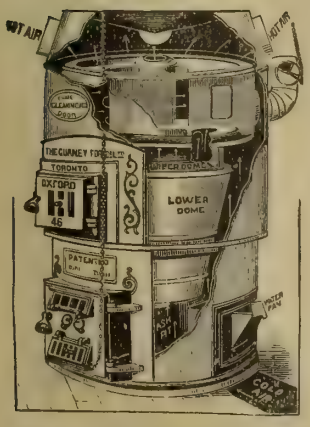
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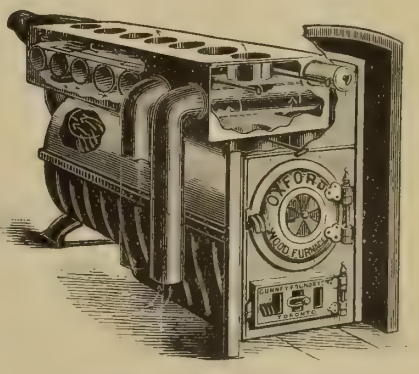
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Have Heavy Sectional Fire Pot, Extra Heavy Base and Ash Pit. Rotating Bar Dumping and Anti-Clinker Grate. Removable Grate Frame. Large Combustion Chamber. Heavy Steel Plate Radiator with Cast-Iron Top and Bottom.

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Have Ash Pit Section of Extra Heavy Corrugated Iron. Heavy Grate especially adapted for Wood Burning. Double Steel Radiator (of original construction) and Steel Fire Box Dome which heat quicker than Cast Iron.

FOR WOOD.



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GAS AND DUST TIGHT.

COAL FURNACES MADE IN 6 SIZES.

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THE GURNEY FOUNDRY CO., LTD., TORONTO ONT. **THE GURNEY-MASSEY CO., LTD., MONTREAL QUE.**

HOW TO GET CUSTOMERS.

NO problem is so difficult for the merchant just beginning in any line as is the first and most important one of how to get customers. Perhaps it is just as difficult for the merchant who has been in business for years and who finds that his trade is not what it used to be, but, then, he is so full of experience and possibly so fixed in his views that newly formed ideas would not be of any use to him and might just as well not have been discovered. But the new beginner is generally willing to learn, and probably the best thing to do in order to obtain the desired information is to get the opinion of some good traveling man on whose judgment he can depend. He may think that the traveling man never sells goods over the counter and is not constituted for the handling of retail customers. But that is just where he makes a mistake. The secret of any salesman's success is an understanding of human nature, and that is the experienced traveler's strongest point. It may even be said that all successful business has resulted from an understanding of human nature and its wants and necessities, or even of its whims and fancies, and if the beginner can become posted in this respect through the aid of a friendly, careful and conscientious traveler he is very certain to take the first step in the right direction. There are plenty of such travelers on the road, and it is not so difficult to enlist their services.—Hardware Reporter.

STORY WITH A RESONANT MORAL.

Young men ought not to play poker—or old men, for that matter—at any time, and when poker is played in business hours the heinousness of the act is flagrant, says an exchange. So when President Warren Elliott, of the Wilmington and Weldon Railway, came unexpectedly upon a group of his young men playing poker, with coffee beans for chips, the other day, he accepted their explanation that there was no work on hand and the game was "just for amusement." At some remote period of his existence Mr. Elliott had been initiated into the intricacies of the game, and so he drew up a chair and watched it with interest. Each young man had in front of him a pile of coffee beans, which, as they were careful to explain to the president, were of no value whatever. As a matter of fact, they had been bought of the banker for 25c. each. The president of the road watched the game with mild interest, and from time to time absently helped himself to a pinch of beans from the different piles on the table, masticating them with the indifferent air of a man who knew that unground coffee was only 40 cents a pound. The anguish of the young men, who saw their chips melt away, was poignant, but nobody dared to explain. When the president had consumed all the beans in sight he said good night in the most affable way and went off with an innocent smile on his rosy, cheerful face. The gentleman who kept the bank and had no chips to redeem is now a warm admirer of the president.

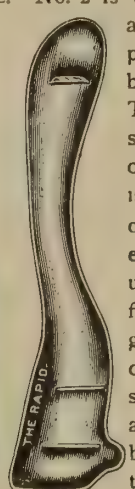
HANDY KITCHEN UTENSILS.

The accompanying cuts are illustrations of some of the handy kitchen utensils that are to be found in stock with M. & L. Samuel, Benjamin & Co. No. 1 shows an egg beater and measuring glass in one. This beater can be used not only on eggs, but for whipping cream and making any kinds of cakes, custards, etc. The glass receptacle holds one quart, and is correctly graduated for measuring and weighing liquids, sugar, flour, etc. No. 2 is what is known as "Sir Humphrey Davy's" bread toaster. This toaster is scientifically constructed, and is held to be the only bread toaster that can be used over the flame of a gas or gasoline stove, coal or spirit stove without allowing odor to be imparted to the bread, the fine wire gauge preventing the flame from passing through. Cut No. 3 shows the Rapid Potato Peeler. This article peels potatoes, fruit, etc., rapidly, and as it cannot make a deep incision, there is no unnecessary waste. Eyes or rough spots are removed by the handle. The Rapid is made of solid steel.



No. 1.


No. 2.



No. 3.

ALUMINUM'S CHARACTERISTICS.

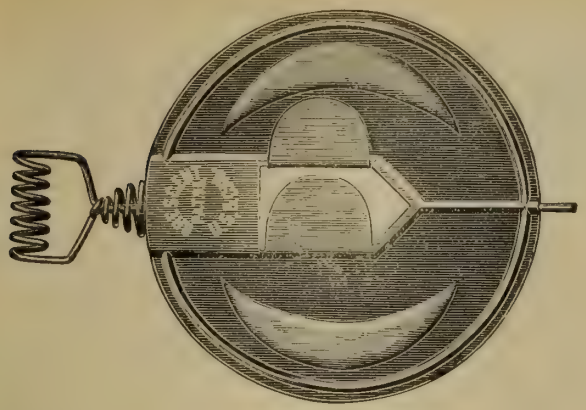
A good deal of the craze in regard to aluminum seems to have passed away, and manufacturers have settled down to a common sense view of the subject, says Sanitary Plumber. Most men are beginning to recognize the fact that aluminum by itself has a good many of the unpleasant characteristics which are seen in zinc. There seem to be scarcely any establishments using it in a large way that are trying to handle the pure metal. The aluminum bronzes and aluminum slightly alloyed are becoming popular. The perfect imitation of gold which has been mentioned in these columns appears to be one of the most promising of the new aluminum compounds. It is light in weight, has as good a color as gold, seems to be easily worked, does not tarnish at all, and has many properties which make it particularly valuable for fine metal work. The strong aluminum bronzes are altogether wonderful metals, and it seems strange that they are not more generally used. Many of them are capable of being forged at a red heat, apparently with as much ease as wrought iron. This property should make them available for drop forgings and for working into difficult shapes not always available in casting. Some of them have shown a strength as high as 100,000 pounds per square inch. It is said that an addition of five or fifteen per cent. of aluminum to brass increases its strength greatly and prevents it from corroding. All these aluminum alloys work well and present none of those difficulties in handling which make the pure metal so disagreeable.

STEEL WORKS FOR VANCOUVER.

A proposal is on foot to establish steel works at Vancouver. The projector is a Pittsburg man named Withrow, and his proposition is to form a company with a capital stock of $3,000,000, of which amount a million and a half will be expended in a plant for the manufacture of steel, etc., while half a million would be employed as the working capital. The remaining million would be invested in mines, ships, and other auxiliaries necessary to the successful operation of the concern. When this is successfully effected, and his plant working sufficiently long to satisfy the City Council of Vancouver, that the factory is capable of an output of 50,000 tons of ore annually, he will ask it to guarantee interest at 5 per cent. on the bonds of the company.

The projector expects his market on the Pacific Coast, in China, or Japan.

THE ONTARIO TACK CO.
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton. Ontario.
SP



CRESCENT DAMPERS

Patented in U.S. and Canada, 1893.

Has all the advantages of a high priced Stove Pipe Damper, at low cost. LIGHT FOR FREIGHT. Being made of sheet steel will not break, and being double will not warp. Spring keeps damper at any angle set in pipe.

Manufactured by

Thos. Davidson & Co.

MONTREAL.

FURNACE FLUES AND CHIMNEYS.

IN the use of a furnace of whatever make, a good deal depends on the smoke flue and the construction of the chimney into which it enters, says Stoves and Hardware Reporter. If there is a defect at any point, or a neglect to follow any of the scientific principles involved in construction and use, the fire will not draw regularly, the furnace will not throw out a sufficient amount of heat or will probably smoke or act in other ways as no reputable furnace is intended to do. Hence, a proper care for the subject as stated is of the first consideration, and the following notes from an expert in the business will be found of substantial service.

The chimney should be higher than any building in the immediate vicinity. This is not always possible in the larger cities, but the height can be added to if necessary by a well-supported pipe. It is also advisable to use the flue for the furnace draught alone and to have no other openings, while the flue should be continuous and uninterrupted from the cellar to the top exit. If the flue is rectangular, the dimensions should not be less than 8 x 12 inches, with a diameter not less than 10 inches when the round form is used. The base of the chimney stack should rest on the floor of the cellar, in order to insure stability, and the smoke flue should extend several feet below the smoke-pipe collar, thus forming a pocket into which can be made an opening for the purpose of cleaning out the natural accumulations of soot.

If the stack in which the furnace flue is built contains fire-places, and there is an ash pit in the stack into which the ashes are dumped, care must be taken to see that this ash pit has no connection with the pocket of the smoke flue used for the furnace. Should an opening be left, by mistake, between the pocket to the furnace smoke flue and the ash pit the draught to the furnace flue will be checked. The smoke pipe should be connected to the smoke flue by a galvanized thimble, care being taken not to push the pipe so far into the chimney as to cut off or reduce the outlet of the smoke pipe. The burning of soft coal requires a larger flue and stronger draft than for hard coal. If the draft proves over strong it can be controlled by putting an iron damper in the smoke pipe between the check damper and the heater. In building a square or rectangular chimney flue, the mortar should be scraped off from the inside as it goes up, making the inside as smooth as possible. The same care should be exercised in joining the sections of round or square tile flues. In building any chimney remove every possibility of friction.

BETTER ACQUAINTANCE WANTED.

The growth of tall buildings has made the study of foundations quite a serious one, observes the Architect and Builder. For this purpose the old method of piling has not been found sufficient, and the necessity for perfectly stable support for these structures has called for the best engineering talent in the construction of foundations. A piece of work of this character is at present in progress. The land on which the twenty-story building of the American Security Co. is to go up is only 85 feet square, and the building is to be 306 feet high above the curb, thus bringing an immense weight on a comparatively restricted area. The question of the foundation in this case was carefully studied, and the use of steel caissons was decided upon to prepare the foundations. These were made to fill the area and sunk, as is often done in bridge foundations, by working underneath them and allowing them to sink by their own weight and that of many tons of pig iron placed upon them as the men removed the earth. The workmen are supplied with fresh air by a pump through a cylindrical steel shaft. These caissons were begun at a level 80 feet below the level of the curb, and will be sunk till a bed of solid rock is reached. When all caissons are down they will be filled with cement, and on top of this cement-filled steel work will be erected octagonal pillars of brick for forty or fifty feet, as a support for the cellars of the building. This is but an example of the engineering difficulties to be met with in the construction of these tall buildings, and shows how varied must be the attainments of an architect who attempts to furnish such structures for his clients.

ELECTRICITY IN MINES.

FROM a paper by W. E. Lishman in the Journal of the British Society of Mining Students, on "Electricity in Mines," we take the following conclusions :

It seems probable that in the future the alternate current will be more extensively used, the obstacle at present in the way being the difficulty there is in starting the motors. Economy in transmission will be further increased by the introduction (with sufficient precautions) of high tension currents and the use of transformers, which in some cases are already employed. The current is taken along the main cables at a high potential, and at the required points is transformed into one of low potential and large current. In every machine which is used for the purpose of converting energy in one form into energy in another more adapted for service, the transformed energy, or the energy realized, is never so great as that originally given out ; and since, by the doctrine of "conservation of energy," none is ever lost, but only reappears in some other form, the difference between the energy employed and that realized is either expended in doing work in the process of conversion or dissipated in some other form, owing to the want of proper means of concentrating it into the desired channel. This loss (loss so far as the desired end is concerned) must exist so long as there is work to be done in the process of conversion, but it can be reduced to a minimum, and the nearer the realized energy approaches that originally given out the more efficient is the process. Friction, in ordinary machines, is accountable for absorbing much of the power, but with electricity, as seen above, there are other losses, and a more ready way of obtaining the current is to be looked for in the future. When heat, which is as readily obtained from electricity, can be as readily reconverted into electricity without the introduction of all the machinery at present necessary, and the friction consequent upon it, economy will be still further increased and efficiency will approach a maximum. At present this is in its experimental stage, but there seems ground for believing that it will eventually become practicable.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, August 31, 1894.

HARDWARE.

THERE has been a much improved movement in general shelf hardware during the past six or eight days, and the houses are hoping that it is the fall movement come to stay. The lines that have furnished the bulk of the business doing have been cutlery, sporting goods, cut nails, wire nails, tacks, carriage bolts, hinges and Peerless and white ware. No special change in the disposition of values is to note, but the easy feeling in cut nails to which reference has been made is still conspicuous, and it is likely that further concession could be had if the buyer worked hard enough for it. Paints and oils furnish nothing new, but travelers are now starting out, and advices from primary markets are firm. Stocks of cement are light here and values are firm as a consequence. Turpentine has ruled weaker again since our last, reacting 1c. per gallon. There is no other change to mention.

WIRE—Nothing special is to report in wire, a few lots moving at unchanged prices. A few small orders are coming in for barbed and baling wires ; also oiled, stove pipe and annealed.

ROPE—Business in rope has been of a moderate kind and prices continue steady as follows : We quote sisal at 7 to 7½c. for 7-16 in. and upwards, and 14c. for deep sea line. Pure Manilla, 9¼c. for 7-16 in. and upwards, 9¾c. for smaller.

CUTLERY—There has been a fair demand for both table and pocket cutlery—in fact, the volume of business in these goods has been on the increase.

SPORTING GOODS—This has been an exceptionally active line. Large quantities of guns, rifles and ammunition have been moving, the enquiry for all descriptions showing material improvement during the week.

CUT NAILS—There has been a fair movement in cut nails, induced by the decline already reported. Values are still easy in tone, and though we quote $1.75 as the basis, it is quite likely that round lots could be moved for less.

WIRE NAILS—These rule steady under a fair demand for all staple sizes.

HORSE NAILS—A fairly active movement is to note in horse nails at steady prices.

TACKS—A good, fair demand has been experienced for tacks during the week. The basis of value is the same.

HORSESHOES—A fair trade of the usual jobbing kind is to note, and prices are unchanged.

CHAIN—No particular change in the movement of business in this line is to note.

WARE—A fairly good trade in both Peerless and white ware has characterized the week in this line.

TOOLS—There has been a much improved demand for all kinds of carpenters' tools. In fact these have been quite active in a jobbing way.

PLUMBING SUPPLIES, ETC.—Business both in plumbers' and builders' supplies rules quiet.

LEAD PIPE—There have been a few fair sized lots moved, but the demand is far from active. The basis is unchanged.

HINGES—A good demand has been experienced for hinges. The demand for heavy hinges already noted continues, and other lines have been picking up also to a small extent.

TAR, ETC.—There is no change in tar, resin, etc., business being fairly good on the whole. We quote : Rosins, $2.75 to $5.25 as to brand ; coal tar, $3.25 to $3.75 ; cotton waste, 5 to 7c. for colored and 7 to 10c. for white ; oakum, 5¼ to 7½c., and cotton do. 10 to 12c.

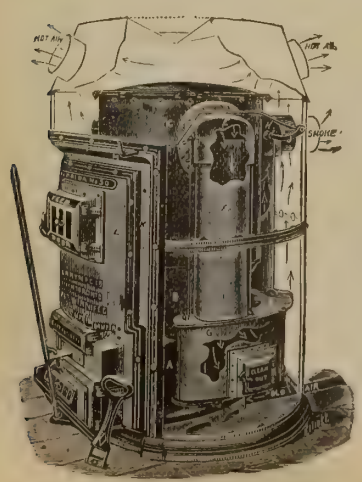
TURPENTINE—The talk of combines, etc., in the South has had no effect on values on spot as we have already noted. On the contrary prices this week are 1c. lower per gallon, sales of round lots having transpired at 44c. We still quote spot prices for ordinary quantities however, at 45 to 46c., though they are apt to go lower.

CEMENT—Demand for cement has been good and some substantial contracts both for present and future delivery have been put through since our last aggregating 4,000 casks. Values also are firm under very light stocks, and though there is no actual change yet it is not unlikely that they may be marked up. Prices are firm at $1.95 to $2.05 for English brands, and $1.85 to $1.95 for Belgian on spot.

FIREBRICKS—The market for firebricks is very firm, and the advance in prices noted last week has been well maintained, the fact that receipts during the past fortnight have been almost nothing having a strengthening effect. Sales are being made at $15.50 to $22 per 1,000, as to brand.

METALS.

The heavy iron and metal market has not furnished any special change since our last. The volume of business does not increase materially, but naturally with the advance of the season some wants have to be filled, and of course calls for purchasing. In no line has there been any striking change established, but it is noteworthy that in one or two lines values have an easier tendency. Indeed, it is not at all certain that our quotations upon them have not been shaded



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Our Steel Dome and Steel Low Radiator Coal Furnace, with three steel radiating flues, is the most

Powerful and Economical

heater in Canada. Send card for descriptive catalogue and testimonials.

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London . Toronto . Montreal . Winnipeg . Vancouver.

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26, 28, 30 Front St. West,

ENGLISH HOUSE.

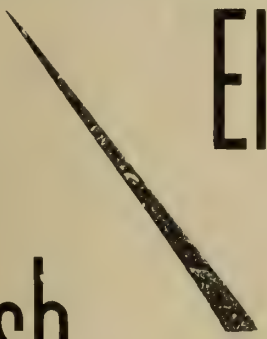
SAMUEL, SONS & BENJAMIN

164 Fenchurch St., London, E.C.

TORONTO

Stove Boards

Maple Leaf and Elegant.
Crystallized and Embossed.



Elbows

1, 4 and 6 Piece.

Stove Pipe Varnish

POLISH and PASTE. All kinds.

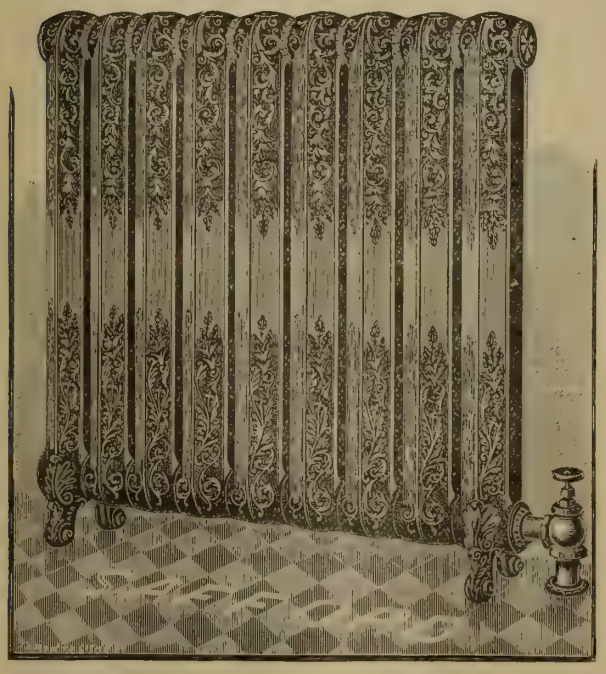
Coal Hods

Large Assortment.

WRITE FOR PRICES.

CANADA'S LARGEST MANUFACTURERS

SAFFORD PATENT RADIATORS



— FOR —

Hot Water and Steam Heating

NO Bolts
Packing
Leaky Joints

LARGEST VARIETY OF STYLES
BIGGEST STOCK IN CANADA

THE TRADE ONLY Supplied

Sole Manufacturers and Patentees :

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The Grand Stand and 50 other buildings on the grounds are roofed with

OUR STEEL SHINGLES

84 to 90 Yonge St., TORONTO

MONTREAL MARKETS.—Continued.

during the week now under review. Tin plate, Canada plate, and iron pipe are the lines which manifest the most noticeable feeling of easiness.

PIG IRON—Business on the whole in pig iron is not active, though a fair volume of trade is passing. Founders, of course, have to supply their wants, and they have been the principal buyers, and have confined their attention chiefly to domestic Nova Scotia pig and a few lots of American iron. Stocks of Scotch pig are light and prices firm, but demand for it is small. Summerlee is firmly held at $20. We hear of sales of Siemen's at $16.75, and also of a 150-ton lot of No. 2 American iron at $17.50. We quote: Summerlee, $20; Eglinton, $18.50; Carnbroe, $18.50; Ferrona, $16.50 to $17; and Siemen's, No. 1, $16.50 to $16.75.

BAR IRON—There is a fair demand for bar iron, both from first and second hands. One of the mills says that their orders are much better. We quote: $1.70 to $1.75.

SCRAP IRON—There have been further transactions in cast scrap on spot, and at rather lower prices than those noted last week. A sale of a round lot that we heard of was on the basis of $13, four months. These terms could not, of course, be duplicated for ordinary quantities.

SHEET IRON—A fair demand has been experienced for sheet iron, but prices are rather easier if anything, and we quote on the basis of $2.30 for No. 28.

TIN PLATE—This line is dull and rather heavy in tone. In fact, though we do not alter our quotations for business in an ordinary way, there is good reason for believing that prices have been cut for round quantities. We quote: Cokes, $2.75 to $2.90, and charcoal, $3.25 to $3.50.

TERNE PLATES—Business in these is of a quiet character. Prices are unchanged at $6 to $6.25.

CANADA PLATES—Buyers do not appear to be at all urgent about supplies. Last week's prices may be repeated, but if a buyer wanted a round lot he might get a better figure than the basis we quote, which is $2.10 to $2.15.

INGOT TIN—There is no improvement in the demand for tin, but spot prices are rather firmer in consequence of an advance in Great Britain. We quote prices ½c. higher than last week at 18 to 18½c.

IRON PIPE—Demand for this is of a very indifferent character, and it is reported that a western house was the buyer of a good-sized lot at better discounts than those we quote, which is 70 and 5 for black and 50 and 5 for galvanized.

COPPER—No activity to note in the copper market, which continues dull as before. Prices are unchanged at 9½ to 10c.

STEEL—An ordinary sort of trade is doing. We quote: Best cast steel, 10½ to 12c.; spring, $2.50; tire, $2.50 to $2.75; sleigh shoe, $2.40; round machinery steel, $3.

SPELTER—A very quiet business is to report in this line, and prices are repeated at $4 45 to $4.50.

ZINC SHEETS—A fair jobbing trade is doing on the basis of $4.25 to $4.50.

HOOPS AND BANDS—These continue quiet but steady at $2.30 to $2.35.

ANTIMONY—The usual quiet trade is to note on the basis of 10c. to 12c.

GALVANIZED IRON—Buyers are only taking what they actually want, and sellers are disposed to meet them. The movement is small in consequence, but prices are not quotably changed. We quote: 4¼ to 4½c. for ordinary brands; Morewood, 5¼ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

GLASS.

The glass market has not developed any radical change since our last report. Business has not increased to any material extent though the tone is rather better. We quote: $1.25 for first break; $1.30 second break, per 50 feet; $3.25 for first break per 100 feet; putty in bulk, $1.85.

PAINTS AND OILS.

No great change is to note in this market, but with stronger primary orders a better feeling prevails. Lead and zinc are firmer, but no quotable change can be cited on spot yet. We quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots, raw, 54 to 55c., boiled, 57 to 58c.; seal oil, 40 to 45c.

CHEMICALS AND DYESTUFFS.

The chemical market continues much the same as last reported, and business continues quiet. Prices are unchanged. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 20 to 22c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2.00; ditto roll, $2.00 to $2.10; sulphate of copper, $4.50 to $5.00; white sugar of lead, 7½ to 8½c.; bicarb. potash, 10 to 12c.; sumach, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2.00 to $2.10; castor oil, 6½ to 7c.; and Norwegian cod liver oil, $25 to $26.

PETROLEUM.

There has been no important change in the market for petroleum. Demand is limited and prices unchanged. We quote as follows: Canadian refined at 11c. in shed in Montreal for round lots, and 12c. for small quantities. American petroleum, 14 4-5c. in car lots, 15¼c. in 10-barrel lots, 15½c. in 5-barrel lots, and 16c. for single barrels, net cash;

MONTREAL MARKETS—Continued.

American benzine, 23 to 25c.; Canadian benzine, 10¾c. Petrolea; 12¾c. Montreal.

HIDES.

The hide market during the past week has continued unsettled owing to the keen competition between buyers, and reliable prices are difficult to get at. It can safely be assumed, however, that prices are ½c. higher all round, and we quote No. 1 at 4c.; No. 2 at 3c.; No. 3 at 2c. Lambskins, 30 to 50c. each, and calfskins, 5c. per lb.

TALLOW.

The tallow market has ruled quiet and steady with no changes in prices, and the market rules quiet at 5½ to 6¼c.

WOOL.

The wool market is quiet but prices are firmer. Capes are ½c. higher on spot, and are 5 to 7½ per cent. higher on the other side. Domestic wools are, of course, equally strong. We quote: Greasy Cape, 14 to 16c.; Canadian fleece, 17 to 20c.; B. A. scoured, 26 to 32c.; pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. Northwest wool is quoted at 11 to 12c.

ASHES.

There is no change in the market for ashes, business ruling quiet and prices unchanged. We quote: Firsts, $4; seconds, $3.75, and pearls, $3.50 per 100 lbs.

MONTREAL TRADE NOTES.

The demand for Safford radiators is very active at the moment, Messrs. H. McLaren sending out several large lots during the week.

It is said that one of the leading founders here has drawn his supplies of pig iron entirely from American sources this fall, taking over 600 tons alone.

A well-known Toronto house filled a large order for iron pipe on this market during the week at a material shading on the discount ruling here.

Caverhill, Learmont & Co. report a much brisker demand for guns and ammunition this week. Their stock of these goods is one of the largest in the country, their catalogue, which can be had on application, showing that they carry practically everything in the shape of a firearm.

It is claimed that tin plates have been sold down to $2.50 for large lots here, but large holders dispute this, and say they are not at all afraid about their property.

Cables to A. C. Leslie & Co. state that the iron market continues much the same over there. Ingot tin, however, has scored quite an advance of £2 to £3 the ton.

TORONTO MARKETS.

TORONTO, Aug. 31, 1894.

HARDWARE.

NO particular change has taken place during the week, either in regard to prices or volume of business. Trade is fair and if anything improving slightly. The demand for rope is considerably better. Stove pipe wire is moving freely, but other kinds of wire are quiet. Business is fairly good in wire nails, but in other kinds of nails there is not much doing. Some improvement is to be noted in the demand for white ware. Lamp goods are moving fairly well, and sporting goods are more satisfactory. Trade in harvest tools is confined to an occasional order. Trade is on the whole good in belting. Cutlery is beginning to pick up. Payments are fair.

WIRE—There is not much doing although a small demand is reported for barbed wire and annealed wire, 11 and 14. Stove pipe wire is going out freely.

ROPE—Trade is considerably better but demand seems to be principally for cotton and sisal, the latter being used for halter purposes. We quote: Sisal, 7-16 in. and larger, 7½c.; ¼, 5-16, ⅜ in., 8c. Manilla, 7-16 in. and larger, 9½c.; ¼, 5-16, ⅜ in., 10c.

CUT NAILS—Orders are very small, not any car load lots having been disposed of for some time. Base price unchanged at $1.80 Toronto, for car load lots, and $1.85 for small lots.

WIRE NAILS—Are going out freely, principally in half ton lots, and mostly in standard sizes, very few special sizes being called for. Discounts 75, 10 and 5 per cent., shipments in 10 keg lots being prepaid.

HORSE NAILS—Trade is not looking as bright as it should be at this time of year, although some fairly good shipments have been made during the week. Discounts are 60 per cent. off "C," and 60 and 2½ per cent. off "P.B."

TACKS — The improvement previously noted in this line continues, nearly every order calling for the same tacks. We quote as follows: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian' nails, etc., 37 per cent.

CHAIN—Trade still quiet, and so far only a few orders have been booked for cow ties on fall account.

HORSESHOES—A few orders have been received for steel shoes, very few of which are kept in stock in Toronto. Trade in ordinary horseshoes is quiet. Prices are unchanged at $3.80 Toronto and $3.85 London.

WARE—Eclipse, Peerless and Pearl ware are still in good demand, and the demand for white ware shows some improvement.

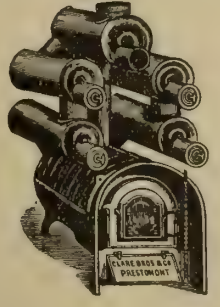
PLUMBERS' SUPPLIES—Trade has fallen off considerably during the past week or two, although within the last few days a slight reaction has taken place. In the city there is no change to note from last week.

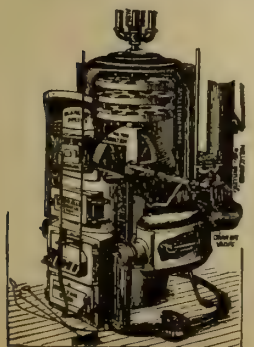
BUILDERS' SUPPLIES—Country trade is fair, but there is scarcely anything doing in the city.

LEAD PIPE—A number of ton lots have been forwarded during the week, but general trade is not satisfactory. We quote: Toronto and the west 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

HINGES—Trade is, comparatively speaking, good in both "T" and strap as well as barn door hinges.

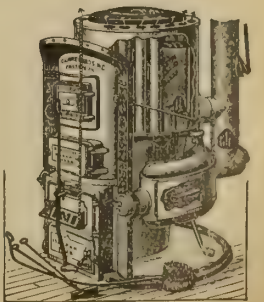
HARVEST TOOLS—Occasional orders are being received, but only for small quantities, as trade in this line is over for the season.

Best Value  on Earth.



These are the Furnaces that secure the trade for dealers who handle them.
They have no rivals but many imitators.

Clare Bros. & Co. ....Preston, Ont.



MARKETS.—Continued

CLOTHES WRINGERS—Orders are extremely small, very few cases having changed hands.

BELTING—There has been quite a demand for leather belting, principally for smaller sizes of from 1½ to 4 inch. Rubber belting is not in as good demand as it was, although occasional orders are being received.

CUTLERY—Business has improved, and is now fairly active in pocket and table cutlery and carvers in cases.

SPORTING GOODS—Guns, rifles, ammunition, etc., are moving freely.

LAMP GOODS—A good trade is reported in lamps, fixtures and globes.

TAR, ETC.—We quote as follows: Roofing pitch, $2.50 per brl.; pure coal tar $4 per brl.; refined coal tar, $4.50 per brl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per brl. and 75c. per doz. pint tins; pine pitch, $2.75 per brl.

CEMENT, ETC.—Much as before. We quote: Portland cement (English), $3 per brl.; New Brunswick plaster paris, $2 per brl.; Canadian water lime, $1.25 per brl.

FIREBRICK, ETC.—Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

Trade is fair, and if anything improving a little. Prices are much as before.

PIG IRON—The market remains quiet, and outside American iron there does not appear to be anything doing. We quote: Summerlee, $20; Eglinton, $18.50; Carnbroe, $18.50; Ferrona, $16.50 to $17; and Siemen's, No. 1, $16.50 to $16.75.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: The run of small orders reported last week continues, and is distributed over a wide range of territory. Whether the present scarcity of iron will continue or not is hard to say, but at this writing it is impossible to make prompt shipments. We quote on the cash basis f.o.b. Toronto in bond: No. 1 foundry strong coke iron Lake Superior ore, $12.75; No. 2 foundry strong coke iron, Lake Superior ore, $12.25; Jackson county silvery, No. 1, $16.80 to $18.30; Lake Superior charcoal, $15.55; Southern soft, No. 1, $11.75; ditto, No 2, $11.50.

BAR IRON—Demand is quiet and orders exceedingly small. Base price is unchanged at $1.80 to $1.85 Toronto, according to quality.

SHEET IRON—Stocks in the higher gauges, owing to the heavy demand, are exceedingly low. Some good shipments have been made during the week and in general trade is satisfactory. We quote: 8 to 16 gauge, $2.50; 18 ditto, $2; 20 ditto, $2.10; 22 to 24 ditto, $2.20; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Gorbal's, 26 gauge, 5½c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

SHEET STEEL—Is slow, with prices unchanged. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

IRON PIPE—Stocks are now being replenished, although it has been difficult to get supplies, the disturbed conditions occasioned by the railway strike not having become normal yet. Galvanized pipe is especially hard to get. Galvanized pipe is sold at 50 and 50 and 5 per cent., and iron pipe at figures equal to 67½ to 70 per cent.

GALVANIZED IRON—Trade has been good, large quantities having been disposed of during the week, especially in Queen's Head and Gordon Crown brands. Orders are still being booked for import at $4.25 for case lots of 28 gauge.

INGOT TIN—Has shown a slight increase, although but few large lots have changed hands. It is being offered at 18½ to 19c., but large quantities can be shaded a little.

INGOT COPPER—Is again quiet with prices unchanged at 10 to 10½c.

SHEET COPPER—Has shown considerable improvement. Quite a number of braziers' sheets have been called for. A number of case lots of sheathing have also gone out during the week. We quote: Untinned, 14 to 16½c. according to weight and size; brazier sheets, 14 to 17c. according to quality.

ZINC SPELTER—The improvement previously noted continues. We still quote 4¾c. for imported, and 3¾c. for domestic.

BOILER TUBES—There has been some demand for charcoal iron tubes, and a little more call than usual for steel tubes. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

BOILERS—There is a little more activity in this line, quite a few contracts being reported.

TIN PLATES—Are still in good demand, especially charcoal, although a few good carload lots of coke have changed hands during the week. The M. & L. S. brand is also going out freely. We quote $3.50 to $3.75 for "I.C." and $3.25 to $3.35 for coke.

TERNE PLATES—These are still being called for at unchanged prices, namely, $6.50 to $6.75, according to quality.

SHEET ZINC—The season now being on for this, case lots are the rule in the way of orders. Prices are unchanged at 4¾c. for case lots and 5c. for small lots.

HOOPS AND BANDS—The demand keeps steady, but no large quantities are being called for. Prices are still held at $2.20 to $2.25.

CANADA PLATES—City trade is active. Country trade, however, for shipment from stock is slow owing to the fact that most dealers, having their import lots booked through jobbers, are now in possession. We quote: Half polished, 52 sheets, $2.35; 60 sheets, $2.45, and 75c. sheets, $2.60.

SOLDER—Trade is keeping up well. Business is about equally divided between the different qualities. Prices are unchanged at 12½ to 14c. for strictly half-and-half.

PIG LEAD—This has shown considerably more life, quite a number of good shipments having been made during the week. Prices remaining as before at $2.90 to $3.

ANTIMONY—Business is improving, especially in Cookson's at 9½ to 10c.

GLASS.

Business is good. A feature of the trade is an unusual demand for certain sizes of double diamond, so much so in fact that although importers have good stocks of glass on hand, they are all out of these particular sizes called for. There is some talk of prices being advanced 20 per cent. after September 1 owing to the higher prices obtaining in Belgium. In the meantime we still quote $1.10 to $1.15 first break, 50 foot boxes. Trade is brisk in plate glass at the 35 per cent. discount.

OLD MATERIAL.

There is very little doing in this line, trade being extremely dull. Prices are still unchanged and as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 30 to 35c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 7 to 7½c.; old copper bottoms 5½ to 6c.; light scrap brass 3½ to 4c.; heavy yellow scrap brass 5c.; heavy red scrap brass, 5½c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3 to 3¼c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10c.

PAINTS AND OILS.

Trade continues to show some improvement, and payments are fair.

WHITE LEAD—There is still only a small quantity selling at the base price of 4½c.

PREPARED PAINTS—Are moving a little better on fall trade account at $1 for pure.

CASTOR OIL—Not much is being sold, and prices are being badly cut; 6½ to 7c. is the ordinary quotation.

TURPENTINE—Demand is fairly good for the season at 41c.

LINSEED OIL—Trade is quiet, but if anything a little better than a week ago. We still quote: 53 to 54c. for raw, and 56 to 57c. for boiled f.o.b. Toronto.

SEAL OIL—Quiet and unchanged at 58 to 59c.

PETROLEUM.

There is no change from last week. Trade is good in small lots. Prices are unchanged: We quote, in 5 to 10 brl. lots, imperial gallon, Toronto: Canadian, 12 to 12½c.;

MARKETS—Continued

carbon safety, 15½ to 16c.; Canadian water white, 16 to 17c.; American water white 18 to 19c.; photogene, 20c.

MARKET NOTES.

Forward orders are beginning to go out for sleigh bells.

The Graham Nail Works start up on full time again on Monday.

The Toronto Lead and Color Co. are moving into new offices at Bay and Adelaide streets.

M. & L. Samuel, Benjamin & Co. report large sales of "E.C." smokeless and English black powders.

Gowans, Kent & Co. are just getting out a new illustrated catalogue. Those requiring a copy should drop a card.

Some at least of the Toronto dealers are advancing the price of window glass 20 per cent. in sympathy with the higher prices in Belgium.

M. & L. Samuel, Benjamin & Co. have on hand large copper preserving kettles, which they are disposing of at exceptionally low figures.

The Clauss Shear Co. will have at the Toronto Exhibition an assorted display of their cutlery. It will be on the ground floor of the main building.

The McClary Manufacturing Co. are making some new lines of stoves which they will exhibit at the Toronto Exhibition next week. The display will be in the Machinery hall.

H. S. Howland, Sons & Co. report the receipt of a line of Butler's carvers and steels; also another consignment of Joseph Elliot's C & C table cutlery, carvers and razors.

H. S. Howland, Sons & Co. are just in receipt of a large consignment of window glass in good condition; also No. 39 R.R. lanterns, for which they are having an increased demand.

The Consolidated Plate Glass Co. are receiving twenty cases of French plate glass direct from the manufacturers. The company make a specialty of importing this brand.

The Gutta Percha and Rubber Co. will make a large exhibit of all kinds of fire hose and beltings at the Quebec Fair this year. They will be represented there by F. H. Andrews & Sons.

Toronto Smelting and Refining Works are now selling their solder in the Lower Provinces and in the extreme western countries.

AVOID FAILURE . .

By having competent inspection and advice when pressure first arises.

A. C. NEFF Chartered Accountant, Auditor, Assignee, etc.

23 Church St., Toronto.

RAZORS See our fully warranted German Hollow Ground Razors. Fresh stock just received. Good assortment, low price, splendid value.

A. C. LESLIE & CO. Montreal and Toronto.

Our Specialty **PURE TURPENTINE** Our Customers Need fear no Adulteration

Every barrel guaranteed! We are headquarters for the Pure Article. Remember these facts when placing your orders.

FRANCIS, FROST & CO., 33 Front St.W., TORONTO

..THE **JAMES ROBERTSON CO.** LIMITED

Manufacturers, Importers and Jobbers.

TORONTO, MONTREAL, WINNIPEG AND ST. JOHN, N.B.

Lead Pipe, Sheet Lead
Pig Lead, Bar Lead
Lead Traps, Lead Wire
Wire and Bar Solder
Drop and Buck Shot
Window Lead
Tin-Lined Lead Pipe
Block-Tin Pipe

THE "RICHELIEU"



Sanitary Earthenware
Laundry Wash Tubs
House Boilers
Bath Tubs, Pumps
Sheet and Ingot Copper
Sheet Iron, Sheet Zinc
Iron Pipe and Fittings
Iron and Steel Sinks

Plumbers', Steam, Gasfitters' and Engineers' Supplies of all kinds.



Stop and see our Exhibit at the

Toronto Exhibition

We want you to see our goods.

Clauss Shear Co.

TORONTO, ONT.

They are making a specialty of canners' triangular solder, and invite the attention of canners thereto.

The manager of Samuel, Benjamin & Co.'s lamp goods department reports trade good in lamp goods, gas fixtures and globes.

A new catalogue and price list of furnaces has just been issued by the McClary Mfg. Co. It has 80 pages enclosed in a strong cover, and is made attractive by many cuts. Dealers will do well to secure a copy, which can be had on application.

The McClary Manufacturing Co. report stoves, stoveboards, and elbows moving freely. This firm has made some car shipments to Pembroke, Collingwood, Almonte, and Bruce Mines, recently. The demand for furnaces is also reported good by this firm.

M. & L. Samuel, Benjamin & Co. are putting a screw top tin self-sealer on the market. It is designed for honey, syrups, fruit, jams, tomatoes, druggists' supplies, etc. They are made from the best brands of English double-dipped charcoal tin. No lead or solder inside of can.

On Wednesday, August 15th, at Sheffield, England, a cutlery manufacturer was heavily fined for imitating a trade mark belonging to George Butler & Co., cutlery manufacturers, Trinity works, of same city. The prosecution was undertaken in defence of the well-known "Cavendish" brand which has gained a high reputation in the market.

One of the most interesting exhibits at the coming Fair to hardware men will doubtless be that of Chas. Boeckh & Sons' display of standard lines of brushes, brooms and woodenware. The attention of the paints, oils and hardware trade is particularly directed to the bridled paint brushes, a large variety of which will be placed on exhibition. They will also exhibit at the Dairy building their cradle churns and ivory butter moulds. As these goods are to be supplied to the consumer through the hardware trade, it will be of special interest to dealers to investigate all the merits of these articles.

Thomas Davidson & Co., Montreal, write: We notice a couple of mistakes in notice given you by our western traveler, one being that his own name is J. Taylor Webb instead of J. Taylor Scott; and in giving the size of the new building we have put up as 100 x 25, this should be 110 x 45. We may add that this building is of slow burning construction, and very strong and substantial, with solid floors five inches thick, according to plans of the Associated Manufacturers Fire Insurance Companies of the United States. We intend to use the ground floor for heavy stamping, and the upper floors for lighter work and shells for enamelled ware.

UNITED STATES MARKETS.

NEW YORK, Aug. 31, 1894.

PIG TIN—Prices yesterday were leased upon free entry of the metal. They were consequently 4c. per pound below those of the preceding day, and some additional decline resulted from lower London quotations by wire. Spot stock was sold at 15.60c., and September at the same price. Additional business could have been done on net cash basis at that rate, and, upon the whole, the market showed rather weak tone. Arrivals were recorded of 100 tons for the day, making a total of 1,575 tons thus far this month and assuring a plentiful supply. Jobbing sales were made at 15.75 to 16c., according to terms, but an advance over 15.75c. was the exception. On the Metal Exchange sales were recorded of three 25-ton lots at 15.60c. for September delivery.

COPPER—New business in ingot is still on a very moderate scale, and there is little movement outside of deliveries on old contracts, the majority of which were put through at prices on the basis of 9c. for Lake Superior product. A better price is exceedingly difficult to realize at this time, although sellers ask 9¼c. upward. Electrolytic is quoted at 8¾ to 8⅞c., and common casting stock at 8½ to 8¾c. according to brand.

PIG LEAD—Very little business was effected here. Buyers seemed disinclined to do anything pending the effect of the new duty, and sellers were quite as reserved. The nominal price for common domestic was about 3.25 to 3 30c. Foreign was in somewhat active negotiation, but, as far as cou'd be learned, no trades of importance were consummated. St. Louis wire to the Metal Exchange quoted 3.25c. London cable was £10 for soft Spanish.

SPELTER—The market remains extremely flat. Consumers are buying in a hand-to-mouth way only, and jobbers are taking nothing more than an occasional car lot. Sellers are making no particular effort for business, but there is enough weight in the offering to keep prices easy on the basis of 3.40 to 3.45c. for ordinary western brands. St. Louis quotation to the Metal Exchange was 3 20 to 3.22½c. London cable £15 12s. 6d. for good merchant brands.

ANTIMONY—A moderate business only is passing and prices remain easy, with about 8⅛ to 8¼c. quoted for Hallett's, and 9⅞ to 10c. for Cookson's, ex store.

TIN PLATE—Fairly large contracts were closed for deliveries running through the last quarter of the year, to be imported under those current for spot goods. Store trade naturally is dull and prices are more or less uneven.

IRON AND STEEL—There was somewhat more lively negotiation in spiegeleisen, ferromanganese and soft steel, owing chiefly to the reduction in duty, but import cost is still above the prices at which domestic products are offered, and the trade is as yet confined mostly to special sorts or deliveries to points at which importers have some advantage in the matter of freights.

American pig iron is selling in routine way only and rather slowly at that. Sales agents make no change in their quotations, but quiet concessions are the rule rather than the exception, and the market shows rather poor form.

Old material is momentarily dull, and prices are somewhat soft, although showing no radical change.

Few and only moderate orders have been placed for steel rails latterly, and the movement in other railroad supplies is exceptionally slow for this season of the year. Despite this fact sellers are standing out for old prices. In structural shapes there is little doing at the moment, and low prices are the rule on business that does go through.

THE ELASTICITY OF STEEL.

A very striking proof of the extreme elasticity of steel is exhibited in some experiments made at the Sellers works and described in the American Machinist. Three cylindrical steel posts, 1½ inches in diameter and 10 feet long, were placed in a vertical position upon a steel disk, the three posts arranged in the form of a triangle. On top of these was placed another steel disk, and arrangements were made by which a pound weight could be very carefully placed upon or removed from the upper disk. An electrical contact was arranged in such a manner that any diminution of length of the columns would cause a bell to ring, and it was found that this pound weight was sufficient to make and break the contact, the bell continuing to ring so long as the weight was in place and stopping whenever it was removed. By experiments made upon specimens of the same bar of steel, and by calculation, it was determined that the steel bars were compressed about 1-14,000,000 of an inch, which, though but a small amount, showed that even the highest strain cannot be imposed upon such materials without a corresponding yielding, which yielding may or may not be disregarded according to circumstances, and to this fact, that metals always yield under a strain, is undoubtedly due much of the "wearing of a bearing," that is often considered necessary in new machinery.

HOW MICA PLATES ARE MADE.

In the manufacture of mica plates small pieces of mica, the largest of which might be about 40 square centimetres, are, it seems, made to fall through a long tube into a small tank mounted on wheels; into this tank is pumped a cement consisting of gum lac dissolved in alcohol. When a sufficient quantity of the mica and cement has been mixed up to make the necessary thickness of plate, a piece of sheet iron is placed on the surface; this operation is repeated until the tank is full of layers of cemented mica separated by sheet iron plates. Then the whole is subjected to gentle heat and compressed, the excess of cement being allowed to flow away.

A PAIR OF SHOP HINTS.

THE question is frequently arising in my mind as to whether shafting for shop purposes is not doomed to go. Isn't it going to be cheaper to string a copper wire to a tool, have a small motor built in with it and drive by electricity than it is to turn a long line of shafting several hundred feet in length and keep it revolving day in and day out, whether there is any work being done at the other end of it or no? Some large shops have answered "Yes," but the art is still in an experimental stage and no one really knows. It seems reasonable, and I am rather disposed to believe it. But whether the electric breakdowns of the motors will more than counterbalance the mechanical breakdowns of shafting and belts, remains to be seen.

Taking care of patterns, keeping them catalogued and allowing for depreciation is one of the troublesome tasks of foundry work. An apprentice or the foreman usually has the run of the loft; he knows where everything is, and his head is the only catalogue. But when a pattern is needed that has not been used for several years, it is usually found to be so dried, and the glue has parted in so many places, that the rush job has to wait until the pattern maker has had a chance to do a day's work on the pattern. But the pattern loft is under the roof, and to say that the air is hot and dry is to express it mildly. I have found that good ventilation contributes mightily to the welfare of the patterns, and if a large, shallow pan be placed there and kept filled with water, a still further improvement will be noted. In one case I had a window in my pattern loft opening directly opposite the exhaust from the engine, and the steam blowing in at the open window kept the air moist and the patterns free from injury through checking. Next to this the shallow pan is the thing, but above all let there be good ventilation.—Dixie.

NEW INCANDESCENT LIGHT.

An exhibition of a new incandescent light, the property of a new company in London, was given recently. It is claimed that Mr. Chandor, the inventor, has found novel means of illuminating by incandescence. The substance employed is made out of a composition consisting of certain ingredients which, when mixed together, and passed through a process of heat, become hard and solid and can be shaped into different forms, according to its adaptability, either to gas or oil lamps. Reports say the incandescer, applied to a paraffin lamp, increases the illuminating power over 40 per cent. and decreases the consumption of oil 33 per cent. Another advantage to be derived from the use of the incandescer is said to be the doing away with unconsumed carbon.

HIGHEST AWARD at the WORLD'S FAIR

FOR Catalogue and Prices Address



30 Wellington St. East

The Christy Knife Co. Toronto

PERSONAL MENTION.

W. C. Crawford, Tilbury Centre, was in Toronto picking up goods this week.

Jas. Chalmers, jr., St. Mary's, is on his way home from the Lower Provinces.

Mr. McMaster, of the Montreal Rolling Mills Co., was in Toronto this week.

T. G. Dexter, of H. S. Howland, Sons & Co., has reached New York on his way home from Great Britain.

Mr. Carpenter, of Carpenter & Ramsay, Hamilton, was seen touring the Toronto warehouses this week.

H. P. Wilmot, representing Watertown Thermometic Co., Watertown, N.Y., was in Toronto a few days ago.

W. H. Hankings, representing the National Saw Co., Newark, N J., paid the trade in Toronto a visit this week.

J. A. Carter, representing The Eagle Lock Co., Terryville, Conn., was paying his respects to the trade in Toronto this week.

T. B. Lee, of Rice Lewis & Son, Ltd., returned this week from Chicago and other United States manufacturing centres, where he has been gathering ideas and goods for the bicycle sundries' department of the firm.

J. Stovel, superintendent of the mackintosh department for the Gutta Percha & Rubber Co., has just returned from a six weeks' trip to England. Mr. Stovel has picked up a large number of new patterns for mackintoshes, shipments of which are now arriving. The firm proposes to largely increase this department in the near future.

AS TO LAMP WICKS.

The proper use of wicks in lamps has been one of careful study by some of the leading lamp firms, and their hints as expressed are of value to the trade, remarks an exchange. Every lamp should be emptied at least once a week, and always before a new wick is put in. It should always be kept well filled, replenishing it with oil every day. A better light is thus obtained, and the danger of filling the lamp in the evening in case of positive neglect, is avoided. The burner should be kept clean. The life of the flame is the air it brings up through the holes in the disk around the wick tube. If the flames should appear to be smoky, the holes are probably obstructed and full of gum. A good way to remedy this is to boil the entire burner for a short time in sal soda. In trimming wicks do not scrape them, for this damages them and fills the burner with soot. The wick should be cut evenly across the top and slightly on the corners. Wicks should be trimmed every day, and replaced once a month.

QUIET PLACE FOR THE TRAVELER.

An English traveler writes thus to Ironmonger: "I noticed particularly in a recent issue a suggestion to the trade in reference to buying and saving commercial men's time. If the buyer, whoever he is, could secure a quiet corner, with table or bench ever so small, only clear of stock, and give his undivided attention, even for a few minutes, it would simplify matters very much, and save no end of time to both parties if appointments were kept strictly to time. I travel from Aberdeen to Penzance, and I may say in only one or two solitary instances is any provision made or importance attached to the all-important part of a business—viz., the buying. The general rule is that you have to display the goods on a very small portion of the counter used for sales, and the sales going on, and customers hearing many things they should not, to say nothing of their occasionally picking up and examining your samples, lists, etc. Not only so, but the buyer's attention is taken up as well. I notice in most cases where the principal is the buyer he must invariably superintend all serving transactions and worry himself with all the small details that would be better done by assistants and apprentices, and the result is a lack of confidence in serving by them. They gain little experience, and I fear turn out badly in many cases, through so much grandmotherly training. I feel quite sure if ironmongers would keep more in the background when ordinary customers come in they would do quite as well, and have more time to devote to financial and commercial matters, and particularly to buying, which would be done easily if only one hour a day were devoted to it—given a quiet corner with a clear bench, even if temporarily erected on trestles for the occasion, as one of my customers in Plymouth has done for years."

I would see that the front of my shop was modern, and kept as clean as water and brush and broom could make it. Nothing gives a shop such an appearance of thrift as spick-and-span neatness and plenty of light. The neatness is not hard to get, and if my shop were dark, I should alter the front. It seems quite the fashion now-a-days to build over the front of shops, and to put in just as much glass, and as little in the way of support to obstruct the vision as possible.—Ex.

A MACHINE FOR TESTING RUBBER TIRES.

A CLEVER business move has been made by a bicycle tire manufacturing company, remarks an Eastern exchange. It was seeking to turn out the best tire in the market, and thought it would be better policy to test the tires in which they were making changes with a view to improvement than run the risk of their turning out badly when tested by actual work on the road. It accordingly constructed a machine by means of which the ordinary road wear and tear of the tire could be duplicated, the main elements desired being pressure and a rough surface. The machine consists of two radial arms or beams, carrying bicycle wheels of the ordinary pattern and shod with the tires to be tested. The wheels being fastened to the middle of the beams, the tires are subjected to a pressure of about one hundred pounds. The tires rest on small wooden pulleys, across whose surface are fastened, at short intervals, cleats of wood to represent the rough surface of the road. The wheels are driven by belts at a speed of twenty-eight to thirty miles an hour, so that all the conditions of actual use are obtained. The distance run is measured by a cyclometer. All kinds of tires have been subjected to this test, and it is found that the tire which will, in actual use, run from twelve to eighteen months on the road, can be broken on this machine in from two to three weeks. The majority of the fabrics tested have run from two hours to one week before giving out. To show the remarkable capacity for withstanding wear and tear that is exhibited in the best made tires, it is stated that one fabric has stood a test by this machine of 18,000 miles, which would represent several years of use at the hands of the average rider. This transfer of the expense of experimenting from the patron to the manufacturer is certainly a move in the right direction.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

RUSTING OF BOILER SHELLS.

In a paper read before a German society on the rusting of boiler shells, the author concluded that the most serious cause is the introduction of air with the feed water. If the feed water enters the boiler near the low water level he concludes that it will soon be expelled with the steam, unless it has a chance to accumulate in pockets. Such pockets rust rapidly. The feeding, he advises, should be completed before stopping for the day, so that the water standing in the boiler over night shall be as free from air as practicable. Faulty construction, the author believes, is the frequent cause of internal rusting. For preventing rusting he recommends: First, while the boiler is working—(1) Removing air from the feed water before it enters the boiler. (2) Removing air from the water while in the boiler and preventing its accumulation in pockets, etc. (3) Addition of chemicals to the feed water. (4) Protective coatings applied to the inside of the shell. Second, while the boiler is standing idle—(1) Removing all moisture from the boiler, (a) by blowing it off while hot, (b) by producing an air current through it, (c) by placing hygroscopic bodies inside. (2) Direct protection of the shells, (a) by painting with tar, varnish, etc., (b) by covering with protective paints and such an alkaline coating as milk of lime. (3) Protecting the shells from varying temperature by keeping the draught in the flues constant, and so as to prevent moisture alternately depositing and evaporating on the shell. (4) Protecting the shell by completely filling the boiler with water from which all air has been expelled.

THE PLUMBER, BLESS HIM!

THE life of a plumber is not the most agreeable among the mechanical callings. There are many young men who aspire to master the art, but give it up on account of its hardships and unpleasantness. Yet plumbers exist and apparently are healthy and strong and usually of a jolly disposition. The plumber's trade differs from nearly every other trade in the variety of tools employed. The carpenter confines himself almost exclusively to wood; the mason to stone; the bricklayer to brick, and so on, but the plumber has not only to be a worker of lead, as his name indicates, but must handle to an increasing extent goods of brass, iron, zinc, copper, marble, earthenware, slate and wood; in fact, nearly every substance used in mechanical construction.

The inference from this is that they need apprentices of versatility and intelligence.

In most of the other trades the hands are worked in gangs under the supervision of the employer or foreman.

The nature of the plumbing business seldom permits of this, but the men are scattered around singly or in pairs upon the different jobs under way. They are necessarily left, the greater part of the time, to their own devices, and the amount of work is proportioned to the size of their conscience.

Again they are sent to the dwellings of the customers and the plumber has to be a privileged person. Every room in the house has to be accessible to him. Articles of value are often left lying carelessly around. The plumber comes directly in contact with a man's pocketbook, therefore, he is next to his heart. This he knows but cannot always appreciate on account of the coldness he so often receives at the hands of the public. There is no set of men who appreciate kindness more than the plumber, for his work is tedious and trying, and the least carelessness on his part is liable to cost him a new carpet or a frescoed ceiling. His measurements in working around and fitting up fine earthenware have to be to a hair's breadth.

The plumber, we learn from history, was known 2,000 years before Christ. The Egyptian workmen led in preparing ways to convey water. Relics from these historic fields can be found in the London and New York museums, and are interesting, indeed, to modern plumbers, and the public generally. The ancient books of the Bible refer to the plumber.

Nebuchadnezzar employed him to cover the verandahs of his hanging garden with sheets of lead soldered together to retain the moisture; thus the drooping vines and rare flowers derived sustenance.

In the ruins of Pompeii there were many unique sanitary devices found that are curiosities.—By SWINK, in Gas, Steam and Water Review.

THE COST OF LABOR.

In the construction of all save the largest, heaviest, and coarsest kinds of machinery, the cost of labor is by far the heaviest item in the total cost, remarks an exchange. In the manufacture of small machines required to be highly finished, it often amounts to more than all the other items put together. A small percentage in the reduction of this cost has therefore the utmost significance as related to ultimate profits. Given a specified outfit, with as perfect organization and correlation of effort as possible with such an outfit, the reduction of cost of labor only becomes possible by increasing the efficiency of the appliances. Cases may be cited where profits have been increased 25 per cent. by the substitution of new and improved appliances for such as have been in use. It is now the rule in all advanced establishments to scrutinize and carefully study any new machine or improvement upon old machines which may be claimed to reduce the cost of labor. Albert D. Pentz states, in a recent article, that he has known instances when 90 per cent. of the cost of labor on hand operations was saved by remodeling the part on which the operations had to be performed, designing special tools to do the work, and putting the operators on piece work. This statement of probably a very extreme case well illustrates the possibilities in this direction.

COW TIES

Open Ring, Closed Ring
And Walton . . .



Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of Steel throughout. There is no other chain on the market that will compare with these for strength, lightness and handsome appearance. We confidently believe that our ties of a given number are fully equal in strength to a size larger of any other on the market.

If you have not tried our Cow Ties, send for sample half-dozen.

MANUFACTURED BY

The B. GREENING WIRE CO.

HAMILTON, CANADA.

WRITE FOR CATALOGUE.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

BLACKSMITHS' TOOLS.



Horseshoe Vises.

Price, No. 1, - $4 00
" No. 2, - 7.50

Will save their cost in a week's sharpening. . . . .

A. B. JARDINE & Co.

HESPELER, ONT.

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price)

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Being the experience of the most prominent and successful merchants.
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This is another batch of Prize Essays full of valuable information.
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Sent, postpaid, on receipt of price.

HARDWARE MERCHANT
TORONTO.

TESTS OF OUR THOROLD CEMENT

Show it is the best Hydraulic Cement for Abutments and Piers for Bridges, Concrete for Foundations, Cisterns, Cement Drain Pipe, Floors for Cellars and Stables, Sewers, and all Mason Work in moist or wet places.

10,000 BARRELS

of Thorold Cement were used in the construction of the great St. Clair Tunnel. Joseph Hobson, Esq., Grand Trunk Railway, Chief Engineer; Wm. Gibson, Esq., M.P., contractor.

MANUFACTURED BY

Estate of John Battle
THOROLD, ONT.

NOTICE TO DEALERS

WE BEG TO ADVISE THE TRADE that in order to thoroughly introduce the

IMPROVED FLEXIBLE BRIDLED BRUSHES

we will include in every package one or two bridles, attached free of charge.

The popularity of the BRIDLE is evidenced by the increased demand, the ready sale, and the thoroughly practical results derived.

Brushes without Bridles do not appear complete, and certainly do not sell as rapidly.

It will pay you to examine this Bridle and draw the attention of your customers to its merits.

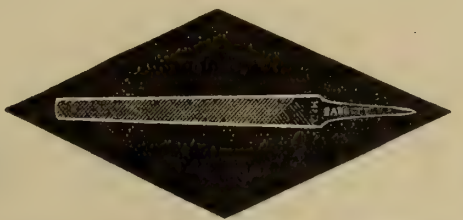
We strongly advise not to stock up with brushes without bridles.

The extra price for these Bridles per doz. will be quoted on application, by giving the size of brush, or they may be found in our latest Price List.

CHAS. BOECKH & SONS, Toronto

TRADE MARK.

BLACK DIAMOND



FILE WORKS

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. Gulletting Sawfiles.
Climax Sawfiles. Lightning Sawfiles.

—AND—

EVERY OTHER DESCRIPTION OF SAW FILES.

INSIDE THE STORE.

BY NATHANIEL C. FOWLER, JR.

EVERY store has windows. Every store has counters. Every store has shelves.

The windows, counters, and shelves are receptacles for goods, and more.

They are places of display which cost the retailer nothing, for he must have them anyway.

The window, the counter, and the shelf offer the greatest opportunities for profitable advertising, seldom over-estimated, and almost always under-estimated by the storekeeper.

A well arranged show window is a positive guarantee that the goods contained therein will be seen and appreciated by the passers-by.

The window is on the street where everybody will see it, whether he wants to or not, and, if it is dressed as it should be, the pedestrian will not only see it, but he will examine the contents of it.

There are two methods of window dressing, both good, but one should never be used exclusively, for in the alternate use of both is the greatest profit.

The first method is that of the artistic and harmonious, the blending together of colors and shades, the goods simply taking the place of decorative paraphernalia.

Such a window, if properly lighted, is very impressive, and is conducive to sales.

The second method consists of the display of goods, not really inartistically arranged, and yet with more or less of a sacrifice of harmony and art—the presentation of the goods themselves more than the arrangement of them.

No artist would be particularly impressed, from an artistic standpoint, with a large packing box in a window, with the name of the firm written thereupon in the shipping clerk's style of lettering, with a single shoe, a hammer, or bottle, or a piece of a tire, or an electric bell, or any other one thing on the top of the box, conspicuous for its isolation, and yet such a window display would, from its novelty, attract the attention of every passer-by, and that one article, common as it may be, will be studied and re-studied, because it stands by itself in the identity of its oneness.

A window display should never be a conglomeration of articles, unless such articles are used in the production of an artistic effect.

It is better to have two practical window displays and one artistic than to have two artistic and one practical.

The object of the window is to sell goods, and art and everything else should be used to that end.

It is generally advisable to present one class of articles at a time, either by showing a single article or a great many of them.

While it is sometimes better to show similar articles of different prices, it is more frequently advisable to present articles all of the same price in the same window.

The article retailing for $1 certainly will not make as good an appearance in a window if displayed with a similar article retailing for $2.

The $1 article will look well enough by itself, but by contrast with a superior article of the same class its rough lines are all the more prominent.

Common calico should not be shown with silk, because silk looks so much better than calico that the calico is likely to look cheaper than it really is.

A $3 shoe is generally a pretty good shoe, but alongside of a $5 shoe it looks as if worth less than it is.

Working exhibits are always profitable.

There isn't anything very original or very brilliant in placing a wagon in a window and arranging it so that the wheels are kept in motion, and yet the movement of the wheels will make everyone stop, and if they stop to see the wheels go around they can not help admiring the finish and construction of the vehicle.

Everybody knows how shoes are pegged and mended, and yet it is sometimes necessary for a policeman to disperse the crowd when a conventional shoemaker is in the old way mending shoes in a window.

The same shoemaker inside the store would not attract anybody's attention, but in the window everybody stops to look at him.

Candy pulling in a window is an old idea, and yet it never fails to attract a crowd.

Griddle cake cooking is familiar to everybody, and yet griddle cake eaters will pass by the griddle cake irons in the store and stop to look in the window to see the white-capped cook turn the flapjacks.

A lot of bricks dumped into a window, with a danger-signal sort of a card standing in their midst, announcing that these are the bricks used by the Great Atlantic and Pacific Building Company for the construction of their houses, will attract everybody and assist in making people enter the office.

Something out of the usual course of things, something which is either very artistic or not artistic at all, which illustrates one fundamental idea, will, if placed in the window, bring more trade into the store than any elaborate display of dress goods or any other goods arranged as the majority of people arrange them.

The same general ideas that apply to window dressing, to a greater or less extent can be used in the arrangement of goods in the interior of the store.

Have one counter devoted entirely to 25-cent goods, the next counter to 30-cent ones, but do not have the two qualities come too close together.

Of course goods of a character should be in the same department, but they need not be jumbled together.

If the carriage-maker has several carriages of similar styles, there is no reason why he should put the carriages very nearly alike side by side.

Let him separate them, so that each carriage will have an identity.

That which applies to carriages applies to everything else.

Furniture should never be so placed that because the next chair is a little better than the chair in front of you, the chair you are considering looks cheaper than it is.

The goods on the shelves should harmonize in appearance and color.

The shelves should present a background appropriate to the conditions of the room.

The mission of the shelves is to a certain extent like that of wall-paper, and should assist in making the room more cheerful and brighter.

Certain goods can be shown to advantage upon the shelves, and should be arranged so as to stand out as prominently as possible, but where goods can't be seen to advantage they should simply be arranged so as to harmonize in color and shade.

The show-case, which is a sort of compromise between shelf and counter, should be arranged as nearly as possible on the window plan, and should be well lighted, artificially or otherwise.

A dark shelf is bad enough, but a dark show-case is an abomination.

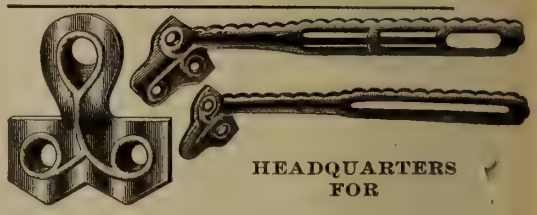
In every store some one clerk who understands effective display should be made head dresser and decorator, and his services should be appreciated.

He should be made to understand that what you want is something that will sell goods, not something that will only delight the eye.

It is better to have too much business than too much art in it; but art and business in the right proportion bring the most business.

All these things cost little, and it is simply a question of whether the business man will use them for all they are worth, or sacrifice so much good advertising and selling space.

In the use of everything, each part playing its part, is the success of business.



HEADQUARTERS FOR

Tinners' Hardware AND Roofers' Supplies

Largest Stock
Greatest Variety

Prices Lower Than Ever

Write us before buying elsewhere.

BERGER BROS., PHILADELPHIA

BUSINESS CHANGES.

THE creditors of the Toronto Lumber Manufacturing Co., Toronto, which assigned last week, have ordered the estate to be wound up.

W. J. Adams, builder, Arnprior, has assigned.

James Dick, general merchant, Shelburne, has assigned.

C. J. McRae, general merchant, Stayner, has assigned.

Rosina Alt, general merchant, Paisley, has assigned.

Hirst Bros., general merchants, Nanaimo, have assigned.

W. McKeever, coal and wood, Hamilton, have assigned in trust.

The bailiff is in possession in Farquhar & Yorke's, contractors, Toronto.

W. A. Mowatt & Co., general merchants, Campbellton, N.B., have assigned.

Bunyan & Flannerty, general merchants, North Bay, have assigned to John Ferguson.

Henri Cote, general merchant, Tremblay, Que., has compromised at 50c. on the dollar cash.

N. H. Thibault & Co., lumber, Porter's Lake, N.S., has had a demand of assignment made upon him.

T. L. Clark, manufacturer and hardware merchant, Montreal, has assigned. He owes, it is said, about $30,000.

Geo. Eadie, crockery and glassware, Montreal, has assigned on demand of Geo. A. Mann, with liabilities amounting to about $12,000 and assets $1,993.44. Principal creditors: R. Bickerdike, $1,400; Gowans, Kent & Co., Toronto, $826; J. L. Cassidy & Co., Montreal, $655; Arch. Campbell, $828; McMahon, Broadfield & Co., Toronto, $615; Bank of Hochelaga, $1,075; F. Nash, $1,610; Succession Rodier (rent), $1,145.

PARTNERSHIPS FORMED AND DISSOLVED.

Racicot & Quevillon, blacksmiths, Montreal, have dissolved.

Maloney & Johnston, implements and carriages, Calgary, have dissolved.

Norton & Rorke, general merchants, Lawrence Station, have dissolved; L. D. Norton continues.

N. J. Holden & Co., lubricating oils, Montreal, have dissolved, and a new company has been formed, composed of N. J. Holden as general partner, and Geo. E. Muir as special partner.

SALES MADE AND PENDING.

The general stock of John McMaster, Perth, is to be sold by auction 5th prox.

E. Auclair, general merchant, St. Vincent de Paul; stock sold at 60c. on the dollar.

The wholesale hardware business of A. Workman & Co., Montreal, is advertised for sale.

The stock of G. Hutchinson & Co., of Alliston, amounting to $9,488, has been sold at Suckling's auction rooms to P. W. Reynolds, of Norwood, at 61c. on the dollar.

CHANGES.

A. Irving & Co., general storekeepers, Gore Bay, have sold out.

The Bain Wagon Co., Ltd., Woodstock, has sold out to John McKellar.

FIRES.

C. A. Sleeve's sawmill at Coverdale, N.B., has been burned.

R. S. Beattie, general merchant, Bryanstown, has been burned out.

Fire damaged Gillies Bros.' lumber yard, Paris, to the extent of $5,000 a week ago.

John Matheson's broom factory in Belleville was destroyed by fire on Wednesday.

The stock of G. R. Phillips, tinware, Cornwall, has been partially damaged by fire.

The elevator and contents of the Northern Elevator Company, Winnipeg, have been burned.

N. G. & J. McKechnie, general merchants and millers, have had their premises damaged by fire.

McKechnie's sawmills at Durham, Ont., were burned Monday, together with a lot of lumber. Firebugs are believed to have caused the blaze.

DEATHS.

R. T. Inglis, of the North Shore Powder Co., Port Arthur, is dead.

U.S. TARIFF AND N.B. LUMBER.

"Free lumber," said a well-known broker, to the Sun yesterday, "will be a great advantage to the lumbermen up the bay. There is, for instance, a difference of $2 on long lumber and 15c. on laths. At least half of that will be gain to the shipper. Next winter the logs, you will find, will be cut longer, so that the product may be made to suit the New York market, which requires longer deals than the English market. And in cutting the logs long there is the advantage that the product can be made to suit either of the two markets. At present a great many trees are cut for piling that hardly pay expenses. You will find them converted into scantling and sold in the States for a good price. There is no doubt that the New Brunswick lumbermen will profit by the change. The mills cutting American logs will not gain. They stand to lose, for the result of free lumber will be that the general price will be kept down." — Sun, St. John.

ELECTRICITY IN BATTLE.

A German contemporary gives some interesting particulars respecting a new projector system, which it is intended to experiment with in connection with the next German military and naval manœuvres. For field purposes the installation comprises an 18 horse-power portable engine, to which are attached a dynamo and an electric projector. The special point is that the light is not thrown direct upon the enemy, but on to a mirror situated about 200 m. away from the plant, the object being to deceive the enemy as to the position of the plant, and thereby cause them to direct their fire to a wrong situation. To the mirror is attached an electric motor connected by cable with the dynamo, so that those running the installation can shift the angle of the mirror as required.

SITUATIONS VACANT.

HARDWARE CLERKS—INCREASE YOUR INCOME by showing The Hardware Dealer's Magazine to your local hardware merchants and manufacturers. Subscription $1.00 a year. Liberal commission. For sample copy, terms, etc., address D. T. MALLETT, Publisher, 78 Reade St., N.Y.



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

OUR SALES OF
"BURHAM" Portland Cement
For the past 8 months have been
25,499 CASKS.
"BURHAM" Brand outranks all other
Try it and be convinced. . . . .
Sole Consignees for Canada,
McRAE & CO., OTTAWA

MUNN'S LIQUID GLUE
Received the Highest Award
WORLD'S FAIR, 1893
In competition with
American Glues
THE ART METROPOLE, Agents.
131 Yonge St., TORONTO.

1879—ESTABLISHED—1879
Essex Handle and Wood-Turning Works
You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.
GARDNER BROS. & CO.,
ESSEX, ONT.

LEAD PRODUCTION.

AN important preliminary report on the subject of lead has just been made by Special Agent C. Kirchhoff to the Geological Survey of the Interior Department at Washington.

The report shows that the production of that metal for the first six months of 1894, as compared with the first and second half of 1893, was as follows :

"Desilverized lead, first half 1894, net tons, 86,772 ; first half 1893, net tons, 95,921 ; second half 1893, net tons, 101,199.

"Soft lead, first half 1894, net tons, 15,610 ; first half 1893, net tons, 16,305 ; second half 1893, net tons, 15,037.

"Total production of refined lead first half 1894, net tons, 102,382 ; first half, 1893, net tons, 112,226 ; second half 1893, net tons, 116,236.

"Refined in bond first half 1894, net tons, 21,392 ; first half 1893, nte tons, 12,230 ; second half 1893, net tons, 22,770.

"Available for home market, first half 1894, net tons, 80,990 ; first half 1893, net tons, 99,396 ; second half 1893, net tons, 93,465.

"Contents of Mexican and Canadian ores, first half 1894, net tons, 51,786 ; first half 1893, net tons, 15,860 ; second half 1893, net tons, 13,416.

"From American sources, first half 1894, net tons, 71,204 ; first half 1893, net tons, 83,836 ; second half 1893, net tons, 80,056."

Included in the above desilverized lead are 2,375 tons of hard lead produced in the first half of 1894, as compared with 2,401 tons of antimonial lead during the first half of 1893.

The most striking feature in the statistics presented, says the report, is the heavy falling off in the quantity of lead drawn from domestic sources. It proves that the heavy decline in the price of lead and the prostration of the silver mining industry have very seriously affected the lead industry of the Rocky Mountain States and Territories.

The stocks of lead in refiners' hands have only been partially reported. Those received show a total of 2,655 tons on July 1, 1894, as compared with 2,468 tons on Jan. 1st. The stock of soft lead was 2,080 tons in the beginning of the year as compared with 1,880 tons on July 1, 1894.

THE REVOLVER TRADE SEASON.

The season for revolvers is beginning to open up, and illustrations appertaining to this line of goods are timely. The accompanying cut is an illustration of a revolver that H. S. Howland, Sons & Co. are selling large quantities of just now. The firm has them in 32, 38 and 44 calibre. They are nickel-plated, have blued barrels and rubber and pearl stocks.



CAR WINDOWS AND BLINDS.

The man who will invent an improved system of car ventilation, or a simple device for consuming soft coal smoke and cinders that are now sent forth by locomotives with little restraint, says a Fall River paper, will be able to shake hands as an equal with Millionaire Pullman soon after the work of his brain becomes known among railroad people. Traveling in dusty, hot and poorly ventilated cars is a hardship that ought not to exist in these days of labor saving and comfort promoting inventions. What aggravates the disagreeableness oftentimes is the condition of the car windows and blinds. Some of them have an intricate contrivance for loosening and fastening that is most puzzling : others are of simple make, but they stick so that the strength of a Hercules and the patience of a Job are needed in moving them. It is both humiliating and exasperating to grapple with a window or a blind that is perverse. A man may bring all his strength and his ingenuity to bear upon them, but they do not budge either because they catch, or have a combination that must be learned before trying conclusions with them.

A PHILOSOPHICAL CLERK.

A practical philosopher has been discovered by the Stoves and Hardware Reporter in the person of a hardware clerk, who says that he has learned to philosophize as a result of a disagreeable experience. This is how he expresses it : "One day when I was feeling out of sorts on account of the heat, a stranger came into the store and asked for an article of special make and which is not generally carried. I knew we had it in stock, but it was 'way down at the other end of the store and I would have to climb the sliding ladder in order to get it, so I tried to sell something else 'just as good,' of course. But the stranger wouldn't take it, and I believe now that he knew I was too lazy to get what he wanted. I didn't exactly fib to him about it, but it amounted to the same thing, and the house lost a customer, because I watched him go to another store and come out with a package. Since then I've come to the conclusion that it doesn't pay for a clerk to neglect his employer's interest. He may get caught and fired at the same time. But that isn't the true reason. Apart from the morality of the thing, a clerk who won't work hard for his employer is almost certain not to work hard enough for himself, and so, after all, it is a question of self-interest.

DOWSWELL BROS.
HAMILTON, ONTARIO
MANUFACTURERS OF
Clothes Wringers, Mangles, Churns, Washing Machines, and Household Specialties
Prices are low but you will find our goods first-class. Send for Catalogue. . . . .
EASTERN AGENTS
W. L. HALDIMAND & SON, - Montreal

RAMSAY'S
Pure Lead
Mixed Paints
Oil Stains
Varnishes
ARE AHEAD

GET OUR PRICES FOR


Calcined Plaster. Sewer Pipes.
Chimney Linings and Tops.
Mortar Stains. Fire Bricks and Clay.
Enamelled Porcelain Sinks.
English and Belgian Portland Cements
and General Builders' and Contractors' Supplies.
W. McNally & Co.
MONTREAL.

Pigou, Wilks & Lawrence
Limited.
11 QUEEN VICTORIA ST., - LONDON, E. C.
Sole makers of the
"ALLIANCE"
PRIZE SPORTING POWDER
THE TRADE ONLY SUPPLIED.

SHOP SKETCHES.

THE ordinary manufactory, no matter what its character, can scarcely get along without the making and use of drawings or sketches in some form, says Metal Worker. Wherever there is a well established drafting room a definite system of drawings is likely to prevail. But it is in the small shop, or where few drawings are required, that the greatest laxity in methods is generally to be found. Aside, however, from finished drawings there is always a convenience in, and usually the necessity of, a simple method of making sketches and of retaining proper and permanent copies, if the originals are sent to the shop. Some persons go so far in the case of the smallest drawings as to trace and blue print them; others, in the spirit of greater economy, have adopted the plan of making pen and ink drawings in copying ink and securing therefrom the desired second copy. But still simpler and more convenient is the method recently adopted in some drafting rooms of making the drawing or sketch with an aniline pencil. If a pencil of proper softness be used, it is possible to obtain from the drawing at least three good letter-press copies on tissue paper, and frequently with care four and five copies may then be made. After the lines have been set by the copying process they take on an effect that has caused some unacquainted with the method to enquire whether it was of the same character as the positive blue print and similar processes. When compared with the time consumed in making a pencil drawing, an ink tracing therefrom, and finally a blue print, before a drawing can be sent to the shop, the advantage of this scheme is evident. Furthermore there is no waiting for ink lines to dry or for sufficient sunlight to take blue prints.

ROSE RED GLASS.

In 1885 Pelonze discovered that a rose-red color could be communicated to glass by means of selenion. In Pelonze's process the selenion was added to the metal either before or after fusion, with the result that there was much waste owing to vaporization and oxidation. Moreover, it transpired that the selenion used was impure, and hence the color was frequently impaired to a serious extent. Ion Kralik now claims to have overcome these objections by employing a selenate or a selenate in conjunction with a reducing agent, instead of selenion itself. Potassium and sodium selenate have been found to answer the purpose best. Either of these compounds is added to the metal before or after fusion, and when it has become thoroughly incorporated it is reduced by the addition of arsenite acid, an arsenic, or a sulphite. Zinc dust, however, has been found to effect the reduction perfectly, and besides, presents advantages on the score of economy. The quantity of selenion usually sufficient to produce a rich rose-red coloration is ⅔ per cent.

ADAM HOPE & CO.,
HAMILTON
Offer for Sale
"Pioneer" and "Sloss" PIG IRON
These are fine foundry irons, being strong and large scrap carriers.
Also all the well-known—
Scotch Brands, Broken Car Wheels, and Railway Cast Scrap.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND **"C. I. F."** THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.
GEO. E. DRUMMOND,
Managing Director and Treasurer

BEWARE OF COUNTERFEITS
GET THE OLD ORIGINAL AND ONLY RELIABLE
John Lucas & Co's Imperial French Greens

: ASSORTED

DESIGNS :
Decorated White
TEA AND COFFEE POTS
WITH NICKEL-PLATE COVERS
CAVERHILL, LEARMONT & CO.
MONTREAL

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.



For Iron Fencing Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
M.L.S. equal to Bradley		
I.C., usual sizes	$5 50	$5 75
I.X., "	6 75	7 00
I.X.X., "	8 00	8 25
Raven & P.D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½ x 17	3 50	3 75
D.X.,	4 50	4 75
D.X.X. "	4 75	5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	3 35	3 50
I.C., special sizes	3 60	3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	6 50	6 75
I.X. Terne Tin	8 75	9 00
Old process I.C.	....	13 00
" " I.X.	....	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½	6½
26 "	6¾	7
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 85	1 90
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 25	2 30
Hoop " "	2 25	2 30
Swedish " "	4 00	4 25
Sleigh Shoe Steel	.....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

⅜-inch	10½c
½-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 50
22 to 24 "	2 35
26 "	2 45
28 "	2 65

Canada Plates.

All dull	2 50	2 55
½ polished	2 55	2 60
All Bright	....	2 85

Iron Pipe.

Wrought 67½ to 70 p.c.
Galvanized, 45 to 50 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 4¾
28 " "	4¾, 5

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb		6	6 3-5
" ¼ " "		4⅝	4¾
" 5-16 " "		4¼	4½
" ⅜ " "		4⅜	4⅝
" 7-16 " "		3⅞	4
" ½ " "		3⅝	3⅞
" ⅝ " "		2½	3
" ¾ " "		2 4-5	2⅞
Trace, per doz. pairs		$3 60	5 90
German coil, per 100 ft		1 65	2 70
Jack chain, iron, single, per doz yards		0 13	0 50
Jack chain, double, per doz yards		0 15	....
Jack chain, brass, single, per doz yards		0 20	1 10

Copper—*Ingot.*

English B. S ton lots	0 10½	0 11
Lake Superior	0 10½	0 11

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20	$0 22
" round & square		
1 to 2 in	0 19	0 21

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14	0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½	0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16	0 17
" 35 to 45 " "	0 14½	0 15½
" 50 lb and above per lb	0 14	0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	....	0 19
Spun "	....	0 23

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge, up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	0 23	0 26
Sheets, hard-rolled 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 04¼	0 04½

Zinc Sheet.

5 cwt casks	.....	0 04¾
Part casks	.....	0 05

Lead.

Imported Pig, per lb	0 2¾	0 02¾
Domestic "	....	0 02¾
Bar, 1 pound	....	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½	0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½	0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.	
Bar Half-and-half (guar.)	0 13½	0 14
Standard	0 12½	0 13
Wire	0 17	0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10½	0 11
Other makes "	0 9½	0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4 50	4 75
No. 1 Do "		4 50
No. 2 Do "		4 25
No. 3 Do "		4 00

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	$1 05
2nd qualities "	....	0 90
Barn (in bbls)	0 80	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian " " "	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0	69
Extra "	0	90
Brown Japan "	0	65
Brown Japan, Turpentine p. gal.	0	85
No. 1 Carriage "	1	30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls)

Selected Packages, per gal	0 43	0 44

Castor Oil.

Best, per lb	0 06⅝	0 06¾

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's per doz.	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount 4 00 4 25
Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70 and 10 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	5 00	4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 and 5 p.c.
Loose Pins, " 65 & 10 to 70 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots		2 70
Thorold "		1 10
Queenston "		1 10
Napanee "		1 10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0		1 35
" No 2		2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto FileCo., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	11 5	2 20	1 50	....
26 to 40	1 30	2 50	1 75	....
41 to 50	....	2 90	....	4 00
51 to 60	...	3 20	....	4 50
61 to 70	....	3 50	....	5 00
71 to 80	....	3 90	....	5 75
81 to 85	....	4 40	....	6 50
86 to 90	....	5 00	....	7 75
91 to 95	....	....	....	9 00
96 to 100	....	....	....	10 50
101 to 105	....	....	....	12 00
106 to 110	....	.....	....	14 00
111 to 115	....	....	....	16 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	0 30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 88	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p.c

Heavy, per lb	03 3-5	0 04½

Screw hook and hinge—

6 to 10 in., per set	0 00	0 03⅝
12 up "	0 00	0 02⅞

Per doz. set

Screw, Eureka	1 13	1 86
Gate, Clark's	1 50	2 20

" Shepard's, dis 50 to 60 p.c

Per doz. pairs

Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 40 to 45 per cent.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Car. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.
Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails
Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,
F.O.B. Toronto & Hamilton $3 80
Snow, " " ... 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.
Star, per doz 3 00 3 25

Kettles.
Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys
Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.
Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.
Clauss, bread cake and paring knives $7.20 per doz. nett.
Hay Knives, spear point, L or T hdle 45 per cent. dis.
Lightning, per doz. 8 40 14 00
Heaths, 45 per cent. dis.

Ladles.
Melting, per doz 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*
Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50
Cabinet.
Eagle, dis. per cent, 40 to 42½ p.c.
Padlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter
Enterprise, American dis per cent. dis. 00 to 25
Home, each ....

Mincing Knives.
American, per doz 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.
Cut Nails (Iron)
1. Either Canada or Amer. Pat'n.
Basis—50 to 60 dy..... 1 85 1 90
40dy..... 1 90 1 95
30 dy..... 1 95 2 00
20, 16 & 12 dy.... 2 00 2 05
10 dy..... 2 05 2 10
8 & 9 dy..... 2 10 2 15
6 & 7 dy..... 2 25 2 30
2. Amer. Pattern Only
from 4 to 5 dy .. 2 35 2 40
3 dy. (lath)..... 2 85 2 90
3. Canada Pattern Only
from 4 to 5 dy .. 2 35 2 40
3 dy. (lath)..... 2 75 2 80
3 dy. A.P. Fine 3 45 3 50
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.
German & American.... 1 85 3 50

Nail Sets.
per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.
Poultry, 65 to 65 and 5 per cent.

Oil.
Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W. " 0 25
S R. Seal .....per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... . 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.
Galvanized, per doz 2 25 3 30

Pencils.
Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks
Per doz..... 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.
Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.
English, per doz..... 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.
Corn, square, per doz.... 1 35 2 00

Pruning Shears.
Per doz..... 4 00 5 50

Pulleys
Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.
Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches
Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty
Bladder, per 100 lbs 1½ 2
Tins, lbs 2 50 2 75

Rail.
Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3¾ to 4c. ft.

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Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.
Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.
Currier's, per doz 1 25 3 60

Rivets and Burrs.
4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.
Canadian dis. 30, 35 per c.

Rope Per lb.

	Sisal.	Manilla.
7-16 in. and larger.. ...	7½	9½
¼, 5-16, ⅜ in..... ...	8	10
Cotton, per lb.....	18	20
New Zealand.....	8½	9
Russia Deep Sea, per lb..	12½	13½
Jute ..... " ...	06¾	07½

Rules.
Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.
Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord
Per lb..... 22 50

Sash Locks.
Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.
Sectional, per lb..... 1¾

Saws.
Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz 7 50
Hand, Disston's, dis 15 p. c.
S. & D, dis. 35 per cent. to 40 p.c.
Cross Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.
"Lincoln" McMillan & Haynes, per doz 7 50

Scales.
Canadian List, dis. 40 to 40 and 5 p.c.

Scale Beams.
Canadian, B S. & M. dis. 40 p. c.

Scrapers.
Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.
Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.
Sargent's, per doz 65 4 00

Screws.
Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes
Discount 40 to 45 per cent.

Scythe Snaths.
Canadian, dis. 35 to 40 p. c

Shears.
B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves
Sliding Door, per set ... 77 1 40

Shovels and Spades
Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.
Fenerty's disc, 45 to 50 per cent.

Sieves
Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

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Harness, German, dis. 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio
In ¼ or ⅛ gross boxes, per grs. 11 30

Soldering Irons.
Per lb..... 0 28 0 30

Wrought Spikes
Discount, 20 per cent. to 25 per cent.

Spoke Shaves.
Wood, English 1 80 5 00
Iron, American 1 35 2 35

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Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.
Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.
Fence, galvanized, per lb 3½
Wrought Iron, dis. 80 to 80 & 5 p. c.
Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).
Stove Pipe Varnish, enanelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " 4 80

Stone.
Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.
Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.
English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

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Tin case & dairy, dis. 75p.c

Thimbles.
Asbestos, filled, per doz., 35 to 40 p c.

Ties.
Cow, per doz 1 25 2 50

Tinner's Tools.
P. S. & W., net list.
Canadian 15 to 35 per cent dis.

Tinware.
Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters
Payson's, $2.60 to $5.00 per doz.

Traps
Game, Newhouse, dis 33⅓ p.c. to 35 p.c.
Game, H & N., P. S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

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Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.
Butter, per doz..... 6 25 9 00

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Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 5b
Binding, Common Sense 6½
" Blue ribbon..... ..... 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8
On prison made twine freight is prepaid to any railway station in Ontario.

Vises.
Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.
Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.
Amer., per doz. 8, 10 & 12 in. 3 38 6 00

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Brass Wire, 16 to 25 wire gauge, 7 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5½ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	3½ 3¾
" 4 " 4 & 6 " "	
" Plain twist, all deld	3½ 3¾
" Steel thorn and ribbon.....	4½ 5
"Lock Barb," 4 point	.. 4½
Ditto Glidden 2 point	.. 4½
Galvanized Barb, "Lyman," 2 to 4 points.....	.. 4½
Steel staples	... 3¾

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth
Ordinary, discount 25 p.c.
Painted Screen, p.100 sq.ft 1 85 1 90

Wrenches.
Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 "
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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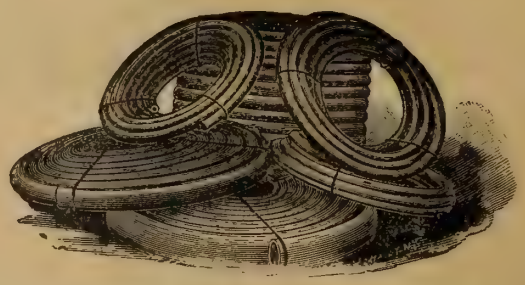
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VOL. VI. TORONTO, SEPTEMBER 8, 1894. No. 36.

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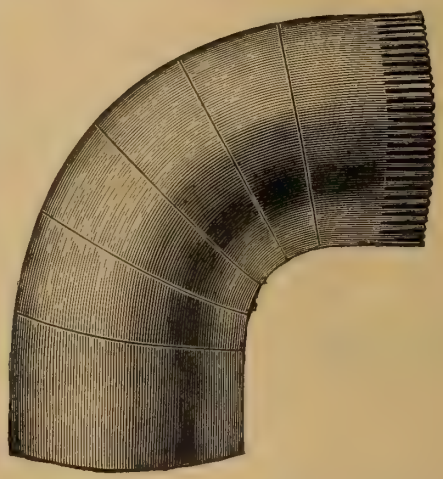
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J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas

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FURNACES AND SORE THROATS.

A GENTLEMAN, somewhat a student of meteorological subjects, has recently been making experiments which convince him that in the manufacture of hot air furnaces, and for that matter even in steam and hot water heating, not enough attention is paid to methods for creating humidity in the atmosphere.

To HARDWARE the other day he related how he had arrived at these conclusions.

His investigations were induced by the fact that his children during the winter months were affected with bronchitis which medical skill could only alleviate and not cure, while himself and other members of the family were continually suffering from sore throats, and plants would not thrive.

Eventually he came to the conclusion that there was not enough moisture in the house. To assure himself he procured a hydrometer, and the results showed that his conclusions were right. The humidity was only 47 degrees. To ensure healthy living and sleeping rooms the humidity should have been from 55 to 65 degrees.

On making this discovery he called in a tinsmith, had the water pan, which was at the bottom of the furnace, taken out and moved up two or three feet and lengthened so as to abut against the fire pot. The humidity in the house then rose to 50 degrees. Subsequently he had another pan put in on the top of the furnace. Then the humidity rose to 58 degrees. The quantity of water evaporated by these two pans per 24 hours when the furnace is in operation is two pailfuls.

With the increase in humidity bronchitis and sore throats vanished and plants flourished. Similar results were obtained in other houses by either changing and increasing the water pans in the furnaces or by increasing the humidity by other means.

This is a matter which should receive the earnest attention of furnace manufacturers. If the heat thrown out by the furnaces is not sufficiently impregnated with moisture, as is evidently the case in some instances, it is important that means should be devised whereby it shall be.

THE TIN SITUATION.

THE tin market is somewhat interesting these days.

Stocks are enormous and increasing. During July the gain was 1,200 tons, making a net increase in the total visible of 2,600 tons since June 30th, while shipments from the Straits will be freer in two or three months than they are now.

But in spite of this, prices are advancing. In one week alone on the London market there was a net gain of 30s. per ton, and strength is the characteristic of the New York market also.

Much of the strength is the result of the advance in silver, which in turn is strong largely because of an anticipated big demand ere long from China.

Aside, however, from the silver influence, there appears to be another factor which is lending its aid to appreciate values. It is the foreign bull syndicate, which is said to control between 8,000 and 10,000 tons of the spot stock in London and Holland.

Strong as prices now are there are those who are sceptical about the possibility of their being maintained when the free shipment of Straits tin come on the market a few months hence.

THE STRENGTH OF CEMENT.

THE course of the cement market in Montreal during the past fortnight has, according to information given to HARDWARE, been rather of a surprise to the trade at that centre.

The week before last it was given out that the arrivals anticipated for last week were heavy, and as the demand was not particularly brisk, holders were so discouraged that they even went so far as to cable orders to their correspondents on the other side not to ship any more as stocks on hand appeared to be too heavy for the demand that ruled.

The past week has changed all this, and now there does not appear to be enough cement in Montreal to meet the enquiry for it. In fact, practically all the available stock in first hands at the big port has been cleaned up.

The result of this is a much firmer market, and the advanced prices noted by this journal in a previous market report of 5 to 10c. has been fully maintained.

It is figured also that as the arrivals up to the end of last week for the season have been only 50,700 casks of English and 25,525 of Belgian, or in the aggregate 25,000 casks less than for the corresponding period last year, that the stock in second and third hands throughout the country cannot be as ample as they were.

The fact, therefore, that last week only 2,300 casks were received, instead of four times the quantity, which was expected, accentuated the firmness.

Makers' opinions at primary markets also have been much firmer. In fact, it was an advance that they cabled that induced the rise in spot Canadian prices referred to.

The latest advices do not reflect any change, but, on the contrary, seem to indicate a further advance in prices in the near future, as stocks in makers' hands are light and the demand they are experiencing is better. All this, coupled with the strong statistical position, is exerting a very firm influence on the tone of the cement market.

DEEPER CANALS WANTED.

CHEAPER freight rates is the desideratum which merchants, manufacturers, and farmers are clamoring for.

The want is felt in Canada as well as in the United States, and the manner in which it is hoped to be obtained is by improving the canal systems of the country, and that of the St. Lawrence in particular.

The St. Lawrence system of navigation is 2,260 miles, of which over 70 miles are composed of canals, and it is in these canals that are to be found the obstacles which prevent shippers from reaping to the full the advantages of our splendid inland system of navigation.

The obstacles do not exist at either end of the system. They are encountered intermediary. In a word the great trouble is with the St. Lawrence canals, and it is with a view of removing the obstacles there that the international convention is to be held in Toronto week after next.

The new canal built by the Dominion Government at Sault Ste. Marie will pass vessels drawing over 20 feet of water, and the Welland Canal those with a depth of 14 feet. But down the St. Lawrence canals no vessel with a draught of over nine feet can pass. This necessitates the transhipment to canal boats of a large portion of the cargoes from the upper lakes destined for Montreal.

The objects sought by those who are seeking for the deepening of the St. Lawrence canals are of two different kinds: One desires to induce the Government to proceed expeditiously with its intention to make these canals of a uniform depth of 14 feet. Others desire that both the St. Lawrence and Welland canals be made of a uniform depth of 20 feet in order that ocean vessels might, if need be, steam into Port Arthur at the head of Lake Superior.

This lat er object will probably be realized at some time, but on account of the financial obstacles in the way it is likely to be deferred for many years.

Government engineers have estimated the cost at over $100,000,000; and besides this there is the cost of dredging out the harbors to accommodate vessels of ocean steamship capacity. But this latter consideration is infinitesimal compared with the other, which would mean the addition of another $100,000,000 to our Federal debt, which is now over $240,000,000 net. In the face of this it does not seem politic to advocate the 20-foot scheme at present.

The proposition, however, to deepen the canals to a uniform depth of 14 feet should receive the support of everyone in the country.

This proposition is based on no theoretical propositions. Fourteen feet canals are demanded upon practical grounds. They are demanded in order that products of the Canadian great Northwest may be conveyed down to Montreal in vessels drawing fourteen feet of water to the side of the ocean steamships, thus obviating at least one costly and unnecessary transhipment. They are demanded in order that the St. Lawrence route—the natural one—to the sea from the upper lakes shall be preserved to Canada.

The press despatches of a few days ago informed us that the Dominion Government have called for tenders for deepening the Lachine canal to fifteen feet, work to be completed by the end of October, 1896. But this canal is only 8½ miles out of the total of 43⅝ miles of the St. Lawrence river canals. It is however a step, but if no bigger or more rapid steps than that are taken it will take a good many years to secure the decided uniform fourteen feet throughout the system.

It is opportune that the people should agitate.

MERCHANTS SHOULD SEE THE FAIR.

EVERY merchant within reasonable distance of Toronto should visit the Industrial Exhibition, which opened Monday last, and which continues till the 15th inst.

Because a merchant visited it last year, or the year before, it is no reason why he shou'd abstain this year.

The man who stops reading his trade or daily paper gets out of touch with what is going on in the world of politics and of commerce.

And the man who misses attending the Toronto Industrial Fair gets out of touch with what new goods and new inventions are coming out, and fails to glean ideas that would have helped to make his business, his life, a better success.

Visit the Fair and call in and see HARDWARE, the wholesalers, and have a good time generally.

THE BICYCLE OUTLOOK.

A gentleman who was recently in Great Britain informs HARDWARE that the bicycle market there is much over-stocked. There are some forty different makes offering, and he says that for every machine wanted there are fifty to be had He prophesies a big reduction in prices next season. As it is now, he says that prices are being cut considerably.

His may be an extreme view of the situation, but it adds strength to what has been evident to a good many in the trade for some time, namely, that the season of 1895 will see lower prices ruling in bicycles.

The hint to those who have a stock of bicycles on hand is obvious.

A UNIQUE WINDOW DISPLAY.

C. P. Godden, King street east, Toronto, has a unique display in one of his windows which is attracting a good deal of attention. It is an imitation bicycle, rider and all, made up from a number of articles appertaining to a hardware store. The wheels are two grindstones A pitchfork does duty as a fork. A bell carrier forms the cross bar. A jack chain is made to represent the chain. A dashboard serves as a lamp. Mink traps serve for pedals. The legs of the rider are made up with stove pipes, and scoops serve as feet. Down pipe does duty for arms and nail claws as hands. The body and head is composed of wire rat traps and pans, respectively. Mr. Godden usually has a well-dressed window.

THE BURNS-STEVENS FAILURE.

The estate of Stevens & Burns, iron and brass founders, London, is to be wound up. At a meeting of the creditors held a couple of weeks ago an adjournment was made to allow the firm an opportunity to make another offer of settlement, it being thought that their financial difficulties could be arranged. They have, however, found it impossible to make an offer that would be accepted, and the assignee has been instructed to offer the plant for sale. It is at present mortgaged for nearly $40,000, and it is generally understood that the mortgagees will buy the establishment in if it can be bought for a reasonable figure. In this event operations will be resumed at once. The sale will take place on September 18.

Like the manufacturers and farmers, the railways of Canada will in time benefit by the new United States tariff. They will certainly carry a great deal more lumber across the line, and larger loads of coal, farm and dairy produce are certain to be shipped to our cousins than now. The railways are also likely to bring back into Canada more freight than has been customary.

THE UTILITIES OF THE BICYCLE.

THE bicycle, says Age of Steel, has passed the fad phase. Novelty has worn itself out, and what was once simply an auxiliary to other forms of amusement has become an important factor in local travel. The speed gained at the expense of power consumed is a mercy on the human leg, as it is on the town clock. Distance is not what it once was, when miles were measured by shoe leather. The wheel has annulled that. Friends can be visited, objects of interest seen, the knowledge of men and things broadened and business transactions be the easier and better carried on where personal interviews or solicitation are necessary. Aside from all purely physical benefits in the way of muscular exercise and the sensative effects of fresh air with its ozone uncontaminated by the smoke and smells of a city, the future of the bicycle in a business sense is not without its promises. This is as yet hindered by the condition of our public roads. These are formidable even to a span of mule , and in our rural districts at certain seasons of the year a practical blockade of travel and trade. The road supervisor and the county politician have filled up holes and advocated reforms, but the broken wheel, the disabled horse, and the capsized load of corn or cordwood, are still familiar objects on American highways. The remedy of these conditions, if not immediate, is inevitable, and in this case the pressure will be from without and not from within. Steam railroads urgent for prompt and seasonable shipments will cooperate with any movement that will facilitate their business. The electric railroad radiating like the spokes of a wheel from the hub of our commercial centres will penetrate districts now remote from such lines of travel, and make their graded roadbeds where the country wagon is blocked like a steamboat on a ridge of mud or sand. In this reform the bicycle is destined to be no unimportant factor. The lesser means of travel will be included in the greater. The postman will ride the horse for which he finds the legs, and postal communication be facilitated where now a letter or a newspaper are only obtainable after a pilgrimage to the nearest town. The peddler who now occasionally circulated amongst our rural population as a mercantile nomad in sloughs and swamps, and frequently collecting more mud than money, will find his way with comparative ease and despatch to the homes and hamlets now almost inaccessible. The physician and the friend, the drummer and the preacher and the constable and the sheriff are all likely to be included in the bicycle procession. In short, there are a thou and ways in which the bicycle on good roads can and will probably render service to the business of the country. Improvements in the machine are constantly developing. It is as yet comparatively new, but has possibilities that sooner or later will expand the function of the wheel, and result in some permanent type that may yet place it in the category of the most useful instruments of modern invention. The application of a light electric motor, already made in some instances, will without a question add to the utilities of the machine. Science and ingenuity have not yet reached their ultimate expression in this mode of travel, and when it does, if ever it can, it will be as important a contributor to business as it has been already to pleasure and health.

A LIVE MARITIME HARDWARE MAN

G. Harold Stickney, St. Andrews, N. B., is one of the most enterprising subscribers THE HARDWARE MERCHANT has—i.e., he is always up with the times. In summer he caters to a large tourist trade, chiefly wealthy Americans, and in winter to his local trade. Quite a number of the summer visitors, however, send him orders for many of their Christmas presents. His specialty is "Wedgewood," and, outside of the Etruria establishment in Staffordshire, there is probably not as complete an assortment anywhere. He does a good business in the best grades of shelf hardware, sporting goods, novelties, avoiding cheap lines entirely, excepting in the way of bargains, for which he is always on the lookout. Mr. Stickney's father founded the first Sheffield House in Toronto nearly 38 years ago.

STEEL RAIL OUTLOOK.

As eleven years is said to be the life of the average steel rail, the 10,000,000 tons now in use in the United States must sooner or later make way for others, says Age of Steel. These renewals, as computed by an expert, involve an annual replacement of not less than 1,727,272 tons on an average. Recent railroad economies have compelled an abatement of purchases, and renewals have only been made where absolutely necessary. This postponement, however, can reach its danger line, in which the risks involved to life and property compel a change. On these grounds it is assumed, and with apparent good reasons, that large contracts for new rails must soon be in order. With the brightening of the business horizon there can be no doubt that the steel rail industry will have its share in the near revival of business prosperity.

PRESERVATION OF WOOD BY LIME.

A correspondent of Canadian Colliery Guardian writes: "I have for many years been in the habit of preparing home grown timber of the inferior sort of fir—Scotch spruce and silver—by steeping it in a tank (that is a hole dug in clay or peat, which was fairly water tight), in a saturated solution of lime. Its effect on the sap-wood is to so harden it and fill it with pores that it perfectly resists the attack of the little woodboring beetle, and makes it, in fact, equally as durable as the made wood. I had a mill which was lofted with Scotch fir prepared in this way in 1850, and it is in perfect perservation. The timber is packed as closely as it will lie in the tank, water is let in, and unslacked lime is thrown on the top and well stirred about. There is no danger that the solution will not find its way to everything in the tank. I leave the wood in the solution for two or three months, by the end of which time an inch board will be fully permeated by it. Joists and beams would, of course, take a longer time for saturation; but, in practice, we find that the protection afforded by two or three months' steeping is sufficient, if the scantlings are cut to the sizes at which they are to be used.

BRITISH IRON AND STEEL PRODUCT

The Iron and Steel Trade Review (London) says: In the following attempt to estimate the value of the iron and steel output we have omitted entirely the value of pig iron, as such, inasmuch as that item is necessarily covered by the value of the ultimate products which pig iron is employed to produce. We have already stated what is the official value of our pig iron output, as stated by the Home Office, and subject to the qualifications already laid down, the approximate value of the output of our iron and steel works, as a whole, may be taken to be as under. Value of the iron and steel output of Great Britain in 1893:

	Production.	Average value per ton.	Total value.
Bessemer steel.....	1,500,000	£5	£7,500,000
Open-hearth steel	1,456,000	6	8,736,000
Manufactured iron..... .	1,259,000	7	8,813,000
Tin plates.....	450,000	13	5,850,000
Galvanized iron	280,000	13	3,640,000
Wire	70,000	16	1,200,000
Crucible steel (cutlery)..	80,000	30	2,400,000
Total.....	5,095,000	...	£38,059,000

CORNERING BRIMSTONE.

The decline in the price of sulphur has during the past year been very large, and shows how a producer of a commodity may overreach himself if he practices extortion, says an exchange. Several months ago the Sicilian producer found a short supply of brimstone in the markets of the world, and he deliberately "cornered" the trade. For a time he was very successful, but the American manufacturer, who is the largest customer of Sicilian sulphur, set about to solve the question, and as pyrites could be used instead, plants were changed to allow of that mode of manufacture. Then the price of brimstone gradually melted away, until now it is cheaper to use than pyrites. But it is expensive to change plants, and the American manufacturer is sticking to pyrites, leaving the brimstone man without his market here.

EXTENDING BUSINESS.

IT is my firm belief, founded upon facts coming under my observation, that judicious and persistent advertising pays. It has made some men and ruined others. Those of the readers of The Iron Age who have advertised in the past know best what amount they are justified in spending each year, but to those who have never given the matter serious consideration I would say: Decide to spend a certain amount for advertising for the year. A safe and conservative figure would be 5 per cent. of the total amount of the previous year's business. In all cities and towns where more than one newspaper is published it will be found that one or more papers have their largest circulation among the masses, while the others circulate among the aristocratic or moneyed class.

THE ADVERTISING FUND.

For convenience, in this article, I will call the first named papers the mechanics and the latter the bankers. Now divide the advertising fund in this manner: Sixty per cent. to the mechanics, 35 per cent. to the bankers and 5 per cent. to emergency advertising. By the latter I mean printing of circulars, programme and directory advertisements, and various other methods, good and bad, that present themselves in the course of the year.

I do not know, however, of anything under the head of advertising that pays as well, proportionately, as

NEWSPAPER ADVERTISING.

If the advertising fund is limited, it is preferable to use the space in Sunday newspapers at seasonable times, but if the amount be large enough use the daily papers as well. Decide on regular days for each paper. If the papers used have Sunday editions have the advertisement in all of them. During the week use them alternately, except in cases where some seasonable specialty is being introduced, when it would be policy to use them all the same day.

An attractive and well written advertisement of 10 squares pays better than a whole column of jargon. In getting up advertisements, if possible use an outline cut or an electrotype of all or almost all of the articles mentioned. Give a correct and attractive description of them, and have the price prominently displayed.

OLD REGULAR PRICE.

The price should invariably be low. Some dealers advertise an article with a long, glowing description at the same old regular price and then wonder why the advertisement in that newspaper didn't pay. The public are smart, and generally speaking the shoppers are posted as to the price of staple goods: that's the reason why such advertisements don't pay.

Advertise seasonable articles at the proper time. Don't go too heavy on high priced base burners in the mechanics, for hardly 30 per cent. of their readers are able to buy one at even a bargain price. Neither should much space be used in the bankers advertising a cheap dish pan, for the majority of their readers would not order out their carriage to come down town for the few cents saved; vice versa would naturally be the proper order. When advertising an article at a low price limit the time of sale. Use the

FIRM NAME

frequently in an advertisement, and select some particular and odd style of type, different from that used by others, for the firm name, and use it continuously; it catches the eye at first appearance and the public finally come to look for it. Have it electrotyped in different sizes and use it everywhere—on billheads, envelopes., etc.

CUTS AND PRICES.

Cuts of shadow pictures, Brownies, and of anything suggestive of the business or business maxims, should be used occasionally. They are attractive and tend to relieve the monotony of the everyday humdrum style. Avoid long stretches of solid reading matter. Say what is said briefly and intelligently. Cuts and prices are more profitable than tiresome reading matter. Life is too short to the average American to wade through half a column of reading matter before coming to the point.

PRINTED MATTER.

The distribution of circulars is a practice liable to much abuse. I do not consider it good policy to have boys scatter them promiscuously; they too often find a resting place in some sewer, to facilitate quick distribution. Again, the public look on the contents of circulars handed to them or thrown in their yards with considerable distrust. Neither do I think the wholesale mailing of them is profitable, for usually a large percentage of them find their way to the dead letter office.

THE LATEST GUIDE.

My idea of the proper way to use circulars is to get up one of a special line, say a line of tools used by carpenters, masons, etc. In season mail them to these mechanics in your own and surrounding towns, using the very latest directory for addresses. Do the same with articles used by the farmer. The same applies to a line of house furnishing specialties, using the latest guides to get correct addresses and mailing them only to those persons who, by their occupation, would be most likely to appreciate and read them Spring and fall is a good time to do this.

DON'T MISREPRESENT GOODS.

Never make extravagant promises in circulars that cannot be kept, and above all things do not misrepresent goods. If the right persons are employed to do it, they can write an attractive and glowing description of almost any article without misrepresentation.

MANUFACTURERS' CIRCULARS, ETC.

Where manufacturers furnish circulars, books, etc., of their goods, get a liberal supply, and have name and address printed on them. Put an assortment in every envelope sent out, with letters, bills, statements, etc. They are not entirely lost, even if they are mailed to the very manufacturer who furnished them, for he will appreciate the efforts of the dealer in behalf of his goods, and will perhaps let him in on the ground floor some time. Have a supply of the various kinds at the wrapping desk and have them go in every package.

Do not allow circulars to be wasted, as they represent some part of the business, and with the dealer's name on them are sure to do him no harm, no matter into whose hands they fall.

Some manufacturers furnish large posters of their productions; get as many of these as possible and have them put up in conspicuous places and on all roads leading to town.

HOLDING TRADE.

The knack of holding trade is the keystone of the success of some of our most successful and wealthiest merchants. I believe, however, that a merchant can adopt such extreme measures and can be so terribly anxious to hold trade that the public will become suspicious of him to the extent of occasionally passing him by.

Treat customers respectfully and politely whether they buy or not, notwithstanding the fact that some of them try your patience and are as mean and miserable as it is possible to be. The latter kind may show no appreciation of your utmost kindness, but way down in their hearts they do appreciate it and often make the best customers, for the simple reason that they are always treated politely by you, when your competitor may not have the patience to endure them. An invariable rule should be one price to everybody. Deliveries should be made as promised. Accommodate customers even at some inconvenience and they will walk out of their way to patronize you.

REPAIRS.

Keep a record of the name and address of purchaser and the size or number of all articles that will probably need repairs in the future. Oftimes the customers will be unable to find or forgets to look for the number of the article for which he wants repairs. The ability to furnish the desired information will be appreciated. Inform customers of this rule when they purchase and nine in ten times they will come to you for the repairs even at some inconvenience to themselves. They feel safe about it.

By the way, profits on repairs are not to be sneezed at, besides holding the customer for other goods.

WATCH REGULAR CUSTOMERS CLOSELY.

If they are charge customers you have their address, and if cash customers their address

should be preserved. If you notice that any of them are not dealing with you as regularly as before, a circular should be mailed to them, calling their attention to your numerous lines and thanking them for the past, and soliciting a share of their future trade. They will know by this that you appreciated their trade sufficiently to notice their absence from your store, and it will surely have a good effect.

SOUVENIRS.

I also think it a pretty and profitable custom to remember the regular trade once or twice a year with something in the way of a souvenir. For instance, a novel match box, card tray, neat calendar, cook book, or something of this kind. There are hundreds of inexpensive and appropriate things to be obtained. The receipt of these, unsolicited by customers, would be appreciated and gratifying.

We are a vain people, and our vanity is tickled to know that even our small purchases are noticed and appreciated by the busy merchant.

IMPOSITION.

Some may pride themselves on having a class of trade that pay them high prices, probably because of old acquaintance or long dealing, or because they dealt with their grandfathers who kept the store before them; but rest assured that that same trade will sometimes discover that they have been imposed upon and will surely go elsewhere. Friendship or old acquaintance cuts a very small figure in modern business methods.

Remember also it is easier to make two new customers than to regain one dissatisfied one. The successful business house is one with a steady and established trade.

KEEP BEFORE THE PUBLIC

with seasonable bargains. Keep a clean store, and have the window or front displays particularly attractive. Put price signs on all window goods, and always have a few articles there

CHEAPER THAN OTHER STORES.

I don't mean by this to run a cut rate store, but I do consider it good policy to select some particular articles that are every day sellers and mark at a very close profit. For instance:

Two quart cups, 4 cents.

One quart buckets, 4 cents.

Dover egg beaters, 10 cents.

Hatchets, 18 cents.

Two-foot rules, 5 cents.

Set Potts' irons, 75 cents.

There is but a small profit at these prices, but they are goods the public need continually, and it is well to educate them by window display and advertising that these are regular prices. They know they are cheap and will come for them.

The sale of anything can be summed up thus:

Get customer into the store.

Goods well shown are half sold.

Moderate prices on everything are catchy.

Intelligent salespeople will do the rest.

Another good idea is to show the public by

ACTUAL DEMONSTRATION

what the goods will do. Select a clerk who is a good talker and thoroughly acquainted with the merits of the goods, and in season advertise that Mr. B. will give a free and public demonstration of the article selected. Invite all to come, taste, try and see before they buy.

There are manufacturers who send men out to demonstrate their goods; but it is usually the largest stores, who can afford to buy in large quantities, who are fortunate enough to secure them. The smaller dealers should and can have the demonstration as well. The public don't care whether the demonstration is made by Mr. K. of Philadelphia or Mr. B. of Oshkosh, providing, of course, the article is shown properly.

There are various articles suitable for these demonstrations, and they can be arranged to occur at convenient times throughout the year. Some of them will occur in an otherwise dull season. Always offer reduced prices on the goods while they are being demonstrated. The following are a few of such articles: Ice cream freezers, gas and gasoline stoves, cook stoves, meat cutters, patent cake pans, patent coffee pots. There are also many articles in the hardware line that can be used with equal success. Make cream, bake bread, biscuit, cake, and make coffee, while giving these various demonstrations, and give them away to all comers. The expense of doing this is not so great as you would imagine.

A series of demonstrations of this kind will surely stamp your store as the

LEADING AND WIDEAWAKE

store of the town, and I know from personal experience that they pay in point of goods sold, to say nothing of the great advertising secured.

GUESSING SCHEMES.

Interest and start the housewife to talking about your store and you will find it a standing and far-reaching advertisement. There are also various guessing schemes which have recently been used quite extensively.

It has always been a question in my mind, however, considering the expense attached to them when they are honest, whether they are ultimately profitable. They attract to a certain extent an unreliable and shifting class of trade who are always looking for something for nothing, and I believe in the end but a small percentage of the trade attracted this way ever become good paying or regular customers.

SAMPLE LINE OF ALL.

Always carry as large and complete a sample line as possible. Have the goods attractively displayed and marked. It is better to have a sample line of all sizes of an article and a moderate stock of each, than to have only a few sizes and an overstock of them. In the retail business it is variety and not quantity that the customer appreciates. Keep posted as far as possible as to the prices of your competitor, and never ask more for the same goods. It may not be superfluous just here to call attention to the fact that the remarks in other parts of this article relative to advertising, circulars, printed matter, etc., would also be applicable to this subject of extending business.

NECESSARY ADJUNCTS.

The following are almost, if not entirely, the foundation of a successful business:

Keep thoroughly posted on prices on everything handled;

Read thoughtfully all the trade journals relative to the business; and

Watch closely the market reports so as to be able to take advantage of an opportunity when presented.—James D. Richards, in Iron Age.

ANTHRACITE COAL EXPERIMENTS.

The Red Ash Coal Co. is preparing, according to Canadian Colliery Guardian, to inaugurate a novel experiment at its mines near the mountain road leading to Laurel Run. There are already two breakers and a third is now being constructed for the purpose of preparing the bony coal for market. When the coal is taken from the mines the bony or slaty coal is put to one side, and has heretofore been practically useless. The Red Ash Coal Co. has conceived the idea that this if broken up into proper sizes will be almost as good as pure coal for steam-producing purposes, and experiments have proven that its idea is correct. So it is the intention to take the bony coal from the mines and the refuse from the two other breakers and break it up to smaller sizes and place it upon the market. The breaker will have a capacity of 400 to 500 tons a day. The sizes are rather larger than buckwheat and pea, and the samples show the pieces to be composed of a good amount of coal. If the experiment is successful, and there is no reason why it should not be, another great source of revenue will be opened up for mine owners, and thousands of tons of what is now considered refuse matter and wasted on the culm dumps, will find a market. Experiments have shown that 3 sizes of bony coal burn freely and produce almost as much heat as the ordinary coal, and it is strange that the coal companies have not adopted similar methods heretofore.

GUARANTEEING TEMPERATURE.

IN President Rutzler's address before the Convention of Master Steam Fitters, held in New York late in June, careful attention was given to the question of guaranteeing temperature in heating jobs. As our readers very generally know, it is the custom to guarantee a certain temperature throughout the house when the external atmosphere shows a temperature of zero. The conditions under which this guaranty is exacted were referred to, and also the hardships that sometimes exist in the heating trade by reason of the stipulated guaranty upon the part of the architects and house owners. Concerning the abuses and general mistreatment to which the heating trades are subjected in this regard President Rutzler said :

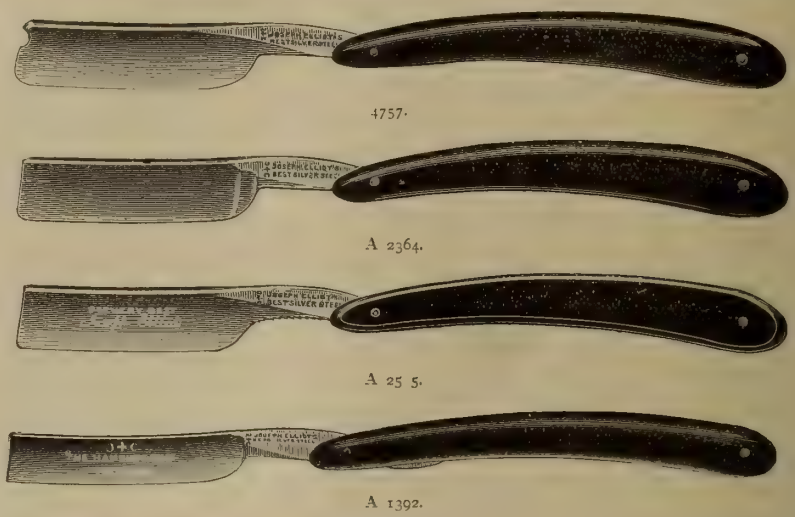
"If an architect or owner puts out a plan and specification calling for the quantity of radiating surface, size of boiler, piping, etc., he should not ask you to guarantee as satisfactory to him in every particular that which he compels you to furnish, and in some cases you to wait for the last payment possibly from one to ten years, or until Providence comes to your relief by furnishing a zero temperature ; and then if you should have to change some radiator by substituting a larger one you would have to wait until Providence again came to your relief before you could get your final settlement.

"When an architect makes his plans for a building he states what kind of a foundation he wishes for the walls, how thick they shall be and the size of the beams and trusses, and he assumes the responsibility for them, which is no more than he should do, as that is what he is employed and paid for by the owner. In the same way, if an architect employs an expert to make his plans and write the specifications for steam or water heating apparatus, he shall hold that expert responsible for the work he has done. I have had but one case in the twenty years (and over) that I have been in business where they have attempted to hold back my last payment for the zero test, and that has been within the last two years, but I find the tendency is growing to take advantage of every little technicality in our contracts to withhold our money.

"I call this matter to your attention believing that steps should be taken at once that will prevent any further encroachment upon our rights in this direction. We must not forget that we are nearly always the last contractors to complete our work, and if the party from whom we have taken our contract should run short of funds after he has paid all others we have to wait until he gets good and ready to settle, with the possibility of losing the final payment, or a portion of it entirely. We should not allow our anxiety to close a contract to lead us into accepting conditions that in many instances result in a loss on the work performed. Such contingencies can only be avoided through regulations and agreements among ourselves, through our local and national associations. The grievance cited here is one that I think our whole country is afflicted with, and therefore the special necessity of national action upon it."

THE ELLIOT RAZORS.

The accompanying cuts show a line of razors of which H. S. Howland, Sons & Co. have just received a shipment. They are the "C & C" brand, manufactured by Joseph Elliot & Sons, Sheffield, England. These



4757.

A 2364.

A 25 5.

A 1392.

razors are of superior quality. They are hand-forged and fully warranted. Joseph Elliot & Sons are large cutlery manufacturers, and their reputation in the United Kingdom and on the American continent, especially as razor manufacturers, is of the best. The above patterns may be had from the Messrs. Howland, in either ½, ⅝, ¾ or ⅞ inch.

TWENTY YEARS OF IRON TRADE.

The condition of the iron trade in Great Britain the past twenty years has been anything but encouraging to capital. In a book on "Conciliation and Arbitration in Labor Disputes," just from the pen of J. Stephen Jeans, for years secretary of the British Iron Trade Association, the statement is made that with all the rapid increase in production in iron and steel, by means of mechanical improvements, "political economists have found that capital has been receiving a less and labor a larger share of the proceeds of their joint industry." Then comes the statement that may be received with surprise in some quarters : "Profits have almost disappeared. The iron trade is a story of disasters. In our principal industries—including iron, coal and cotton—the average rate of profit on the capital invested over the last twenty years has not been higher than, if so high as, it would have been had the money been invested in consols, and not nearly so much as if it had been invested in ground rents, or even in railway securities." "Yet," remarks an exchange, "the view that has been industriously put forth by writers on the causes of popular discontent in these latter days, is that labor has looked upon the prodigious accumulations of industrial capital, and has had no share in them."

THE AGE OF NIAGARA.

The age of the Niagara Falls has been variously estimated at from 6,000 to 55,000 years, according to the data employed by the computers. In a paper read before the Royal Society recently, Professor Spencer, after considering the whole geological and other antecedents of the lake country, arrives at the conclusion that the years of the Falls are 31,000, to which must be added another thousand years, as the age of the river before the nativity of its great cataract. The recession of the Falls he calculates at 375 feet per annum. But any inferences from this must be complicated by the fact that the lake region is slowly rising at the rate of from 1.25 to 2.5 feet in a century. Accordingly, if the present rate of uplift continues, the Falls will be brought to an end before they have reached Lake Erie by the diversion of the waters of the Upper Lakes by way of Chicago to the Mississippi. However, as this event cannot take place for 7,000 or 8,000 years, there is no necessity for making immediate preparations against this evil day.

Works: St. Helens, England

PILKINGTON BROS. LIMITED

MANUFACTURERS OF

Polished Plate

AND

Window Glass

Bevelled Plate and Mirrors

Rolled Plate, Ornamental Cathedral, etc.

Depots: Busby Lane, Montreal. Mercer Street, Toronto.

DEAD SHOT POWDER

PRICE REDUCED.

H. S. HOWLAND, SONS & CO.,

SOLE AGENTS FOR CANADA

WHOLESALE HARDWARE MERCHANTS

ORDERS SOLICITED

37 Front Street West, TORONTO

BREAKING PIG IRON.

JOHN S. KENNEDY, of Chambersburg, Pa., has invented and patented, according to an exchange, an apparatus for breaking pig iron. The method consists in lifting the beds of iron, when cold, by means of an overhead crane and traversing them to a breaking table, which may be located at the end of the cast house for a single blast furnace or centrally located for a plant of two or more. The beds of pig iron are lowered on a breaking table, where by a series of vertical hammers, striking a cushioned blow, the sow is broken from the pigs, broken to length, and the pigs are broken at their centres. In case of strong iron, the sows are first broken and then the pigs, but when the iron is weak the sow and pig hammers strike the bed simultaneously, breaking it at one operation. No movement of the bed is necessary after it is placed on the breaking table. The sow is cast thin and wide, giving an easily broken section as well as a minimum of sow-iron, and the necks of the pigs at the junction with the sow are cut down to a small section, which allows their being readily detached. It is claimed that this method of carrying out and breaking iron will be found cheaper and quicker than the present practice; that it will reduce the labor cost per ton of iron, lighten the work of the furnacemen, effect a saving in scrap and "sandage" as well as giving a cleaner fracture to the iron.

PRODUCTION OF SPELTER.

A preliminary statement has been prepared by the United States Geological Survey, showing the production of spelter for the first six months of the present calender year as compared with the semi-annual production since 1892. As compared with the first six months of last year the production by tons is as follows:

States.	1893. Tons.	1894. Tons.
Eastern and Southern.	7,380	5,084
Illinois and Indiana	16,427	13,392
Kansas.	13,269	11,250
Missouri	8,718	6,458
Total	45,794	36,184

A partial statement of stocks shows a decline of 3,089 tons on January 1, 1894, to 2,859 tons on July 1, 1894.

SUPERVISION OF POWER.

The economy of intelligent supervision of power, even though a considerable outlay be made to secure such service, is emphasized by a writer in the Tradesman: The saving of one pound of water per hour in an engine of 100 h.p., assuming that the boiler evaporates seven pounds of water per pound of coal, and the coal costs $6 a ton, will effect a saving in the amount expended for fuel of about $130 a year, and not unfrequently a reduction of twenty times this amount is produced in consequence of a test. Readers can doubtless confirm the general statement by facts drawn from their own experience, and many will agree that it is true wisdom on the steam user to incur a slight expense for expert assistance with the chance that an important saving will be effected. It is not alone in the motive power of a manufactory that defects can be discovered and corrected. Inattention to proper details in the erection and management of the machinery of transmission often causes a large percentage of the power to be consumed in overcoming friction. But those who perceive the force of the arguments in relation to prime movers will readily apply them to other cases in which engineering skill and knowledge are required.

Will be Glad to see Our Friends

WHEN IN THE CITY

130 to 140 Bay Street

Sanderson Pearcy & Co. Toronto

NEW USE FOR NICKEL STEEL.

THE recent exhibition by Hiram S. Maxim, at Erith, quickly suggests useful applications of the bullet-proof plate of nickel steel, and one or two suggestions of possible uses will be found below, says W. J. May in American Manufacturer.

At the same time it must be borne in mind that it is quite an unnecessary and useless thing to patent any invention for the saving of life in war. There is no money in it, but if you can invent a rifle which will kill the men at each shot—the average British linesman for want of proper training would fire 10 shots at one man and miss him every time—then you have something which is worth money. Nevertheless, it sometimes happens that our military authorities will look at something which costs nothing, then it is worth while making hints.

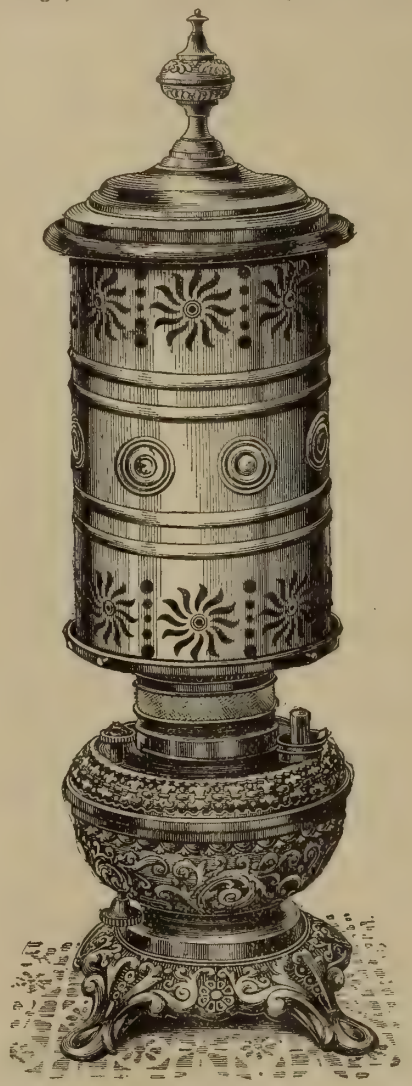
A foot soldier usually has enough to carry, consequently he does not want a greater load, but if he had a steel plate to stick up in front of him when laid down and firing at the enemy the question arises as to how they could damage him much, while if he could shoot straight he would damage them a lot. A plate 15 inches square would weigh about 10 or 11 pounds and could be carried in place of some other impedimenta, but at the same time it could hardly be used as a cuirass. This is not a thing for general use though, and unless some metal much lighter than steel be used, personal bullet-proof armor is out of the running.

Really it is with artillery that these thin plates would be of the greatest use, as a number could be carried sufficient to provide a mask or screen behind which men could be sheltered from all but artillery fire, and the value of the guns as destructive weapons would thus be vastly increased. With breech-loading guns this would hold particularly good as a protective shield to the manipulators, as a very few plates of reasonable size would give protection to the men as against bullets. It is not necessary that the plates should be of large size as a number could be hinged or made to fasten readily together, particularly as they may be comparatively narrow. Thus assuming we have plates 9 inches wide and 4 feet long when placed side by side would give a width of 6 feet, which would be enough to protect the men working an ordinary breech-loading field piece from bullets. Assuming that the plates weigh 6½ lbs. per square foot, the total weight of such a shield would be 234 lbs. and would not be an excessive weight to be carried on the limber of a gun carriage, and probably the plates could be so arranged as to take the place of some of the present fittings.

For temporary bullet-proof batteries nickel steel plates should present advantages sufficient to warrant the trouble of carriage and cost of plates. In fact, it would appear that with a judicious use of such defensive armor as would be provided by light plates such as those referred to, the use of the most destructive long range rifles in the hands of expert marksmen would give nugatory results. What do readers think?

THE HYGENIC OIL HEATER.

M. & L. Samuel, Benjamin & Co. are this season handling an oil stove heater that should prove a good seller with the retailer during the coming winter. It is known as the "Hygenic," and the accompanying cut conveys a good idea of the manner of its construction. The stove stands about three feet high, and is made entirely of brass except the drum and top, which is of Russian iron. The ornament on the top is of brass. For heating bedrooms and bathrooms the Hygenic is especially adapted.



A gentleman who had had one in a 14 ft. square room with 9 ft. ceiling last winter gave this testimony to HARDWARE: "We burned it from five to six hours each evening and on an average it consumed three gallons of oil every fortnight. The cost of fuel, you see, was less than one dollar per month. Of course when the room got warm, as it soon did, we lowered the wick. For a bath-room it is unexcelled."

There is no danger from explosion, the burner being central draft, and no odor of oil permeates the room when the lamp is burning.

A kettle of water can be boiled in a few minutes by removing the cover and placing the vessel on the top of the heater.

WHY IT IS SENT.

Many persons who receive a copy of a trade paper never stop for a moment to think where it comes from or of the object in sending it to them. Frequently they have an idea that some friend mailed it to them, but in the majority of cases it has been mailed by the publishers. The object of sending a sample copy is two-fold. First: To aid the advertiser to place his goods thoroughly before the trade. Second: For the purpose of increasing the subscription list of the journal. Many people who receive trade papers and never think of answering the advertisements that appear in the same, miss many opportunities to obtain novelties and staple goods that can be sold to advantage. The advertisers in trade papers are always leaders in their line, and are willing to supply prices or any other desired information, and frequently a postal card mailed in reply to an advertisement will put many dollars in the pockets of the dealer who takes the trouble to open correspondence with the advertiser.

SAFETY VALVE TO KETTLES.

A foreign genius, says House Furnishing Review, has invented a safety valve to be attached to tin kettles for the purpose of giving an alarm when the boiling point has been reached. The invention is described as follows: In the centre of the cover rises a dome-covered cylinder of perforated tin, within which is contained a whistling escape valve, the purpose for which is apparent at once. It is interesting to note in how many ways the labor of the kitchen is becoming more and more automatic. Here is a simple article, for instance, which serves the purpose of diverting the attention of the servant or housewife to the kettle, for when the boiling point is reached the kettle itself sounds the alarm by a series of shrill whistles and keeps on whistling until removed from the fire.

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THE DANGER OF OVERSTOCKING.

R. W. HUMES writes as follows in N. Y. Hardware: The numerous failures in mercantile houses, especially in the smaller towns and cities, during such times particularly as the present, lead me to make a few remarks on one of the principal causes leading thereto: The evils of buying from too many houses and overstocking, probably the most fruitful cause of disaster.

Under the present "drummer system" of selling goods, hardly a day passes but that the merchant is called upon by one or more representatives of the different lines of business in which he is engaged, and from far-distant cities. As the drummer's living depends upon selling goods, he naturally uses every means at his hand to induce the merchant to give him an order. With eloquent tongue, he preaches the excellence of his wares, and the superior advantages he can offer. If from a near city, it is the advantage of getting goods quickly, and the saving of freights. If from a distant market, the advantages of buying at headquarters far outweigh the difference in freight, etc. All kinds of inducements in the way of large discounts and long dating of bills, are offered. The result is that, although the merchant is fully convinced in his own mind that his stock is as heavy as it should be, he allows himself to be persuaded into placing an order, and before he is aware of it, he has more goods on his shelves than his trade requires. His sales not keeping pace with his increased purchases, he finds when statements begin to pour in on him, that he is without funds to meet the demands, and he must humiliate himself by asking favors from parties with whom he is barely acquainted. These parties, having no interest in him further than to collect the amount due them, will be very apt to turn a deaf ear to his entreaties, and adopt such a course in collecting the debt as their self-interest dictates. The report that a merchant is hard pressed is quickly started, and before long, all who have claims begin to clamor for settlement. Unless his business rests upon an exceptionally strong foundation, it goes under in the storm.

The question naturally presents itself: What is the proper safegard against the evils pictured? We would suggest this: Let every merchant make a careful estimate of what he needs in each line. Let him establish his business relations with a few good houses in these lines, and stick to them so long as they treat him right. By following this plan, he makes friends who are well acquainted with his affairs, and who know all about him personally. In case he needs favors, he can get them without trouble. He is looked upon as a valuable customer, and he may rest assured that he will get every advantage that can be afforded.

The drummers from other houses will, of course, do their best to convince him that he is paying too much for his goods, and that he would fare better if he transferred his patronage to them, but in that matter he must stand firmly on his own judgement.

What has been said of making friends of good houses is equally true, and perhaps more so, of their representatives, the traveling salesmen. First-class houses are usually represented by first-class, capable men. The salesman regards you as his customer. He knows that you appreciate his worth, and has no special anxiety lest others may lure you away from him. He calls on you with his samples, knowing that you await his coming, and will have an order for him. He also knows that strenuous efforts are being constantly made to capture your trade and consequently he makes it his business to watch your interest in every possible manner. He gets his house to provide such lines of goods as are specially wanted in your section, and gets permission to shade prices down to the lowest notch. In short he appreciates your patronage, and does what he can to deserve it.

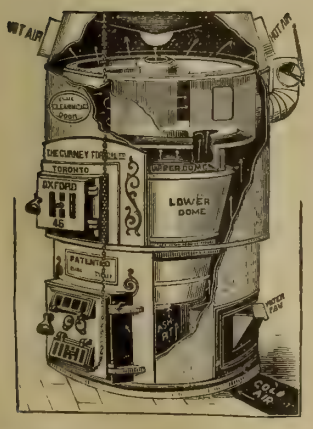
There are times, such as the present, when the best and strongest merchants are closely pressed. It may be that they have sold too many goods on long payments; failure of crops or many other causes might be assigned. Although their resources are ample, they are not in available shape to meet present liabilities. At such times the

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ARE THE MOST MODERN FURNACES IN THE MARKET.

FOR COAL



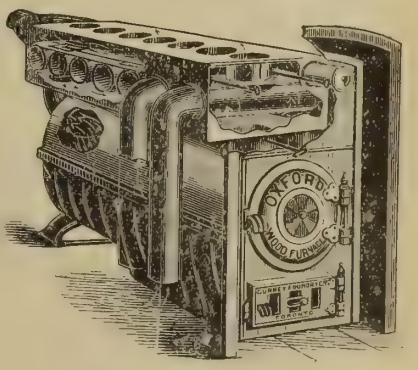
Coal Furnaces . .

Have Heavy Sectional Fire Pot. Extra Heavy Base and Ash Pit. Rotating Bar Dumping and Anti-Clinker Grate. Removable Grate Frame. Large Combustion Chamber. Heavy Steel Plate Radiator with Cast-Iron Top and Bottom.

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Have Ash Pit Section of Extra Heavy Corrugated Iron. Heavy Grate especially adapted for Wood Burning. Double Steel Radiator (of original construction) and Steel Fire Box Dome which heat quicker than Cast Iron.

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value of friends is put to the test. There are many cases known to the writer, where merchants were saved from impending ruin by the efforts of their drummer friends, who, being well acquainted with all the facts, worked in behalf of their customers with a good will, and got from the creditors such extensions as would carry them safely over the difficulty.

The value of friendship in business, whether with the firms or their representatives, the travelers, cannot be overestimated, and such friendship is not established by buying a bill here and there from fifty different parties, but by identifying your interests with a few good houses and sticking to them.

The best manner of keeping a stock in good condition must be learned from experience. As a rule, it is best not to buy too heavy at a time, but to assort up gradually as the demand for certain kinds of goods calls for it. The great point is to reduce the stock down to its lowest level at the end of season, so that the shelves are not encumbered with a lot of goods which by the following season may be ruined or out of style.

ELECTROLYTIC COPPER.

THE enormous development of the production of electrolytic copper, says Iron Age, has its marked effect upon the relation between consumers and producers of that metal. When first electrolytic brands appeared upon the market, they were grudgingly given a place between the standard Lake grades and the casting coppers. They had to overcome both the prejudice of consumers and the drawbacks incident to the effect upon quality of early development work of a technical character. Those who appreciated the possibilities of the new method of separation foresaw that the long continued, uncontested supremacy of Lake copper would be shaken by the new metal. Their predictions have been verified by the happenings of the last year or two, and the fact is recognized in the metal trade that for nearly all uses electrolytic copper meets the requirements. This victorious advance, so far as quality is concerned, has been coupled with an aggressive policy commercially which has worked against the leading Lake copper interests.

One by one the great Montana companies have swung into line either as makers of refined electrolytic copper or as large contributors of raw material to allied or identified Eastern electrolytic refining interests. They have been powerfully aided by the use of the Bessemer converter as a means of turning matte into anodes. The great electrolytic plants at Anaconda, Great Falls, Baltimore, Bridgeport and Newark have steadily increased in capacity, not to speak of smaller works at a number of other places. All these producers have been improving the quality of product and have uninterruptedly invaded territory among consumers which was once sacred to the Lake mines. They have been forced to cut prices to a greater or less extent under the plane of their old-established rivals. They have been the leaders steadily until the Lake mines have been forced to retaliatory measures.

The recent large sale of Lake copper to consumers at 9c. per lb. marks another step in the struggle. Except during the panic last year so low a price has never been made. It was not even attained after the great collapse of the French syndicate, or during the famous export sales, based on the Chili bar sliding scale. Low as 9c. for Lake copper appears to be, it is pretty certain that even that price could not be secured abroad, where the frightened copper trade has allowed prices to drift close to £38 for G. M. B. Since that price is only equivalent to 8.25c, American exporters of copper would have to be content with considerably less than they could sell for at home.

The main cause of this great decline in copper is the inability of consumption in this country to cope with the large production. The May returns are heavier than expected, because it was believed that since the Anaconda made only about 8,800,000 pounds in that month, the product would show a heavier falling off. This we understand was counterbalanced to some extent by the fact that some Lake mineral, hitherto withheld from the refinery, was pushed through. It is estimated that the current consumption in this country is somewhere between 60 and 76 per cent. of the normal quantity. This is an improvement over the second half of 1893, but it still leaves us with a large exportable surplus. Although consumption is heavy in Europe, the markets there have been unable to hold up against the deluge of copper from this side of the Atlantic, and are staggering along in constant fear of further heavy shipments. Until the American copper trade begins to take for home consumption considerably larger quantities than it has dealt with recently, or until the producers decide that it does not pay to run to full capacity, the metal must continue to drag along at low prices. It will probably be found that soon electrolytic brands will start again with their usual campaign, and then even nine cents may seem a good sale for Lake brands.

DUSTING BY AIR.

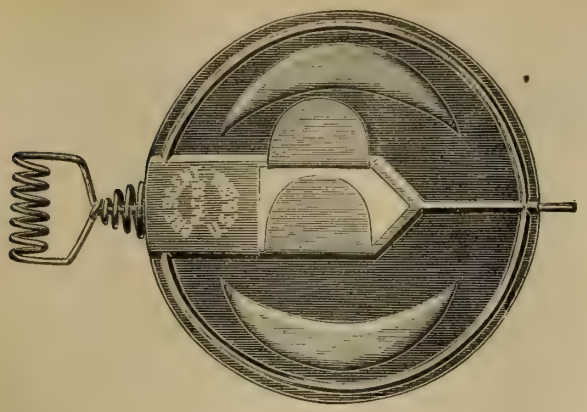
America invented the carpet sweeper, and now some genius appears to have thought that that labor saver could be improved upon by a device for cleaning everything at once, says Ironmongery. It consists, so we are told, in playing on the carpets, tables, chairs, pictures, ornaments, and in fact the whole room, with compressed air by means of a hose, just as we would play on the garden with water. Given the air pump, and the thing is easy. Turn on the tap and a steady stream of air begins to flow with such force that "it searches out and penetrates every crevice and cleft in the woodwork" far more effectively than brooms, beaters, or brushes. It is said to work well in cleaning tram cars and railway carriages, and "so perfect is its work that it is only a question of time when it will come into use for other purposes." It would do the work of a dozen people, we are confidently assured, clean and dust a room out thoroughly in an incredibly short space of time. Of course, housekeeping is to be revolutionized by it, but, as the revolution is not likely to come in our time, we shall continue to buy brushes and brooms and carpet sweepers of the old type for the present.

ANTIMONY AND BISMUTH IN BOLIVIA.

The Consul-General of France at La Paz in Bolivia has recently made a special report on the mines of bismuth and antimony in that country. The only deposit of bismuth ore actually known is that of Quechisla (also known as Chorolque), though some exploration for others has been made, but without success. The returns show that the production of this mine is about 500 Spanish quintals, or 23,000 kilos., per month. This production, however, is regulated in concert with the European producers. In addition to bismuth the Quechisla mine yields some tin and a little silver.

Antimony is found in many places in the department of Potosi, generally in connection with gold and silver ores. In the province of Chayantla there are many veins of the sulphuret of antimony, which have become more accessible than formerly since the building of the Antofagasta railroad. Owing to the present low price of the metal, however, it does not pay to work the poorer deposits. The Amayapampa Company, a recently formed Bolivian corporation, is now producing and exporting 100 metric tons a month of 65 per cent. ore. The mine is 18 miles from the railroad, over a difficult mountain trail. With better transportation the output could be largely increased. It is said, however, that all the veins so far found diminish in richness with depth. The industry is just beginning in Bolivia, and the government has freed the producers from all direct tax and also from export duty.

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WIRE NAILS
TACKS, SHOE NAILS, ETC.
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CRESCENT DAMPERS

Patented in U.S. and Canada, 1893.

Has all the advantages of a high priced Stove Pipe Damper, at low cost. LIGHT FOR FREIGHT. Being made of sheet steel will not break, and being double will not warp. Spring keeps damper at any angle set in pipe.

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HOW TO FILE RECEIPTS.

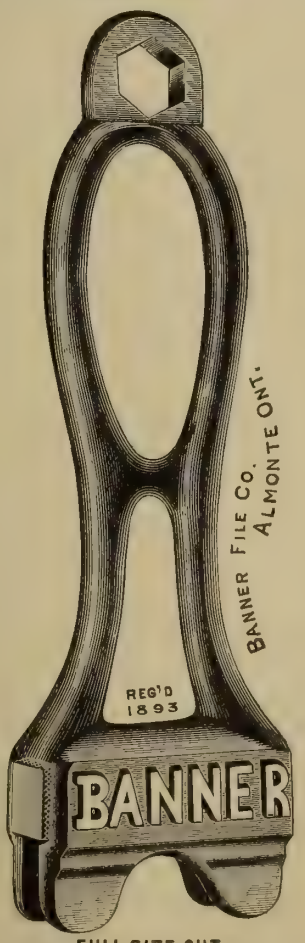
Every firm has its own way of filing invoices, receipts, letters, etc. The best and most convenient method is, of course, the regular indexed file, in which two holes are first perforated in the receipts, and they are then placed under their proper initial letter on the file. The plan followed by most merchants, however, is to fold the sheet once or twice, write particulars on the upper part of the back, and enclose it in a rubber band. An objectionable feature in this method is the irregularity in the size of the sheets thus folded. Some will be 3½, others 2½ inches wide, but the bulk will vary ⅛ to ¼, more or less, than 3 inches. This makes a bundle with a very irregular edge. Some of the receipts will slip out easily while the whole packet must be pulled to pieces before the others can be got out. While talking to a St. Stephen's, N.B., merchant a few days ago, HARDWARE noticed a simple device he used to produce even edges. It was a tin strap 2½ x 10 inches. This strap is laid over the receipt, which is folded over the exact size of the strap. This gives a bundle with perfectly square edges and no overlapping. This strap is, perhaps, narrower than most bookkeepers would use; 3 inches would be nearer the average width.

A SIMPLIFIED FREEZER.

During the past several years numerous attempts have been made to simplify the ice cream freezer. The latest thing our attention has been called to, says House Furnishing Review, is one that has made its appearance in England. It is a simple affair and when in operation resembles a garden roller, and sells at so low a price that those of very limited means can possess it; in other words, it retails in American money for $1. The construction of the machine consists of a strong cylinder of iron, well tinned and closed at both ends by lids, which, when removed, give access to the freezing chamber, in which the usual mixture of broken ice and salt is packed around the inner cylinder and which contains the mixture for making the ice cream. When the machine is ready for operation, with both the inner and outer chambers charged—one being filled with the custard and the other with the freezing mixture—a wire handle is fastened on to the pivots, which project from each end of the cylinder, and by means of this handle the machine is rolled to and fro upon a level surface in the same manner as a garden roller and in about five minutes of rolling the ice cream or water ice is ready for use. The operation is claimed to be so simple that a child can freeze ice cream, water ice, or summer drinks as readily as a grown person.

A NEW SKATE SHARPENER.

A new skate sharpener is being put on the Canadian market for the first time by M. & L. Samuel, Benjamin & Co. It is named



FULL SIZE CUT.

the "Banner," as will be seen from the accompanying cut. Further particulars regarding the sharpener will appear in a later issue.

MANY ANTIQUE VASES.

THERE are now, says an exchange, some five thousand antique vases in the British Museum. There were only two thousand in 1870. Berlin nearly rivals London as the catalogue of 1885 showed four thousand, and there have been additions every year since. The purchase of the Campana collection in 1863 brought up the number at the Louvre to more than six thousand. At Naples, Heydenman's catalogue in 1872 gave more than four thousand. The Hermitage Museum at St. Petersburg possessed two thousand in 1869. The Munich collection of one thousand four hundred has remained stationary for many years, and the same may be said of that at the Vatican, where there are from one thousand two hundred to one thousand four hundred. The collection at Athens numbered eight hundred in 1876, and it has tripled since.

These relics, which are mere crockeryware to the unlearned, are of inestimable value in revealing the life of antiquity. In this respect we owe more to them perhaps than to ancient authors, whose definitions and descriptions they explain at every step. Not only have they increased our knowledge of the manners, customs, dress, education and industries of their fashioners, but they have been the means of furnishing philology with the alphabets of Corinth, Chalcis and Cumœ, and they alone, have revealed the still uncomprehended Etrurian, Umbrian and Oscan alphabets of Central Italy. Through them we have found the chronology of cities that have disappeared ere literary documents existed, and probably ere writing was introduced into the basin of the Mediterranean.

The pottery of Tiryns, Mycenæ and Rhodes has lit up periods formerly inaccessible to the historian, has pushed the horizon further back, and taught us that the Homeric Age was not the end but the beginning of a civilization. The seven superposed cities on the site of Troy have yielded keramic relics which have enabled us to conclude that the city of Priam was one of the most recent of these ancient set lements.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, September 7, 1894.

HARDWARE.

THE demand noted for shelf goods and general hardware last week has been fully maintained, and the week's volume of business has been satisfactory on the whole in such lines as cutlery, rope, sporting goods, cut nails, horse nails, etc. Values also remain generally as last quoted, and no changes are to note in prices.

WIRE—The wire market continues much the same, barbed wire and baling wire being asked for in a moderately fair way.

ROPE—The demand for rope is of a quiet character, and prices are unchanged. We quote sisal at 7 to 7½c. for 7-16 in. and upwards, and 14c. for deep sea line. Pure Manilla, 9¼c. for 7-16 in. and upwards, 9¾c. for smaller.

CUTLERY—Fair orders are again noted this week for all staple lines of both table and pocket cutlery.

SPORTING GOODS—The active demand noted for guns, rifles and ammunition last week is well maintained, and good quantities of these goods have been going out.

CUT NAILS—The easy tone on cut nails continues, but business has been fairly active in a jobbing way on the basis of $1.75.

WIRE NAILS—Steadiness is still to note in these under a fairly good demand.

HORSE NAILS—There has been a good demand experienced for horse nails at steady prices.

TACKS—Tacks rule fairly active and prices are steady and unchanged.

HORSESHOES—A moderate jobbing demand is experienced for horseshoes.

CHAIN—Nothing special to report in this line.

WARE—Quite a few orders are being received both for Peerless and white ware.

TOOLS—Carpenters' tools have continued to be a fairly active line in these goods. Other kinds do not exhibit any life.

PLUMBING AND BUILDING SUPPLIES—Neither of these lines exhibits much activity.

LEAD PIPE—Only a few lots of this are moving with the discount list unchanged.

HINGES—Hinges present a fair degree of life in all standard sizes, but especially so in heavy hinges.

TAR, ETC.—Demand for resin, tar, etc., and other kinds of naval stores has continued fairly good. We quote: Rosins, $2.75 to $5.25 as to brand; coal tar, $3.25 to $3.75; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5¼ to 7½c., and cotton do. 10 to 12c.

TURPENTINE—The easy feeling in turpentine noted in our last has been accentuated by further sales of round lots at 44c., and we now reduce the regular range on the article 1c. to 44 to 45c.

CEMENT—The demand for cement continues good, and business has ruled fairly active. Advices from abroad are strong in their tenor, and the local tone is very firm. Prices are firm at $1.95 to $2,05 for English brands, and $1.85 to $1.95 for Belgium on spot.

FIREBRICK—There has been a good demand for firebrick, and the market is firm at $15.50 to $22 per 1,000 as to brand.

METALS.

The heavy iron and metal market does not present much improvement in all the leading lines, still being confined to a small hand-to-mouth demand as a general rule. No striking alteration in the range of values is to note in any line, though some of them rule easy while others are strong in tone.

PIG IRON—There is a firm feeling in this line on Scotch pig, which is held stiff. No Summerlee can be had for less than $20 ex store. American pig is still offering at $17.50 to $18, duty paid, while domestic Nova Scotia brands are unchanged. We quote: Summerlee, $20; Eglinton, $18 50; Carnbroe, $18.50; Ferrona, $16.50 to $17; and Siemen's, No. 1, $16.50 to $16.75.

BAR IRON—A fair degree of activity is to note in bar iron at steady prices. We quote $1.70 to $1.75.

SHEET IRON—Prices on this are steady on the basis of $2.30 for No. 28, and the movement of goods is an average one.

TIN PLATE—The demand for tin plate has been rather better of late, and it is questionable if supplies could be got as low as a fortnight ago. We still quote cokes $2.75 to $2.90, and charcoal $3.25 to $3.50.

TERNE PLATES—A fair demand has been noted for these at last week's prices, $6 to $6 25.

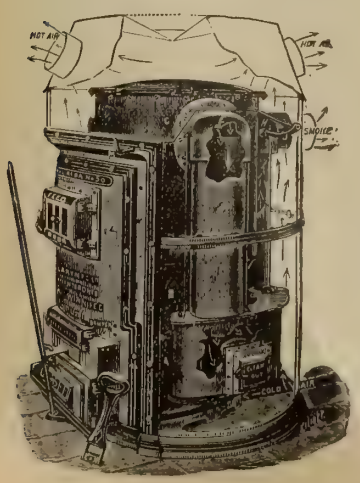
CANADA PLATES—The call for these has also shown some improvement, but not of a distinct character. The tone however is steadier at $2.10 to $2.20, which is 5c. higher for the outside price than last week.

INGOT TIN—No change is to note in this line. Business is of an inactive kind, but the price is firm at 18 to 18½c.

IRON PIPE—Demand continues quiet and the discount is unchanged at 70 and 5 for black, and 50 and 5 for galvanized.

COPPER—The copper market is quiet and steady on spot at 9½ to 10c.

STEEL—No change to mention. We quote: Best cast steel, 10½ to 12c.; spring,



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Our Steel Dome and Steel Low Radiator Coal Furnace, with three steel radiating flues, is the most

Powerful and Economical

heater in Canada. Send card for descriptive catalogue and testimonials.

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BIGGEST STOCK IN CANADA

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ARE ROOFED WITH OUR STEEL SHINGLES

WARRANTED LIGHTNING-PROOF, RUST-PROOF, STORM-PROOF AND DURABLE.

Send for Catalogue.

Metallic Roofing Co. Limited.

84 to 90 Yonge Street, TORONTO.

MONTREAL MARKETS—Continued

$2.50; tire, $2.50 to $2.75; sleigh shoe, $2.40; round machinery steel, $3.

SPELTER—Business in this rules quiet and prices unchanged at $4 45 to $4.50.

ZINC SHEETS—Prices steady and business quiet at $4.25 to $4.50.

HOOPS AND BANDS—No change to note, with trade quiet at $2.30 to $2.35.

ANTIMONY—Featureless at 10 to 12c.

GALVANIZED IRON—The demand is confined to actual requirements and is moderate. We quote : 4¼ to 4½c. for ordinary brands; Morewood, 5¼ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

GLASS.

The glass market does not furnish much more activity, but orders are rather better for future delivery. We quote : $1.25 for first break; $1.30 for second break, per 50 feet; $3 25 for first break per 100 feet; putty in bulk, $1.85.

PAINTS AND OILS.

This branch of trade has shown no important change. The firmness noted in zinc and lead in our last continues, but no advance in prices is yet to note on spot. It is considered likely, however. The actual movement of business is still quiet. Seal oil meets with little enquiry, and the same can be said of linseed. We quote as follows : Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots, raw, 54 to 55c., boiled, 56 to 58c.; seal oil, 45c.

CHEMICALS AND DYESTUFFS.

Business in chemicals has been quiet, and importers do not look for much improvement before the middle of the month. Prices generally are steady. We quote as follows : Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2 50; chlorate of potash, 20 to 22c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2.00; ditto roll, $2.00 to $2.10; sulphate of copper, $4.50 to $5.00; white sugar of lead, 7½ to 8½c.; bicarb. potash, 10 to 12c.; sumach, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2.00 to $2 10; castor oil, 6½ to 7c.; and Norwegian cod liver oil, $25 to $26.

PETROLEUM.

There has been rather more activity in the market for petroleum and the volume of business is larger than last week. We quote Canadian refined at 11c. in shed in Montreal for round lots, and 12c. for small quantities. American petroleum, 14 4-5c. in car lots, 15¼c. in 10-barrel lots, 15½c. in 5-barrel lots, and 16c. for single barrels, net cash; American benzine, 23 to 25c.; Canadian benzine, 10¾c. Petrolea; 12¾c. Montreal.

HIDES.

The feature since date of last writing has been an advance of ½c. per lb. on beef hides, which is, no doubt, due to the light stock held here. Receipts have been light, and this has contracted business. We quote No. 1 at 4c.; No. 2 at 3½; No. 3 at 2c. Lambskins, 35 to 50c. each, and calfskins, 5c. per lb.

TALLOW.

The demand for tallow has been limited, and the market in consequence is steady at 5½ to 6¼c., as to quality.

WOOL.

The attention of wool merchants is now chiefly devoted to the possibilities of the American market for Canadian wool. We quote : Greasy Cape, 14 to 16c.; Canadian fleece, 17 to 20c.; B. A. scoured, 26 to 32c.; pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. Northwest wool is quoted at 11 to 12c.

ASHES.

The ashes market has made a notable advance during the week under the influence of moderate stocks and an increased demand for England. We quote values 10 to 15c. higher. Firsts, $4.15; seconds, $3.25 to $3.80, and pearls, $7 to $7.50 per 100 lbs.

MONTREAL TRADE NOTES.

The Thomas Davidson Manufacturing Co. have obtained charter of incorporation.

American buyers are on this market inspecting Canadian wool but business has not yet resulted.

No Scotch p g iron is now reported here except on an actual order, and all quotations are firm ex store.

It is claimed that lots of coke tin plate which have been sold at $2.50 have been turned over during the week at a clear profit of 20 cents per box.

Messrs. Painchard, Squire & Co., Temple Building, Montreal, have completed arrangements with the St. Maurice Tool and Axe Co., Ltd., of Three Rivers, to represent them and handle the output of their factory.

TORONTO MARKETS.

TORONTO, Sept. 7, 1894

HARDWARE.

TRADE exhibits a little more life this week, although the volume of business is not large. There have been several customers on account of the Exhibition, but the number is not as large as it will be next week. Most of the travelers are in the houses helping to entertain customers, whose presence is welcome even though they may not all come to buy. Demand has increased during the week for some kinds of wire,

MARKETS—Continued

and rope is fairly active. Business is quiet in cut nails and fair in wire, while an improvement is announced in horseshoe nails. Coil chain is more promising. Lead pipe is in rather better demand than is the rule with plumbers' supplies generally. Business has fallen off in leather belting, but rubber keeps fair. Demand continues to improve for sporting goods, and business keeps brisk in lamp goods. There is a fair sorting up trade doing in cutlery. Payments remain as before, fair.

WIRE—The demand for coppered still has increased. Oiled and annealed is going out, although only in small quantities. In barbed wire there is very little doing. The chief demand is for stove pipe wire.

ROPE—Is fairly active. Quite a quantity for plow lines is called for. We quote: Sisal, 7-16 in. and larger, 7½c.; ¼, 5-16, ⅜ in., 8c. Manilla, 7-16 in. and larger, 9½c.; ¼, 5-16, ⅜ in., 10c.

CUT NAILS—Trade is rather quiet, not many large orders being received. Base price unchanged at $1.80 Toronto, for car load lots, and $1.85 for small lots.

WIRE NAILS—There is a fair trade doing in half ton lots, and business on the whole is better than in cut nails. Discounts 75, 10 and 5 per cent., shipments in 10 keg lots being prepaid.

HORSE NAILS—Business is better than it has been for some time, although orders are not yet as large as the trade would wish. Discounts are 60 per cent. off "C," and 60 and 2½ per cent. off "P.B."

TACKS—Trade is active and notably so in carpet tacks. We quote as follows: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian' nails, etc., 37 per cent.

CHAIN — Coil chain is beginning to brighten up a little, but business is, however, yet far from satisfactory. Orders for cow ties and trace chains for fall delivery are also slow.

HORSESHOES—Business has not improved to the extent that was anticipated it would. Although a number of orders are being received, they are only for small quantities. Prices are unchanged at $3.80 Toronto and $3 85 London.

WARE—Trade is quite brisk, especially in Eclipse and Peerless wares. The demand for Pearl and white wares, although a little better than it was is much lighter than that for the two first named lines.

PLUMBERS' SUPPLIES—Still remain quiet, both on city and country account. A reaction is however expected to develop in the country trade in a few weeks.

BUILDERS' SUPPLIES—Are still dull in the city, but a fair trade is doing in the country.

LEAD PIPE—This shows more activity than the regular plumbers' supplies, and is partially accounted for from the fact that it is used in a great many instances where the latter are not required. We quote: Toronto and the west 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

HINGES—Business is keeping up well for all kinds, and prices are being well maintained.

HARVEST TOOLS—An occasional order is received for forks, but otherwise there is little or nothing doing.

CLOTHES WRINGERS—Business is improving, but not many large lots are going out.

BELTING—Business has fallen off considerably in rubber belting, while in leather belting trade keeps fair.

CUTLERY—There is a good general sorting up trade doing.

SPORTING GOODS—There is a good demand for guns, rifles and all kinds of ammunition, loaded shells particularly.

LAMP GOODS—Business keeps brisk, especially in lamps and glass globes. Fixtures are not moving quite as freely as they were.

TAR, ETC. — Coal tar is very scarce at present. We quote as follows: Roofing pitch, $2.50 per brl.; pure coal tar $4 per brl.; refined coal tar, $4.50 per brl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per brl. and 75c. per doz. pint tins; pine pitch, $2.75 per brl.

CEMENT, ETC. —Much as before. We quote: Portland cement (English), $3 per brl. for best grades; New Brunswick plaster paris, $2 per brl.; Canadian water lime, $1.25 per brl.

FIREBRICK, ETC.—Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

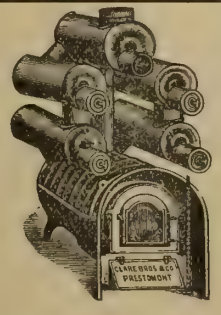
No material change has taken place during the week, business still being of a careful hand-to-mouth character.

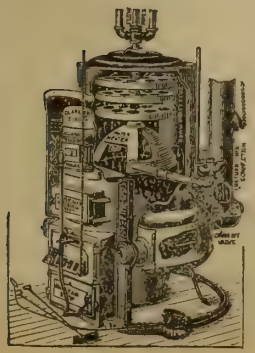
PIG IRON—There has been a little doing in Siemen's, but most of the little business that there is doing is in American pig. We quote ex cars: Summerlee, $20; Eglinton, $18.50; Carnbroe, $18.50; Ferrona, $16.50 to $17; and Siemen's, No. 1, $16.50 to $16.75.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: What there was left of the carload ordering of iron from the northern portion of the United States into Ontario has been practically throttled by the latest advance in rail freights. Nearly all Canadian business is now being done by water except shipments from the South. We quote for cash f.o.b. cars, Toronto in bond: No. 1 foundry strong coke iron Lake Superior ore, $12.75; No. 2 foundry strong coke iron, Lake Superior ore, $12.25; Jackson county silvery, No. 1, $16.80 to $18.30; Lake Superior charcoal, $15.55; Southern soft, No. 1, $11 75; ditto, No 2, $11.50.

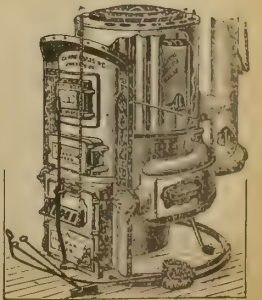
BAR IRON—There is no improvement to note in this line, orders still being exceedingly small. Base price is unchanged at $1.80 to $1.85 Toronto, according to quality.

SHEET IRON — Demand keeps steady, and, for the season, has been fairly satisfactory. Stocks in the lighter gauges are somewhat low, but as shipments are now arriving, the volume of business has been chiefly in these, although a fair business has

Best Value  on Earth.



These are the Furnaces that secure the trade for dealers who handle them. They have no rivals but many imitators.



Clare Bros. & Co. ....Preston, Ont.

MARKETS—Continued

been doing in the heavier gauges. We quote: 8 to 16 gauge, $2.50; 18 ditto, $2; 20 ditto, $2.10; 22 to 24 ditto, $2.20; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Gorbal's, 26 gauge, 5½c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

SHEET STEEL—Is not quite as active as it has been, although a few good lots have been disposed of during the past week. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

IRON PIPE—Stocks are now complete, and the demand has been good. Ruling discounts are 70 to 70 and 5 per cent.; galvanized pipe, 50 to 50 and 5 per cent.

GALVANIZED IRON—Business has been good during the week, the demand for case lots being quite regular. Orders are still being booked for import at $4.25 for case lots of 28 gauge.

INGOT TIN—Business is a little better, but so far no reports have been received of any large lots changing hands. Small quantities are still being quoted at 18½ to 19c., with large quantities shaded a little.

INGOT COPPER—Trade is picking up, but it is, however, still unsatisfactory. Prices are as before at 10 to 10½c.

SHEET COPPER—Further improvement is shown. Sheathing copper has been moving quite freely, both in plain and tinned. We quote: Untinned, 14 to 16½c. according to weight and size; brazier sheets, 14 to 17c. according to quality.

ZINC SPELTER—Business keeps up well. We quote imported at 4¼c. and domestic at 3¾ to 4c.

BOILER TUBES—There is a little more activity in charcoal iron tubes, and some enquiry is heard for steel tubes. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

GALVANIZED BOILERS—Trade is steady without any new or special features.

TIN PLATES—Business is still reported good. A number of round lots of cokes have changed hands and charcoal is going out freely. We quote $3.50 to $3.75 for "I.C." and $3.25 to $3.35 for coke.

TERNE PLATES—Have been in better demand during the past week than for some time. Prices rule as before at $6.50 to $6.75.

SHEET ZINC—Is active. A number of cask lots have been sold and a few orders have been booked for import. Quotations are still 4¾c. for cask lots, and 5c. for small lots.

HOOPS AND BANDS—While the demand is steady, there is not any improvement to note in the matter of sales. We still quote $2.20 to $2.25.

CANADA PLATES—Activity continues to characterize city trade, and special sizes are being called for frequently by country dealers. We quote: Half polished, 52 sheets, $2.35; 60 sheets, $2.45, and 75 sheets $2.60.

SOLDER—Business good and prices unchanged at 12½ to 14c. for strictly half-and half.

PIG LEAD—Is more brisk, although no sales of carload lots have been reported. We still quote $2.90 to $3.

ANTIMONY—Is a little more satisfactory, but shipments from stock are very small. We quote Cookson's at 9½ to 10c.

GLASS.

Business has improved considerably and is now fairly brisk. The demand is principally for double, in some sizes of which stocks are low. There is a good deal of glass selling in the city. There is a good movement in fancy glass and plate glass is going out fairly well at 35 per cent. discount. The anticipated advance in window glass has not taken place although the primary market is fair at the advance. We still quote $1.10 to $1.15 for first break.

OLD MATERIAL.

Trade has picked up a little during the last week, but it is still far from good. There is no change in prices. Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 30 to 35c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 7 to 7½c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3 to 3¼c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10c.

PAINTS AND OILS.

Trade has improved materially, and although business during August was a little behind that of the same month last year in volume, it was ahead of that of July last. Payments are not as good as they were.

WHITE LEAD—There is a fair business doing, but prices are still at the 4½c. per lb. basis.

PREPARED PAINTS—Some improvement is reported, but business is, on the whole, slow at $1 for pure.

TURPENTINE—Is weaker in the South on account of large production and the accumulation of stocks in Savannah. Demand is fairly good on the local market at 41c. f.o.b., Toronto.

LINSEED OIL—Business is active, but prices are unsatisfactory on account of the cutting that is being practiced by one or two houses. The ordinary quotations are 55c. for raw and 56c. for boiled f.o.b. net 30 days, but sales, it seems, are being made at lower figures.

CASTOR OIL—Cutting is still going on at a lively rate, while business is quiet. The ordinary quotation is 6½ to 7c.

SEAL OIL—Quiet and unchanged at 58 to 59c.

SEEDS.

There is a little alsike and timothy seed offering, and jobbers are paying all the way from $5.50 to $6.30 per bushel for alsike and $2 to $2.75 for timothy, f.o.b. points of shipment. Offerings are more liberal, and the market is somewhat feverish.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—There is no change, carloads lots of cured moving at 4c.

SKINS—Prices have been advanced 5c., 40c. now being the ruling figure. There is not much doing.

WOOL—Business is dull, and in the absence of transactions prices are nominal.

TALLOW—Is moving slowly. Dealers are paying 5½c. and selling at 6c.

PETROLEUM.

Trade remains firm, with prices much as before. We quote, in 5 to 10 brl. lots, imperial gallon, Toronto: Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; Canadian water white, 16 to 17c.; American water white, 18 to 19c.; photogene, 20c.

In Petrolea car lots are quoted at 9½c.

MARKET NOTES.

H. S. Howland, Sons & Co. report large sales of Nicholson files.

A. C. Leslie & Co. report a little more enquiry for boiler plates.

H. S. Howland, Sons & Co. report large sales of The Little Giant Vegetable Scoop.

An extra run on guns, rifles, and ammunition, is reported by M. & L. Samuel, Benjamin & Co.

H. S Howland, Sons & Co. are in receipt of a large consignment of Wostenholm's best pipe razors.

The J. C. McLaren Belting Company has received an order from the Toronto Waterworks department.

The Gurney Foundry Co. have put a large double-oven John Bull range in the Bishop Strachan School, Toronto.

M. & L. Samuel, Benjamin & Co. have to hand a carload of pipe which now makes their stock complete.

On account of the great pressure of work, the Gurney Foundry Co. are now making arrangements to put on a night gang of moulders.

The Booth Copper Co. state that its new "Resisto" boiler, which was put on the market last spring, is now being handled extensively by the trade.

A new price list of "Champion" scales has been issued by the Gurney Scale Company, of Hamilton. This firm is the selling agent for these scales.

The "Climax" is the name of an axe that is being put on the market by M. & L. Samuel, Benjamin & Co. It is highly polished and first-class quality combined

with cheapness is claimed for it. The maker's name is on each axe as a guarantee. A good demand is reported for the "Climax" already.

Rice Lewis & Son, Ltd., are distributing Morgan & Wright's cyclists' dictionary, humorously illustrating bicycling terms. Lots of amusement is obtained from a perusal of it.

The Booth Copper Co. have a large exhibit at the Toronto fair, the centre of attraction being a large armor-plated man, which they have named the steel-clad man after their baths.

H. S. Howland, Sons & Co. report increased sales of Dead Shot and Schultz powder; also cartridges, cartridge cases, wads, gun implement sets, etc., in all of which they have a complete stock.

The Toronto Lead and Color Co. has removed its offices and sample rooms to Bay and Richmond streets. The premises are well lighted and commodious, and the firm will now have on the spot a full line of samples and some stock.

A. C. Leslie & Co. are showing good value in cutlery for the fall trade, including a new line of penknives and a good assortment of carvers, both plain and in cases. Their "Dominion Crown" razors, which are of the highest grade, are giving the best of satisfaction, they state.

Rice Lewis & Son, Ltd., have issued a neat and attractive card showing samples of the "Red Seal" cycle enamel which they are carrying. A dozen different colors and tints of enamel are shown, namely, white, black, cream, yellow, rose color, robin's egg blue, deep blue, orange, primrose, vermilion, light green, cycle blue, drab.

M. & L. Samuel, Benjamin & Co. hope that all their customers who have expressed their intention of calling upon them during the Exhibition will make it convenient to do so, and inspect their samples of cutlery and lamp goods, of which they have an assortment said to be second to none. All the firm's representatives will be in the house to meet and entertain visitors.

The Gutta Percha & Rubber Co. have been awarded the contract for supplying the corporation of Lunenburg, N.S., with an additional supply of their "Maltese Cross" brand of carbonized fire hose. Lunenburg purchased the "Maltese Cross" hose when its fire department was first equipped six years ago. The entire quantity of hose is still in service, and has given such satisfaction that it decided to place its order for the same brand when extending the fire department.

UNITED STATES MARKETS.

NEW YORK, Sept. 7, 1894.

PIG IRON—The market is largely under the control of speculative influence, in which the foreign syndicate is an important factor. Prices are therefore very uncertain, but conspicuously affected by manipulation intended to carry the level

Cutlery

See our samples for the . . . Fall Trade

Full Assortment, Low Prices, Reliable Quality

A. C. LESLIE & CO., Montreal and Toronto

Our Specialty PURE TURPENTINE Our Customers Need fear no Adulteration

Every barrel guaranteed! We are headquarters for the Pure Article. Remember these facts when placing your orders.

FRANCIS, FROST & CO., 33 Front St.W., TORONTO

..THE JAMES ROBERTSON CO. LIMITED

Manufacturers, Importers and Jobbers.

TORONTO, MONTREAL, WINNIPEG AND ST. JOHN, N.B.

Lead Pipe, Sheet Lead
Pig Lead, Bar Lead
Lead Traps, Lead Wire
Wire and Bar Solder
Drop and Buck Shot
Window Lead
Tin-Lined Lead Pipe
Block-Tin Pipe

THE "RICHELIEU"



Sanitary Earthenware
Laundry Wash Tubs
House Boilers
Bath Tubs, Pumps
Sheet and Ingot Copper
Sheet Iron, Sheet Zinc
Iron Pipe and Fittings
Iron and Steel Sinks

Plumbers', Steam, Gasfitters' and Engineers' Supplies of all kinds.



Stop and see our Exhibit at the

Toronto Exhibition

We want you to see our goods.

Clauss Shear Co.

TORONTO, ONT.

upward. At the close 15.75c. seemed to be close net cash rate for five-ton or larger lots, prompt or current month delivery. During the week sales were made at 0.25c. less, and it is believed that some short interest has developed; probably enough to be interesting in the event of London prices being maintained.

COPPER—Prices are maintained to a certain extent superficially, and a display of firmness by leading holders, but there is little business at present, and the demand continues extremely tame. Current quotations are 9⅛ to 9¼c. for Lake Superior ingot, 8¾ to 8⅞c. for electrolytic and 8½ to 8¾c. for common casting stock. The official figures for the month show an increase of 940 tons since August 1, and an increase over the same time last year of 3,740 tons.

PIG LEAD—Not enough business was done in this market to fairly establish values, but the negotiation here and the advices from the West were more than suggestive of weak undertone. Ordinary brands could have been bought at 3.25c. laid here, in lots of 50 tons or more.

SPELTER—Demand was quite as slow at the close as it was at the beginning of the week. There were no signs of freer offering. Still the market has a rather weak tone, with better price than 3.40c. for ordinary western brands quite the exception.

ANTIMONY—A small business only is passing and prices are rather soft, with 7⅝c. quoted for Hallett's, 9½c. for Cookson's, on the spot.

TIN PLATE—The market has been very quiet during the week on tin plates; the spot demand, of course, is at the very lowest ebb, and every one who can get along without any stock at all until Oct. 1st is trying to do so. There is a fair business doing for Oct. 1st, but nothing like as large as was anticipated.

TIN—Market very strong for spot and near-by deliveries. Prices to consumers: Carloads, 16 to 16⅛c., and small lots at 16¼c. The total visible supply shows an increase of 8,000 tons over the stocks last year.

A CURIOUSLY WORDED "AD."

Here, says Vulcan in Ironmonger, is a French lamp-manufacturer's advertisement drawn up in English, most likely by himself: "This lamp is at present time in the public domain. The simpleness of its Mechanism got over a noted preference upon the—— lamp, the name of which will ever be illustrious. It produces the same result exactly than that latter, but if affords not so much difficulties as to its Cleansing and repairing. Its immense success already occupies several important manufactures, but which are rather more inclined so sell a very low prices than having a good manufacturing. With that respect, M. ——, the first and unequalled french lamp Manufacturer, may be ever highly commended for the rightly-acquired fame of his products."

PERSONAL MENTION.

W. Mathieson, hardware merchant, King and Sherbourne streets, Toronto, has been away fishing. It is known that he caught at least one pike, but the stories as to the weight of that pike have a wide range. Some of his friends, for instance, say it tipped the scale at 40 pounds, while others aver that six pounds was its outside limit.

Mr. Moore, of Bowman & Moore, Hamilton, was in Toronto this week buying goods.

Mr. Hawthorn, representing the J. R. Torrey Manufactu ing Co., of Worcester, Mass., was looking up business in Toronto this week.

W. L. Murray, the well known lamp goods man, of Yonge street, Toronto, has joined the ranks of the benedicts. The bride was a Miss Barber, and the interesting ceremony took place last week. Congratulations, Mr. and Mrs. Murray.

Among the country merchants who have been in Toronto during the week buying goods and seeing the Exhibition were: Mr. Peaker, of Peaker & Son, Brampton; J. A. W. Allan, Newmarket; R. W. McKenzie, Goderich; Mr. McDonald, Jr., of McDonald & Son, Paisley; Mr. Taylor, of Taylor & Crow, Welland; J. McClelland, Ballycroy; E. Kilmer, Kincardine.

TO IRRIGATE THE NORTHWEST.

The C. P. R. Land Department are undertaking a work which will be the means of transforming a dry waste of country along their line, in extent about 1,000,000 acres, into a fertile farming district. Lying between Medicine Hat and Gleichen, on the C. P. R., there is a magnificent plateau, the only drawback to which is the lack of water supply. J. L. Douple, of the Land Department, returned last evening from west of Medicine Hat, where he has been engaged in taking levellings, with a view to the possibility of taking the waters from the rear of the Bow river and turning them over the plateau for irrigation purposes. He was accompanied by Mr. Pearce, of Calgary, the Government inspector, and a party of helpers. After examining the report, Commissioner L. A. Hamilton will be able to make a statement as to the plans of the company. —Free Press, Winnipeg.

COMBINATION HEATING.

From the use of an ordinary pipe coil in the fire pot of a furnace there have sprung many devices for heating water to be circulated through radiators for warming rooms which are otherwise heated by a furnace with difficulty, says Stoves and Hardware. Some trouble has been experienced in getting the water heater properly proportioned to to the air heating capacity of the furnace, or in connecting just the right amount of radiation with it to get a satisfactory quantity of hot air without boiling the water. Such satisfaction has attended the use of these apparatus that this method of heating is growing rapidly in popularity. One of the taking features is that a positive heat is afforded by the radiators and a positive change of air is the result of the constant inflow of hot air from the registers. As in many other branches of domestic engineering the authorities do not agree as to the best methods of installation. Some say that the lower floors of the building should be heated by hot air and the upper floors by the radiators, while others hold that a radiator and register should be placed in each room to secure satisfactory results. With the first method there is some possibility of the rooms warmed by radiators becoming overheated when the furnace is fired strong enough to keep those heated by hot air comfortable. With the latter method strong firing cannot produce such an effect. The installation of the double system is, however, more expensive.

ANSWERS TO CORRESPONDENTS.

REGULAR READER writes: "Would you kindly inform me if it is necessary for two persons doing business under the title of, say, Brown & Co., to register their partnership, and if so, where? In the event of Brown alone doing business as Brown & Co., would he require to register?"

ANS.—All persons entering into business, whether as a company or otherwise, are required to register the same at the registry office in the county town. The fee is only small.

REGARDING SHOP WINDOWS.

Window decoration for advertising purposes has of late years been carried to such a degree of perfection that it may be justly regarded as an art in which the highest success is attained by those who are endowed with the instincts and talents of true artists. If your store has not the best of show window arrangements in it to-day, says House Furnishing Review, order them changed before closing to-night, because you are losing valuable time in taking advantage of one of the best advertising mediums at your command. If your whole front is occupied with doors, if your windows are too high for a good exterior view, if divided into more than one large pane of glass, or not deep enough for a fine display of your most attractive goods, they are wrongly constructed and should be changed at once.

Do you, Mr. Merchant, imagine for a moment that successful advertisers all over the country are spending money for space just for the fun of it? Not much. It pays.

Satan—What was your business on earth?

Unfortunate—I solicted advertising for cards, hotel registers, albums, and——

Satan—Right over there, in the warm corner, with the bunco steerers and green goods men!

HIGHEST AWARD at the WORLD'S FAIR

FOR Catalogue and Prices Address



The Christy Knife Co.

30 Wellington St. East Toronto

TRADE CHAT.

WINNIPEG lumber dealers have decided to make a cut in retail prices corresponding with the reduction in the freight rate from Lake-of-the-Woods.

Some $16,000 has been promised towards the erection of a carriage works in Kingston.

Binder twine is very scarce at Portage la Prairie just now, and there is apprehension of a real famine.

Burglars entered the store of W. H. Anderson, Kemptville, lately, and carried off four watches and two revolvers.

The Vancouver City Council declines to entertain the proposal in its present shape for the establishment of steel works there.

Through a pneumatic tube 700 miles in length, letters are whirled between Paris and Berlin at the speed of 20 miles a minute.

It has been discovered here that some one has been raising $10 Bank of Montreal bills to fifties, and the public are warned against them

Recent advices from Estevan, Man., state that the quality of coal is improving, and that a seam now being worked resembles the cannel coal of the Old Country, and is far superior to the quality mined last year.

A Portland man has applied for a patent for an ether bicycle. He uses the vapor of ether instead of steam in generating power. The machine complete will weigh sixty pounds, and is expected to develop a speed of sixty miles an hour.

The latest crop reports from Southern Manitoba are most encouraging. As the threshing progresses it is found that the yield is greater than formerly estimated. Cutting is practically completed, and stacking is well forward.

Large irrigation works, costing $2,000,000, and irrigating 400,000 acres of land, are to be built in the Rio Verde Valley of Arizona. The work is to be completed in 18 months. It includes about 110 miles of canal, and a reservoir of immense capacity.

Meteorologists say that the heat of the air is due to six sources: (1) That from the interior of the earth; (2) that from the stars; (3) that from the moon; (4) that from the friction of the winds and tides; (5) that from the meteors; (6) that from the sun.

John Wilson, merchant, is looking particularly amiable this week, and the cause may be found in the arrival of a son on Wednesday last—the first event of the kind in the family. Numerous congratulations are being received.—Pick-Me-Up, Pictou, N.S.

American axe-handles have been, and still are, very popular in Australasia, but we hear, says an English exchange, that there is a prospect of a native wood superseding them. This is a Tasmanian wood and experts, it is reported, have pronounced so favorably upon some axe-handles made from it, that it is proposed to import machinery for the manufacture of handles on a large scale.

M. Wilbur has found gold on property in the township of Clarendon, which assays well, and W. Judge and C. Bannen have found gold quartz on a farm near Sharbot Lake. T. C. Clark has an option on property near Clarendon, on which gold has been found that assays $120 per ton.

The first ship load of British Columbia lumber sent to Egypt will start from Vancouver in a few days for Alexandria. The cargo goes on the bark Verejean, which is now loaded with 1,630,000 feet. She is 1,824 tons register, so that the cargo is an unusually large one for her.

Since last harvest the output of binder twine at the Central Prison, Toronto, has amounted to 1,500,000 pounds. The last of the output, consisting of 30 tons, has been purchased by the Massey-Harris Company for shipment to Australia. The manufacture of the twine will again be resumed.

You can trace a resemblance between the merchant who, when hard times bear him down, seeks safety by withdrawing his name from public gaze and the ostrich when it is in danger considers itself safe when its head is buried in the sand. The man who buries his business prospects by refusing to advertise should bury himself and have done with it.

A carload of machinery arrived here this week for a new steamer which is to be built the coming winter by Capt. Lewis, the owner of the Shamrock. The new boat is to be 110 feet long and 22 feet beam, and will be a stern wheeler, with a speed of fifteen miles per hour. She will be fitted up for lake and river traffic, and will have stateroom accommodation for seventy-five passengers.—Rat Portage Record.

It is proposed to form a company in Montreal with a charter to manufacture glass, to be known as the Dominion Glass Co., with a capital stock of $100,000, to be divided into shares of $100 each. The promoters of the scheme are Henry Hogan, John Stirling, Dr. J. Gustave Laviolette, Joseph Barsalou, all of Montreal, and Henry P. Schmelback, of Stubenville, O. These gentlemen will be the first directors of the company.

The Brunette Saw Mill Co., Ltd., of New Westminster, shipped to Montreal, via C. P. R., a double carload of Douglas fir timber. Three of the largest pieces were of the following dimensions: 24 x 24 x 60, 24 x 30 x 54, 36 x 36 x 60, square on four edges, and the largest piece without a single knot. No larger timber has ever been shipped from British Columbia. The sticks are to be used in dredge building for the Montreal harbor commissioners.

The gross earnings of the Richelieu Navigation Company from the opening of navigation to August 25 were $462,270.68, against $365,094.54 for the same period of last year, showing an increase of $97,176.14 for this year. The net earnings for July, after deducting all expenses, were $80,929.78. Up to August 24 the steamer Quebec topped the list, with earnings of $73,031.61, against $55,369.73 for the same time last year. No less than $35,278.54 was received from pilgrimage excursions.

A Hamilton, Ont., despatch says: "The projectors of the smelting works have decided, after consultation with the Canadian directors, not to apply to the City Council for an extension of time in which to earn their bonus. In their case there is a provision in the by-law allowing the Council to extend the time to a reasonable extent without submitting the by-law again to the people. Mr. Morehouse returned to Philadelphia with the intention of endeavoring if possible to have the engineering company there complete its contract by January 1 and render an extension of time unnecessary."

Dr. A. R. C. Selwyn, director of the Dominion Geological Survey, who has returned from his trip to Athabasca Landing, N.W.T., where he went as the representative of the Dominion Government, to superintend the beginning of a boring for petroleum, says that boring is located about 70 miles north of Edmonton. When he had left 60 feet had been bored, and prospects for oil were very good, although it was expected that over 1,000 feet of boring would be required. The Dominion Government are paying $7,000 for boring the well.

Application is made for the incorporation of the London Electric Co. The objects for which incorporation is sought are to manufacture and produce electricity for the purpose of furnishing light and heat to the corporation of London and adjacent municipalities, and to supply electricity for the purpose of furnishing motor power for all purposes for which steam power can be at present utilized, and for the supplying of electricity to propel tram cars. The amount of capital stock of the proposed company is to be $250,000. The number of shares is to be 2,500, and the amount of each share $100. The names of the applicants are: W. R. Brock, W. H. Dwight, Frederic Nicholls, G. A. Cox, Hugh Ryan, Robert Jaffray, James Kirkpatrick Kerr, Toronto; M. J. Kent, B. Hunt, Edmund Meredith, E. R. Cameron, London.

THE QUESTION OF COUNTERMANDS

A MERCHANT in any line of trade is sometimes confronted with a slow sale of goods at a time when he has ordered an additional lot that will increase his stock beyond the limit of prudence, says Hardware Reporter. This, at least, is his conclusion after looking carefully over the situation and seeing that the present state of trade does not justify him in carrying any more goods than those he has on hand or can buy as he actually needs them. Or it may happen that he has been persuaded by a too jealous salesman to order a line that is not adapted to the wants of his customers, or there may be other cases where he is led to change his mind for reasons best known to himself. Then he is very apt to countermand the order, possibly without considering the consequence to himself or to the selling house.

A question of this kind is a delicate one at the best and is not easily determined. Some selling houses require that an order shall be signed before it can be accepted, on the theory that an order is a contract and that the best evidence is that obtained over the signature of the buyer. Still, this does not alter the fact that an order is a contract as soon as it is given and accepted, the only difference between a written and a verbal order being in the matter of proof. But the point chiefly to be considered is whether an order can be legally rescinded by the buyer after it has been accepted by the seller. Generally speaking, it cannot, although cases may arise where it would be. And yet the matter is not so much one of legality as it is of trade policy. The buyer, as an illustration, does not care to countermand an order because he knows that it will not be exactly pleasant news to the seller and may influence him against extending future accommodation, or to withdraw his goods from that particular market. On the other hand, the seller does not care to lose farther business from the merchant who gives the order and then countermands it, so he is frequently led to accept the situation when he knows he can enforce the contract to the disadvantage of the merchant.

There is no rule to be followed in such cases excepting that of a mutual consideration for each other's interests, which, after all, is the best rule of trade under any circumstances. Cases occasionally arise where a merchant places too much reliance on the credulity or good nature of the selling house when he refuses to accept goods that were sold in good faith and apparently bought on the same basis. Instances of this kind have been noted in the past year, and on each separate occasion the merchant was notified that while he need not take the goods he would be held responsible for the expense incurred in selling them and that his custom would not be solicited hereafter. This may seem an extreme action, but was considered necessary under the circumstances and probably served as a good lesson to those who thought to trifle with ordinary business sense.

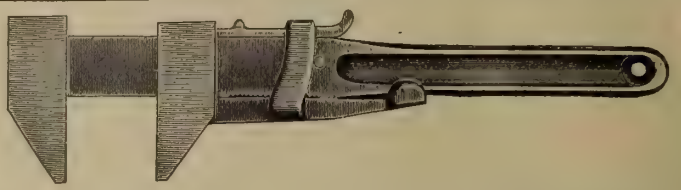


SS. SMOKELESS POWDER Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.
429 Board of Trade Building
MONTREAL, Agents.

SEND FOR PRICE LIST.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

RUBBER TIRES.

In handling bicycle sundries the retail hardware man cannot be too careful in selecting rubber tires that are reliable. Rice Lewis & Son, Ltd., are supplying this in



the Morgan & Wright tire, a section of which with accompanying valve is shown in the illustration herewith given.

PROCESS FOR TOUGHENING GLASS.

The measurable failure of Bastie method of tempering and toughening glass has led, says American Manufacturer, to the adoption of various substitutes, with more or less satisfactory results, among them being a French process, now coming into vogue, of casting hard glass—the material, melted in a peculiar kind of tank furnace, being tapped into moulds, as with iron castings, though, differing from the latter, a special substance is used in place of sand, the mold and the glass inside of it being also heated and cooled together. The mixture to be used in the place of sand is selected so as to have, as nearly as possible, the same conductivity and capacity for heat as glass—in such a case the glass and mould forming, as it were, one homogeneous body, and the glass becomes cool without cracking, even if the cooling process be comparatively quick, which is quiet necessary when hard glass is to be produced. Cast in this way, glass may have any variety or form and inequality of thickness, in this last respect the method differing entirely from that in which only glass of uniform thickness can be dealt with. If care be taken that the surface of the glass does not approach the outer casing of the mold, it is immaterial how the cooling is effected, the great point being that the mold and glass be brought to a uniformly high temperature, one of a rather higher point than that at which press-hardened glass is produced. On becoming fully heated, the mold is taken from the furnace and allowed to cool in the open air—which generally acts quickly enough to produce a good hardening effect upon the glass within—and, when absolutely cold, the mold is opened and the glass removed.

MONEY CHANGES IN CHILI.

The Bureau of the American Republics is informed that the Chilian Government has under consideration the project of requiring all import duties to be paid in the national money, the cost of exchange added. At present 25 per cent of the duty is payable in gold. It is also proposed that the export duty on nitrate, now payable partly in the national currency, shall be paid in gold, or by accepted letters of credit. The four millions of dollars surplus, which it is hoped will be gained by this operation, are to be applied to the fund for conversion of the national paper currency. This proposed financial scheme is to go into effect December 1st.

COW TIES

Open Ring, Closed Ring And Walton . . .



Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of Steel throughout. There is no other chain on the market that will compare with these for strength, lightness and handsome appearance. We confidently believe that our ties of a given number are fully equal in strength to a size larger of any other on the market.

If you have not tried our Cow Ties, send for sample half-dozen.

MANUFACTURED BY

The B. GREENING WIRE CO.

WRITE FOR CATALOGUE.

HAMILTON, CANADA.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

THE

Best Upsetter

A Poor Upsetter means to the blacksmith who buys it money thrown away. In the long run it don't pay a merchant to handle goods that are not satisfactory to his customers. Jardine's Patent Tire Upsetter is reliable and durable, and moderate in price.

TRADE MARK J REGISTERED

A. B. JARDINE & Co.

Manufacturers Blacksmiths' Tools

HESPELER, ONT.

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price)

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS

Sent, postpaid, on receipt of price.

HARDWARE MERCHANT

TORONTO.

CHEAP FRESH RELIABLE

Thorold Cement

Should be kept in stock by all Hardware Merchants

By sending a

POST CARD

to

Estate of John Battle
Thorold
Ont.

Prices and full particulars will be given.

FOR MASONRY WORK OF ALL KINDS

NOTICE TO DEALERS

WE BEG TO ADVISE THE TRADE that in order to thoroughly introduce the

IMPROVED FLEXIBLE BRIDLED BRUSHES

we will include in every package one or two bridles, attached free of charge.

The popularity of the BRIDLE is evidenced by the increased demand, the ready sale, and the thoroughly practical results derived.

Brushes without Bridles do not appear complete, and certainly do not sell as rapidly.

It will pay you to examine this Bridle and draw the attention of your customers to its merits.

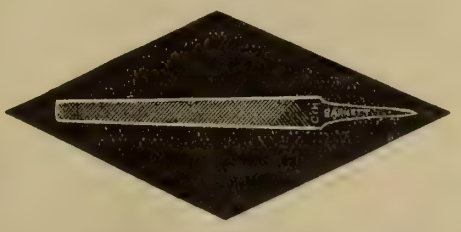
We strongly advise not to stock up with brushes without bridles.

The extra price for these Bridles per doz. will be quoted on application, by giving the size of brush, or they may be found in our latest Price List.

CHAS. BOECKH & SONS, Toronto

TRADE MARK.

BLACK DIAMOND



FILE WORKS

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. Gulletting Sawfiles.
Climax Sawfiles. Lightning Sawfiles.

—AND—

EVERY OTHER DESCRIPTION OF SAW FILES.

SHOP APPRENTICES.

C. R. TOMPKINS, M. E., writing on the characteristics of American boys as apprentices and some of the drawbacks in connection with the system as it exists, quotes the proprietor of a large machine shop, who said to him: "I have but little confidence in our American boys as apprentices. Out of ten apprentices whom we have taken to learn the trade within a few years past, but four remained with us the three years required. One, after a few weeks thought the work too hard for him; another thought it was too dirty; another claimed that the dust of the shop was injuring his health, while others, after working about a year, concluded they could get more wages by changing to another shop. I think, however, that the boys of German parentage are more reliable, and but very few have quit us until their term of apprenticeship has expired, and we have men now in our works and among our best and most skilful workmen who were boys that learned their trade with us, and have became gray in our service, with families growing up around them, and that is not all; nearly every one of them owns his own modest home, and nearly, if not quite, all paid for. We keep those men in preference to all others, and pay them the best wages, for the reason that they are not only skilful men, but they thoroughly understand our work, are always on hand; consequently we can afford to pay them as much as anybody else, so there is no inducement for them to quit us."

Mr. Tompkins says, among other things, in commenting on the above: "While to a certain extent the young men are themselves to blame for not perfecting themselves in their trade better than they do, I am fully aware than in many cases the proprietors are also to blame, and the young apprentice often finds many things to discourage and dishearten him, and instead of receiving the instruction he should receive and has the right to expect, he is required to perform the work of a common laborer for at least the first year, and, sometimes, longer. Again, in many shops the foreman is a foreigner, and his natural prejudices are in favor of those of his own countrymen or their sons, and while this certain class of boys are put forward and given the best chances to learn, the American apprentice is generally compelled to shift for himself, and what little instruction he gets is generally from the workmen, and that not always given in a proper or intelligent manner. Now, it is not only the business but the duty of the proprietor of every shop to attend personally to this matter, so far, at least, as to see that there is no partiality shown among apprentices, no matter what their nationalities are. As to giving a guarantee on the part of the apprentice that he will serve the full term of his apprenticeship, I am aware that most of the boys are poor and not able to give anything more than their word, but the proprietor might adopt the system of giving each apprentice at the end of his term a certain bonus in money. In one of the large Eastern shops, where the writer learned the trade of a machinist, the company bound themselves in an article of agreement that each apprentice who served out his full term in addition to his regular wages should receive a cash bounty of $50, and the result was that in almost every case the boys worked out their time, and not only received their bounty, but became skilful and competent workmen."

MIXING TWO TRADES.

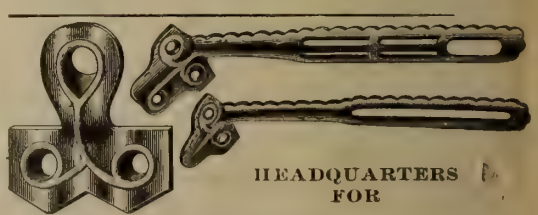
EVERYWHERE, says Hardware Reporter, the tinsmith is tempted to engage in plumbing work. It is new business. The work seems simple, materials are easily obtained, and the ordinary man can see no reason why he should not take it up and make a profit. The job, so far as he can see, involves no mechanical work which he is not fully able to perform Why a high-priced man should be called in to run a few lines of pipe and to put in a few traps and make some very simple connections seems to the average tinsmith a strange thing. He knows that he can, or he thinks that he can, put in all the work just as well as anybody else. He may not know how to wipe a joint, but he thinks that he can make a cup joint or something else that will answer every purpose. So in the country, especially in places where there are no plumbers, the temptation is a very strong one, and sooner or later the tinsmith is very likely to try something in the plumbing line. It is good advice to every tinsmith to keep out of the plumbing business unless he has a partner who knows it or unless he has a workman of exceptional ability and honesty. In other words, unless he can command the skill and knowledge to do first-class work it will be better for all concerned for him to let it alone. It is not merely a question of putting in a few lines of pipe as most men seem to think, but rather a matter which is very often one of life and death to those who are to occupy the building where the work is done. In and of itself, plumbing work requires a greater knowledge of natural philosophy, as it used to be called, or physics, as the modern term goes, than any other of the manual trades.

The tinsmith may do a bad job on a teakettle or a down pipe, and the greatest harm possible will probably be the annoyance of his customer. Even a leaky roof or a piece of cornice work not properly put together is not likely to do more than cause a loss of money, but in a piece of plumbing the ignoran workman may easily make a trivial mistake, in the theory of running pipe or of setting a fixture, putting in a vent or setting a trap, which will result in sickness and perhaps the death of some individual.

It is well to remember that plumbing is the most important and at the same time the most dangerous work which enters into the house. Its improper working always means sickness and often death. It is no use to talk to the tinsmith about the danger of sewer gas, or to go into an explanation of its dangerous character. The whole story can be told in a single sentence. Where waste water is discharged from the household through pipes, the air within those pipes becomes in some way charged with germs, and is exceedingly dangerous if allowed to escape where it will be breathed. The escape of this air from the pipes is what is dreaded, and although we speak of "sewer gas," yet it is the air in the waste pipes which is vastly more to be feared than the air from the sewers.

The action of water in pipes upon the seals of the traps, the action of one trap upon another, the ease with which a number of pipes may be joined so as to neutralize the effect of the seals, and a variety of other things, have constantly to be before the mind of one who is laying out or even executing a simple job of plumbing work. A very small and apparently trivial deviation from the theoretically correct work often converts a good job into one exceedingly dangerous. Practically, in running lead work, the plumber uses what is called the wiped joint exclusively, while the tinsmith relies upon the cup joint. Could the cup joint be properly made with a deep body of solder, and rigidly held, so that by no possibility could it be subjected to strain or bending, it might answer, but the solder has less strength than the lead and as it is disposed in the cup joint to resist straining, it is found that a disturbance that would not in any way affect the wiped joint is sufficient to actually break that made with the cup.

Still, it is not so much the difficulties of manipulation which the tinsmith has to meet as ignorance of the theory. It very frequently happens that a young man who has attended the trade school, and has become thoroughly conversant with the theory of plumbing work, can do a more effective and satisfactory piece of plumbing than a skilful but ignorant plumber of long experience. Knowing the how, why and wherefore is essential to all good work of this class, and when this is neglected no amount of hand skill will make up for a want of theoretical knowledge.


HEADQUARTERS FOR
Tinners' Hardware
AND Roofers' Supplies
Largest Stock
Greatest Variety
Prices Lower
Than Ever
Write us before buying elsewhere.
BERGER BROS., PHILADELPHIA

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

JOSEPH TELLIER, trader, Montreal, has had a demand of assignment made upon him.

G. Hoskin, tinsmith, Melbourne, has assigned.

James Stewart, furniture, Toronto, has assigned.

Paul Magnusson, general merchant, Selkirk, Man., has assigned.

Oliver Bros., painters, Petrolea, have assigned to Oliver Simmons.

E. G. Belisle, general merchant, St. Andre-Avelin, Que., has assigned.

James A. Moore, general merchant, Worthington, has assigned in trust.

James B. Bowes, foundry, Paisley, has assigned to Archibald Sinclair.

A Montebello general merchant named L. N. Castonquay has assigned.

T. Donkin & Co., general merchants, Shelburne, has assigned to F. H. Silk.

A. C. Fraser, wholesale and retail hardware, Galt, has called a meeting of creditors.

Carson Price, general store, Holland Centre, has assigned to Henry Barber & Co.

A meeting of the creditors of A. Gareau, wholesale saddlery hardware, Montreal, has been called.

T. W. Ness & Co., electrical supplies, Montreal, are trying to compromise at 30c. on the dollar.

A demand of assignment has been made upon N. H. Thibault & Co., lumber, Montreal. The firm has dissolved.

E. C. Gooden & Co., lumber and general merchants, Baie Verte, N.B., are offering to compromise at 30c. on the dollar.

W. A. Mowatt & Co., general merchants, Campbelltown, N.B., have assigned. So has Max Ross, of St. John, same Province.

PARTNERSHIPS FORMED AND DISSOLVED.

Walters & Crockart, carriage makers, Edmonton South, have dissolved.

Thos. Magnon and Alfred Coulombe have registered a partnership in Montreal to carry on business as blacksmiths.

Landry & Belanger, plumbers, Montreal, is the name of a new firm that has been registered, with L. Landry and A. Belanger as proprietors.

Scott & Leslie, wholesale and retail furniture, Winnipeg, have dissolved. John Leslie has admitted brother, and business will be continued under style of Leslie Bros.

CHANGES.

S. Hastie, Erskine Furniture Co., Victoria, has sold out Vancouver business to Charles Hach.

Wooley & White is the name of a new blacksmithing firm that has opened out at Fort Saskatchewan

W. J. Chayne, general merchant, Hibernia, N.B., has been succeeded by Peter Duffie.

SALES MADE AND PENDING.

The general stock of J. O. Mallette, Bedford, Que, is to be sold 12th inst.

W. Tilden, general merchant, Blytheswood, is advertising business for sale.

The stock of A. J. Dubuc, general merchant, St. Hyacinthe, Que., has been sold at 75c.

The stock of Nolan & Co., stores, etc., Jarvis street, Toronto, is advertised for sale 8th inst.

The stock of James Dick, general merchant, Shelburne, is advertised to be sold 11th inst.

The plant, stock, etc., of the Reliance Electric Manufacturing Co., Waterford, is advertised for sale by tender.

CHANGES.

Louis Payment, general merchant, is opening branch at St. Malo, Man.

FIRES.

G. Christmas, carriage maker and undertaker, Walsingham Centre, has been burned out.

John Kingsboro, tinsmith, etc.; J. Cameron, carriage maker; D. McDougall, blacksmith, all of Kinmount, have been burned out.

DEATHS.

Wm. Heyward, coal, grain, etc., Chatham, is dead.

J. J. Campbell, general merchant, Iona Station, is dead.

Elijah Bawler, of the Dominion Sanitary Pottery Co., St. John, Que., is dead.

SITUATIONS VACANT.

HARDWARE CLERKS—INCREASE YOUR INCOME by showing The Hardware Dealer's Magazine to your local hardware merchants and manufacturers. Subscription $1.00 a year. Liberal commission. For sample copy, terms, etc., address D. T. MALLETT, Publisher, 78 Reade st, N.Y



"BUILD TO-DAY THEN, STRONG AND SURE, WITH A FIRM AND AMPLE BASE." —Longfellow.

DO YOU?

WISH THUS TO BUILD, an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

OUR SALES OF

"BURHAM" Portland Cement

For the past 8 months have been

25,499 CASKS.

"BURHAM" Brand outranks all other Try it and be convinced. . . . .

Sole Consignees for Canada,

McRAE & CO., OTTAWA

MUNN'S LIQUID GLUE

Received the Highest Award

WORLD'S FAIR, 1893

In competition with

American Glues

THE ART METROPOLE, Agents.

131 Yonge St., TORONTO.

THE OAKVILLE BASKET CO.,



Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE BASKET CO.

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,

ESSEX, ONT.

LATEST MINING MACHINE.

IN a paper on coal cutting by machinery, which appears in the proceedings of the Federated Institution of Mining Engineers, T. H. Wordsworth describes a coal-cutting machine, manufactured by the Yorkshire Engine Company, which is chiefly remarkable for the size of the undercut.

The cutting wheel is 68 inches in diameter, and undercuts to a depth of 4 to 4½ feet with a cut 4½ inches high, which, it is believed, is the greatest depth and height yet attained by a disc machine. The cutter-wheel is carried by a strong cast-steel triangular shaped bracket with phosphor-bronze bearing. This is attached by T-headed bolts and set screws to a strong steel frame carried on three adjustable wheels, two being placed in front of the machine and one behind. On this frame are fixed the engines, second motion shaft and feed drum. There are two cylinders, each 9 inches in diameter and 9 inches stroke, fitted with reversing gear. The second motion shaft is driven by wheel gearing in the reduced proportion of three to one. A small bevel wheel on the end of this shaft is geared into a rack near the periphery of the cutting-wheel, the gearing being in the proportion of eight to one. The engines thus make 24 revolutions to one of the cutting-wheel. The cutters are fixed into pockets on the periphery of the wheel, and are each held in position by a pin and set screw. Three sizes of cutters are used, one single and two double, the latter being 3 to 4½ inches respectively.

As a result of the deeper cut, the number of shots used to detach the coal has been reduced about one-half; the breaks are further apart, thus allowing the props to be set between them and the face, and this, together with the fact that a greater weight of coal is undercut for each time the machine is removed, has considerably reduced the cost.

The machine is worked by two men, one in front to set any timber and lay the road, and the other who is in charge of the machine, takes up the rails, clears away the debris from the machine, and puts in sprags. There is also an official who superintends the work.

With two men, under favorable conditions of roof, etc., the machines will cut a length of 180 feet in a shift o eight hours, but if an extra man assists in removing the debris, a greater length can be cut. The average for some time past, including removals of the machine and taking off pipes, is 135 feet per shift of eight hours.

The machine is worked by compressed air. The compressors placed on the surface are on the wet principle, and consist of two air cylinders 26½ inches in diameter (with water towers) placed behind the steam cylinders, which are 24 inches in diameter and 5½ feet stroke. The air pressure at the surface is 45 to 50 pounds per square inch, while at the machine it varies from 40 to 50 pounds. The air compressing engines work continuously for haulage purposes during the morning shift, and for working the pumping engines and coal-cutting machines during the afternoon and night. The compressed air is taken down the pit and along the roads through 5,760 feet of 7-inch and 3,600 feet of 6-inch pipes, and 4-inch pipes are used along the main bords. A receiver is placed about the centre of each bord. Wrought iron pipes are laid up every alternate heading, 2½-inch pipes being used for one-third of the length and 2-inch pipes for the remaining distance, so that the coal-cutting machine is sometimes worked at a distance of two and a-half miles from the compressor.

ASBESTOS.

GEORGE STEWART, in a recent article published in The Week, says that for several years the principal supply of asbestos was yielded by Italy, for though it occurs in Germany, Russia, Spain, Portugal and other countries in Europe, Australia, China and Japan, and a section of Africa, it is unfit to enter into competition with the long-fibred Italian variety, or the still more valuable Canadian product—though of shorter fibre—which hold a distinct place in our industrial arts. The Italian asbestos differs from the Canadian article in color, being a brownish-grey, while the latter is almost a pure white, and, when newly broken, possesses a pretty green tint. Though asbestos has been known to exist in the Province of Quebec for more than half a century, it is only a few years ago that the minds and means of capitalists were turned to the development of the vast deposits which abound in Thetford and Black Lake, on the line of the Quebec Central railway, between Quebec and Sherbrooke. Twenty years since the mineral was used in but few manufactures, to-day it is employed in more than a hundred, and new uses are found for it continually in the various arts of commerce. The Canadian mines yield the best quality for spinning and fine manufacturing purposes, and easily command superior prices in the markets of the world. A few years ago, the first quality brought $250 a ton. It is considerably less now, owing to a variety of causes, chief among which may have been over-production, but its prestige is still maintained. There are three grades. No. 2 and No. 3 are largely used in the coarser arts, while No. 1 is used for spinning and weaving. Canadian asbestos belongs to the talc or serpentine group of minerals, and extends through the eastern townships, from the boundary of Vermont to the Peninsula of Gaspe. The area of the mines is confined, practically, to the townships of Thetford, Ireland, Coleraine and Wolfestown. The resistant action of the asbestos fibre, or of cloth woven from this fibre, to heat, is one of its most wonderful properties. Temperatures of 2,000 to 3,000 deg. are easily withstood, while with some varieties a temperature of 5,000 deg. Fahr. has apparently produced no visible effect. Its property, also, of successfully resisting the action of acids is one of great value, and these properties render this substance of great importance in certain chemical operations, so much so that its use in this direction is rapidly increasing.

The uses to which this remarkable product has been put are numerous, and include the manufacture of clothing for firemen, theatre curtains, mail bags, fire shields, fire-proof paper, roofing and flooring, packing in fire-proof safe, piston packing in steam engines, filters, fire-proof paints, wall papers, coverings for steam pipes and boilers, mill boards, etc.

J. A. Fisher, who has a large practical knowledge of asbestos mining, thus describes the Quebec asbestos: "In the asbestos bearing rock proper, the veins of asbestos are seen, without any special arrangement, intersecting the mass of the rock, generally in every direction. In size they range from mere threads, sometimes close together, to a thickness of one to two inches, and vary occasionally three to four inches. Hand labor has been largely superseded in Canada by the use of steam derricks, drills worked by compressed air and other appliances. When a block of asbestos bearing rock has been displaced by the usual methods employed in blasting, the pieces are broken up, barren rocks removed to dumps or waste heaps, and the remainder passed through the process of cobbing whereby the remaining rock is removed and the asbestos exported ready for the manufacturer."

NEW WATER TUBE BOILER.

The Admiralty are experimenting with a new form of water tube boiler, designed by a French gentleman named Du Temple, which, it is stated, yields remarkable results. The arrangement of the tubes differs considerably from those in the majority of tubulous boilers. For instance, the tubes are of a zigzag shape and of small diameter, those nearest the fire being of less diameter than the others. One of the Du Temple boilers has been fitted in a French torpedo boat, and on the official trial the vessel attained a speed of 27.22 knots. The horse power developed was 2,700 horse power in a grate area of 43 square feet, and with 1,641 square feet of heating surface. The Du Temple boilers are being fitted on the torpedo boat Spanker, and the result will be watched with much interest by engineers. The Admiralty are also making experiments with another type of French boiler called the "Belleville."—Vulcan in Ironmonger.

DOWSWELL BROS.
HAMILTON, ONTARIO
MANUFACTURERS OF
Clothes Wringers, Mangles, Churns, Washing Machines, and Household Specialties
Prices are low but you will find our goods first-class. Send for Catalogue. . . . .
EASTERN AGENTS
W. L. HALDIMAND & SON, - Montreal

RAMSAY'S
Furniture Varnish
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Inside Varnish
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In Handy Cans
IS THE PROPER LINE.
A. RAMSAY & SON
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GET OUR PRICES FOR


Calcined Plaster. Sewer Pipes.
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and General Builders' and Contractors' Supplies.
W. McNally & Co.
MONTREAL.

Pigou, Wilks & Lawrence
Limited.
11 QUEEN VICTORIA ST., - LONDON, E. C.
Sole makers of the
"ALLIANCE"
PRIZE SPORTING POWDER
THE TRADE ONLY SUPPLIED.

HITTING THE SPLINTER.

"How is the advertising business, Cannon?" queried a friend to the well-known advertising manager.

"Dull, sir! Dull!" he replied. "Everybody economizing. Scared to death. Pulling in their horns. No enterprise left in 'em. Some of 'em carrying it so far, sir, that if they do not take care they will hit a splinter."

"Hit a splinter! What do you mean?"

"What! Do you mean to say you never heard that expression before? Well, I will tell you: Old Bill Soper, near Henderson, Ky., was about the closest-fisted old man in the state—wealthy and miserly. His son, young Bill Soper, went to town and spent 5 cents on a ginger cake. It nearly broke the old man's heart, so he sent him to old man Hugh Tate, an economist, to take lessons in economy. 'Ask him questions, Bill,' said the old man, 'and bear in mind what he tells you. He will make your fortune for you.' Old man Hugh Tate was a close-fisted farmer, and when Bill got there it was dark—just in time for supper. They had nothing on the table but bread and water. 'Why do you not have vegetables?' asked Billy, 'there are lots in the garden!' 'Sell 'em,' replied the economist. 'Why do you not have mutton, you have lots of sheep?' was the next query. 'I sell the mutton,' said Tate, and so the lesson proceeded. When the meal was over Tate blew out the candle. 'What did you do that for?' queried Billy. 'Candles cost money,' responded the old man, 'we can talk in the dark.' Just then he heard rustling on the other side of the table, and said: 'What are you doing, Billy?' 'Taking off my pants' said Billy, 'save wearing the seat out, nobody can see in the dark.' 'Good boy, Billy! Good boy! You can go home in the morning, I can't teach you anything. But, sonny; mind you don't hit a splinter and ruin yourself.'"

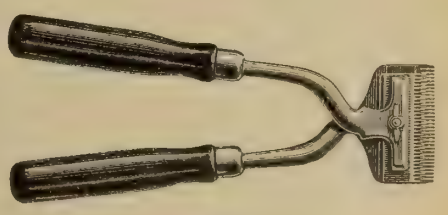
BELGIUM IRON INDUSTRY.

It is noticeable that Belgium as an iron and steel producer is forcing its way into the front ranks of the various European competing nations. During the first six months of the present year Belgium exported 9,328 tons of steel girders; 32,301 tons of steel rails; other rolled steel, 11,389 tons; worked steel, 16,316 tons; iron grinders, 19,087 tons; iron sheets, 32,067 tons; other rolled iron, 71,380 tons; rolling stock, 9,976 tons, and machinery, 15,729 tons. Belgium and Germany are to-day, as an exchange remarks, the most serious competitors of Great Britain in its foreign iron trade, and are likely to be increasingly so, as at a lower cost of production and with equal facilities of manufacture, coupled with considerable shrewdness and energy, they can dispute trade with Great Britain even in its own markets.

ADAM HOPE & CO.,
HAMILTON
Offer for Sale
"Pioneer" and "Sloss" PIG IRON
These are fine foundry irons, being strong and large scrap carriers.
Also all the well-known—
Scotch Brands,
Broken Car Wheels,
and Railway Cast Scrap.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND **"C. I. F."** THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.
GEO. E. DRUMMOND,
Managing Director and Treasurer

BEWARE OF COUNTERFEITS
GET THE OLD ORIGINAL AND ONLY RELIABLE
John Lucas & Co's Imperial French Greens


Horse Clippers
Gem and H. Boker.
FINEST QUALITY
New Stock Just Arrived
RICE LEWIS & SON, Ltd.
TORONTO, ONT.

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

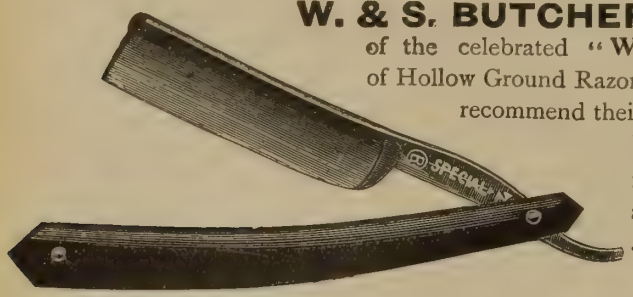
8 to 16 MORSE STREET, - - TORONTO, ONT.



For Iron Fencing Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.



W. & S. BUTCHER, Sheffield, England, Makers for over *ONE HUNDRED YEARS* of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

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OR



OR

SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
M.L.S. equal to Bradley	$5 50	$5 75
I.C., usual sizes	6 75	7 00
I.X., "	8 00	8 25
I.X.X., "		
Raven & P.D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½ x 17	3 50	3 75
D.X.,	4 50	4 75
D.X.X. "	4 75	5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	3 35	3 50
I.C., special sizes	3 60	3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	6 50	6 75
I.X. Terne Tin	8 75	9 00
Old process I.C.		13 00
" " I.X.		16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6¼	6½
26 "	6¾	7
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 85	1 90
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 25	2 30
Hoop " "	2 25	2 30
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron,

8 to 20 gauge	2 50
22 to 24 "	2 35
26 "	2 45
28 "	2 65

Canada Plates.

All dull	2 50	2 55
½ polished	2 55	2 60
All Bright		2 85

Iron Pipe.

Wrought 67½ to 70 p.c.
Galvanized, 45 to 50 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4¼, 4½
26 gauge, "	4½, 4¾
28 " "	4¾, 5

Note—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4½
" ⅜ " "	4⅛ 4⅜
" 7-16 " "	3⅞ 4
" ½ " "	3⅝ 3¾
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2¾
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10½ 0 11
Lake Superior	0 10¾ 0 11

Bolt or Bar.

Cut lengths, round, ¼ to ¾ in.	$0 20 $0 22
" round & square	
1 to 2 in	0 19 0 21

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft.	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04¼ 0 04½

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2¾ 0 02¾
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.	
Bar Half-and-half (guar.)	0 13½	0 14
Standard	0 12½	0 13
Wire	0 17	0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10½ 0 11
Other makes "	0 9½ 0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4 50 4 75
No. 1 Do "	4 50
No. 2 Do "	4 25
No. 3 Do "	4 00

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian " " "	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal		0 69
Extra "		0 90
Brown Japan "		0 65
Brown Japan, Turpentine p. gal.		0 85
No. 1 Carriage "		1 30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls)

Selected Packages, per gal	0 41	0 42

Castor Oil.

Best, per lb	0 06⅜	0 06¾

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each	....	4 50

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's per doz	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25 8 00
" Sewing, "	

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	4 00	4 25

Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking	9 00	
" 2, " "	4 50	

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70 and 10 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.

Vegetable, per doz., dis. 37½ per cent		
Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	500	4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 and 5 p.c.
Loose Pins, " 65 & 10 to 70 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair | 0 40 | 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	....

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*
American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz | 0 85 | 4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.		
Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	1	35
" No. 2	2	70

Compasses, Dividers, etc.

American, dis., 60⅓ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	2	00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto FileCo., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	11 5	2 20	1 50	....
26 to 40	1 30	2 50	1 75	....
41 to 50	....	2 90	....	4 00
51 to 60	...	3 20	....	4 50
61 to 70	....	3 50	....	5 00
71 to 80	....	3 90	....	5 75
81 to 85	....	4 40	....	6 50
86 to 90	....	5 00	....	7 75
91 to 95	....	....	....	9 00
96 to 100	....	....	....	10 50
101 to 105	....	....	....	12 00
106 to 110	....	.....	....	14 00
111 to 115	....	....	....	16 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 88	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis
Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p.c

Heavy, per lb	03 3-5	0 04½
Screw hook and hinge—		
6 to 10 in., per set	0 00	0 02⅞
12 up "	0 00	0 02⅞

Per doz. set.

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis 50 to 60 p.c

Per doz. pairs

Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mor ar, etc., discount 40 to 45 per cent.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Car. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails

Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " " ... 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.
Hay Knives, spear point, L or T hdle 45 per cent. dis.
Lightning, per doz. 8 40 14 00
Heaths, 45 per cent. dis.

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis 00 to 25 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

	Basis	Pat'n.
1. Either Canada or Amer.		
40dy	1 90	1 95
30 dy	1 95	2 00
20, 16 & 12 dy	2 00	2 05
10 dy	2 05	2 10
8 & 9 dy	2 10	2 15
6 & 7 dy	2 25	2 30
2. Amer. Pattern Only from 4 to 5 dy	2 35	2 40
3 dy. (lath)	2 85	2 90
3. Canada Pattern Only from 4 to 5 dy	2 35	2 40
3 dy. (lath)	2 75	2 80
3 dy. A.P. Fine	3 45	3 50

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... ..... 12 00 15 00

Netting.

Poultry, 65 to 65 and 5 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S R. Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... . 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Star R & L.Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 1½ 2
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3¾ to 4c. ft.

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.

Canadian dis. 30, 35 per c.

	Rope Sisal.	Per lb. Manilla.
7-16 in. and larger.. ...	7¼	9¼
¼, 5-16, ⅜ in..... ...	8	10
Cotton, per lb.....	18	20
New Zealand.....	8½	9
Russia Deep Sea, per lb..	12½	13½
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.

Sectional, per lb..... 1¾

Saws.

Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz 7 50
Hand, Disston's, dis 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross-Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

"Lincoln" McMillan & Haynes, per doz 7 50

Scales.

Canadian List, dis. 40 to 40 and 5 p.c.

Scale Beams.

Canadian, B S. & M. dis. 40 p. c.

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent
B. & W. N. P., dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ¼ or ⅛ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3¼
Wrought Iron, dis. 80 to 80 & 5 p. c.
Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enanelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 8 00
" 2 " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman s, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 p.c

Thimbles.

Asbestos, filled, per doz., 35 to 40 p c.

Ties.

Cow, per doz 1 75 2 50

Tinner's Tools.

P.S.&W., net list.
Canadian 15 to 35 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33½ p.c. to 35 p.c.
Game, H & N., P. S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9 00

Twines.

Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, Common Sense 6½
" Blue ribbon 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8

On prison made twine freight is prepaid to any railway station in Ontario.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5¾ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	3½
" 4 " 4 & 6 " "	3¾
" Plain twist, all deld	3½ 3¾
" Steel thorn and ribbon.....	4¾ 5
"Lock Barb," 4 point	.. 4½
Ditto Glidden 2 point	.. 4½
Galvanized Barb, "Lyman," 2 to 4 points.....	.. 4½
Steel staples	... 3¾

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

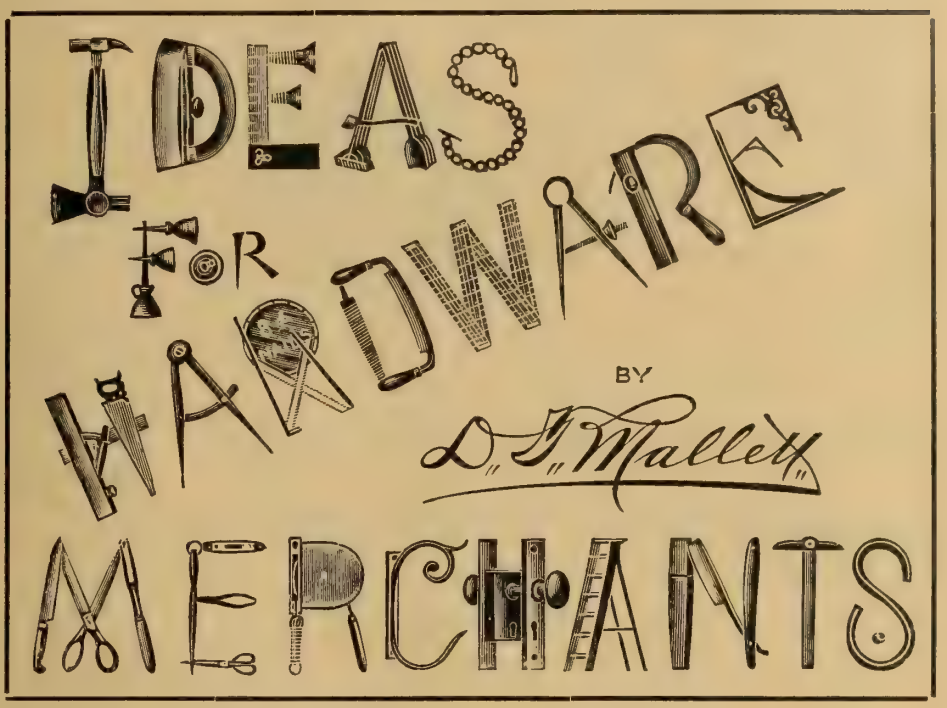
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Of Montreal and Toronto.

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Yours very truly,

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CANADIAN
HARDWARE
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VOL. VI. TORONTO, SEPTEMBER 15, 1894. No. 37.

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FOR THE
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"RESISTO"

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Against Collapse

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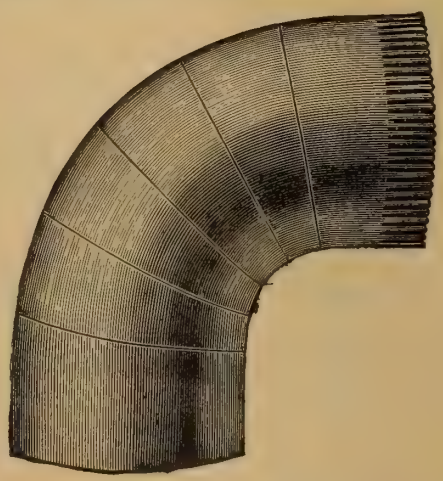
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"Perfection" Inside Seam

ELBOWS.



Strongest

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Stove Boards, Coal Hods.

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TORONTO, ONT.

HARDWARE

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

Vol. VI. TORONTO AND MONTREAL, SEPTEMBER 15, 1894 No. 37

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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CUTTING IN PLATE GLASS.

RUMORS are rife regarding the cutting of prices in plate glass.

There is an association on this article, and it fixed the discount at 35 per cent.

All the large dealers are not affiliated with the association, but those of them who are not are in sympathy with it and adhere to the fixed discount list, which is tantamount to being members.

The source of the cutting is not, therefore, the big dealers outside the association. It is alleged to be within the very association itself, and also, at least, with one small independent dealer. And it is said that evidences are not wanting where a discount of 40 per cent. has been allowed.

HARDWARE understands that the dealer who has most cause to be aggrieved is a member of the association. And his eyes became opened to the cutting that was being practised when he found that contracts which he had tendered for were being regularly obtained by some other tenderer at figures below the Association price. Then he raised his voice.

DISPLAYING CUTLERY.

De Wolfe & Dinsmore, St. Stephen, N.B., have devised a useful plan for holding and displaying cutlery, especially the pocket varieties. They have drawers made with glass fronts deep enough for an average knife. Between the glass and the wooden front of the drawer the knives are placed on end in small sockets bored in the bottom of the drawer. The drawers fit close to the shelving and no dust gets in. Two or more packages may be placed in each drawer, and one sample out of each package placed behind the glass. They make attractive shelves. The idea is Mr. Dinsmore's, and the drawers were made by clerks in spare time. Each drawer is about 4½ inches square, but they have also larger drawers for table cutlery. The edges are painted the same color as the other drawers. Each has a small porcelain knob on the lower edge. A handy clerk in any store could make a supply in his spare time. The idea might easily be extended to other articles. In stores where rough drawers now exist, the outer ends could be transformed into plate glass fronts, and their ends trimmed down to form the inside end of the drawer. Care should be taken to fit the top of the glass as close as close as possible to the shelf, so that as little dust as possible gets in.

WHY GLASS WAS NOT ADVANCED.

HARDWARE intimated a couple of weeks ago that an effort was being made to advance the price of window glass on the Toronto market 20 per cent. in consequence of the sharp advance in the Belgium market.

The advance, however, has not yet materialized, nor is it likely to for the present at any rate, the movement having evidently collapsed.

The particular obstruction to the consummation of the idea regarding higher prices was, as far as HARDWARE can glean, one house which has an unusually large and complete stock on hand.

This house has set its foot down and said there shall be no advance so far as it is concerned, and of course when one large house stands out like that it would be folly for the others to put their prices up.

There is, however, a steadier feeling in prices in sympathy with the primary markets, and with this Toronto dealers will, in the meantime, apparently have to be content.

DEFECTS IN HOME WHITE LEAD.

THE Maritime Provinces have for many years been accustomed to the very finest of imported white leads, and it is natural that they should quickly find all the faults and imperfections in the domestic product.

This is no doubt due to the close prices at which the Canadian grinders sell under the recent fierce competition.

Nearly every dealer is growling because it is too coarse or because it is too fresh.

There is no reason why both these complaints should not be met. It may be necessary to charge a trifle more for better lead, but the firm who do it can eventually get the trade. In some other lines of business manufacturers meet competition by putting a cheaper brand on the market, but steadily maintain the quality of their established brand. Doing so often enhances the value of the old brand.

"Another grave fault," remarked a Western grinder who was spoken to regarding the complaint of the Maritime Province dealers, "is that the close prices of the ground lead have forced manufacturers unwisely to buy cheap grades of dry lead containing a large percentage of foreign matter, which is a great detriment to the body as well as to the grinding of the article. The trouble with the cheap dry lead is that the iron or the sulphur has not been sufficiently extracted from it, and where there is a high percentage of these foreign elements the lead cannot be ground sufficiently fine. The complaint of the Maritime Province people is well founded."

AN ASTOUNDING RESULT.

AN interesting statement has just been compiled by the State Department, Washington. It relates to the exports of foreign countries to the United States during the quarter ending June 30, 1894.

The statement is compiled from reports of the United States consuls in the several foreign countries concerned, and the peculiar interest in it lies in the fact that it shows the extent to which exporters to the United States held off awaiting the new tariff to go into force.

The results shown are astounding. From the United Kingdom alone the imports declined more than $16,000,000 compared with the same period last year; from Austria-Hungary, $916,949; from Belgium, $846,814; from Germany, $4,314,620; from Sweden and Norway, figures not complete, but large decrease; Switzerland, $1,256,155.

The figures relating to the exports from the Dominion of Canada read as follows:

MARITIME PROVINCES.

	Decrease.		Decrease.
Charlottetown, P. E. I.	$101,305	St. Johns, N.F	$ 30,960
Halifax, N.S.	5,719	St. Stephen, N.B.	8,208
Moncton, N.B.	36,027	Windsor, N.S.	*19,930
Pictou, N.S.	*13,675	Woodstock, N.B.	*9,314
St. John, N.B.	169,987	Yarmouth, N.S.	119,134

Total exports for the quarter, $1,358,539; total decrease, $418,423.

ONTARIO.

	Decrease.		Decrease.
Amherstburg.	*$79	Orillia.	*$36,210
Belleville	168,079	Palmerston	31,684
Brockville	47,547	Port Hope	97,991
Chatham	*67,025	Port Rowan	16,381
Clifton.	9,339	Port Sarnia	17,737
Collingwood	196,042	Port Stanley and	
Port Erie	6,753	St. Thomas	23,879
Goderich	11,016	Prescott	*42,596
Guelph	17,124	Sault Ste. Marie	*376,540
Hamilton	215,831	Stratford	2,008
Kingston	32,261	Toronto.	122,328
London	4,584	Wallaceburg	42,293
Morrisburg	15,211	Windsor	1,380
Ottawa	136,180		

Total exports to the United States from Ontario, $4,013,150; total for same quarter in 1893, $4,704,903; total decrease, $691,752.

* Denotes increase.

THE DEMAND FOR TIN PLATE.

"MANY people," said a leading broker in Montreal on Monday last to HARDWARE, "have all along been expecting that the new United States tariff would have an effect on the tin plate market in Wales, and so affect prices in Canada. At present, prices at primary centres are easy, and the spot market is quiet, while I don't anticipate any change in the Welsh market from the change in the American duties.

"The new American tariff, as far as iron and steel is concerned, is only a modified McKinley tariff, and I don't anticipate any substantial increase in the British shipments owing to this fact. Since the passing of the McKinley tariff, British exports of tin plate to the United States have, as everyone knows, fallen off very considerably, namely, from 321,109 tons in 1890, to 255,584 tons in 1893, or a difference in the four years of 65,500 odd tons. This falling off I attribute partly to the development of the manufacture of tin plates in the United States since the inception of the McKinley tariff, partly to the depressed condition of trade during the last year or two, and also to the fact that a lighter kind of tin plates have been sent out to the States owing to the higher duties charged.

"Considering all these drawbacks I hold that the English exports of tin plate to the States have been on a fairly liberal scale and that even with the reduction in the American duty that has been made, I don't look for much increase in the demand as I have already intimated. During the three years which have elapsed since the McKinley bill came into operation, a considerable domestic production of tin plate has been developed in the States.

"The annual production, according to official returns, is 1,500,000 boxes of 100 pounds each, which at a rough estimate I approximate as about one-fourth the American consumption in 1893.

"All this has been the result of the McKinley tariff, and the results on the imports from Wales have, as I point out, been notable. I fail to see, therefore, how the slight modification in the American duty that has been made is going to change this and increase the American imports of Welsh tin plate."

PATRON STORES' SUPPLIES.

THE prominence which the Patrons of Industry have developed lately in politics has hid somewhat from view their operations in regard to the retail trade of the country.

Occasionally, however, a glimpse is obtained and then it is seen that the same old process of disintegration is going on among the stores that the Patrons have set up.

In one little town of 1,300 inhabitants in Western Ontario two Patron storekeepers have just gone the way of many of their predecessors, and another is said to be contemplating the folding of his tent.

In Bradstreets' neither of the two firms that have failed are given any rating. Their names are given, but that is all, while the third firm, about whose stability rumors are current, is rated as poor pay.

But if a mercantile agency would not rate the two firms as worthy of credit, there were wholesale houses who would. At any rate they trusted them.

This leads a merchant in another town to write asking how it is that these Patron storekeepers can get goods "when we have been led to believe the wholesale trade did not cater for such a class of trade;" and further on he adds, "could we retailers possibly feel sorry for the wholesale houses who have been badly bitten by such a class of customers, especially when they knew with whom they were dealing, and equally well that they were assisting the Patrons to destroy the good old reliable retail merchants of the country?"

All that our correspondent says regarding wholesalers "assisting the Patrons to destroy the good old retail merchants" when they supply Patron stores with goods, is true. And he would have been equally true had he said that the wholesalers thus engaged were helping to destroy themselves.

In a word, the wholesaler who supplies goods to the stores of the Patrons is helping those who are the avowed enemies of the legitimate storekeeper to dam up and cut off his main source of supply.

HARDWARE is yet to be convinced that this short sighted policy is pursued by the leading and old-established wholesale houses. Occasionally, "in a moment of weakness," an ordinary wholesaler may sell a bill of goods to a Patron storekeeper, but it is rare, we believe.

The houses that do supply the Patrons regularly were instituted for that purpose. They are usually well known, and obtain comparatively little patronage from the legitimate retail merchant.

Those of the regular merchants who deal with these Patron-supplying wholesale houses are invariably caught with some glittering inducement such as cheap sugar, etc., or a long term of credit.

The Patron store is an exotic that cannot thrive in the world of business. It is bound to die in time. It is dying now. But until it is dead and buried it cannot be prevented from getting supplies.

If the regular wholesaler will not cater to them there is some one who will spring up and make it his special business to do so.

All that the legitimate storekeeper can do

is to refuse to buy one single dollars' worth of goods from the wholesaler who is found selling to Patron stores, no matter what inducement may be held out for him to do so.

Let each storekeeper so decide and stand by his decision. Then a blow will be struck that will do some good.

Any wholesaler that condescends to supply Patron storekeepers deserves no sympathy when his regular customers leave him and losses crowd upon him, as is sure to be the result in the latter particular at any rate.

GETTING "STALE."

CLOSE application to business is the price of success ; but there is a possibility of the success being attained at too high a cost, just as a merchant sometimes pays too much for his goods.

All business and no relaxation makes merchants dull and prematurely old, as well as all work and no play makes Jack a dull boy.

There are men who move, live and have their being in their businesses.

They get up in the morning and go to the shop, and leave their shop and go to bed, year in and year out. They close their stores Sundays, but their minds are all day in business.

The athlete who is ever training gets "stale," to use a sporting term, and so does the merchant who does not occasionally take a rest from business.

The summer is nearly gone, and there are storekeepers who have never sniffed a lake breeze or taken a drive into the country since it set in.

They know by the tired and listless feeling they have that such close application is doing them harm, but they console themselves with the idea that they are only complying with the imperative demands of their business.

Never was there a bigger mistake. Business demands attention, not slavery.

Relaxation should be taken regularly just as should meals and sleep. And one is as much conducive to health as the other.

The man who, tired and weary with the cares of business, takes a respite therefrom, comes back more vigorous in body and in mind, feeling well repaid for the hours or days he has snatched from his ordinary mercantile pursuits.

AMONG OUR READERS.

ST. STEPHEN, N. B., Sept. 8th.

Chase, Barker & Co. have recently put in a large plate glass front in Daniel Regan's stove and tin store. "We do not look for much more business in this line for some time," said Mr. Lowell, of that firm. "We are also handling a good many windows and doors, but trade this season has been dull."

Business men living on the borders are said to favor annexation in many cases, but the Canadians and Americans who have been living there for some time are to a man opposed to it, not because they do not like the Americans, for the two peoples are on the friendliest possible terms, but because they do not like their institutions. They like the Canadian system of Government much better. There is more real freedom for the average citizen under it.

"The Canadian manufacturers are making a great mistake in putting white lead on the market too fresh," remarked Andrew De Wolf in course of a conversation with THE HARDWARE MERCHANT. "They do not hold it long enough, and when we come to handle it we find it altogether too new." This is not the first complaint that has come from retailers and practical painters. In several places in New Brunswick and Nova Scotia were heard also loud mutterings on the depreciation in the quality of well known brands of white lead. This was explained in one instance by cutting in prices; to meet the cut the lead was adulterated. It is difficult enough to work up a reputation for a brand these days, and their action seems suicidal.

I picked up a good idea in cutlery drawers from De Wolf & Dinsmore, which is published elsewhere.

J. K. Laflin, who has been in business for 36 years, will shortly wind up. It is possible that his son may take it all over, but he will at any rate continue the painting business.

E. M. Boyd, of J. A. Boyd, stoves and tinware, speaking of the heating trade, said that in St. Stephen the people wanted American furnaces. "We put in twice as many as of Canadian make, but people are now beginning to find they get more satisfaction out of Canadian stoves and furnaces than out of American in the long run. We are handling several Ontario makes and have no complaints. I have just sold a large Gurney range, and have ordered another like it."

Todd Bros. are much interested in Rice Lewis & Son's bicycle scheme. They are doing a business now in machines, but hope to materially increase it, as they have another store across the river in Calais, Me.

PUZZLED PLUMBING INSPECTORS.

A CURIOUS and for the time being puzzling incident came before the plumbing inspectors of New York city not long ago, writes a "Plumbing Inspector" in Plumbers' Trade Journal. It appears that in a certain eight story business building downtown, the drinking water above the third story gave forth an odor as if of illuminating gas and it also possessed a gassy taste, if illuminating gas can possess a taste. The water which was supplied to the building from a tank located on the roof filled every day by a Worthington steam pump situated in the celler had, up to this time, been pure and clear as croton water can be.

The part that puzzled the clerks and business men of the building was that below the third floor the water did not seem at all contaminated by any gaseous smell or taste. The New York city health board was notified and several inspectors were sent to investigate.

It was finally resolved to dig out to the water main in the street, after an examination had shown the tank on roof in good condition, and that no gas pipes ran near it.

So laborers were set to work digging, and in front of the building they discovered, upon a mighty close inspection only, that the main lead service pipe had become pitted by the action of the sandy soil.

Another close inspection brought to light a short distance away an odor as of illuminating gas, and it was further found that a gas main nearby was in a leaky condition.

The Worthington pump in the cellar was set in operation and the inspectors awaited developments. Every time the pump drew in water through the lead main, it was observed that a slight film which usually forms on the inside of lead service pipe drew itself inward and with the holding of the water until the motion of the pump the following second the pressure forced the film back without permitting the escape of any water.

It was figured out and the problem solved in this way ; Sandy soil will pit lead pipe ; it had done so in this instance ; nearby was the leaky gas main. Inside the building in the cellar was the steam pump which sucked in through pitted service pipe the escaping gas, carrying it up to roof into the tank, and as the tank only was necessary to supply to the fourth floor, the city pressure being sufficient for the floors below, the reason why the odor and taste of illuminating gas in the drinking water above third floor and the clearness of the water below was evident. The gas main was repaired, new lead service replaced the old, and now the Worthington pumps croton uncontaminated for those who desire to use it.

IRON AND STEEL PRODUCTION.

THE annual statistical report of the American Iron and Steel Association for the year 1893 has just been issued. The report is the work of General Manager James M. Swank, and is replete with statistics of production, shipments, prices, exports, imports, etc., all of the greatest interest, particularly as the year 1893 was one of abnormal depression in the trade.

Mr. Swan prefaces his report with a general review of the domestic trade, in which the leading events of last year's panic are graphically recited and their bearing upon the production of iron and steel clearly set forth. This is followed by a general statistical summary, from which is taken the following :

"The production of iron ore in the United States in 1893 was 11,587,629 gross tons, against 16,296,666 tons in 1892, a decrease of 4,709,036 tons. The shipments of iron ore from the Lake Superior mines in 1893 amounted to 6,080,492 tons against 9,069,556 tons in 1892, a decrease of 3,009,064 tons. Our imports of iron ore in 1893 amounted to 526,951 gross tons, against 806,585 tons in 1892. The imports in 1893 were the smallest since 1885.

"The production of pig iron in the United States in 1893 was 7,124,502 gross tons against 9,157,000 tons in 1892, a decrease of 2,032,498 tons. This decrease was almost entirely in the second half of 1893, the production in the first half being 4,562,918 tons and in the second half only 2,581,584 tons. The production of pig iron in the first half of 1894 was 2,717,983 tons, which was but slightly in excess of that in the second half of 1893"

The production of Bessemer steel ingots in this country in 1893 was 3,215,688 gross tons ; in 1892, 4,168,135 tons. The production of all kinds of rails last year was 1,136,458 gross tons, against 1,551,844 tons in 1892. Tin plates and terne plates to the amount of 123,606,707 pounds were produced in 1893, compared with 42,119,192 pounds in the preceding year.

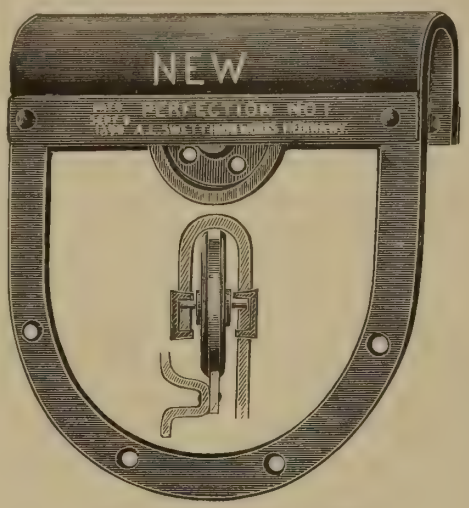
In addition to complete information concerning the domestic trade the report contains some very interesting statistics of the iron and steel industries of foreign countries.

A LITTLE SHOW OF THEIR OWN.

Owing to the great variety of goods carried by the Gurney Foundry Co., they were unable to secure space suitable and necessary at the Toronto Fair to do their exhibit justice, so they turned their warehouse over the office in King street into a show room where they have been busy entertaining their customers. This exhibit is said to contain the largest variety of stoves ever shown by one firm in the Dominion. The space occupied is nearly equal to that of the stove building at the Toronto Fair, and is filled with hot water and hot air furnaces, radiators, gas, oil gas, wood and coal stoves. There are about 150 stoves and yet no two are alike. All their travelers are in the house entertaining their customers and keeping an eye on the firm's interest.

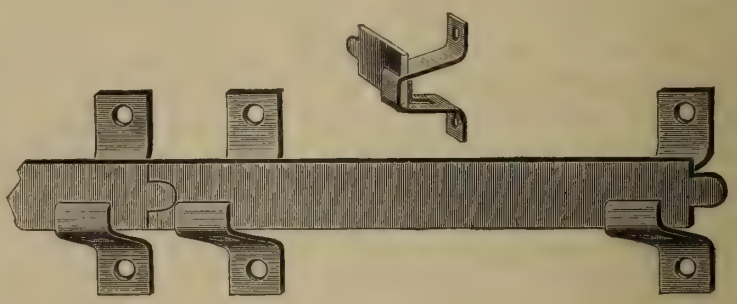
IMPROVED BARN DOOR HANGER.

The accompanying illustrations show an improved barn door hanger with rail and hinge stayer that H. S. Howland, Sons & Co. are handling. The hanger is named

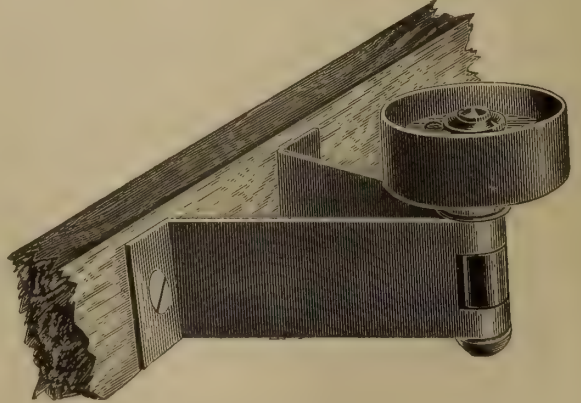


NEW PERFECTION DOOR HANGER.

the "New Perfection." It is covered, as will be observed, and is anti-friction. The steel channel, rolled in one piece, forms a strong, perfect rider bar, the axle having a wide bearing surface in the channel, and the wheel revolving on the axle prevents wear at the end of the rider bar. The under lip of the channel can be bent downward and the wheel taken out, if desired. The rider bar being angle in shape makes it strong. The channel is wide, which keeps the wheel from jumping the track. The "Perfection" lock bracket rail has the steel bracket passing through the rail and locked. It is strong and is adapted to any groove wheel hanger. The adjustable hinge stay holder can be adjusted to a door of any thickness. It is extra strong and cannot get out of place.



LOCK BRACKET RAIL.



HINGE STAY HOLDER.

HONORS IN BRUSHES AND CHURNS

A handsome exhibit at the Industrial Fair is that of Chas. Boeckh & Sons. They show a full line of their standard brushes, brooms and woodenware. Their samples of the flexible bridled brushes have been examined with much interest by the trade and also by practical painters, who concede it to be one of the most important improvements in painters' brushes ever made, as it does entirely away with the old fashioned twine binding, and the brush is ready to put into use. They show also a large variety of household, toilet and stable brushes, all of the highest class of design and workmanship. In the Dairy Building they show a large line of butterware, such as churns, moulds, spades, ladles, etc. Their "Cradle" churn has been awarded first prize over all competitors. This firm was also awarded a bronze medal and several first prizes for their different lines. The aim of Chas Boeckh & Sons is always to send out goods which are strictly reliable and as represented.

John Cameron, representative of the J. B. McLean Publishing Co., of Toronto, was here this week and reported a most successful trip. They publish several trade journals, and the fact that subscribers renew cheerfully is proof of the excellence of their publications.—Standard, Regina, Sept. 6th.

VARIED PRINCIPLES OF HEATING.

THE principles upon which house heating are conducted are exceedingly varied, and might almost be said to be as numerous as the houses in which warming apparatus is placed. Our forefathers, says an exchange, went upon the principle of heating one room to a tolerably comfortable temperature during the day, while the remainder of the house was left to take such chances for heat as it might get. The kitchen fire furnished the means of heating that room as well as doing the cooking, and the kitchen and a small portion of the house adjacent were warm as long as that fire lasted. "Keeping the fire over night" was a very important matter, for in the early days if the fire went out a visit to a neighbor for a "light" became necessary.

The next generally adopted principle for warming was to keep one room fairly comfortable night and day, while the bedrooms were expected to be just warm enough so that "water would not freeze" in them, even in the coldest nights. This system was largely used in the East, and is yet a prevailing one in certain localities, especially where base burners are depended upon for heating. With the modifications of the base burner, in such a way as to heat an upper as well as a lower room, two and sometimes three rooms are maintained at a fairly comfortable temperature from a single fire. Usually, the dining or sitting room and two bedrooms above can be maintained at the temperature which enables them to be occupied with comfort night and day.

All these systems neglect the halls and passages and leave them as underheated rooms. As a rule, unless special fires are built, only those bedrooms nearest to the line of the base burner's work receive heat. Through the introduction of the furnace, heating has become easier, and the generally accepted principle has been changed. The first furnaces used were expected to heat the principal living rooms and to take the chill off from all of the bedrooms. Practically, "taking the chill off" meant nothing more or less than bringing the room up to a temperature of about 40 degrees. If water would not freeze in the room, the majority of the heating firms seemed to think all that was necessary had been attained. This was also accepted as true by a very large part of the community who used furnaces.

Under most of these systems, the actual living room was maintained at a temperature of from 70 to 80 degrees. With the old air tight stove it was quite as often at 80 as it was below, and accordingly the result, as to the health of the family, was frequently disastrous. The extremely dry air produced made them peculiarly sensitive to drafts, so that colds were not only common but in many families constant. The change from a hot sitting room to a cold bedroom, passing through colder halls, was at once a source of not only inconvenience but also of danger. With a greater capacity of furnaces for a given price, since introduced by furnace makers, the public has very generally adopted a new system, namely, that of warming the whole house.

The first step toward this was the putting of registers in the front hall, and depending upon them for the warming of the sleeping rooms above. The present demand, even in houses costing no more than $2,500, is for the maintenance of a comfortable temperature in every part of the building. Perhaps during day time in the cold weather, bedrooms are not keep above 60 or 65 degrees, while the living rooms reach 75. In the afternoon, heat is sometimes turned on to the bedrooms to make them a little warmer at bed time. Details of this practice vary, but there is one thing which all the varieties of the latest system have in common, namely, that the whole house is kept at such a temperature, both night and day that no particular change is felt in going from one room to another or from rooms to the halls. In fact, the aim in the modern heating, whether done by steam, hot water or furnaces, is and properly should be to produce throughout the house a perfectly even temperature sufficiently high to satisfy all the wants of the occupant. Unless the heating apparatus is capable of doing this in the coldest weather, it is safe to say that it fails in complying with modern requirements.

In the matter of economy, this result should come without undue forcing, and certainly without making it necessary to urge the fire of the apparatus to a point at which its economy is diminished. The beginner, in attacking any problem relating to domestic heating, should satisfy himself first and foremost in regard to what conditions of heat distribution are desired, for the man who will be satisfied with a part of his bedrooms and one living room raised to a comfortable temperature will be much more easily suited in the matter of apparatus than a person who requires the whole house raised to a "summer heat."

Going through the houses of a neighborhood in moderate weather, and taking along a thermometer with which to make observations, a great difference will be found in the temperature of the living rooms. This will not be altogether the result of difference in apparatus, and if different houses be tested with the same thermometer a surprising discrepancy will be shown in regard to what different people consider a comfortable temperature. There are some who will not be satisfied with 75 degrees, while others will consider themselves perfectly comfortable at 58 or 60 degrees. From facts such as these it may be suspected that a great many pieces of apparatus work successfully in some houses and fail utterly in others, because of the extreme difference in the ideas of the occupants.

The heating man in domestic work has therefore first of all to find out as far as possible what is wanted by those who have the work put in. Rules and "practice" will not always give this information, and for want of it a great many men have had failures which they could not account for.

MANITOBA WHEAT CROP.

A press dispatch says: "Manitoba has every reason to be proud of its magnificent crop this year. There will be close on to 20,000,000 bushels of wheat, nearly five millions more than last year, and every particle has been saved without the slightest damage from frost or wet. The great bulk of it will grade No. 1 hard. Of 75 cars received recently from all points by the Ogilvies, 72 graded No. 1 hard. Fifteen million bushels will be exported. This means, at the present low prices, about $6,000,000 to come into the province this fall. As the farmers have been very economical for the past two or three years, this amount of money ought to be immediately available for the purchase of new supplies, instead of having to pay old debts, as in the years when the future had been heavily discounted. Further, since the purchasing power of a dollar is much greater than a few years since, this amount of money means a good supply of necessaries and comforts for our population during the coming winter. The whole situation is such as to lead to a very hopeful view of the future."

HOW HE SUCCEEDED.

A traveling salesman does not always find a picnic on the road. In fact, he sometimes meets with an opposition that is calculated to down anyone who does not possess the pertinacity and the knowledge of methods and of men which are necessary characteristics of a successful traveler. One of this class—he sells stoves—was met on the street by the Reporter, Saturday last, and was asked wherein lay the secret of success. "I don't think there is any secret about it," he said. "The first thing is to interest the customer. In a great many cases he may tell you that he doesn't want any stoves at all and may even add that he wouldn't take yours at any price. When he gets that far, I immediately stop talking shop and try to get him interested in something else, with an occasional story, or a sleight of hand trick thrown in by way of variety. After awhile, he begins to think I'm a pretty good sort of a fellow. Then I have him, and it generally ends with an order. Perhaps I may have to make another call, but it is my experience that when a merchant gets interested in the salesman he is very apt to think a good deal better of the goods that he sells."—Hardware Reporter.

UPS AND DOWNS OF TIN PLATES.

UNDER the above title the Bulletin of the American Iron and Steel Association gives the following interesting particulars in regard to the fluctuations in the tin plate tariff of the United States during the last 50 years :

Prior to the civil war the duty on tin plates, whether they were specially named or not, was always a low ad valorem rate, for revenue only. Robert J. Walker's tariff of 1846 made the duty 15 per cent. This was the highest rate that had previously been imposed. Tin plates were not then made in this country. In the James Guthrie revenue tariff of 1857 the duty on tin plates was reduced to 8 per cent. The revenue duty of 15 per cent., existing from 1846 to 1857, had entirely failed to develop a tin plate industry of any dimensions whatever, and of course the lower duty of 8 per cent. could not accomplish what a higher rate had failed to do.

In the first of the so called war tariffs, the Morrill tariff of March 2, 1861, the tin plate duty of 8 per cent. was increased to 10 per cent., revenue only being still contemplated. The tariff of July 14, 1862, still further increased the duty on tin plates to 25 per cent.

It has been contended that by various tariff acts during the war period, culminating with the act of June 30, 1864, it was the intention of Congress to impose a specific duty on tin plates of, first, 2 and then 2½ cents per pound, and that this intention was frustrated by a decision of Secretary Fessenden, dated July 22, 1864, who ruled that it was the intention of Congress to make tin plates subject to a duty of only 25 per cent.

The duty on tin plates, as interpreted by Secretary Fessenden, continued to be 25 per cent. until 1872, when it was reduced in the Dawes bill to 15 per cent. In 1875 the duty was made specific at 1.1 cents per pound, and in 1883 this duty was reduced to 1 cent per pound, which rate remained in force until the passage of the McKinley tariff of 1890, when it was increased to 2.2 cents per pound, to take effect July 1, 1891. The new tariff reduces the duty to 1.2 cents per pound, to take effect October 1, 1894.

The McKinley tariff imposed a duty of 4 cents per pound on block tin ; the new tariff puts block tin in the free list. We observe that foreign dealers have just put up the price of block tin, so that the repeal of the duty may not benefit our manufacturers.

We owe the rate of duty on tin plates in the McKinley tariff—namely, 2.2 cents per pound—to a suggestion of the Tariff Commission in 1882. This is the rate recommended by the commission, but the Republican Congress of that day had not the courage to accept it, but in the tariff act of 1883 it actually reduced the previous rate of 1.1 cents per pound to 1 cent per pound. The New York Tribune opposed the increase recommended by the Tariff Commission.

The new tariff will make the dipping of tin plates in this country from imported black plates exceedingly difficult. On cold rolled, smoothed, pickled, and clean sheets of 15 gauge and less the duty provided is 1.1 cents per pound plus ⅛ cent, or 1.22½ cents in all ; between 20 and 25 wire gauge the duty is 0.92 cents per pound. While these rates will operate as a check upon the importation of black plates for tinning purposes they ought to correspondingly stimulate the production of domestic black plates.

The new tariff bears very heavily upon our galvanized sheet industry. It provides a duty on galvanized sheets of ¼ cent per pound additional to that imposed on black sheets, whereas the McKinley tariff provided an additional duty of ¾ cent per pound.

THREE LINES OF CARVERS.

The accompanying cuts are illustrations of three lines of carvers contained in a shipment received by H. S. Howland, Sons & Co. The carvers are manufactured by Jos. Elliot & Sons, Sheffield, England, who stand in the first rank as manufacturers of this line of goods. The Messrs. Howland have these carvers in both 8 and 9-inch. All Elliot's carvers are hand-forged and guaranteed quality.



No. 02755.



No. 04151.



No. 04343.

CREDIT SYSTEM IN MANITOBA.

The merchants of Morris, Man., have made an agreement by which they hope to improve their own interests and at the same time be of advantage to their customers. In a circular just issued the scheme is explained as follows :

"It may be well to mention here that at a meeting of the board of trade in Winnipeg and elsewhere it was unanimously decided that the credit system was ruinous alike to the wholesale merchant, the retail merchant and the consumer, and that it was necessary to devise some scheme to do away with it to a great extent and at the same time make it reasonable to those who are depending upon the credit system to carry them along from year to year. They have arranged this plan, for all who wish to take advantage of it, namely, to give six months credit, and sell for six months for cash and cash only. This is the scheme we propose to carry out commencing on the 1st day of November, 1894, until the 1st day of May, 1895, when those who feel compelled to ask for credit or are desirable accounts will again be given the privilege of taking advantage of credit for the period above mentioned, six months, the object at issue being to enable country merchants to compete in selling goods with our friends in large cities, and to increase the local trade by offering the public a material reduction in the price of goods."

AN INGENIOUS DEVICE.

An English inventor has produced a useful apparatus with which it is claimed articles of food and liquids can at all times be kept cool without the use of ice, says an exchange. It is made in various sizes, the smallest being suitable for cooling an ordinary tumbler of water or other beverage, the larger sizes being intended for refrigerators, etc. When in use it is connected with a cylinder of compressed gas directed by means of a tube through which the gas is allowed to escape over the article to be cooled. The apparatus is intended principally for use in tropical countries or on ship board. It can be kept handy for instant use and the gas will keep for an indefinite period. It requires no ice or freezing mixture and is simple and inexpensive.

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COOKING BY ELECTRICITY.

IT is stated that the ratio of cost of heat for cooking purposes as delivered from central electric stations by means of electrical appliances, which convert electricity into heat at any point desired, has been reduced until it now compares with heat produced by burning coal in cooking ranges as seven to four, says an exchange. That is to say, heat for cooking can now be obtained from electrical currents at somewhat less than twice the cost of ordinary fuel used for the same purpose. Probably this estimate is only justified by taking in o account the heat wasted in getting coal fires into condition for cooking and that which also wastes while the fire is going out. The advocates of the newer method hold that electricity is hereafter to be a more or less formidable rival to gas for summer use in cooking. Although with the modern improved gas stoves most excellent work in all kinds of cooking, from broiling to baking, is possible, there are those who have used both systems who confidently assert that, as compared with results obtained in electric cooking, gas is inferior. If this assertion be true (which many who have used gas stoves will hardly think possible), it can only be accounted for by the accurate regulation of temperature which electric heating apparatus permits. Yet the temperature of ovens in gas stoves can now be regulated with such precision as seemingly to leave nothing further to be desired, and hence we are disposed to discredit statements as to the great superiority of electric cooking as compared with that done in gas stoves. It is hardly possible that in point of cleanliness the electric cooking apparatus can exceed in any notable degree the best types of gas stoves, since all the dirt that accumulates about either of them results from drippings from the articles cooked upon them, these being more or less according as the operator is careful or otherwise. There is, seemingly, a tone of exaggeration in many of the statements made and published with reference to electric cooking. Probably these are attributable partly to the zeal of those who are commercially interested in the manufacture and sale of electric cooking apparatus, and partly to the enthusiasm of those whose interest in a novel method somewhat beclouds their judgment.

LOCOMOTIVES BY WEIGHT.

A contract was recently offered for locomotives for the Egyptian State Railroad, in which the tenders were made by weight, a method which will strike our locomotive builders as something entirely new. The bids received were as follows: Societe Franco-Belge, 1.025 fr. per kilo.; Neilson & Co., Glasgow, Scotland, 1.043634 fr. per kilo.; Ansoldo & Co., Genoa, Italy, 1.100 fr. per kilo.; Societe John Cockeril', Seraing, Belgium, 1.152 fr. per kilo. The contract was given to the Societe Franco-Belge at its bid. At the rate named the price of a 40-ton locomotive would be a little over $8,000.

AN AUTOMATIC FORK.

A Frenchman has, according to an exchange, invented an automatic serving fork which consists of an ordinary fork with a little bar arranged around the prongs, which is movable, and can be operated by a lever held in place by a spring. By this device great convenience is claimed, inasmuch as it enables the user with one hand to take up and deposit a piece of meat or any other article of food that is likely to stick to the prongs.

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OUTSIDE BUSINESS.

"THIS is the last time I will ever interest myself in any outside business, and I will never loan another dollar to any one, be he friend or stranger, unless good collaterals are placed in my hands."

The speaker was a middle aged hardware jobber, who had just been telling us of his losses in connection with a recent failure of considerable prominence.

"I had unlimited confidence in the honor of the man at the head of that concern," he continued. "I stood by him long after his credit was gone with others, and as a consequence I am just so much more a loser. I have had my fill. Hereafter I will attend strictly to my own business, and the man does not live who can get a dollar from me, except on good collateral. It does not do to bank on friendship, honor or confidence. Good collaterals will be good enough for me hereafter."

Almost every successful man sees the hour when he is ready to say, and does say, just what we heard above. If he is making more money than he needs in his own business his instinct leads him to use his surplus elsewhere at a profit. He has his favorite investment stock, or quietly buys notes or loans to others.

For a time dividends come along pleasantly, loans are repaid with interest and he is pleased at his outside income. Then come offers to take stock in new enterprises, always pictured in the most rose colored light, or a man in whom he has unbounded confidence wants a little help. The monied man subscribes for some stock, he lends money to his friend, only to find that it is necessary to take more stock or lend more cash to save what was first invested, and in the end to lose all.

Then follows the reaction. He is ready to vow, and does vow, that never again will he take stock in anything, and will lend no money unless secured by Government bonds. He usually keeps his vow, and the result is that a great many good things pass by his door, but they tempt the man that has not yet had this experience, while he pities the conservative fellow down the way who turned his face against so good a thing.

In this way history continually repeats itself. Not all the new ventures, however, prove failures, nor is every loan a loss. If they were business would come to a standstill. The new company that Conservatism would not even consider is not infrequently the one that enriches all who entered it at its commencement, and the effect of one such brilliant success in the business world will outweigh many failures.

Yet the constant experience of the vast majority of successful business is embodied in the homely old proverb, "Shoemaker, stick to your last."—Iron Age.

STOVES AND RANGES.

YOU can read this with safety and possibly some amusement, for it ain't a sign and I don't want you to buy none. By the way, maybe you know the difference between a stove and a range, being as how you are in a stew or a fry about what to buy and how to pay for it and make a profit this year. Just as like as not you could tell better than I can, but I've got the bulge on you. I don't mean by that that you're an old stove with a bulge pot on bilin' for me. Nothin' personal; no. I do mean that this is my explanation, and as I'm writing it you can't break in on me. I'm going to have my say clean to the end.

Between 20 and 30 year ago a stove was something to cook with, and if something was wanted to heat the front room you bought an air tight or a gas burner or a radiator. They call them surface burners and revertible flue stoves now, but a stove meant something to cook with and the step stove was taking a back seat for the flat top now generally known as a cook stove. I reckoned you'd get your ear in and ask why a range wasn't a cook stove, as well as an oil stove, gasoline stove, gas stove and electric apparatus? Well, it is because they ain't got no pipe hole at the back, oven doors on both sides and three flues under the oven, and several other reasons. Talk about your "base releaf" ornamentation and art design, the old Sea Shell of them times was a sample of deep carving that tried the moulder's skill and made the blacker sweat and cuss. Some of them old panels showed a touch of genius compared with which a feller feels sick when he sees the conglomeration of paper mashay, limecrust and water, stucko and putty, base imitations of things on the earth beneath and under water.

My! what them fellers will have to answer fer. In them times a catalogue had the cook stoves, or cook's stoves, as a grammarian chap told me was the correct way to speak of them, all shown right in the front, in the place of honor, and the ranges took a back seat. The ranges were only little things then, used for summer work, and gradually they got to where they are to day, in the front of the catalogue and in the people's favor. You see, the cook stoves (it cost that rhetorical gent a dollar for me to struggle with "cook's stove" for his benefit in selling him a stove) having the pipe hole at the back made them set away out in the kitchen. This was all right in the winter, for they not only heated the kitchen first-class, but a drum heated the old man's bedroom, and leaving the back stair door open kept a feller's breeches from feeling like a snow bank when he coasted off of the hen's feathers into them at the dawning of the morning. It kept a fellow cutting wood or burning coal to do this, and reduced the popularity of the stove somewhat, but in the summer you couldn't eat in the kitchen, and the flies in the butter, and the extra work of running to a table set in the shed opened the women's eye, and the range filled it full.

You see, a range don't have any oven door on one side and the pipe hole is on that side, so you set her right up agin the wall and it didn't take up near so much room. I know you want to ask if you couldn't set a cook stove the same way. Of course you could, but it wasn't the fashion and people didn't do it. Fashion's a great thing. Why, the gals wore galluses last year, even if it wasn't becomin', 'cos 'twas the fashion. No; you couldn't set a cook stove like you can a range. The flues of a range are different, so that they work first-rate with smaller fire boxes, and ranges have had the advantage of modern ingenuity, and they certainly are handy.

But did you ever order repairs for ranges from two different sections of the country? Well, it's either amusin' or exasperatin'. To begin with, the left hand side of a cook stove is the back of a range and the back of a cook stove is the — well, let's go a little slow and ask a question. When the oven is on the right hand side of the fire, is it a right hand range or a left hand range? That is an unsettled question, some holding that the fire being the important, yea, indispensable, feature, that such a range is a left hand range. I think it is a right hand range—been brought up on it, and think I'll stick to it. When you face the pipe collar of a cook stove, you are standing in front of it. Well, just stand in front of a range and order a front grate and see what you get. Some call that grate the end grate because it is in the end of the fire chamber; some, again, call the other grate in the open end ranges the end grate because it is at the end of the range. Money has been spent to make pictures of ranges with every plate in them numbered and printed the cuts in circulars and catalogues to prevent mistakes, and yet I'll bet a dozen pipe holes that some repair dealer loses some feller's trade before Christmas just because a range is different from a cook stove to order repairs for.

What is the remedy for this trouble? Oh! that's easy. Time, just simply T-I-M-E. In time we'll all sell gas, oil, vapor or electric stoves that we won't have to black, and much blasphemy will be avoided, as the fellow who now puts up his own pipe himself will have it done by an expert. If you had a chance at me, you would say that my explanation of the difference between a stove and a range did not display much tact in handling the subject. Well, "set" on the "tact" if you like.—By PIPE HOLE, in Metal Worker.

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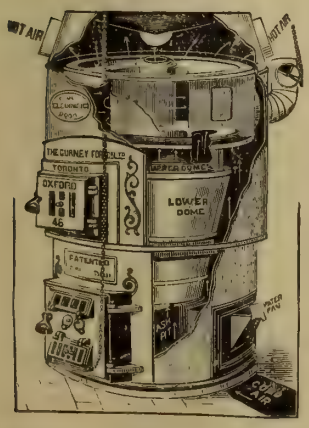
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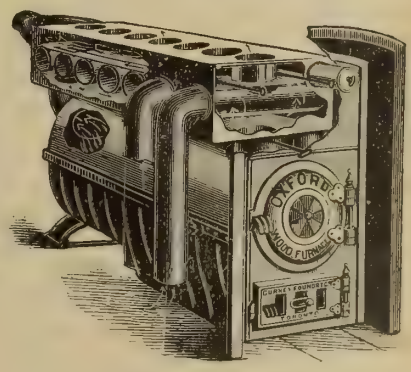


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TRADE CHAT.

FIRE Friday morning at Fairbank, Rogers & Co.'s refinery, Petrolea, destroyed two agitators. Loss, $2,000; insured. Cause, spontaneous combustion.

Tenders are being called for the construction of the new electric light works in Victoria.

During the month of August 138,710 tons of coal entered the port of Montreal from the lower ports.

Fifty more men left Toronto Junction one day this week for the E. B. Eddy lumber camp in Muskoka.

The Essex Brass and Iron Co. is booming business—increasing their facilities in every department.

R. J. Stuart, hardware, stoves and tinware, Norwood, has moved into new and more commodious premises.

The Wilkinson Plough Works, Toronto Junction, has started on full time and 10 extra hands have been given employment.

The last clean-up at the Cariboo mine, Camp McKinney, was the result of 19 days' work, and realized between $9,000 and $10,000.

The Canada Screw Works, Hamilton, opened on September 4th with a 10 per cent. cut in their employees' wages, made necessary by the recent tariff reductions.

John Reuter, a Spanish lumber merchant, of Venezuela, is in Ottawa for the purpose of establishing a trade in Canadian pine logs between this country and Venezuela.

E. W. Cox, son of Aaron Cox, has entered into partnership with A. E. Micks, hardware merchant, Peterboro'. Mr. Cox was formerly in the same business at Kingston.

A young man named Goodmanson, who was engaged in business in Selkirk, is reported to be missing. His parents, who reside in this city, are anxious to learn of his whereabouts.—Free Press Winnipeg.

A cablegram reports that a company with $450,000 capital has been organized in England to develop the mining properties in Frontenac and adjoining countries. Iron ore, mica, and gold-bearing ore will be mined.

The two electric light companies in Sydney, C. B., have amalgamated, and are increasing their plant by the addition of a 90-horsepower Robb-Armstrong engine and a 90-horsepower Monarch economic boiler.

Risdon Bros., hardware merchants, St. Thomas, have purchased the patent right of the Happy Thought oil can and lamp filler, a most ingenious contrivance. They will push the sale in the Northwest as well as in Ontario.

In an interview in the Winnipeg Tribune, it is stated that the farmers in Manitoba as a class are getting into good financial shape. They have been very cautious this year as to incurring debt, and the generally good harvest which is now considered certain of being secured, will greatly improve the financial situation.—Ex.

Lake Winnipeg traffic is about over for the season, and the steamboat owners are beginning to tie up their craft. The fishing fleet will soon be in winter quarters. The catch this summer on the lake is reported to have been successful.

The following officers were elected at the annual meeting of the Furniture Makers' Association held in Toronto this week: President, E. F. R. Zoellner, Mount Forest; vice-president, Geo. McLaggan, Stratford; treasurer, G. S. Knochtel, Hanover, and secretary, G. R. Shaw.

Last week three tons of gold ore arrived over the Kingston and Pembroke railway from the township of Clarendon, for James Stark. The ore assays $120 to the ton, and will be shipped to Mr. Baumgarten in England, where an effort will be made to form a company to work the mine.

The Tilsonburg Board of Trade met the other night and appointed a committee to interview the merchants re the appointing of a night watchman. The committee were also asked to co-operate with the committee appointed by the council to see the M. C. R. authorities re better train service.

A carload of grass seeds arrived here on Monday morning for the Brackman & Ker Milling Company, from Chicago. It includes all kinds of grass and clover seeds. It is the largest consignment of such seeds that has ever been received in British Columbia. —News, Vancouver.

Stevens & Burns, brass and iron founders, London, have been unable to make an offer acceptable to their creditors, and the plant has been offered for sale. The mortgages on the property amount to nearly $40,000, and it is understood that the mortgagees will make a purchase, if the establishment can be bought in at a reasonable figure. If this is done, operations may be resumed at once.

A joint stock company has been formed by four well-known lumbermen of Essex county to operate in the Algoma lumber district. The company consists of J. Haynes, Woodslee; W. R. Rodd, Gesto; Raemer Wigle, Essex; and R. Fader, of Windsor. They have secured the lumber limits of the township of Striker and part of Cobden township, and have purchased the property and mill plant of the Blind River Mill Co. in Algoma.

Lyman Moore, a well-known merchant and manufacturer of Hamilton, died on Saturday evening, at the age of sixty-six. He was one of the organizers of the Hamilton Street Railway Company in 1873, and was interested in the Hamilton glass works and other enterprises. He was also a member of the firm of John Winer & Co, wholesale druggists. The deceased failed in health three or four years ago, and had since been an invalid. He leaves a widow, one son and three daughters.

W. H. Glassco, W. Southam, Richard Fuller, J. W. Hendrie, W. A. Wood, W. W. Osborne and John Patterson, Hamilton, have applied for incorporation for the Cataract Power Company. The capital stock of the company is $100,000. The object of the company is to bring electrical power from Niagara Falls to Hamilton.

Secretary Wills, of the Toronto Board of Trade, has on file in the rotunda of the board the publications of the International Customs Tariffs' Bureau. These publications, which are of considerable interest to the members of the Board, especially exporters or importers, had been forwarded to the Dominion Government and sent by them to the local Board of Trade.

An important seizure has been made by the Customs' authorities here. The sufferers in the case are the Canada Jute Company, and about $30,000 worth of their recent importations have been confiscated as not being bona fide raw material. Under the tariff, jute in the condition in which it comes from the loom, that is, not pressed, mangled, calendered, or otherwise finished, is admitted free. The material now under seizure is claimed to be further manufactured, and as such not admittable on the free list, but is amenable to duty, and for this evasion of the payment of duty the goods were seized. Although the material actually under seizure is only $30,000 in value, the total amount will be over $100,000, as the period of forfeiture covers the three years previous to the seizure.

There are some interesting coincidences in the coal and iron production of the United States and England last year, well remarks an exchange The production of coal in the United States was 162,814,977 gross tons, and the production in the United Kingdom, 164,325,795; the production of ore was 11,587,629 tons in the United States and 11,203,476 in the United Kingdom, but the latter imported 4,000,000 tons; the production of pig iron was 7,124,502 tons in the United States and 6,976,990 in the United Kingdom.

THE ONTARIO TACK CO.

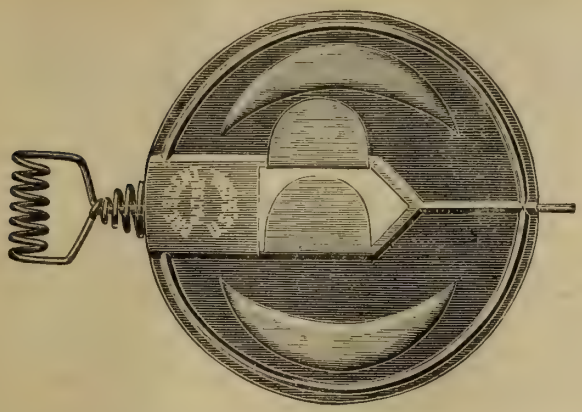
MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton. Ontario.

SP



CRESCENT DAMPERS

Patented in U.S. and Canada, 1893.

Has all the advantages of a high priced Stove Pipe Damper, at low cost. LIGHT FOR FREIGHT. Being made of sheet steel will not break, and being double will not warp. Spring keeps damper at any angle set in pipe.

Manufactured by

Thos. Davidson & Co.

MONTREAL.

HARDWARE DRUMMER'S SCHEME.

TO the observant man hardly a day elapses, perhaps, that he is not forcibly reminded of the far-reaching influence of the improvements of the period and the decay of primitive customs and methods. This can even be observed in those little affairs of the heart in which young people are supposed to be interested, and the habit of scaling a stone fence and sitting beneath a pomegranate tree while you serenade a maiden fair, and momentarily expect to be playfully run through the body by her interesting kinsman has practically fallen into disuse. But the plan, at a more critical point of courtship, of the gentleman getting down upon his knees, or at least being present in person, has, we believe, been kept up to the present time. It now appears, however, to be doomed.

An event has occurred in Michigan, near Detroit, which appears to confirm the idea that courtship, as well as most other things, will hereafter be greatly facilitated by recent inventions. It seems that there is a young lady residing in Detroit who for some time has been the recipient of the attentions of two young men, one a young professor in the Michigan State University, at Ann Arbor, and the other a traveling salesman for a New York wholesale hardware house, whose route extends through Michigan and parts of Canada. One day recently the New Yorker arrived in Detroit late in the afternoon, and, of course, immediately started to make the rounds of the retail hardware dealers, with the laudable purpose of selling each a good stock for the winter before the representative of any rival concern should put in an appearance. He had hoped to visit the object of his affections in the evenings, but business was brisk, and eight o'clock found him very busy trying to induce a prominent dealer to take six dozen axes, four dozen grindstones and a half carload of wooden pails. At this stage of the proceedings a younger brother of the young lady dropped in to get a new jack-knife, and accidentally mentioned that the Ann Arbor professor was up at the house. It instantly occurred to the progressive hardware and cutlery drummer that the college man came for no other purpose than to lay his heart at the feet of the young lady he himself adored. For a moment there was a struggle in his heart, but he speedily got control of himself and decided that he could not possibly leave the store, as the dealer was just on the point of deciding to take the pails. But the thought of giving up the lady, who had been for months constantly in his mind waking and sleeping, was unbearable. Light suddenly dawned on him. Handing the merchant a circular explaining the merits of his new double-bladed chopping knives, he requested the use of the dealer's telephone for five minutes, stepped to it and rang up the central office.

A moment later the telephone bell at the residence of the young lady rang, sharp and decisive. The professor had been there for an hour talking pleasantly of the grand educational work they were doing in the department of fossiology at Ann Arbor. When the bell rang, the lady's father being absent (he is a physician), she excused herself and proceeded to the adjoining room to answer it. The professor heard her step to the telephone and say, "yes," made a short pause and say "yes" again. Then there was a longer pause, and he heard her reply: "Why—why—really, this is very sudden." Then there was a still longer pause, and he heard her say "yes" very softly, and then "good-bye," and then she hung up the receiver and came into the back room. The college man moved closer to the lady, and remarked that it was a warm evening, and and he thought it was going to rain, and then resumed his talk about the great work at the university. Fifteen minutes later there was a ring at the front door bell. The lady responded to it, and a district messenger boy handed her a plain gold ring, which she slipped on her finger, and returned to the parlor. "Miss ———," said the professor, five minutes later, "I want to ask you a very important question this evening. Excuse me for putting it bluntly, but will you be my wife? But we need go no further with this. Two minutes later the professor went down the front steps, and shook his fist at the telephone wire and took the first train for Ann Arbor.

If this story be true—and we have no reason to doubt it—it opens a vast field of usefulness for the telephone, and shows, as a few other incidents could, the great enterprise of the American people. This could not have happened in any other country in the world except America. We are a great, growing, pushing, energetic people, and no other nation on the face of the globe can approach us.—W. E., in N. Y. Hardware.

THE FAUCET CAN.

The Columbian Faucet Can is destined to revolutionize the entire faucet can trade in the country. In its great simplicity alone it will be sure to recommend itself to the public. The spout is hung on a swivel and the stream can be stopped at once by raising the spout, the cut-off being so perfect that there is no possibility of drip or waste. The spout when not in use is turned up within a hood, thereby making it safe from breakage in shipping or loss of oil when not in use. The faucet is of brass and may be safely guaranteed not to leak, drip or break with proper handling, as it has no packing, being ground in such a manner that all wear is taken up at end by a set screw, which can be adjusted by any one. The can is made of galvanized iron with tin top, has a perforated drip cup which prevents the escape of oil during transportation. It is safe and convenient, and may be closed up perfectly tight, thus avoiding evaporation, and will save in oil more than the cost of can in one year's service. The trade may be supplied by the McClary Mfg. Co.

The Dominion Department of Trade and Commerce is in receipt of some trade reports from the Foreign Office. One of them shows that the export of nickel ore from New Caledonia, the French penal settlement, last year was valued at $30,000,000. As most of this product goes to the United Kingdom, it would be well for the nickel producers of Canada to endeavor to secure a share of the market, which almost exclusively pertains to New Caledonia at the present time.

A cable to the Montreal Star says: Canadian imports from the United Kingdom sustained a falling off in the month of August. This decline has amounted to 35 per cent., while that of the first eight months of the year is given out in the British Board of Trade returns as 31 per cent. These figures should be taken in comparison with those of 1893. Imports to Great Britain from Canada are also on the decrease. The figures show a decline of 13 per cent. for August, and of 8 per cent. for the eight months. The heaviest decreases in August were in wheat, £80,000, and cheese, £107,000.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, September 14, 1894.

HARDWARE.

THERE has been a good demand for general shelf hardware of all kinds during the past week, and a good volume of business in this kind of goods noted last week is well maintained. Cut nails, wire nails, cutlery, sporting goods, tacks, in fact all lines of general hardware show a fair degree of activity. Values show no change as far as any of these goods are concerned, being generally steady. Rope, resin, and cement, also continue steady and fairly active, and in fact generally speaking the hardware market is much as it was reported a week ago.

WIRE—There is a steady trade doing both in coppered, annealed, and oiled wire, but the movement is of moderate dimensions.

ROPE—The demand for rope is well maintained in a jobbing way. We quote values as before: Sisal at 7 to 7½c. for 7-16 in. and upwards, and 14c. for deep sea line. Pure Manilla, 9¼c. for 7-16 in. and upwards, 9¾c. for smaller.

CUTLERY—This continues one of the most active lines of the hardware market, and large quantities of both table and pocket cutlery have moved out during the week, the volume of business being if anything larger than last week. A notable order was the shipment of a very large line of stock to a western buyer who had to come to Montreal to get the assortment he wanted.

SPORTING GOODS—This is another very active line at present, and large quantities of guns, rifles and ammunition are changing hands.

WINTER GOODS—Business in skates and sleigh bells has not commenced in earnest yet, but the wholesalers are preparing for a move in this respect, which they expect in the course of a few weeks.

CUT NAILS—Trade in cut nails has been of the quiet, steady kind. The jobbing basis is still unchanged at $1.75.

WIRE NAILS—A fair trade is doing in wire nails and discounts are unchanged.

HORSE NAILS—Business rules much the same as it was, a fairly steady demand being to note.

TACKS—Fair quantities of tacks are moving, and business if anything in these has shown an increase. Values are unchanged.

HORSESHOES — Business remains quiet with no improvement to note. The movement is confined to small lots.

WARE—Business in this line has ruled quiet during the past week and has not been as active as it was last week.

CHAIN—Business in chain is slow, with nothing special to report.

TOOLS—There is little activity to note in any kind of tools this week.

PLUMBING AND BUILDING SUPPLIES—Demand for both of these lines remains inactive on the whole.

LEAD PIPE—Some fair sized lots have been moved during the week, but the demand is not of an active kind.

HINGES—The demand for all kinds of hinges that has been kept up throughout the month is still well maintained. Values are steady all round.

TAR, ETC.—The demand for tar, resin and other naval supplies is fairly active and prices are steady for small lots for immediate wants. We quote: Rosins, $2.75 to $5.25 as to brand; coal tar, $3.25 to $3.75; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5¼ to 7½c., and cotton do. 10 to 12c.

TURPENTINE—This meets a fair demand and prices are unchanged from a week ago, at 44 to 45c. according to quality.

CEMENT—There is a good demand for cement and an active business is to report, while the firm tone already reported is well maintained. We quote spot prices at $1.95 to $2.05 for English brands, and $1.85 to $1.90 for Belgium brands.

FIREBRICK—Demand for firebrick is not as active as it was, but though the market is quieter prices are steady and well maintained at $15.50 to $22 per 1,000.

METALS.

The heavy iron and metal market fails to show any well sustained activity. Business is of moderate volume, and buyers, as they have done all through the season, content themselves with providing for their wants in the immediate future only and let the distant take care of itself. There is no material change in values, which, as a rule, are steady in tone, with the exception of tin plate, which has declined somewhat in England. Spot values, however, are not quotably altered since a week ago.

PIG IRON—The market for pig iron is firm, and values on Scotch brands in consequence of diminishing stocks are firmer all round. In Canadian brands sales of good sized lots of Ferrona have taken place at $16.50 to $17, and No. 1 Siemens at $15.50. We quote: Simmerlee and equal brands, $21, ex store, and Carnbroe and Eglinton,



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ACTIVE RANGE

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Made square, with reservoir, high shelf and high closet. Made from original patterns. No guessing as to heat of oven. Thermometer in door shows it exactly. Oven cemented top and bottom, and ventilated. Large basting door.

A PERFECT STOVE

The McClary Mfg. Co.

London, Toronto, Montreal, Winnipeg, Vancouver.

M. & L. SAMUEL, BENJAMIN & CO.

26 to 28 Front St. West, TORONTO, ONTARIO

IMPORTERS AND DEALERS IN

British, Continental
American, Canadian **HARDWARE**

METALS, TIN PLATES, ETC.

Tinsmiths', Steamfitters' and Plumbers' Supplies

A SPECIALTY.

LAMPS, LAMP GOODS, GAS FIXTURES, ETC.

Prompt Attention Given to Letter Orders. Correspondence Solicited in connection with General Import or Export Trade.

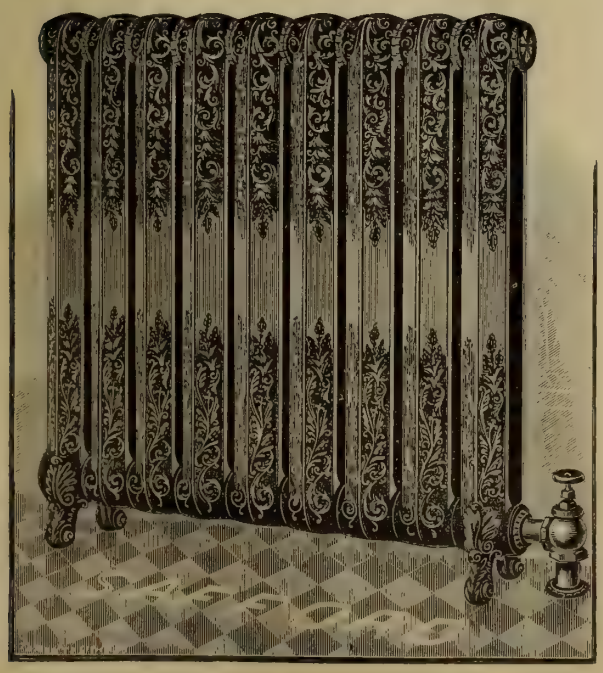
ENGLISH HOUSE.

SAMUEL, SONS & BENJAMIN
164 Fenchurch St., London, E.C.

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LARGEST VARIETY OF STYLES
BIGGEST STOCK IN CANADA

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Sole Manufacturers and Patentees :

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BRANCH HOUSES—Montreal, Quebec, St. John, Hamilton, Winnipeg, and Victoria, B.C.



"Empire" Patent Shingles

MADE OF

GALVANIZED TINNED STEEL

Warranted Rustproof

Send for Price List and Catalogue.

Metallic Roofing Co.

84 to 90 Yonge St., TORONTO. LIMITED.

MONTREAL MARKETS—Continued

$19.50; Ferrona, $16.50 to $17, and No. 1 Siemen's, $16.50 to $16.75.

BAR IRON—Some weeks ago reference was made to the fact that values would no doubt be cut on bar iron. This fact has been positively developed since last meeting owing to very low offers that have been made by different mills. As a result it is difficult to quote a reliable price, but though we repeat our quotation of $1.70 to $1 75, it is a certain fact that the inside price has been shaded in one or two instances during the past eight days or so.

SHEET IRON—Demand for sheet iron continues of a steady character. Prices are unchanged and stocks well assorted. We quote on the basis of $2.30 for No. 28 guage.

TIN PLATE—English advices have furnished an easier tone in these, but though this has a certain effect, spot prices are repeated as quoted last week, a quiet trade passing at $2.75 to $2.90 for cokes and $3 35 to $3.50 for charcoal.

TERNE PLATES—There is a moderate volume of business reported at last week's range—$6 to $6.25.

CANADA PLATES—Nothing special is to report in connection with this line, which we quote as before at $2.10 to $2.20. Demand continues of a fair kind.

INGOT TIN—Business in tin, as in all other metals, is quiet. We quote 18 to 18½c.

IRON PIPE—Demand is moderate and discounts are unchanged at 70 and 5 per cent. for black and 50 and 5 for galvanized.

COPPER—There is no change in copper, which rules quiet at 9½ to 10c.

STEEL—Business quiet. We quote: Best cast steel, 10½ to 12c.; spring, $2.50; tire, $2.50 to $2 75; sleigh shoe, $2 40; round machinery, $3.

SPELTER—There is only a quiet ordinary business doing. Quotations are unchanged at $4.45 to $4.50.

ZINC SHEET—A small jobbing business is reported at steady prices: $4 25 to $4.50.

HOOPS AND BANDS—A steady quiet demand describes the business in these. Prices remain $2.30 to $2.35.

ANTIMONY—There is nothing out of the ordinary run to report. Business is of very moderate compass, at 10 to 12c.

GALVANIZED IRON—Demand is much the same as it was, and is for moderate quantities. We quote: 4¼ to 4½c. for ordinary brands; Morewood, 5¼ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

GLASS.

The glass market furnishes no pronounced change, and business is quiet for immediate delivery. For future shipments some fair sized orders are to note. We quote: $1.25 for first break; $1.30 for second break, per 50 feet; $3.25 for first break per 100 feet; putty in bulk, $1.85.

PAINTS AND OILS.

This market still rules quiet, and there is no new phase to report. Travelers are now out, but jobbers report that up to the present orders have been coming in slow. The tone is steady, and there is no change in values to note. We quote as follows: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots, raw, 54 to 55c., boiled, 56 to 58c.; seal oil, 45c.

CHEMICALS AND DYESTUFFS.

There has been a rather better demand since our last for heavy chemicals, and importers state that their orders are fair average ones for the season of the year. We quote as follows: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2 50; chlorate of potash, 20 to 22c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2.00; ditto roll, $2.00 to $2.10; sulphate of copper, $4.50 to $5.00; white sugar of lead, 7½ to 8½c.; bicarb. potash, 10 to 12c.; sumach, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2.00 to $2.10; castor oil, 6½ to 7c.; and Norwegian cod liver oil, $25 to $26.

PETROLEUM.

Business in petroleum has been fairly active and prices are steady. We quote Canadian refined at 11c. in shed in Montreal for round lots, and 12c. for small quantities. American petroleum, 14 4-5c. in car lots, 15¼c. in 10-barrel lots, 15½c. in 5-barrel lots, and 16c. for single barrels, net cash; American benzine, 23 to 25c.; Canadian benzine, 10¾c. Petrolea; 12¾c. Montreal.

HIDES.

The demand for light hides continues good and stocks are light while prices are steady. On the other hand heavy hides are plentiful and prices are easy. The opposition still continues to bull the market and has paid butchers as high as 4½c for No. 1 and 5½c for heavy steers, while tanners won't pay more than 4½c. for No. 1 from dealers, and in some cases they are offering heavy steers at less than 5½c. cured. We quote No. 1 at 4c.; No. 2 at 3c.; No. 3 at 2c. The regular market price for lambskins will be 45c. next week, but there is no doubt that the opposition party will offer probably 55c. to 60c. for them. In calfskins business is dull and values are unchanged at 5c.

TALLOW.

The cotton market is quiet and steady at 5½ to 6c.

WOOL.

Stocks of wool here are very small, and it is said that American buyers have cleared up a lot of stock during the week

MONTREAL MARKETS—Continued.

We quote: Greasy Cape, 14 to 16c.; Canadian fleece, 17 to 20c.; B. A. scoured, 26 to 32c.; pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. Northwest wool is quoted at 11 to 12c.

ASHES.

The market for ashes continues quiet but firm. We quote: First pots at $4 15; seconds, $3.75 to $3.80, and pearls, $7 to $7.50 per 100 lbs

MONTREAL TRADE NOTES.

Several round lots of Ferrona pig iron have been placed on Western account during the week by Drummond, McCall & Co.

Arrivals of cement during the week have been 4,100 casks English and 9,000 casks Belgian. This makes the total to date 54,800 barrels of English and 34,525 barrels of Belgian.

Cables from Liverpool to Bellhouse, Dillon & Co. note a scarcity of whiting and also that palm oil and Norway cod liver oil are materially higher, the former £3 per tine, and the latter 10s. per brl.

Stocks of cutlery are well assorted here One of the most extensive assortments of this kind of goods is that on the shelves of Caverhill, Learmont & Co. Their range of table and pocket cutlery is only of the best makes, and is always a full one.

W. McNally & Co. have placed some round lots of cement on Western account since our last, aggregating in all some 5,000 casks. They have also received import orders for a round quantity of stock. Freights from London are quoted at 5s. 6d. September, and 6s. 6d. October, and Antwerp 1s. per ton higher.

TORONTO MARKETS.

TORONTO, Sept. 14, 1894.

HARDWARE.

THE warehouses have been the scene of much activity during the past week. It is the second week of the Exhibition, and the number of country merchants who have taken advantage of it to visit the wholesale houses was larger than ever before. All the houses unite in saying this. What is more, they have been buying more freely than they did a year ago. They say that business has been poor, but the prospects are bright, and upon the strength of this they are purchasing larger quantities. The farmers, they say, are in much better spirits. Sporting goods are going out lively, and so is cutlery. Considerably more activity is shown in plumbers' supplies. The season is beginning to open up for such lines as manure forks and draining tools. Fall trade has not yet set in for tinware and stove trimmings, and the time when such lines begin to move seems to be setting in later and later every year. Payments are not altogether satisfactory although they are improving a little if anything.

WIRE—Demand for coppered steel still improves, and oiled and annealed is going out in small quantities. Barbed wire is quiet, and stove pipe wire in good demand.

ROPE—There is a fair demand, and plow lines are in good request. We quote: Sisal, 7-16 in. and larger, 7½c.; ¼, 5-16, ⅜ in., 8c. Manilla, 7-16 in. and larger, 9½c.; ¼, 5-16, ⅜ in., 10c.

CUT NAILS—Quiet, with base price unchanged at $1.80 Toronto, for carload lots, and $1.85 for small lots.

WIRE NAILS—Business is fair in a small way. Discounts unchanged at 75, 10 and 5 per cent., shipments in 10-keg lots being prepaid.

HORSE NAILS—There is a fair trade doing in small quantities. Discounts are 60 per cent. off "C," and 60 and 2½ per cent. off "P.B."

TACKS—The activity noted last week has been unchanged. We quote as follows: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian' nails, etc., 37 cent.

CHAIN—Business continues to show slight improvement in coil chain, while orders are still small for cow ties and trace chains, fall delivery.

HORSESHOES — The movement is still only moderate. Prices are unchanged at $3.80 Toronto and $3.85 London.

WARE—Peerless and Eclipse ware are still in brisk demand, with Pearl and white continuing quiet.

PLUMBERS' SUPPLIES—Considerable more activity has developed in this line on country account. Business in the city remains much as before.

BUILDERS' SUPPLIES — Practically the same remarks apply to these as to plumbers' supplies.

LEAD PIPE—The fair business noted last week has been maintained, and prices are unchanged. We quote: Toronto and the west 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

HINGES—Business keeps fair at steady prices.

TOOLS—Principal things called for are manure forks, potato forks and hooks, spade hooks. Draining tools are moving freely.

CLOTHES WRINGERS—An improvement in business continues to develop.

BELTING—A number of enquiries are still heard for leather belting from the lumber mills that are starting up as a result of the change in the United States tariff.

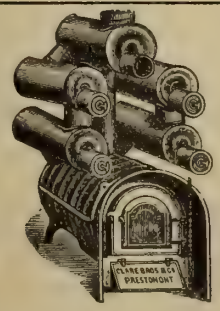
CUTLERY—Business is active particularly in pocket knives.

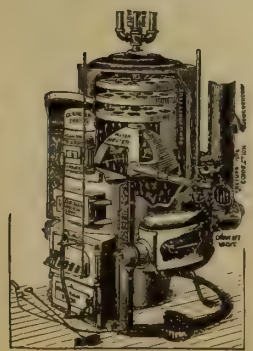
SPORTING GOODS—Briskness is the characteristic of this line, particularly in loaded shells, which are going out unusually well.

LAMP GOODS—Lamps and globes are in good demand, while fixtures are quiet.

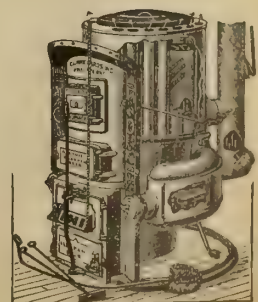
TAR, ETC. — Coal tar is very scarce at present. We quote as follows: Roofing pitch, $2.50 per brl.; pure coal tar $4 per brl.; refined coal tar, $4.50 per brl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per brl. and 75c. per doz. pint tins; pine pitch, $2.75 per brl.

CEMENT, ETC. —Much as before. We quote: Portland cement (English), $3 per

Best Value  on Earth.



These are the Furnaces that secure the trade for dealers who handle them. They have no rivals but many imitators.



Clare Bros. & Co. ....Preston. Ont.

MARKETS—Continued

brl. for best grades ; New Brunswick plaster paris, $2 per brl.; Canadian water lime, $1.25 per brl.

FIREBRICK, ETC.—Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

Not many changes have taken place during the week, and the few that have were mostly in the direction of higher prices.

PIG IRON—Remains dull and featureless. We quote: Summerlee, $20; Eglinton, $18.50; Carnbroe, $18.50 ; Ferrona, $16.50 to $17 ; and Siemen's, No. 1, $16.50 to $16.75.

BAR IRON—Orders are still small, with the base price unchanged $1.80 to $1.85, Toronto, according to quality.

SHEET IRON—A steady seasonable trade is reported, especially in the lighter gauges. We quote : 8 to 16 gauge, $2.50 ; 18 ditto, $2; 20 ditto, $2.10; 22 to 24 ditto, $2.20; 26 ditto, $2.45 ; 28 ditto, $2.65; tinned sheet iron, Manor's, 26 gauge, 7c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

SHEET STEEL—Business remains much as before, quiet, with prices unchanged. We quote : 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

IRON PIPE—Business is keeping up well. Stocks are in better shape than for sometime both in black and in galvanized, and prices are being well maintained. Ruling discounts are 70 to 70 and 5 per cent.; galvanized pipe pipe, 50 to 50 and 5 per cent.

GALVANIZED IRON—Demand keeps good with quite a number of case lots moving. Orders are still being booked for import at $4.25 for case lots of 28 gauge, Gordon Crown and Queen's Head brands.

INGOT TIN—The market is easier, although quotations here are unchanged at 18½ to 19c. A few enquiries are reported for hundred and two hundred pound lots.

INGOT COPPER—There have been a few enquiries for cask lots. Prices unchanged at 10 to 10½c.

SHEET COPPER—A good business is still being done in plain and sheathing, both plain and tinned. We quote : Untinned, 14 to 16½c. according to weight and size ; brazier sheets, 14 to 17c. according to quality.

ZINC SPELTER—There is a fair trade doing at 4¼c. for imported and 3¾ to 4c. for domestic

BOILER TUBES—A few small quantities are going out, and the prospects in this line are brightening. We quote : 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c ; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—Demand is not quite as heavy as it has been, although a steady trade is still being done. Prices in cokes have been shaded a little, 14 to 20 gauge being quoted in quantities as low as $3.10 ; for sizes 15 to 25c. per box, basis more ; "I.C." charcoal, $3.50 to $3.75.

TERNE PLATES—Demand is fairly good at $6.50 to $6.75.

SHEET ZINC—Continues in good demand, with an occasional order still being booked for import. Prices are unchanged at 4¾c. for cask lots, and 5c. for small lots.

HOOPS AND BANDS—Trade keeps quiet and steady without any specially new features to note. Quotations are unchanged at $2.20 to $2.25.

CANADA PLATES—Trade continues fairly satisfactory at unchanged prices. We quote : Half polished, 52 sheets, $2.35 ; 60 sheets, $2.45 ; 20 by 28, $2.50, and 75 sheets, $2.60.

SOLDER—There is a little selling at 12½ to 14c. for strictly half-and-half.

PIG LEAD—A fair trade is doing in small lots at $2.90 to $3.

ANTIMONY—Neglected, with quotations unchanged at 10 to 10½c. for Cookson's.

GLASS.

There is a better feeling in sympathy with the Belgium market, and demand is good, particularly for the larger sizes. We still quote $1.10 to $1.15 first break, 50 foot boxes. Business is fair in plate glass, although complaints are heard regarding the giving of discounts larger than the association 35 per cent.

OLD MATERIAL.

Trade is steadily improving, with prospects good. Prices unchanged. Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 30 to 35c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 7 to 7½c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½c.; scrap lead, 1½ to 1¾c. ; scrap zinc, 1½ to 1¾c.; scrap rubber, 3 to 3¼c.; country mixed rags, 50 to 70c. ; clean dry bones, 50 to 60c. per 100 lbs. ; borings and turnings, 10c.

PAINTS AND OILS.

Business shows more activity, and a large number of country customers have been in the city during the week. Payments are still unsatisfactory.

WHITE LEAD—The movement is still only moderate, and the price is unchanged at the 4½c. per lb. basis.

TURPENTINE—Demand is fair, but prices are lower at 40 to 41c. f.o.b. Toronto, net 30 days, in sympathy with the stagnant market in the South.

LINSEED OIL—Demand is fair at 53c. for raw, and 56c. for boiled, f.o.b. Toronto net 30 days.

PREPARED PAINTS—There is still a little selling but demand is higher than it was a week ago. Price is unchanged at $1 for pure.

CASTOR OIL—Continues dull, with prices lower at 6¼c in cases, and 7c. in tins.

SEAL OIL—Dull and unchanged at 58 to 59c.

SEEDS.

Trade is about the same as last week, except in timothy, which is about done for the season. Prices are unchanged and as follows : Alsike, $5.50 to $6 30 per bushel, and timothy, $2 to $2.75 f.o.b. points of shipment.

PETROLEUM.

Trade is good with sales of car lots as the principal feature. Prices have dropped a little. We quote, in 5 to 10 brl. lots, imperial gallon, Toronto : Canadian, 12 to 12½c. ; carbon safety, 15c. ; Canadian water white, 16 to 17c.; American water white, 17½c. ; photogene, 20c.

The Petrolea Advertiser quotes : "Petrolia crude, 98c. per brl.; Oil Springs crude, 98c. per brl.; refined, 6½ to 9¼c. in bulk, or 8½ to 9c. in brls. in car lots, f.o.b., here."

MARKET NOTES.

H. S. Howland, Sons & Co. report the demand good for cross-cut saws and axes.

M. & L. Samuel, Benjamin & Co. report an unusually large demand for loaded shells.

An order has just been received by the Gurney Foundry Co. for three carloads of radiators for the Montreal General Hospital.

Large sales of English coil chain are reported by H. S. Howland, Sons & Co. The firm announces that it has a complete stock in open, close rings and in three chain.

On account of heavy orders from the Lower Provinces the Gurney Foundry Co. have been obliged to run every night for the past two weeks.

Frankel Bros. report trade in solder rapidly increasing. They have been compelled to run their factory day and night during the past week.

McClary Manufacturing Co. have disposed of nearly all their exhibit at the Toronto Fair. They report a big increase in trade during the last two weeks.

Sanderson Pearcy & Co. report that visits from customers and orders left by them during the week were more numerous than during any previous Exhibition week.

Chas. Boeckh & Sons are offering for the fall trade a large variety of baskets including willow and splint root, on which they are making special prices for the hardware trade.

M. & L. Samuel, Benjamin & Co. are in receipt of another shipment of Robt. Sorby & Sons' light edge tools, and are in a position to fill any orders they may be favored with.

One of the most complete and artistic catalogues probably ever published on heating has just been issued by the Gurney Foundry Co. No pains have been spared in getting it up. It is printed on coated paper and handsomely bound in cloth. The list includes all kinds of hot air and hot water furnaces, radiators, attachments and

MARKETS.—Continued

appliances of their own make. The firm claims that in the catalogue is shown the largest variety of radiators manufactured in America by one firm. Their list includes the "Bundy" line of radiators, which enjoy much popularity in the United States.

Chas. Boeckh & Sons are just introducing some new lines of "Dandy" horse brushes and stable brooms. Their travelers will be all on the road again next week with a full line of samples including all new lines which will be of special interest to the hardware trade.

H. S. Howland, Sons & Co. desire to remind the trade that the G. T. R. will only accept "Dead Shot" and Schultz powders for shipment on Tuesdays, and that orders, therefore, for shipment by this line should reach the warehouse not later than Monday evening so as to secure shipment next day. Shipments by the C. P. R. can be made any day.

UNITED STATES MARKETS.

NEW YORK, Sept. 14, 1894.

PIG TIN—There are no important developments in the market. London quotations came a shade lower instead of responding to strong reports cabled from the New York market, Monday, and that served to tame local speculative movement in some degree. There was quite good buying for interior and consumptive account, however, but the prices were comparatively low for the most part, or very close to those that ruled in speculative quarters. Spot stock is still held at a premium over September delivery, and the latter options were at a discount, which facts, in view of the heavy visible supply, encouraged the opinion that prices are being manipulated to facilitate sales of stock on spot and afloat.

COPPER—Moderate sales of strictly routine type comprise about all the business that is passing at the present time, and general report is to the effect that the demand continues slow. So much stock has been sold ahead that producers offer very indifferently, and profess to be quite firm on prices. They quote about 9⅛c. for Lake Superior ingot, 9c. for electrolytic, and 8⅞c. for ordinary casting stock. According to the monthly statement of the Bureau of Statistics, the exports from this country during July were 16,500,857 pounds ingot, bars, etc., making a total of 97,146,706 pounds since January 1st, against 37,989,231 pounds in the corresponding period last year. Exports of ore for the seven months were 1,607 tons in 1894, and 22,831 tons in 1893. Of the exports of ingot during the past seven months 43,330,506 pounds went to the United Kingdom, against 8,688,962 last year.

PIG LEAD—The market was lower and weak. Moderate quantities of common Western were sold at 3.15c. on the spot.

Cutlery

See our samples for the . . . **Fall Trade**

Full Assortment, Low Prices, Reliable Quality

A. C. LESLIE & CO., Montreal and Toronto

Our Specialty **PURE TURPENTINE** Our Customers Need fear no Adulteration

Every barrel guaranteed! We are headquarters for the Pure Article. Remember these facts when placing your orders.

FRANCIS, FROST & CO., 33 Front St. W., TORONTO

THE JAMES ROBERTSON CO. LIMITED

Manufacturers, Importers and Jobbers.

TORONTO, MONTREAL, WINNIPEG AND ST. JOHN, N.B.

Lead Pipe, Sheet Lead
Pig Lead, Bar Lead
Lead Traps, Lead Wire
Wire and Bar Solder
Drop and Buck Shot
Window Lead
Tin-Lined Lead Pipe
Block-Tin Pipe

THE "RICHELIEU"



Sanitary Earthenware
Laundry Wash Tubs
House Boilers
Bath Tubs, Pumps
Sheet and Ingot Copper
Sheet Iron, Sheet Zinc
Iron Pipe and Fittings
Iron and Steel Sinks

Plumbers', Steam, Gasfitters' and Engineers' Supplies of all kinds.

Listen.. This is from a Hardware Merchant

DEAR SIRS:

Before handling "Clauss" Shears and Scissors my trade in this line was but little. I now sell more scissors than all the other stores in this place put together. Parties come to my store for your goods who have never been here before. Am making new customers for myself by it. Fill enclosed order at once. Most truly,

For discounts . . write **Clauss Shear Co., Toronto**

Addit onal lots were offered at the same price, and near future deliveries at 3.10c. The low prices failed to stimulate business to any great extent. Foreign lead was quoted at 3 20 to 3.22½c. on the spot, but there were few if any buyers at those figures. St. Louis wire to the Metal Exchange was 3.05c. London cable, £9 18s. 9d. for soft Spanish.

SPELTER—Moderate business and very tame demand are the most prominent features here. There is no sign of improvement over the conditions that have obtained for some time past. Sellers are not forcing stock upon the market, however, but keep prices quite steady at 3.45c. for ordinary Western brands delivered here. St. Louis quotation to the Metal Exchange was 3 25c. London cable, £15 10s. for good merchant brands.

ANTIMONY — There is about the usual demand and the market is steady, with prices at about 7⅝c. for Hallett's and 9½ to 9⅝c. for Cookson's, on the spot.

TIN PLATE—Orders for future deliveries are still moderate ; surprising so, indeed, considering the very low prices quoted on lots for shipment during the balance of the year. Ordinary Bessemer cokes may be secured for delivery after October 1st at $3.80 landed here, and other varieties of plated relatively as cheap.

IRON AND STEEL—Business in nearly all departments drags in a surprising manner. Some improvement takes place in certain lines as the autumn season advances, but business is still far short of expectations and almost wholly on conservative lines of the most pronounced type. The experience is the same in crude material and finished products. Prices show very little variation, but where changes do take place they are mostly in buyers' favor. Some old rails, fit to relay, have been sold for $17 at New York for 60-pound, $20 for 20 to 25-pound, and $18 for 35-pound.

PERSONAL MENTION.

D. SANDERSON, of Gorrie, was in Toronto this week during the Exhibition.

H. A. Kemp, of Sutton, made HARDWARE a call this week.

W. G. Scott, of W. G. Scott & Co., Mount Forest, was in Toronto a few days ago.

Mr. Peck, of Peck, Benny & Co., Montreal, spent a few days in Toronto this week.

John Cox, representing John Cox & Co., Montreal, was touring the Toronto warehouses a few days ago.

Mr. Moore, of McDonald & Moore, Barrie, was visiting the Exhibition and the trade in Toronto a couple of days ago.

Robt. Glenn, St. Andrews, N.B., who has been doing an extensive general business, is now devoting more attention to hardware than any other line. He says he pays cash, taking advantage of the discount, which in itself yields him a good profit.

Charles J. Jopp, manager Winstead Edge Tool Works, Witherby Chisels, West Winstead, Conn, was looking up business in Toronto this week.

Richard Weatherhead, of the Peterboro' Lock Manufacturing Co., was married on Monday to Miss Ellen Galvin. They went to Toronto on their wedding trip.

Mr. and Mrs. J. W. Redfern, of Owen Sound, were in Toronto on pleasure and business bent this week. Mr. Redfern is credited with having one of the best business north of Toronto, and he says it pays to visit Toronto to buy.

These were among Stewart & Wood's visitors this week: Mr. Knowles, of the Gould Bicycle Co, Galt ; W. Haskett, of Haskett Bros., Markdale ; J. Hunter, Brussels ; W. Kiesil, New Dundee ; Jas. Gower, Newmarket ; J. W. Kennedy, Georgetown ; J. A. Begg, Innerkip ; Mr. Hanna, Ridgeway; R. J. W. Fisher, Elmwood ; Andrew Graber, Stratford ; A. B. Noble, Shelburne ; J. McKay, Hepworth ; J. Jewett, Mitchell ; J. S. Coulter, Drumbo ; J. Kelly, Oakville ; J. Haney, Tilsonburg ; C. Wright, Strathroy.

Among H. S. Howland, Sons & Co.'s callers during the week were : Mr. Turnbull, of Knott & Turnbull, J. Bishop, of Bishop & Son, Brantford ; R. E. Bingham, Stayner ; Mr. Shields, Phelpston ; Fred. W. Otten, of H. H. Otten & Son, Barrie ; J. W. Redfern, Owen Sound ; Mr. Clark, of Clark & Henderson, Niagara Falls ; Mr. Phillips, Havelock ; D. P. Oswald, of M. Richardson & Co, Flesherton ; John Kelly, Oakville ; J. F. Young, Gravenhurst ; R. E. Walker, Caledonia ; Chas. Baxter, of Nevaux, Clinton & Baxter, Windsor ; Mr. Woodward, of Woodward Bros., Cannington ; G. Evans, Bright ; M. Richardson, of Connor & Richardson, Madoc ; W. J. Falconer, Palmerston ; J. Cleland, M.P.P., Meaford ; Mr. McNab, of M. Miller, Orillia.

Numbered among M. & L. Samuel, Benjamin & Co.'s visitors of the past few days were : P. Lebrock, Niagara-on-the-Lake ; J. C. Jenkins, Victoria Square ; D. Becker, of D. & H. Becker, New Hamburg ; J. A. W. Allan, Newmarket ; Frank Smith, Vittoria ; T. Glendenning, Sunderland ; Mr. Moore, of Bowman & Moore, Hamilton ; A. D. Carley, King; Mr. Ramsay, of Ecclestone & Ramsay, Bracebridge ; Mr. Pedlow, Jarvis ; Mr. Reynolds, of Hy. Jones, Uxbridge: W. Haskett, of Haskett Bros, Markdale; A. W. Humphries, Parkhill ; Mr. Kelly, of Kelly & Marshall, Orangeville; Jos. Heard, Fenelon Falls; Tin Ware Davis, Ripley; M. Weichel, Elmira; T. Greenway, of Greenway & Phillips, Orillia ; Mr. Brown, of Brown Bros. & Co., Newmarket ; R. J. W. Fisher, Elmwood; Jas. Hislop, Cromarty; J. W. McNab, Chepstow ; W. Kriesil, New Dundee ; J. McPherson, Woodville ; R. Robertson, Loring ; Mr. Marshall, of Congdon & Marshall, Dunnville ; Mr. Dewar, of Dewar Bros., Milton; G. A. Binns, Newmarket; N. Courtemanche, Penetang ; Mr. McEachren, of McEachren & Carr, Trout Creek ; Mr. Silvester, of Silvester & Dougherty, Stouffville; Mr. Gordon, of Gordon & McKay, Kingston; Mr. McKay, Hepworth; S. Mills, Ivy ; J. E. Richards, Rocklyn ; J. Arthurs, Commanda ; W. Ough, Aurora ; R. E. Walker, Caledonia ; J. McClelland, Ballycroy.

The following merchants were to be seen in the Gurney Foundry Co.'s warehouse during the Exhibition : John McDonald & Son, Paisley ; C. Mason, Richmond Hill ; J. W. Fear, Waterloo ; A. H. Wittmack, Hespeler, Germany ; W. J. Kilmer, Kncardine ; Hallarn & Hayes, Toronto ; Jas. McDonald, Tara ; W. H. Harrison, Brockville ; T. C. Hoar & Co., Toronto Junction ; Geo. Stephens, Chatham ; W. C. Granger, Whitby ; J. W. Redfern, Owen Sound ; W. J. Bell, Beeton ; Wm. McGill, Thorold ; J. S. Larkin, Oshawa ; Jos. W. Chambers, Berlin ; J. B. Laing, of Laing & Meharry, Port Perry ; Chas. S. Baxter, Windsor ; A. R. Dundas, Cobourg ; Cannon & Richardson, Madoc ; C. M. Whitney, Woodstock ; H. A. Kemp, Sutton ; W. S. Pickup, Millbrook ; J. H. Buchanan, Galt ; Foster & Foster, Belleville ; Harris Rice, Bowmanville ; Wm. Richard, Newcastle ; Feek & Philips, Guelph ; R. W. Brock, Belfontaine ; J. Bundy, Claremont ; D. Bowyer, of Bennett & Bowyer, Listowel ; and W. E. Morrish, of Walkerton.

BRAND NEW RETAILERS.

H. Bishop, formerly of Parkhill, has purchased the hardware business of J. Cobbledick, hardware, tins and stoves, Exeter. Mr. Bishop's many friends wish him a full measure of success.

Port Rowan is to have a new hardware merchant. His name is E. A. Killmaster, and he was in Toronto this week selecting his stock. HARDWARE wishes Mr. Killmaster success.

D. H. Kennedy is starting up business in the stoves and tinware line in Pickering. He has placed a large order with the McClary Manufacturing Company.

A new hardware store is being started in Holland Centre by G. Grant. He will handle stoves and tinware extensively.

THE BANNER SKATE SHARPENER.

This sharpener, which also combines a wrench for the Acme skate, and a cut of which was shown last week, is said by M. & L. Samuel, Benjamin & Co., who are handling it, to be the biggest seller of the season. It will sharpen the dullest skate in a few minutes. It can be carried in the pocket without wearing holes, as there are no sharp angles. It is made of malleable iron. The file has four sides for use and is made of best file cast steel, so will last a long time, and can be replaced when worn out. File is held in position by set screw in reverse side.

BUSINESS OF LOAN COMPANIES.

THE annual report of the loan companies and building societies in the Dominion for the year 1893 was issued Saturday by the Finance Department. The material for the report was ready in June, but owing to the crowded state of the printing bureau, N. S. Garland, who compiled the report, states that it was not possible to get it printed until now. There were 82 loan companies and building societies that made returns, being an increase of 12 over the previous year. These are represented by provinces as follows: Ontario, 72; Quebec, 8; Nova Scotia, 2; total 82. Of the 12 new companies, 11 are in Ontario and 1 in Quebec. The total liabilities of the companies are placed at $132,410,436, and the assets at $133,250,285. The present cash value of investments on mortgages and other securities is placed at $131,276,354. For the year previous the investment on mortgages was $128,151,577. The amount loaned during the year was $20,865,871, compared with $23,762,737 for 1892. There was $23,437,786 received from depositors during the year, and $24,963,830 repaid to depositors. The amount of principal and interest overdue and in default on mortgages was $2,746,872, an increase of over $200,000 as compared with 1892. There is $5,191,251 of mortgaged property held for sale, and $4,963,940 chargeable against the said property. The amount borrowed for investment during the year was $65,463,335, as compared with $68,179,144 in 1892. The amount of dividends declared during the year was $2,511,477, about $5,000 less than in the year previous. The real estate placed under mortgage in Ontario is placed at $100,782,388; in Quebec, $9,152,712, and in Nova Scotia, $981,458, making a total of $110,916,559.

FLIRTING WITH VALUES.

On several occasions recently the report has come to us from purchasers that there is no bottom to the market, and that prices of the day will not hold over night, says an exchange. In a buyer's market like that which now obtains a little backbone would impart confidence to purchasers, would be to the advantage of salesmen and sellers, and would sell more goods. Instances have been reported where the very best prices that could be named were made, and because the purchaser did not respond they were reduced the following day, and on the third he was approached and an offer solicited.

This is a species of bushwhacking with values for which no excuse can be furnished that will palliate the offence. "There are as good fish in the sea as were ever caught," is an old axiom, and besides as good to-day as when first uttered. When the best prices are made for a kind of goods, "mean what you say" and wait for the purchaser to come, for nine times out of ten (if the salesman does not follow him up) he will go after the salesman. Flirting with prices can do no good in any instance. It intimidates purchasers and salesmen alike, and the goods have to suffer in prices.

Those who have confidence in the value of their merchandise have the regard of purchasers, as the latter realize that the goods are better than thought for. This, however, has nothing to do with the general question. There has been, and is too much flirting with values. Nothing can be gained by such a process, and the sale of goods is likely to be injured. Hold for what you want, and buyers will come to your prices or will make offers that can be accepted. Never give away your whole position, as to do that is to lose the opportunity of sales, which is almost as bad as flirting with prices.

HIGHEST AWARD at the WORLD'S FAIR

FOR Catalogue and Prices Address



The Christy Knife Co.

30 Wellington St. East Toronto

OMNIBUS PNEUMATIC TIRES.

One of the latest adaptations of pneumatic tires is to the wheels of an omnibus which is being tried by the Glasgow Tramway Co., at Glasgow, Scotland. The tires are about three and one-half inches diameter, and can withstand a pressure of one hundred and eighty-seven pounds to the square inch. To guard against any risk of the India rubber being punctured by sharp stones or otherwise, the tires are thoroughly protected by several plies of canvas, with a covering of wire-woven netting. The omnibus is said to be a very comfortable vehicle to ride in. The inside seats are mounted on springs, which adds to the comfort. There is an electric lamp fixed in the roof, supported by a box underneath one of the seats containing a sufficient storage of electricity for twenty-four hours. Twelve passengers can be carried on the inside and fourteen outside.—Exchange.

CALCINED LIME IN BLAST FURNACE

THE principal paper read at the Brussels meeting of the Iron and Steel Institute, says Iron Age, was that of Sir Lowthian Bell, in which he dealt in his well known method with the question of the advantages obtainable by the use of calcined limestone as a flux in the blast furnace in the place of raw stone. As usual his calculations are very elaborate, but the data submitted seem hardly to justify the conclusions drawn from them. The records cover the work of two furnaces 80 feet high, with a capacity of 60,000 cubic feet. Both furnaces were run for 19 weeks on raw limestone, and 17 weeks on calcined stone, and finally they were operated contemporaneously for 13 weeks, one on raw and the other on calcined stone. In a condensed form the results were as follows:

NO. 11 FURNACE

	Raw.	Calcined.
Coke consumption, hundredweight per ton pig	21.28	20.14
Flux, hundredweight per ton pig	11.76	8.57
Calcined ironstone, hundredweight per ton pig	47.22	47.40
Product, tons per week	451	481
Average grade, tons per week	3 3	3.3

NO. 12 FURNACE.

Coke consumption, hundredweight per ton pig	22 01	20.09
Flux, hundredweight per ton pig	11.87	8 62
Calcined ironstone, hundredweight per ton pig	47.62	47.34
Product, tons per week	459	497
Average grade, tons per week	3 3	3 3

	NO. 11 RAW.	NO. 12 CALCINED.
Coke consumption, hundredweight per ton pig	21.79	19.76
Flux, hundredweight per ton pig	11.47	8 51
Calcined ironstone, hundredweight per ton pig	46.31	47.47
Products, tons per week	466	536
Average grade, tons per week	3.5	3.5

These figures show that the fuel consumption in the furnace was reduced 1.87 units on an average, or 8 55 per cent. Sir Lowthian Bell states that as against this saving there is the coal used for calcining the limestone, which was 8.33 per ton of iron, so that "as a matter of commercial difference there is not much to choose between coke in the furnace and coal in the kiln." He does not appear to attach any importance to the increase in make, since he does not even refer to that feature. We imagine that American furnacemen would show more interest in it.

However, the weak point in the whole work done, and which seems to vitiate it entirely, is that pointed out by Charles Cochrane, the well known furnace manager, in a written contribution to the discussion. What Sir Lowthian Bell calls "caustic lime" used in the experiments seems very far removed from what would ordinarily be so termed. He prints a number of analyses which, so far as we understand the text, refer to the carbonic acid contents of the calcined stone used in this series of experiments. These analyses show that there remained in the "caustic lime" from 28.66 to 35.45 per cent. of carbonic acid. Since pure lime contains 44 per cent., the calcining does not appear to have been very good, to say the least. Sir Lowthian Bell has not replied as yet to this point of Charles Cochrane's criticism of his paper. Unless an adequate explanation is offered, blast furnacemen will throw out the whole series of experiments as practically valueless.

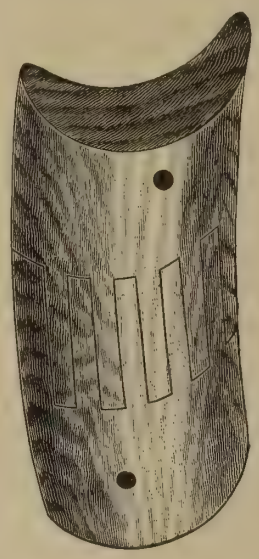
THE INVENTIVE AGE AND CARPET SWEEPERS.

In the march of improvements that have been so characteristic of this the latter part of the nineteenth century, inventions for the better performance of the housewife's duties and of the lightening of her burdens have kept well apace. This must be evident to the visitors at the Toronto Industrial Exhibition who have stopped for a moment or so to examine the neat and attractive display of the Goshen Sweeper Company, of Grand Rapids, Mich. The exhibit is on the ground floor of the Main building, near the north-east corner, and is in charge of W. J. Jeandron, the Canadian representative. It consisted of the various carpet sweepers made by the Goshen Company. The sweeper that excited the most interest was the "Mammoth," and appropriately has it been named, being 30 inches long. When the Goshen people began the manufacture of the "Mammoth" it was merely to fill an order for the Columbian Exhibition at Chicago, for use in the buildings there. These sweepers are now on the market permanently. Among the ordinary sweepers exhibited were the "Cam" and the "Broom Action." The "Cam" is made with a view to adaptability to all grades of carpets. One of the features about their "Broom Action" sweeper is the rubber roll, which lasts longer than the wood pulley, and makes the sweeper noiseless.

WOOD BICYCLE RIMS.

The interlocked wooden rim is one that has come very rapidly to the front in favor with the riding public not only in Canada but the United States. The joint in the rim is so constructed that the ends come together square across. It consists of a series of tongues and grooves interlocking as shown in the cut. It would stand without glue as the tension of the spokes makes it tighter instead of straining it apart as in the skived or lapped joint rim. All other joints depend on glue to hold the rim together while the wheel is being set up. When the glue dissolves the joint will pull apart or slip by. These rims do not depend on glue at all. They are made of the very best hickory-elm, which is a very hard, close-grained wood and finishes beautiful, either painted or in the natural color of the wood. It does not split as easily as ash and finishes much better with much less labor. Rock elm is not the common eastern elm, but a different and distinct variety which is found in only three Western States. It is said to be better adapted to the manufacture of bicycle rims than any other timber that grows. The water-proofing used will take either paint or varnish, and will also stand the cementing on of the tire. This rim consists of a single piece, bent, jointed and turned on a lathe. A large and expensive equipment of special machinery for making these rims, designed by an expert of many years' experience in wood-working and bicycle manufacture, has been erected.





A stock of these rims is carried by Rice Lewis & Son, Ltd., for the manufacturer.

MAGNOLIA METAL'S CONNECTIONS

The Magnolia Metal Company has just received an order from J. I. Thorneycroft & Co., Admiralty Machinery Contractors, of Chiswick, to be used in the torpedo destroyers they are building for the British navy. The following is a list of vessels in the British navy, in the bearings of which the Magnolia metal is used. "Fervent," "Ardent," "Zephyr," "Hood," "Hawke," "Crescent," "Boxer," "Bruiser," "Edgar."

The following testimonials given by some of the most eminent marine institutions of this country, which are builders of the war vessels of the United States Government, and for steamers of private corporations, show that the Magnolia metal is used in the highest class of marine work, and is more meritorious and successful than any other anti-friction metal for that kind of work.

The Columbian Iron Works and Dry Dock Co., Baltimore, Md., June 8th, 1894. Gentlemen,—In reply to your inquiry of 6th instant, we take pleasure in stating that Magnolia metal was used in the engine bearings of cruisers Nos. 9 and 10 "Montgomery" and "Detroit," whenever anti-friction metal was required.

Bath Iron Works, Limited, shipbuilders and engineers, Bath, Maine, June 4, 1894. Gentlemen,—In answer to yours of June 1st, we used Magnolia metal on the U. S. gunboats No. 5 Machias and No. 6 Castine, and harbor defense ram No. 1 Katahdin. This metal was used exclusively in the above vessels.

The Morgan Iron Works, New York, June 25th, 1894. Gentlemen,—In reply to your inquiry, we take pleasure in stating that we have used the Magnolia metal on different occasions, and so far as we know, it has universally given satisfaction.

North River Iron Works, Hudson street, 12th to 14th streets, Hoboken, N. J., Aug. 30th, 1894 Gentlemen,—We have used Magnolia metal more or less for many years and have always found it good, and can recommend it for general use. E. R. MEAD.

Have this day given order for one (1) ton Magnolia metal. W. & A. FLETCHER CO., H. W. FLETCHER.

All marine engineers should use Magnolia metal in the bearings of their steamers, as it will last longer and give less heat than any other metal. Magnolia metal is in use by eight leading governments, and is the best anti-friction metal for all machinery bearings.

The statement of the revenue and expenditure of the Dominion for the year ended June 30 last has been made up at the Department of Finance, and shows a deficit of $1,157,000. The deficit in the revenue is shown in the Customs returns, and is attributed to the uncertainty which prevailed over the time which the tariff was under revision.



SS. SMOKELESS POWDER Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.
429 Board of Trade Building
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Open Ring, Closed Ring
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Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of Steel throughout. There is no other chain on the market that will compare with these for strength, lightness and handsome appearance. We confidently believe that our ties of a given number are fully equal in strength to a size larger of any other on the market.

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If you have not tried our Cow Ties, send for sample half-dozen,

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Will save their cost in a week's sharpening. . . . . .

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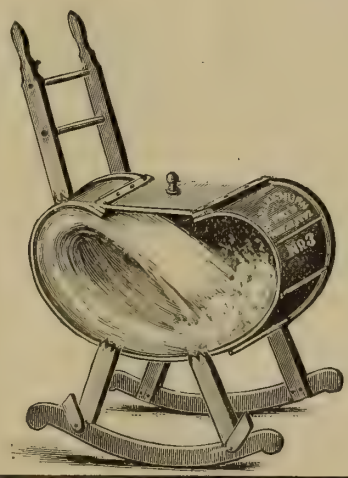
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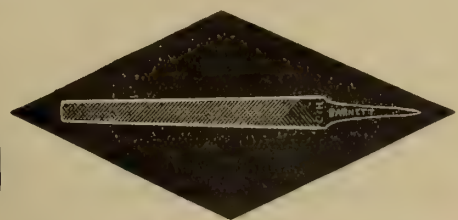
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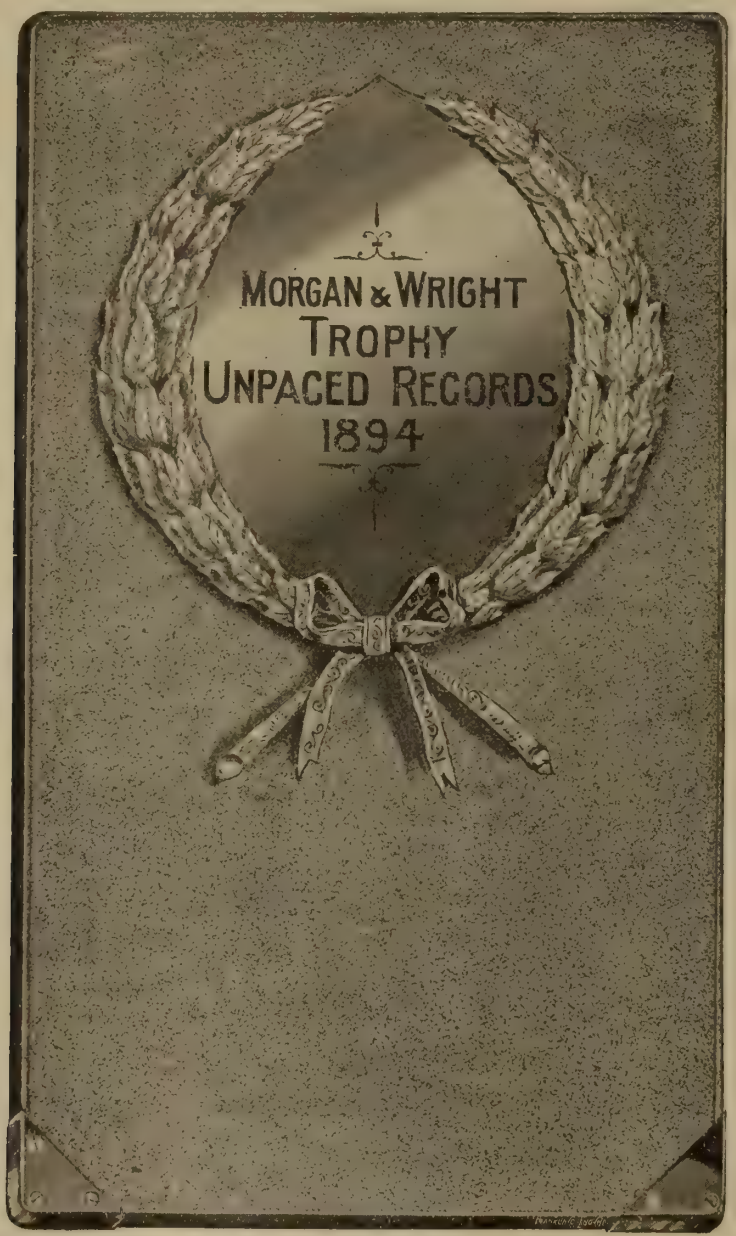
—AND—

EVERY OTHER DESCRIPTION OF SAW FILES.

HANDSOME AND VALUABLE PRIZE.

The accompanying cut is the actual size of the Unpaced Record Trophy Medal. The value placed on same is $500, while the actual cost to produce was nearly $1000. The medal is a beautiful specimen of the medal maker's art and is the finest thing of its kind ever presented in cycling.

Morgan & Wright have always been well to the front in the offering of prizes, but their latest effort eclipses all their endeavors in the encouragement of speed on road or track.



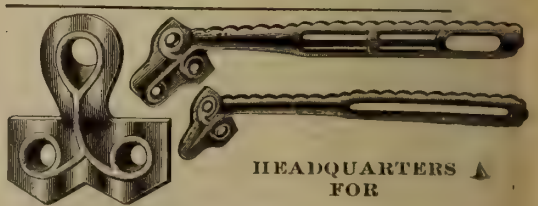
Under the enamelled letters "Morgan & Wright Unpaced Record Trophy" is a highly polished surface of red gold 14 kt., which in called the centre; the surface resting under the blue enamel gives it a grand effect. Around the centre is a wreath of green gold 20 kt. fine 27 pennyweight. The background has as its background 508½ pennyweight, 24 kt. gold, and the medal case is morocco, maroon color, four inches deep, six wide and ten long. When you say the medal is valued at and worth $500, any jeweller will undoubtedly appraise its value at that amount. A souvenir facsimile medal will be presented each time a record is broken and the medal will be awarded to the holder of the unpaced, flying start mile record at the end of the season. The medal was assayed by the U. S. Mint, at Philadelphia, and stamped as 24 kt. fine, and a certificate of the U. S. Mint will be given the winner along with the trophy. Conditions as to competition for same may be had upon application to Morgan & Wright, Chicago, or Rice Lewis & Son, Ltd., their Canadian representatives.

THE CRADLE CHURN.

While the attention of farmers is being more and more called to the profits and advantages of butter making, inventors and manufacturers are devoting their energies towards supplying improved machinery and utensils necessary to reduce the labor to the least possible point. One of the most important articles, if not the most important, is the churn, and in the interests of the farmers of this country attention is called to the "Cradle" churn which is now being offered through the trade by Chas. Boeckh & Sons, manufacturers of woodenware, etc. To see the churn in operation is a revelation, as by a most easy and simple movement the cream is put into motion which would remind one of a miniature Niagara. Butter is produced in the shortest possible time, and the cover being loose, allows a free circulation of the air to go through while in operation. The churn is claimed to be perfect in every way, is easy to operate, easy to clean, and has nothing about it which can possibly get out of order. It has been awarded first prize over all competitors at the Toronto Industrial Fair, and every butter maker who will take the trouble to examine this churn will at once admit all that is claimed for it. This firm also manufactures a large variety of butter ware, such as moulds, prints, spades, ladles, bowls, etc., and a most ingenious novelty is their Jersey Butter Mould. This mould is now being universally adopted as it makes the square shaped blocks which are found to be so neat and convenient for packing and shipping, and being adjusted the exact weight required can be arrived at. Every hardware dealer will find it to his advantage to handle these goods, as the aim of the manufacturers is to keep them in the hands of the trade instead of being sold through peddlers or agents.



The receipts of the Winnipeg Industrial Association this year are estimated at about $25,800, and the expenditure at $25,200, leaving a balance on the right side of $600. This is a better showing than was anticipated, as the public grants this year were not so large as in 1893, and they began preparations for the exhibition with a liability of $3,500 at the bank, and had to spend $4,000 in improvements to the grounds and buildings.—Free Press Winnipeg.



HEADQUARTERS FOR

Tinners' Hardware AND Roofers' Supplies

Largest Stock
Greatest Variety

Prices Lower Than Ever

Write us before buying elsewhere.

BERGER BROS., PHILADELPHIA

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

A. C. FRASER, wholesale and retail hardware, etc., Galt, has assigned to James Warnock.

A. J. Fraser, hardware, Lachute, Que., has assigned.

N. Reaburn, harness, Midland, is offering to compromise.

Wm. Kennedy, general store, Spanish River, has assigned.

Demand of assignment has been made on Jules Hande, Quebec.

J. F. Bruder, harness maker, Formosa, has assigned to E. O. Swarta.

Hill & Co., general merchants, Great Village, N.S., have assigned.

Felix Gourdeau & Frere, wholesale leather and findings, Quebec, have suspended.

James Stewart, furniture dealer, Yonge street, is offering to compromise with his creditors.

Bienvenu & Frere, sawmill, Varennes, Que., are offering to compromise at 30c. on the dollar.

Comer & Jackson, general merchants, High Bluff, Man., have dissolved. G. M. Jackson continues.

A. C. Vanlinskirk, agricultural implement agent, Kingston Station, N.S., has assigned. So has C. A. Feltinate, general merchant, Whitehead, same province.

PARTNERSHIPS FORMED AND DISSOLVED.

Dale & Oldershaw, tins, Chatham, have dissolved.

Smith & Firth, manufacturers brushes, Brantford, have dissolved.

Diamond & Takefman, metal and rag dealers, Hamilton, have dissolved.

Bradford & McKillop, hardware, Saltcoats, Man., have dissolved, and T. E. Bradford continues.

Pierre Marie A. Genest and G. H. Belanger have registered a partnership in Montreal to carry on business as cement manufacturers under the name of Genest & Belanger.

A partnership has been registered by Joseph Lalonde and Andrew Gibson to carry on business as manufacturers of springs in Montreal under the style of the Lalonde Mfg. Co.

SALES MADE AND PENDING.

Joseph Molloy, tins, Metcalf, has sold out to A. York.

A. B. Miller, general storekeeper, Rainham Centre, has sold out.

Stock of Joseph Roy, plumber, has been sold at 55c. on the dollar.

H. Rushton, boiler maker, St. Thomas, is advertising business for sale.

Stock of McMaster & McAdam, general merchants, Perth, has been sold.

Stock, etc., of G. Hoskin, tinsmith, Melbourne, Ont., is advertised for sale by tender.

The general stock of John McMaster, Perth, has been sold at sixty cents on the dollar.

Bunyan & Flannery, general merchants, North Bay, have their stock advertised for sale by auction 18th inst.

The stock and accounts of C. J. McRae, general merchant, Stayner, whose failure was recently announced, have been sold.

CHANGES.

J. Cobbledick, general merchant, Exeter, has sold out to Harry Bishop.

James Doyle, hotel keeper, Smith's Falls, is retiring from business.

Sharp & Wilson, general store, Hespeler, has sold out to Unger & Hilborn.

Murray & Tuffy, general merchants, Cobden, have been succeeded by T. & W. Murray.

FIRES.

Robert Patterson's planing-mill, at Hensall, has been burned.

James Cole, furniture, stoves, etc., Parliament street, Toronto, has been burned out.

C. E. Smith, wagonmaker, and R. Tosh, blacksmith, Drayton, have been burned out.

DEATHS.

John Stewart, of Stewart Bros., general merchants, Prince Albert, N.W.T., is dead.

Chas. A. McLean, of the firm of A. H. McLean & Co., general merchants, Albert, N. B., is dead.

SITUATIONS VACANT.

HARDWARE CLERKS—INCREASE YOUR INCOME by showing The Hardware Dealer's Magazine to your local hardware merchants and manufacturers. Subscription $1.00 a year. Liberal commission. For sample copy, terms, etc., address D. T. MALLETT, Publisher, 78 Reade St., N.Y.



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All sizes of Hot Pressed Nuts, Square and Hexagon

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You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,
ESSEX, ONT.

OUR SALES OF

"BURHAM" Portland Cement

For the past 8 months have been

25,499 CASKS.

"BURHAM" Brand outranks all other
Try it and be convinced. . . . .

Sole Consignees for Canada,

McRAE & CO., OTTAWA

MUNN'S LIQUID GLUE

Received the Highest Award

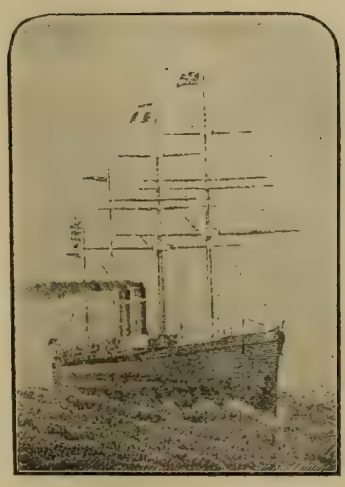
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Liverpool, Londonderry, and Montreal Mail Service

STEAMSHIPS.	From Montreal.	From Quebec.
LAURENTIAN	Sept. 15	.....
SARDINIAN	" 22	Sept. 23
*NUMIDIAN	" 29	.....
PARISIAN	Oct. 6	Oct. 7

And weekly thereafter.

The Steamers of this service carry all classes of passengers. The Saloons and Staterooms are in the central part where least motion is felt. Electricity is used for lighting the ships throughout, the lights being at the command of the passengers at any hour of the night. Music rooms and Smoking room on the promenade deck. The Saloons and Staterooms are heated by steam. Steamers are despatched from Montreal at daylight on the day of sailing, and sail from Quebec at 9 a.m. on Sundays. Steamers with a * will not stop at Quebec, Rimouski, or Londonderry. **RATES OF PASSAGE:**—Cabin, $45 and upwards, according to location of Stateroom and number of persons occupying same; all having equal privileges elsewhere. Second Cabin, $30 single, $60 return. Steerage to Liverpool, London, Glasgow, Belfast, or Londonderry, at lowest rates. Steerage passengers are provided with bedding and every requisite for the voyage without extra charge.

H. & A. ALLAN, Gen. Agents, Montreal, or H. C. BOURLIER, 1 King St., Toronto

A LATER ADAM.

EVERY change in our social or industrial conditions produces its special type of man. The original Adam was a creation; the later gentleman is an evolution. He grows out of his environments. He may be open to criticism and by no means void of sins and follies, and when he ripens into maturity as the type of a class, we are very likely to condemn the apple, but to spare the tree. The two, however, are as closely and naturally related as is an acorn to an oak, or a gooseberry to its native bush. We are apt to overlook this fact in dealing with those who are strictly representative men in our industrial and commercial life. They may not be what they ought to be, nor indeed what we want them to be, but from top to bottom, and in a vital and thorough sense they are just what we made them. They are bone of our bone and flesh of our flesh. The monopolist of to-day with all the vices and evils belonging to his mercantile sovereignty, the stuff of which he is made and the spirit that vivifies it have their nativity in the age that produced him. In fact he is as much a product as he is a sinner, the difference between him and the smaller fry being that he carries under one hat what a thousand others have only in the shape of mincemeat. The man is simply a type of a system. To reform this gentleman we must commence by reforming ourselves, and it is just here where the cure of some of our industrial and commercial diseases must commence. It is very easy, and in fact is quite the fashion, to raise our voices against the cupidity and despotism of monopolies and corporations, and at the same time be ready to seize the biggest egg on the table for our own breakfast, and compel a sick wife to take in washing to pay for our own beer. The difference in such a case between a monopolistic monstrosity and ourselves is one of size but not of spirit. He can swallow a Jonah and we choke at a sprat. In dealing with such men let us not forget the conditions that make them a possibility. When the industries of the world were on a smaller scale, and the means and the markets thereof narrower, it was not possible to mobolize either men or money as it is to-day. The pendulum swung on a smaller clock. If an employer was tyrannical or bilious the reach of his whip cord was limited, and if he was avaricious and greedy there were but few trees from which to shake the persimmons. These pea in a thimble conditions have passed away; the pea may be as small, but the thimble in some cases would make a hat for the planet. That this power is abused is no surprise, for to have power and not abuse it is one of the rarest of human virtues. Of course in this age of so-called equal rights, personal freedom and a considerable amount of paper religion, it is not in fashion to be without some respect for law and humanity. If there is any iron in our souls it must have a velvet skin, and if we are Shylocks in business we must enclose that gentleman in Samaritan cloth. Hence the later Adam. He builds towns, endows libraries and donates to charities, and yet in a business sense his soul would find hotel accommodations in a gooseberry. He loves money and the world loves him because he has got it. He is the god of the crowd, not for what he is, but for what he has. We have evolved this type of a man in an age where the sinner and the saint are considerably mixed. It is not his money or his power that makes him a wart on the public body. It is the abuse of these things and blindness to their responsibilities; so the larger the tree the broader its shadow.—Fred Woodrow, in Age of Steel.

HOW ENAMEL PAINTS ARE MADE.

There is a custom now gaining ground in public favor, says the Manufacturer and Builder, of finishing many of the small nicknacks, bric-a-brac, and fancy furniture that tend to make home more beautiful, by enamel paints, in preference to polishing the natural color, or staining and polishing, or varnishing in imitation of the usual woods. This plan of finishing has much to recommend it, for, apart from the pleasing variety thus gained by the use of artistic colors, and the fact that the articles can be made out of commoner, and consequently cheaper woods, it is so easy of application, thus rendering it alike of service in the finish of new goods and the renovation of old goods, in many cases giving the latter a new lease of life instead of allowing them to be cast aside as worthless. The foundation of some of these enamels is spirit varnish; they are made by carefully mixing and blending with the varnish some dry pigment of the required shade; and for these enamels, except that it is advisable to give new work a coat of size, no other preparation is needed, nor is it necessary to level down by means of the polish rubber. Some goods may be given a pleasing finish by thinning out the last coat by the addition of a little methylated spirits or linseed oil, which will give a semi-lustrous or egg shell finish.

RUSTING OF IRON AND STEEL.

Mr. Bramwell is quoted as asserting, in an address before the British Association, that neither bright iron nor steel will rust in pure water or pure air. The presence of carbonic acid or some similar agent, he said, seems necessary, although the final product may be destitute of carbon; and even when oxygen, moisture and carbonic acid are all present, rusting will not take place unless moisture condenses on the surface of the metal. When rusting does take place under ordinary circumstances, the first stage appears to be the formation of ferrous carbonate, this carbonate being next dissolved in carbonic acid water to form ferrous bicarbonate, which latter is then decomposed in presence of air and moisture to form hydrated ferric oxide, magnetic oxide being found as an intermediate product. In regard to the progress of corrosion, a polished bar will resist oxidation for a comparatively long time, even under somewhat unfavorable conditions, but once the rust has commenced only a short time is required for it to cover the whole bar. One reason assumed for this is the fact that the rust is electro-positive to the iron; and it is partly attributable to the final product, the hydrated ferric oxide, being formed only at the end of several intermediate stages of the oxidation, and also to its hydroscopic properties, which favor the absorption of the moisture from the air. In certain situations other acids besides carbonic may take part in the corrosion of iron.

VESSELS LOST.

The statistical summary of vessels of all nations of 100 tons and upwards totally lost, condemned, etc., during the year 1893 has just been issued by Lloyd's Register. The total number of vessels returned as lost is given at 1,231, with an aggregate tonnage of 743,135 tons; of this total 269 vessels and 250,625 tons were owned in this country, and 125 vessels and 56,214 tons belonged to British colonies. Norwegian losses are returned at 242 vessels and 119,914 tons, and those of the United States at 169 vessels and 88,192 tons. Of those losses 264 were steamers and 967 sailing vessels, with respective total tonnages of 297,950 and 445,185 tons. The British steamers lost are given at 131 in number and of 177,208 tons burden, and the colonial steamers at 21 in number and 11,831 tons. As regards the British steamers, one was abandoned and one burnt at sea. Nine are returned as having foundered, and 24 as being condemned to be broken up, 58 as having been wrecked, and 14 as being reported missing. Considering that there are 6,227 steam vessels entered in Lloyd's Register as being British owned, the losses last year are at the rate of 2.14 per cent. Of the 967 sailing ships returned as lost, 138, with a tonnage of 84,417 tons, were British owned, and compared with the total of 3,106 so registered at Lloyd's, stand in the ratio of 4.44 per cent. Of these 10 were abandoned and six burnt at sea, 67 were wrecked, six foundered and 22 are returned as missing. The colonial-owned sailing ships reported lost amounted to a total of 104 and a gross tonnage of 44,383. During the course of last year Norway lost 227 sailing vessels, with an aggregate of 111,889 tons. A similar return of the losses reported during the first quarter of this year shows the loss of 292 vessels and 190,112 tons—of which 76 vessels, with an aggregate tonnage of 75,000, were owned in the United Kingdom.

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Enamelled Porcelain Sinks.
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and General Builders' and Contractors' Supplies.
W. McNally & Co.
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Sole makers of the
"ALLIANCE"
PRIZE SPORTING POWDER
THE TRADE ONLY SUPPLIED.

GOLD MINING AT MEDICINE HAT.

YEARS ago an employee of the Hudson Bay Co., who had been through this locality long before there was any thought of putting a town here, made use of the expression that "there was a bar on this river, within five miles of where Medicine Hat is now situated, on which a man could wash out $30 a day for three months in the year."

Although this information has been in possession of some of our residents for some time, it was never turned to advantage until this year, when the veteran prospector, Sam. Livingstone, came down the river from the west and unearthed the riches that were lying undeveloped and practically unlooked for on the bars along the South Saskatchewan. About fifteen miles below the town his party located on a claim, and immediately set to work to wash out the pay dirt, and the results have been so gratifying and the returns so apparently rich, that the infection, or, as it is termed here, "the gold fever," has struck the town. Prospectors are coming in from every quarter, and it is only the matter of a few days until every bar within a twenty-mile radius of the town will be staked out. While it is generally admitted that Sam. Livingstone has the best location, yet there are many other bars on which the prospectors are striking it rich. The gold is found at almost every place you put in the shovel, but it varies greatly as to quantity. A few "colors" are also found in the small creeks tributary to the river here, and it is also found in the Cypress Hills to the south of here, but in what quantity is yet a matter of conjecture.

The attention of monied men in the East has been directed to the discoveries here, and we have been informed that a couple of wealthy manufacturers from St. Catharines, who were here last week, intend to put an outfit of the latest improved machinery on their location, and start in to work as soon as possible.

That some of the claims are very rich can be seen from the wash of one shovelful of the pay dirt. In some cases you will get enough of the flake gold out of this quantity to cover a five cent piece. The interested parties will tell you that they are making eight or ten dollars a day, and in the same breath inform you that they are getting four cents a shovel. If you understand the business, figure up a day's work for a man at four cents a shovel and you may get a not too exaggerated idea of the wealth that has been lying unmolested for years within the easy reach of our citizens. The work, so far, has been done with the crudest kind of an outfit—rocker and grizzly—but this week will see more extensive operations inaugurated, as one company is putting in a ditch, sluice box and other material necessary to the rapid washing of the dirt.

There will be about two months' work yet before the frost stops operations, and in this period we will have time in which to see the practical results of the now fast developing work. Should the indications of the present "pan out" in the way that is anticipated, we may be sure that Medicine Hat has struck a good thing—another of our much-boasted "natural advantages."

ADAM HOPE & CO., HAMILTON
Offer for Sale
"Pioneer" and "Sloss" PIG IRON
These are fine foundry irons, being strong and large scrap carriers.
Also all the well-known—
Scotch Brands,
Broken Car Wheels,
and Railway Cast Scrap.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
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BRAND "C. I. F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.
GEO. E. DRUMMOND,
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BEWARE OF COUNTERFEITS
GET THE OLD ORIGINAL AND ONLY RELIABLE
John Lucas & Co's Imperial French Greens

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DESIGNS
Decorated White
TEA AND COFFEE POTS
WITH NICKEL-PLATE COVERS
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MONTREAL

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J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

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56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 50 $5 75
I.X., "	6 75 7 00
I.X.X., "	8 00 8 25
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	4 75 5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 35 3 50
I.C., special sizes	3 60 3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base Price
Common Bar, per 100 lb	$1 85 1 90
Refined " "	2 35 2 65
Horse Shoe " "	2 60 2 75
Band " "	2 25 2 30
Hoop " "	2 25 2 30
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 11
Tank Plates1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

½-inch	10½c
-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron,

8 to 20 gauge	2 50
22 to 24 "	2 35
26 "	2 45
28 "	2 65

Canada Plates.

All dull	2 50 2 55
½ polished	2 55 2 60
All Bright	2 85

Iron Pipe.

Wrought 67½ to 70 p.c.
Galvanized, 45 to 50 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4¼, 4½
26 gauge, "	4½, 4¾
28 " "	4¾, 5

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4⅝
" 5-16 " "	4¼ 4½
" ⅜ " "	4⅜ 4⅝
" 7-16 " "	3⅞ 4
" ½ " "	3⅝ 3⅞
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10½ 0 11
Lake Superior	0 10½ 0 11

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square 1 to 2 in	0 19 0 21

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft.	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04½ 0 04½

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2¾ 0 02¾
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 13½ 0 14
Standard	0 12½ 0 13
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10½ 0 11
Other makes "	0 9½ 0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4 50 4 75
No. 1 Do "	4 50
No. 2 Do "	4 25
No. 3 Do "	4 00

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 1[illegible]
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian "	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 04½
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal		0 69
Extra "		0 90
Brown Japan "		0 65
Brown Japan, Turpentine p. gal.		0 85
No. 1 Carriage "		1 30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls)

Selected Packages, per gal	0 41	0 42

Castor Oil.

Best, per lb	0 06⅝	0 06¾

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount 4 00 4 25
Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis, 70 and 10 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 5 00 7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 and 5 p.c.
Loose Pins, " 65 & 10 to 70 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 pc. } to 50 and 5
Plate dis. 50 pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.

Tanged Firmer per doz	0 85	4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0		1 35
" No. 2		2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1 70	
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	11 5	2 20	1 50	....
26 to 40	1 30	2 50	1 75	....
41 to 50	....	2 90	....	4 00
51 to 60	...	3 20	....	4 50
61 to 70	....	3 50	....	5 00
71 to 80	....	3 90	....	5 75
81 to 85	....	4 40	....	6 50
86 to 90	....	5 00	....	7 75
91 to 95	....	....	....	9 00
96 to 100	....	....	....	10 50
101 to 105	....	....	....	12 00
106 to 110	....	.....	....	14 00
111 to 115	....	....	....	16 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 88	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis
Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p.c

Heavy, per lb	03 3-5	0 04½
Screw hook and hinge—		
6 to 10 in., per set	0 00	0 03⅞
12 up "	0 00	0 02⅞

Per doz. set

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis 50 to 60 p.c

Per doz. pairs

Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 40 to 45 per cent.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails

Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,

F.O.B. Toronto & Hamilton.... $3 80
Snow, " " ... 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Knives.

Clauss, bread cake and paring knives $7.20 per doz. nett.
Hay Knives, spear point, L or T hdle 45 per cent. dis.
Lightning, per doz. 8 40 14 00
Heaths, 45 per cent. dis.

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis 00 to 25 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or Amer. Pat'n. Basis—50 to 60 dy..... 1 85 1 90
40dy..... 1 90 1 95
30 dy..... 1 95 2 00
20, 16 & 12 dy.... 2 00 2 05
10 dy..... 2 05 2 10
8 & 9 dy..... 2 10 2 15
6 & 7 dy..... 2 25 2 30
2. Amer. Pattern Only from 4 to 5 dy .. 2 35 2 40
3 dy. (lath)..... 2 85 2 90
3. Canada Pattern Only from 4 to 5 dy .. 2 35 2 40
3 dy. (lath)..... 2 75 2 80
3 dy. A.P. Fine 3 45 3 50

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.

Poultry, 65 to 65 and 5 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S R. Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... . 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 1¾ 2
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3¾ to 4c. ft.

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.

Canadian dis. 30, 35 per c.

Rope Per lb.

	Sisal.	Manilla.
7-16 in. and larger.. ...	7½	9½
¼, 5-16, ⅜ in..... ...	8	10
Cotton, per lb.....	18	20
New Zealand.....	8½	9
Russia Deep Sea, per lb..	12½	13½
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.

Sectional, per lb..... 1¾

Saws.

Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz 7 50
Hand, Disston's, dis 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross-Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

"Lincoln" McMillan & Haynes, per doz 7 50

Scales.

Canadian List, dis. 40 to 40 and 5 p.c

Scale Beams.

Canadian, B S. & M. dis. 40 p. c.

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis. 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ¼ or ½ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3½
Wrought Iron, dis. 80 to 80 & 5 p. c.
Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enanelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07

Slips, per lb 9

Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman s, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 35 to 40 p c.

Ties.

Cow, per doz ..... 1 [illegible] 2 50

Tinner's Tools.

P. S. & W., net list.
Canadian 15 to 35 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33½ p.c. to 35 p.c.
Game, H & N., P. S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9 00

Twines.

Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " ..... 0 30 0 5[illegible]
Binding, Common Sense 6½
" Blue ribbon 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8

On prison made twine freight is prepaid to any railway station in Ontario.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5⅜ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } 3½ 3¾
" 4 " 4 & 6 " "
" Plain twist, all deld 3½ 3¾
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 4½
Ditto Glidden 2 point 4½
Galvanized Barb, "Lyman," 2 to 4 points..... .. 4½
Steel staples 3¾
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth

Ordinary, discount 25 p.c.
Painted Screen, p.100 sq.ft 1 85 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " eac[illegible] 3 40
Pocket, per doz..... 1 25 2 00

Half Price



The original selling price of "Ideas for Hardware Merchants" was $1.00; the price now is

50 CENTS

And **only** handled by ourselves. We bought out the publishers at a bargain, hence the exceedingly low price.

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Which taken at the flood leads on to fortune;
Omitted, all the voyage of their life
Is bound in shallows and in miseries."

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"Lion," "King," "Leader," "Fairy," (Cotton).

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AND METAL MERCHANT

VOL. VI. TORONTO, SEPTEMBER 22, 1894. No. 38.

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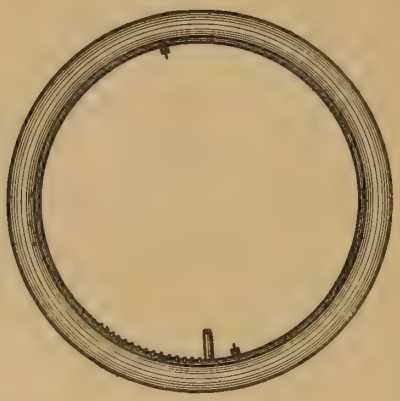
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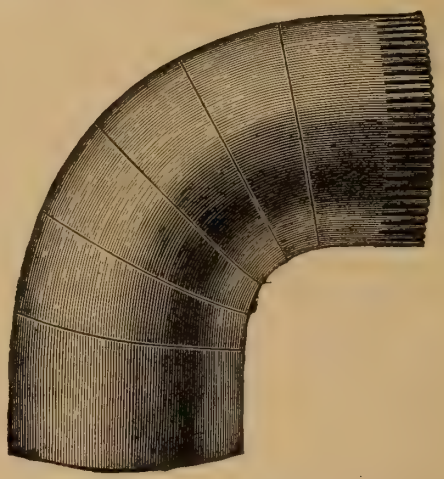
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Published Weekly. $2.00 a Year.

Vol. VI. TORONTO AND MONTREAL, SEPTEMBER 22, 1894 No. 38

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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THE CANAL CONVENTION.

THE canal convention in session in Toronto this week is an important event in the agitation obtaining for deepening canals.

The objects of the convention are not local to Toronto, to Ontario, or the Dominion: They are international. And it is this fact that gives the convention its greatest importance.

Beneficial are bound to be the results that will accrue from the gathering. The fact that there are present as delegates the greatest engineers in both Canada and the United States who are specialists in canal construction, warrants this conclusion.

If the deepening of the canals on the St. Lawrence system of navigation to twenty or more feet is to be made an international undertaking, quite a different phase is put upon the matter than were Canada to undertake it alone. HARDWARE has maintained, and is of the same opinion still, that for Canada to undertake the work alone is more than she can afford to do at present with our already large debt.

No one questions the advantage that a twenty foot route would bestow; and again there is no question regarding the necessity of the Dominion Government completing with all possible expedition the work of deepening the canals on the St. Lawrence rivers to a uniform depth of fourteen feet. This accomplished many of the craft that are now compelled to break bulk at Kingston would be able to reach the side of the big Atlantic steamers that ascend the St. Lawrence to Montreal.

It is to this latter task that we should apply ourselves just now. The greater undertaking we must defer to a more convenient season, unless of course our cousins to the south of us want to take a hand in the job. Then, we say, go ahead.

But whatever the future may bring forth, the deliberations of this week in Toronto is sure to help us in doing the best possible thing we can do in the premises.

THE MONTREAL JUTE SEIZURES.

THE Canada Jute Company, the Consumers' Cordage Company and the Dominion Bag Company, of Montreal, were last week the object of domiciliary visits from the officers of the Customs Department at that port on the allegation that they had fraudulently evaded the Customs law. The news occasioned considerable surprise when it was made public, and after developments have made it evident that the Customs officials acted under misapprehension in the matter, and that there was no warrant at all for any seizure at all of goods in the possession of either of the three concerns in question.

The acting collector of the port was, it seems, under the impression that for the past six years the firms in question had been evading the law with regard to the importation of raw jute material, for Mr. O'Hara made the demand that they should produce and hand over all invoices and statements of all goods imported and entered by them in the time mentioned. This, it need not be explained, would have involved many hundreds of thousands of dollars worth of goods, as well as practically stopping the work in the manufactories in question.

Speaking of the matter to HARDWARE, a leading importer said that this method the Customs people had of stepping in and seizing goods in a warehouse without stating definitely what the accused firm are charged with, is highly iniquitous, and ought to be stopped once and for all. He was very glad, therefore, that the Controller had stepped into the breach, and gave the over-zealous officials a necessary check. It was certainly curious to him that if there was a properly qualified staff of appraisers, three big firms could go on six years evading the Customs law without discovery.

The course taken by the acting collector in the matter certainly cast a reflection on that department, which, if he was a member of the appraisers' board, he should labor under without denial or rebuttal of some kind. Besides all this, to import goods and pass them through the Customs at an improper rate of duty was in itself no warrant for the seizure of the merchandise and the infliction of fines, etc., provided in the case of fraudulent entries.

The irregularity frequently rested with the department, for an appraiser frequently and unavoidably made a mistake in the interpretation of the tariff or in the classification of goods that in all justice the importer should not be held responsible for. In the cases under consideration the appraisers had access to every consignment and had never raised a question as to the legality of the entries, and the goods had in the six years been officially recognized as coming within the specified terms of the clauses of the tariff governing such goods. It was certainly extraordinary, as he had said, that without definite statement of allegation, with no previous enquiry that should press such action, three of the most reputable manufacturing concerns in the Dominion should have such an imputation cast upon their good name.

The officials in the case needed a hauling over the coals, and though the public have been kept dark it is pretty betting that the talking to they received from the head of the department was a sharp one, though for reasons this is kept a departmental secret and the matter has been glossed over.

STEEL SHOE MAKERS ORGANIZE.

AN association has been formed by the makers of steel horseshoes in Canada.

The organization was consummated last week, and its members are the Montreal Rolling Mills Co., Pillow, Hersey & Co., and Peck, Benny & Co., all of Montreal.

Until within less than two months ago, the Montreal Rolling Mills Co. was the only maker of steel horseshoes in Canada. In August last, however, Peck, Benny & Co. and Pillow, Hersey & Co. launched out in this branch of manufacturing, and the association just formed is the result.

Prices have been fixed as follows: Nos. 0, 1 and 2, $5.75 per keg of 100 lbs.; Nos. 3, 4 and 5, $5 per keg of 100 lbs.; assorted, Nos. 0 to 5, $5.50 per keg of 100 lbs. Terms, 4 months or 3 per cent. off cash 30 days, f.o.b. Montreal.

The Montreal Rolling Mills Company, which have hitherto been the sole makers of the toe weight steel horse shoe, still retains that right.

STILL STICK TO BUSINESS RULES.

WHILE better times are dawning, it is well, in the exuberance of realizing this, not to de ert the cautious policy which has for some years been gradually developing.

Judicious buying, careful discrimination of accounts, short terms of credit, are principles which need to be closely followed, however good business may be. In fact, good times cannot long obtain after these fail to exist.

Bad crops may bring depression, but it is carelessness in buying and recklessness in credits that are the most potent causes of failure.

The man who has exerted all his strength in useless exertion on the plains below is not equal to the task of climbing to the top of the rugged mountain; nor is the merchant able to survive the periods of depression when they come round if during the good times he has neglected to observe the ordinary rules laid down for the government of business.

THE GOOD TIMES ARE COMING.

TRADE is reviving. There is no doubt about it. It is in evidence every where. The farmer, the retailer, the wholesaler, the manufacturer, all are experiencing the fact.

At no time was trade stagnant in Canada. It was quiet for some months: In the first place because of the financial crisis in the United States and the general depression the world over, and in the second place because of our own tariff revision.

The influences which proved a drag on the trade of the Dominion have loosened their grip, while the good crops has engendered fresh motive power and set the wheels of the industrial machine revolving as they have not revolved for some time.

And unless we positively refuse to entertain them, better times can hardly be kept from our door.

The careful buying which has characterized merchants and manufacturers for some time; the closer scrutiny of accounts and shorter credits that have developed, and the general tendency obtaining of doing business on more businesslike principles, has purged the commercial body politic of many impurities and left it in good condition to reap the advantages accompanying a revival of trade.

In a word, like an athlete, the business men of the country have been well trained. From this out they should give a good account of themselves.

Now that the tide has turned, take advantage of it. Do not allow yourself to drift aimlessly with it. Get up and hustle. Be live, be energetic, plan and scheme for business, and thus hasten along the good times.

DOES FAKE ADVERTISING PAY?

Daniel & Robertson, of St. John, N.B., make short interviews with canvassers who work fake advertising schemes. "When we were young and verdant, and thought we knew it all," said Mr. Robertson to HARDWARE, "we went into hotel registers, circulars, posters, write-ups and similar things. Many of them were nice in theory, but we could get no results.

"Then we tried newspaper advertising. That paid us, and we have used it ever since. For our country trade we have used calendars, not as an advertising venture, but as a souvenir. They are getting common, and we are not using them now. We may possibly, however, adopt something new in this line. I am looking into the matter now, but we will not charge the expenditure to advertising account."

INJURING ST. LAWRENCE ROUTE.

THE controversy that is going on between the Allans and Mr. Huddart the promoter of the fast Atlantic service, will benefit nei ther of the parties to it

One thing, however, it will do: It will tend to injure the St. Lawrence route with the timid and the ignorant.

To ascribe that route dangerous is to perpetrate a libel thereon.

The route is not dangerous. Its freedom from calamitous accidents is an evidence of this; and the placing of a newer and faster type of steamships on the route, with the capacity to travel a few miles an hour more, is not going to sufficiently increase the liability to accident to make its serious consideration worth while.

The steamers built with the power to travel fast are built with the power to control themselves readily, while every day or hour saved in crossing the Atlantic means the lessening of the vessel's liability to be caught in storms or in fogs.

The opinion of the people of this country may be divided regarding the wisdom of Canada subsidizing a fast steamship service at the moment, but if the loyalty of Canada is judged rightly, there are no two opinions regarding the folly of belittling the St. Lawrence route.

The Allans and Mr. Huddart may fight until doomsday regarding their respective merits for veracity, but Canada does urge that they keep off her grass plot.

IMPROVED STORE FITTINGS.

PLATE glass cabinets are the coming style for store interiors, or rather they are now the fashion. No merchant, whether wholesale or retail, building a new place or refitting an old one, should complete his plans until he has first examined and found how far these cabinets can be adopted A number of stores in Canada are already using them to a limited extent, a result of a suggestion made in these columns some months ago. The only completely fitted store in this respect we have yet seen is a wholesale and retail hat and cap establishment in St. John, N. B. No doubt there are others, but we have not yet seen them. The whole side of this place is laid out in compartments about three feet wide by a height of about 70 inches. These stand on a ledge or side counter about three feet from the floor. Beneath this counter are drawers or shelves, or the space may be left open for boxes, cases or something of that sort. The compartments may vary from 6 to 18 inches in depth, and are fitted with adjustable shelves or racks. They have false backs painted white to reflect the contents. These wooden backs are used instead of the partition walls of the store so that the sash weights may drop behind them — between them and the wall. Each compartment has a bevelled plate glass front fitted into a sliding sash. It is balanced by two weights attached to the sides in the usual way, but instead of running alongside, the ropes or chains are carried over the top of the cabinet and down behind the false backs. No display space is thus wasted, and the weights are hid from view entirely. In the St. John store the sashes are 34½ inches from centre to centre, and 66 inches in height. There is only a half inch between each sash, and the wood work is all half inch stuff, the object being to have as much glass front as possible. The wood is thoroughly seasoned polished hardwood; the fitting must be done with great care. The sashes must run up and down smoothly, and at the same time every part must fit so close that dust and flies cannot work their way in, for after all, this is the great object to be gained by this arrangement.

ALUMINUM AND ITS PROPERTIES.

ALUMINUM is now advancing rapidly to the front as a useful metal, and, with its receding price, promises to soon come into general use in many manufactures where its peculiar properties make it a most desirable alloy, or its beauty and lightness give it a favorable precedence, writes G. D. Hiscox, in Metal Worker. It is now on sale by the silver and fancy goods trades for table ware, drinking cups, trays, wire basket work, bric-a brac and jewellery; is used in cab, carriage and harness trimmings, race horse shoes and the more substantial structure of voyaging boats.

The novelty of a violin of aluminum has been exhibited before the American Association for the Advancement of Science. Its sonorous qualities have recommended it for sounding boards of pianos and other musical instruments; it not being affected by moisture, its tonic condition is uniform.

Its lightness makes it a valuable contribution in lightening the burdens of surveyors and engineers, it entering largely into the composition of their instruments. It is also agitating military circles in Europe and the United States for lightening the soldier's equipment; canteens, buckles, cartridge boxes and gun trimmings of aluminum tend largely to lessen the military load. In plates, rods and triangles its tone is equal to that of steel, but has a longer term, ending with a reverberation or resonance; in bells it has a brilliant tone.

By slow cooling from a red heat it becomes elastic or springy, and may thus be converted into springs. Cooling quickly from just below a red heat, or by quenching in water, makes it very soft, analogous to the water annealing of steel. This is the best method of annealing in working aluminum under hammer, rolls or drop press; or where convenient it can be rolled, spun or hammered at a temperature of 250 to 300 degrees F., without annealing. It can be welded by electricity like other metals. Its malleability ranks next to gold and silver; it may be rolled and drawn to the thinnest sheets and wire, spun and raised in all forms as easily as copper; beaten into leaf like gold and silver for decorative work. As leaf only 1-40,000 inch thick it is impermeable to light, and shows no color like gold leaf by transmission.

A singular coincidence in its comparative weight and strength with steel is in the equal length of a suspended bar to support itself by tension, which in each case is about 23,000 feet; the sectional areas of the two metals for equal strength corresponding inversely with their relative strength and weight per cubic inch or foot. The tensile strength of aluminum in rolled bars is 26,000 pounds per square inch, and its weight 163 pounds per cubic foot. Its elastic limit in tension is 14,000 pounds per square inch of section. The range of expansion by heat is 0.0148 inch per 100 feet in length for each degree F., being greater than brass and less than zinc. Its electric conductivity varies slightly by the observation of different experimenters, probably owing to variation in the purity and density of the metal, the average being 0.49 as compared with copper 100.

It is so slightly attacked by nitric, sulphuric or sulphurous acid that it makes an excellent metal for valves, cocks, fittings and pipe for conveying or holding these acids, either pure or attenuated with water. Hydrochloric acid and caustic alkali are ready solvents of this metal, while the vegetable acids have but a slow action.

The shrinkage in casting is much larger than in brass, being 15-64 inch per foot in length. In melting it becomes at first pasty at a low red heat and finally fluid at about 1,200 degrees F. Black lead (plumbago) crucibles should be used for melting, although for small quantities crucibles cut from soapstone are good; Hessian or sand crucibles may be used by lining them with a paste of plumbago or powdered charcoal and molasses baked on. Any quantity up to one pound may be readily melted in a small forge or coal stove. Common salt is the only flux used, but not always needed, except to protect scrap melting. Molds for ingots may be made of iron or soapstone, but for pattern work should be in fine molding sand, such as is used by brass founders, the molds to be partially dried on the surface after dusting with ground charcoal and blowing out the excess of dust with a hand bellows. Thorough venting of the mould and quick pouring as with small brass work will bring out sharp castings. Aluminum castings are now made by founders in this special line at reasonable prices, so that amateurs and others may be saved the trouble of experimenting to obtain aluminum castings or any of its alloys.

The rolling or drawing may also be avoided, as the prices of rolled bars, plate, rods, sheet and tubes are very reasonable, and small quantities may be purchased as cheaply and of better quality than an inexperienced person can possibly produce the required shape. The trade price for ingots, as detailed in metal quotations, ranges from 60 to 65 cents per pound, while the rolled plates and sheets, in lots of 5 pounds and upwards, ranges from 90 cents to $3 60 per pound, according to the gauge; sample lots, 10 cents to 24 cents per ounce up to No. 24 gauge; above No. 24 and up to 1-1000 inch thick, 30 cents to 40 cents per ounce; aluminum rods, ⅛ inch to 1 inch, in lots of 5 pounds and up, $1.20 per pound; wire, Nos. 6 to 26 gauge, $1.10 to $2.09 in quantity or for samples, per ounce; larger than No. 16, 25 cents; Nos. 16 to 22, 40 cents; Nos. 22 to 26, 50 cents.

Aluminum solder, $2.50 per pound, or 25 cents per ounce, melting at about 500° F. A softer and easier flowing solder, melting at 400° or less, at $5 per pound. These solders can be used with an alcohol lamp, or bunsen burner, for small work. A good and easy flowing solder may be made of an alloy of 5 parts cadmium, 2 parts zinc, 3 parts tin—melt the zinc and tin together and then add the cadmium; a small sheet iron ladle can be used for making the solder, when it may be poured into grooves in a block of wood for convenient use. This solder melts at about 350° F., needs no flux and takes to aluminum by rubbing with a stick of aluminum, or a small spun glass brush, or by rubbing the pieces together that are to be soldered after the solder has taken on one of the pieces. The price of cadmium is $1.35 per pound, or 10 cents per ounce.

Aluminum alloys with copper and iron, as aluminum bronze and mitis metal have been long known and used. An alloy of aluminum with 10 per cent. of tin makes a beautiful white metal, easily soldered with tin as a solder. An alloy with 10 per cent. of silver makes an excellent metal for table ware, cheaper than silver, far less liable to tarnish than silver and more brilliant in color than pure aluminum. This alloy is easily soldered with the addition of 5 per cent. of cadmium to a portion of the alloy.

TREATMENT OF EMPLOYEES.

Don't employ a parcel of dull and stupid assistants, apprentices, porters and mechanics, says an English exchange. Such are a positive curse, and dear at any price. An uncouth, uneducated, untidy lot of employees will soon scatter all one's customers. Employ good men, and pay them well; look upon them as being as good as yourself; treat them well, and not like so many dogs, as is too often the case. Be affable, agreeable, free, and natural with them; be in sympathy with them. Encourage assistants by giving them a commission, say of five per cent. on all returns above a certain amount. This will encourage them to push, in order to swell the returns, and thus secure for themselves, as well as for yourself, a larger margin of profit. Give your porter so much per dozen for all the repairs he collects and all the orders he brings in; this will encourage him to push about amongst the customers, and it is astonishing what even a porter can do. By this means employer and employee will be brought to work hand in hand and shoulder to shoulder. If you, in a practical way, show that you have at heart the interest of your employees, you will soon find the same interest in your welfare existing in the hearts of your employees. This system will "knock into a cocked hat" that driving, grinding, screwing, grumbling, bullying, style that one so often sees. The golden rule, "Do unto others as you would be done by," always pays, and will bring about very happy results wherever it is put into practice.

FURNISHED HEADS FOR RENT.

HEADS for rent have never been a rarity, but perhaps are not so common now as of yore, writes Fred. Woodrow, in Age of Steel. Their scarcity is not what it ought to be, but with what can be spared it is a comfort to know that the list is being shortened. In the American section of modern history this is an age of education. Of arithmetic and syntax, the map of the world and the mountains of the moon, of history, politics and science, of cosmic laws and the happenings in our own country and the suburbs of the equator and the poles, we carry more under our modern hats than could be found under the domes of ancient libraries. We live in an age of mental activity, in which all things living and dead, past, present and to come, the biography of an antediluvian skeleton, the anatomy of a house fly, the decimals that constitute the filaments of a dollar, and the laws that regulate the waltzes of the Atlantic, are as accessible and common as are finger nails and noses. We find newspapers and books where but a few years ago they would have been as unintelligible as Sanscrit to the average man, and where a boy who could read was as rare an article as a third horn or a fifth leg on a calf. What we know, what we are studying to know, and what we have forgotten, would probably keep a steam printing press in perpetual motion. Our school houses are our boast, and our graduates, both in pantaloons and petticoats, a family pride. Of professors, artists, orators, statisticians, clerks, and stenographers, there is no end. If any far-off citizen of Mars, looking on the western hemisphere of its neighboring planet, should think that its population knows nothing, that gentleman in the distance would make a greater mistake than he would by emigration.

It is said, and said with strong justification, that many of our follies, such as needless strikes, organized boycotts, our efforts to make a paradise out of pasteboard, and our making chopping blocks of non-union men's heads, is due entirely to the ignorance of the masses. It is, however, a fact, that our gravest dangers and some of our most monumental follies are chargeable not so much to the empty heads carried under hats as those that can aptly be described as "furnished apartments." A political fraud, as a rule, is by no means an ignoramus. An agitator is not usually a man who cannot read. A demagogue is not necessarily illiterate, nor is the man who lays out the boulevards of a New Jerusalem in Dakota or elsewhere a gentleman who cannot sign or spell his name.

The fact is that brains, like money, bonds or real estate, can be made an article of commerce, and it is as certain a fact that they are so used. In catching a fish, it is the man who knows how to do it that can fill his bucket. With all our boasted intelligence and our warehouse stock of graduates, it is a question as to whether we are not running more into nervous filaments than common sense. We suffer from a national itch for excitements, and when the blood boils the average man becomes simply a soup bone. A politician, with his eye on a Congressional salary, knows just where to tickle a crowd to make the ballot box laugh with a majority. A jingo can inflame public sentiment with imaginary wrongs, and with fond regard for a private friend who will make money out of gunpowder, can innoculate a nation with war vaccine. A so-called labor leader can lead a hundred thousand men by the nose, who, if they did their own thinking, would never trust a coach and four to a blind driver. Here lies one of our gravest dangers. We think too little and shout too much. There are too many heads to rent, and some men would as soon do their own washing as do their own thinking. Personal convictions, based on sober judgment, cannot be counted by noses. Opinions are borrowed as we borrow umbrellas, and it is not a mile from the truth to say that on both sides of every question the man who thinks for himself and has the backbone to abide by his honest convictions, is the missing man in an average crowd.

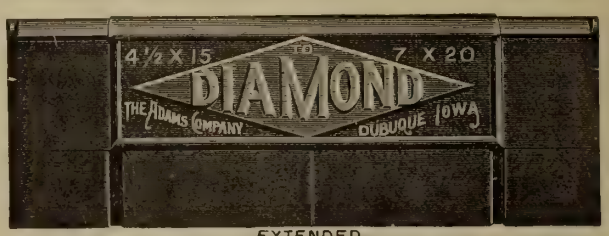
THE "DIAMOND" STOVE BACK.

A new thing on this market in the way of a stove back is being introduced to the trade by M. & L. Samuel, Benjamin & Co. As will be observed from the accompanying illustrations, it is named the "Diamond."



CLOSED

The "Diamond" is constructed with sliding wings, which can be made to conform to any kind of cooking stove. There are no screws about it, and this is its most unique feature. To adjust the back is simplicity itself. With a light hammer the plates are extended to the desired width, and to nearly the desired length. After putting the back in place in the stove, the wings are driven out as far as they will go behind the lugs of the stove. The "Diamond" is made of cast iron, and is held to be both cheaper and better than the ordinary stove back. The cuts show the back both extended and closed.



EXTENDED.

AIR VELOCITY.

ONE of the first matters requiring decision in the design of a heating and ventilating system, says Metal Worker, is that of the permissible velocity of the air through ducts, flues and inlet or outlet openings. Of course, much will depend upon the character of the system adopted. At all events, extremely low velocities, while economically the best as regards operating expenses, necessitate flues and ducts of such size as to make their satisfactory introduction exceedingly difficult in a building where large volumes of air are required. With the furnace or ordinary indirect systems, horizontal ducts of any considerable extent are avoided, and therefore consideration of velocity therein becomes less important. But with the blower system, where the means of movement are positive, high velocities are admissible, and notwithstanding the losses by friction, the gain in compactness, the reduction in first cost and the freedom from the inconvenience of large overhead ducts encroaching on head room, are sufficient to warrant the arrangement Thus, velocities running up to 2,000 and 2,500 feet per minute, reduced to about 1,500 feet at the connections to the flues, are very commonly employed. But a sufficiently low velocity through an outlet register or screen can only be equably secured over its entire surface by maintaining a comparatively slow air movement within the flue. In fact, the very best results can only be obtained by making the area of flue and net area of opening the same. In ordinary practice with the blower system, however, where the flues are of reasonable size the velocity within them will be found to be between 500 and 800 feet in well designed arrangements, while the velocity through openings, figured on net area of register or screen, will average between 300 and 500 feet. Of course this applies to wall outlets above head level. When the openings are so located as to deliver the air directly against the persons of any occupants of the apartment the velocity must be much reduced; how much must depend upon the arrangement. But certain it is that many schemes of floor admission have failed because of the comparatively high velocity of the air. Unless special provisions are made for deflecting the air currents the velocity through floor openings beneath seats, as in a theatre, should not exceed 100 feet per minute and had better be less if success is to be assured.

PROFITABLE CLEANLINESS.

BY NATHANIEL C. FOWLER, JR.

THE regular advertisement in the regular newspaper is the bottom of all advertising.

The well-printed circular and the comprehensive catalogue have their place in the economy of advertising.

The poster, the painted rock, the chromo, are valuable to the advertiser.

The advertising that does not harmonize with the business is worth nothing.

The business that does not harmonize with the advertising wastes all the money it spends in advertising.

In good harmony is good profit and good business.

A big advertisement, written by the best advertisement writer, set by the most skilful compositor, and appearing in the leading medium or mediums of business or place, will bring to the store many would-be customers, but the advertisement will not sell the goods; that is the business of the store, the clerks, and the quality of the goods.

Ninety per cent. of the failures in advertising have been because the advertiser expected his advertisements to do the selling; he depended upon advertising, unsupplemented by proficent salemen, attractively arranged goods, and conveniently located place of business.

The appearance of a store has as much to do with successful business as has the advertising, the goods, or the clerks.

A diamond is a diamond in any market, but place it in a box of sawdust, in a dark corner of a store, and the would-be purchaser, unless he be an expert in diamonds, won't buy it for less than 75 per cent. discount.

A wagon is worth its price anywhere, and is just as good a wagon with cobwebs between the spokes and dust on the cushions, but you can't sell it for its regular price.

A fly-specked electrical battery will ring just as many bells, but it won't sell well. Folks don't like dirty glass.

A bedstead separated into its several parts is just as much of a bedstead, and any woman can put it together, but it doesn't look well in the warerooms. The shrewd furniture man has his furniture look the same in his store as it would in a house.

Dress goods are dress goods, and will wear just as well in the dark as in the light, but the woman buys them to wear in the light, and they must be shown her in as attractive a way as they will look when properly made up and put on her.

Rusty tools won't sell for half their value.

A little elbow grease will make a stove worth 25 per cent. more.

A lot of tobacco pipes mixed up together, looking like a job lot, will sell for only half the money the same pipes will if set apart each kind by itself, and given show-room prominence.

A dirty collar is worth less than no collar at all, and yet I have had men's outfitters hand me soiled collars from a box. It's a little thing, but many a man may take his trade away from a house which does not deal in cleanliness.

A pair of shoes that don't shine may be of just as good leather, and can be shined to look as well as they ever did, but it is the business of the shoe retailer, if the shine is worn off, to shine them before he shows them.

A house is just as comfortable, and worth just as much, with long grass on the lawn, and two or three dollars will cut the grass, but the prospective buyer may take the next house.

The appearance of anything to be sold has as much to do with the sale as the actual intrinsic value of the article itself.

A dent in a tomato can, no matter how new the can may be, makes it look like an old can.

Oatmeal is just as wholesome and just as clean inside of a well-sealed package if the flies have been running over the package until the printed matter on it can hardly be read, but the public, which will not think much anyway, imagines that the oatmeal is dirty.

It is just as essential, so far as selling is concerned, to have the package clean as to have the goods inside clean.

There is many a drug store with a dirty fountain, and yet the syrups are as pure as can be, and the glasses always bright, but the dirty fountain makes people think that the syrups are dirty, that the glasses are dirty, that everything is dirty, and if the public think so the man must clean up his fountain if he wants to sell soda.

You can wash the fly-specks off of a hair brush, and you had better wash them off before you try to sell it.

Light and cleanliness are the two great essentials to selling.

A dark store is never as profitable as a light one.

Daylight is free to everybody, and many a store can be made light by knocking a few more holes in the wall.

If the retailer is so unfortunate that he cannot light his store naturally, let him light it artificially.

No one yet has failed in business because he spent too much money in lighting his store. Light doesn't cost a great deal.

Keep the store light all the time, in dull times and in good.

Don't economize in gas by turning up the lights in any particular corner only when somebody happens to come into that corner.

People are like flies, they don't generally go into dark places.

Folks are attracted by light.

Darkness doesn't cover up a multitude of business sins.

Folks think they see unseen dirt in a half-lighted store.

Successful stores are always light, whether they sell perishable articles, dry goods, or anything else.

I have yet to find a first-class, progressive and profitable business run without plenty of natural or artificial illumination.

The man who keeps a dark store himself will not allow his wife to buy anything from a similar store.

In these modern times it would seem absurd to discuss the common-sense doctrine of profitable light and cleanliness, and yet while everybody knows that cleanliness should be a part of business, and that light should be everywhere, one-half of the storekeepers attempt to do business in dark stores, and fully one-half of this half do not not give the attention to business cleanliness which they insist that their wives shall give in the management of the household.

There's many a market man and grocer who would discharge his wife, if he could, if she presented him with a kitchen or dining-table half as dirty as the store which sells the goods to supply the household.

Do not fool yourself by thinking that disorder is a mark of genius.

Do not try to convince the public that your business is so solid that you can do as you please.

There never was a man free to do as he pleased. You have got to do as others want you to, or do no business.

A dirty, ragged clerk can sell goods, but a well-dressed clerk, who isn't a dude, can sell more.

A poor but well-brushed suit of clothes, with a clean collar and a pair of polished shoes, on a clerk have almost as much to do with the selling quality of that clerk as has the ability of the clerk.

Do not make the mistake that some storekeepers do, of having the front of the store light, bright, clean, and attractive, and the back of the store like the inside of a cave.

Cleanliness costs little.

Shoe blacking and clean collars are inexpensive.

Dusters and brooms don't wear out very rapidly.

Soap is cheap, and water costs nothing.

Sunlight is free, and artificial light doesn't cost much.

But even if they cost a great deal, it is better to put out more money and do more business than to cut expenses and do less business.

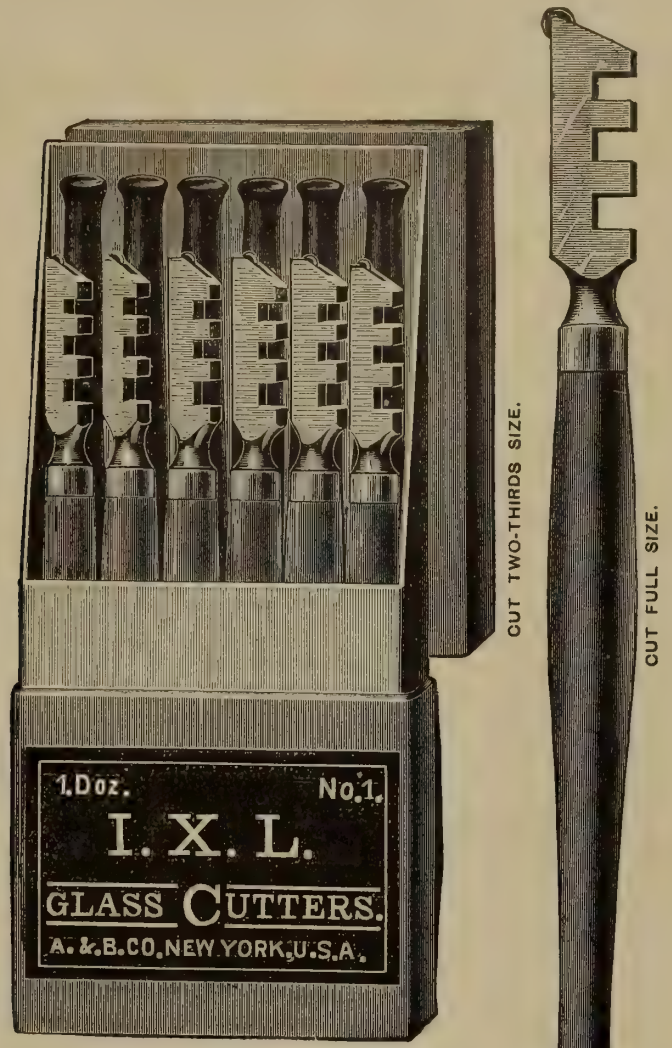
Some folks believe that in economy is the success of business, that what you save is as important as what you earn—and they are right. But the successful business man, in not forgetting to save, figures that what he makes has as much to do with his success as what he saves.

It is better to put out $1,000 and take in $2,000 than put out $500 and take in $1,000.

Everybody knows that profit is the difference between expenditure and receipt, and yet fully one-half of the business men make more effort to cut down expenses than to increase business.

I. X. L. GLASS CUTTERS.

The accompanying cuts are illustrations of the I. X. L. glass cutters which M. & L. Samuel, Benjamin & Co. are undertaking to handle. These goods are highly spoken of. The handles are made of rosewood, highly polished, the metal shank is nicely finished, and the cutter wheels are selected with great care, the whole making a neat and practical tool. The glass cutters are put up one dozen in a box, as represented in the cut.



CUT TWO-THIRDS SIZE.

CUT FULL SIZE.

The I. X. L. No. 1 glass cutters are, with out exception, the best tools of their kind ever offered to the public.

PROPELLERS ON CANAL BOATS.

AT the meeting of the Institute of Mechanical Engineers, at Manchester, Eng., on August 1st, Henry Barcroft read a paper descriptive of twin-screw propellers with adjustable immersion fitted on canal boats. He said that such boats were usually made as full in every dimension as possible, the limit being the size of the canal locks to be passed through; so that there was no space at the sides or stern for paddle or stern wheels, nor was there a space forward of the stern post, available for a screw. Even if space were reserved here, it would admit of only a small propeller, too small in area to be effective at slow speed and liable to get entangled in weeds, nor would there be what is termed a "run aft," to allow a flow of water to supply the place of the water driven astern by the thrust of the screw. If a boat were well proportioned for carrying a large and paying load, the action of the common propeller would in proportion be prejudiced, and instead of the massive boat going forward the power would be wasted in driving a small current of water astern at a more or less considerable velocity. In endeavoring to solve this problem in navigation successfully it was necessary that any mechanical means employed should be applicable to almost any existing boat without structural alteration, that the propeller should not interfere with the passage through locks and under bridges, that the carrying power of the boat should not be lessened, that the action of the propeller should not be prejudicially affected by weeds, and that no wash should originate sufficient to act prejudicially upon the banks of the canal. For the purpose of attaching any kind of propelling machinery, these considerations excluded every part of the boat except the space at each side of the rudder. A number of boats working on Irish rivers and canals and on Lough Neagh had been fitted with propellers which were never wholly submerged, and which were raised and lowered readily, so as to regulate the immersion and thus secure the utmost efficiency. It was a peculiarity of these partially submerged propellers that they had little or no influence upon the steering of vessels. If desired, the whole propelling apparatus could be made portable, and be readily moved from one boat to another.

BLAST FURNACES IN THE STATES.

The number of iron furnaces in blast on September 1 was two more than were in blast August 1, 1893, and shows the blowing in of thirty-six furnaces last month. The number in blast declined steadily from 255, April 1, 1893, to 114, October 1. Thereafter there was a constant increase till the coal and coke strikes of last spring, and as soon as the men returned to work the increase was resumed. The number September 1 was almost double that of June 1, when the strikes had so paralyzed the iron trade that only 88 furnaces were in blast. The latest news from the Lake Superior ore region shows that the mines of the Minnesota Iron Company, two of which only began work in August, shipped 992,500 tons of ore up to September 1. From the Gogebic range there was shipped about 1,230,000, and from the Menominee range 1,800,000 tons. The Lake Superior Consolidated, the Olive Franklin and Hale shipped in the aggregate considerably over 800,000 tons. The Biwabik had at last begun shipping, and with steam shovels at work on both sides the shipments for the season would not fall much below the 300,000 tons for the season that was originally estimated, although shipment did not begin nearly so early as was originally expected. Ashland is shipping ore at a tremendous rate, and the St. Clair mine, the latest opening of the Mesaba group, had just begun shipping. It is altogether probable that the price of iron ore will permit further reductions in the price of pig iron another season.—N.Y. Journal of Commerce.

Works: St. Helens, England

PILKINGTON BROS.
LIMITED

MANUFACTURERS OF
Polished Plate
AND
Window Glass
Bevelled Plate
and Mirrors
Rolled Plate, Ornamental Cathedral, etc.

Depots: Busby Lane, Montreal. Mercer Street, Toronto.

To Use Dead Shot Is to Be a Dead Shot

Dead Shot Gunpowder

H. S. HOWLAND, SONS & CO.,

SOLE AGENTS FOR CANADA

Shot, Shells, Cartridges, etc., etc. 37 Front Street West, TORONTO

HARNESSING THE OCEAN.

A stupendous scheme has recently been seriously suggested for the utilization in British waters of the energy of ocean currents for the purpose of distribution of power and light by means of electricity to centres of population at distances up to hundreds of miles from the source. This is nothing less than the proposition to dam the Irish channel at the Mull of Cantire, where the distance between the Scotch and Irish shores is only fifteen miles, and where the energy of the current from the north is, so far as human requirements go, infinite—that is, would have to be expressed in scores of millions of horse power. That this proposition is being regarded with some degree of seriousness may be gathered from the fact that a series of hydrographic surveys of the bottom of the channel has been made and charts prepared of the coasts and of the highlands on both sides from which materials might be conveniently got for building the dam. The report of an engineer detailed for the purpose is to the effect that there are no engineering difficulties in the way; by which is meant that, given the means to proceed, it is a possible thing to do, and is, compared, for instance, with the erection of the Brooklyn bridge, a piece of work requiring merely enough brute force.—Popular Science Monthly.

THE "KEEN" RAZOR.

M. & L. Samuel, Benjamin & Co. are showing a full line of cutlery, carvers in cases, razors, etc., from the leading manufacturers. The "Keen" hollow ground razor, a cut of which is given, is one of the many lines being handled by them. The "Keen" can be had from Samuel, Benjamin & Co., in the regular square end. This razor is hand-forged from special extra quality steel, and is manufactured by George Butler & Co., Sheffield, Eng., who guarantee each razor. "The greatest care is taken from the first stage of manufacture to the last," said a representative, "and the increasing demand is the best proof that the object in view has been attained.



"KEEN as is this Razor's edge invisible."
—Love's Labors Lost.

TEA AND HARDWARE.

The tea trade is full of mysteries to the outsider. A dealer in Liverpool, who has about 60 branches, has laid in a stock of ironmongery, crockery, china, etc., to give away as bonus with so many pounds of tea. He makes a show on the pavement outside his shop of galvanized iron buckets, etc. The bonus is at the rate of 8d. and 1s. on 2s. tea, 1s. on 2s. 4d. tea, and 8d. on 2s. 6d. tea. Purchasers of ½ lb. of 2s. tea receive a tea pot. The value of a frying pan or a bucket in Bohea is not stated. Another firm, in London road, give away a large tin trunk with 5 lbs. of tea, and smaller trunks with smaller quantities of the leaf. They even give away carpets and other house-furnishing requisites at so many pounds of tea per yard or per article. "If this goes on ironmongers and others will have to sell tea in self-defence," remarks an English hardware paper.

We are Now Importing . . . .

PLATE GLASS

In all sizes, and can offer at low prices. . . . .

Sanderson Pearcy & Co. 130 to 140 Bay Street Toronto

FISHING TACKLE.

A WESTERN retailer thus writes Iron Age in regard to the desirability of fishing tackle being handled by hardware merchants, and at the same time refers to some of the features of this class of trade :

I am surprised that so few retail hardware dealers make a push on fishing tackle. There is a disposition to leave this branch to the gunsmith, but in my opinion it is a great mistake.

The time was, and not so very long ago, when an ordinary stock of tackle for a retail store consisted of a few cheap lines, a few boxes of common hooks, some sinkers and floats. A bill that ran up to $5 was a very good one.

But the growth of the idea of summer vacations and the greater interest taken in all outdoor recreations have led to the increase of fishing to a wonderful degree, and has made tackle an important item.

Twenty-five years ago the man with a jointed rod was a rarity, now the very smallest boy has to have one. The angle worm of our boyhood has given way to the minnow and fly and to all manner and kinds of artificial baits. Nothing in hooks used to be known but a Limerick, but now the young fellow talks about Carlisle, Sproat and Cincinnati bass hooks with the same air that he discussed the best brand of chewing gum.

Prices in what used to be luxuries (rods and reels) have dropped down faster than almost any item in our line. The factories sell a three-piece ash rod for 75 cents per dozen. The result of this has been to about kill our trade in Japanese and Calcutta bamboo poles. We buy a plain reel at 60 cents per dozen. None of us imagined ten years ago that we would see prices touch these figures—a jointed rod and reel to cost us 11 cents.

Lines have dropped in proportion, so that we can sell a braided line for a nickel.

In the matter of artificial baits prices are also phenomenally low. We buy a good plated spoon hook with fly at 5 cents. Rubber minnows are down to 22 cents.

Now, with these low costs, and the spirit among men and boys to have good tackle, there is nothing in a hardware store that will better pay for the work put into it than this line.

The person who is going fishing wants to catch some fish. He knows that fish are creatures of whim and fancy. What they eagerly bit at yesterday they will not touch tomorrow. Consequently it is comparatively easy to coax a man who is going fishing into trying a wider variety of baits than he intended, and it will be still easier to do this the next time he calls, for he will see others catching more fish than he succeeds in capturing, and ten chances to one he gives all the credit to the particular hook or bait they used.

It is a pleasant business. It is at its best in the hot summer months when other branches are dull. The fishermen of the town include the very nicest people there and they are pleasant customers to trade with. Above and beyond this is the fact that it pays, and pays handsomely.

If stock is carried over it is just as salable a year from now, and the judicious buyer will remember that it is easy to replenish, and need not invest very heavily at the start. The trade belongs to the hardware line. If you are not "in it" you are making a mistake.

MILL LIFE OF FIFTY YEARS AGO.

TO-DAY Miss Matilda Davis, of this city, begins her 51st year as a weaver. Her reminiscences of mill life and labor, as told to a Globe reporter, proved both interesting and amusing.

Miss Davis was born in Woodstock, Maine, in 1830, and began to "paddle her own canoe" when she was only 13 years old. She did housework for a while, earning 50c. a week. Soon tiring of this, she entered a mill in her native town as a spooler girl. For this work she received 60c. a week and her board. At the end of a year she went to Dedham, in this state, to learn the art of weaving, and for 50 years she has followed this trade.

During this time she has had only such vacations as ill-health or shut downs have compelled her to take. These 50 years of labor have been spent in Dedham, Newburyport, Lewiston, Maine and Lawrence—the greater part of the time in the latter city and in the Pacific mill.

"When I look back," she remarked, "to the early days of my work, the long hours, the poor pay and rude conveniences of the mills, together with the rough corporation houses we were compelled to live in, I have no fault to find with the present condition of affairs regarding mill life and labor.

"When I first began to work in Dedham we were paid off once in three months, and considered ourselves very fortunate girls when we made $2.50 a week. Many of the mills had no regular pay day, the operatives going to the counting room when they wished for a little money, and their accounts would thus run along, oftentimes for a whole year.

"The girls did not pay their own board but it was collected by the boarding mistress at the mill counting room.

"The corporation boarding houses of those times bore little resemblance to the comparatively comfortable ones of to-day. The food which was furnished us was poor in quality and scarce in quantity. The bill of fare never varied. Our breakfast consisted of fried potatoes, biscuits, and doughnuts. We had good butter, when we had butter, which was not often, 'oleo,' and like compounds not being discovered.

"The coffee was sweetened with molasses, and the milk boiled in with it, to save putting milk and pitchers on the table. One day in every week we had bread and milk for dinner, and on the other days some kind of meat was given us. The suppers differed little from the morning meals. Oilcloth covered the tables. No teaspoons or tumblers were ever seen, for you know," with a smile, "teaspoons could be stolen and glasses broken.

"Chairs were considered an unnecessary luxury, and benches were therefore furnished for both dining and sitting rooms. Carpets were unknown to us ; even the floors of the boarding mistress' private apartments were bare, like our own.

"At 10 o'clock we were supposed to be in our beds with all lights out. At 9.45 a bell was rung to remind us of the rule, and in 15 minutes the master of the house started on a tour of investigation to see that the regulation was obeyed. If the watchman on the street saw any lights burning after that hour in the boarding house he would call up the master, and together they would bring the offender to book.

"'What sort of recreation did we have?', Well, you see, after working 14 hours a day we didn't think much about recreation, though we did sometimes attend a singing school, which was our chief form of amusement. Once a year a circus came to town, a little one horse show. Circus day was the great event of the year to us mill girls, surpassing in its manifold attractions even Independence Day. We had few holidays, and Christmas was not then kept as it is now. The mill officials and townspeople didn't like to have the circus come. They complained that it took too much money out of the town.

"Most of the girls did their own sewing, so you can see we had very little spare time."

Miss Davis came to Lawrence before the fall of the Pemberton Mill, and has very vivid recollections of that horrifying calamity. In spite of the many years of what most people would consider hard and disagreeable work, she is a decided optimist, and takes a most cheerful view of things in general and the present hard times in particular. She says she has worked through many a period of business depression and has always noticed that times were enough better afterwards to make up for all losses.

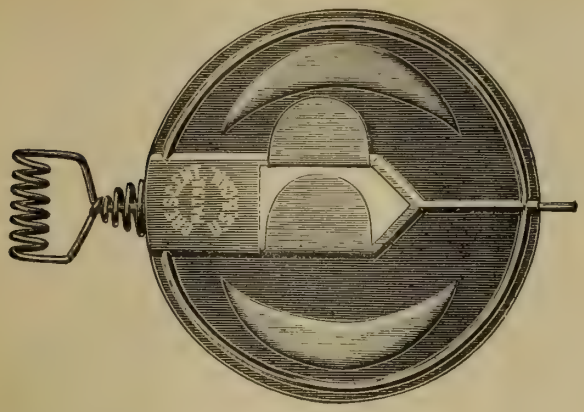
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Special Discount to the Trade



CRESCENT DAMPERS

Patented in U.S. and Canada, 1893.

Has all the advantages of a high priced Stove Pipe Damper, at low cost. LIGHT FOR FREIGHT. Being made of sheet steel will not break, and being double will not warp. Spring keeps damper at any angle set in pipe.

Manufactured by

Thos. Davidson & Co.

MONTREAL.

WILL MASSEY GO?

THE Massey-Harris Agricultural Implement Co. is talking of going to the United States. To a reporter of a Chicago paper H. A. Massey said: "We use little lumber in our manufactured articles, the principal material used being steel, pig iron, bar iron, and nails. McCormick, of Chicago, and the Deering Co. also can get a ton of pig iron for $9, while it costs us $16.50 a ton—and this though we buy our iron from the same company. This is because of the Canadian high tariff. Similarly with steel, bar iron, nails, etc. The difference between the Canadian duty and the new American duty is very great, being at least 50 per cent. higher in Canada. Just as $9 is to $16.50, so is our ability to compete with American manufacturers in the foreign markets, so long as we remain in Canada. We had, I repeat, either to withdraw from the foreign markets or go to the United States—and we intend to go to the United States. That new Democratic tariff of yours will benefit your country immensely. By freeing raw materials it will cheapen the cost of manufactured articles both to manufacturer and consumer. It will draw to your side manufacturing concerns from Canada who want a wider market and an opportunity to manufacture goods cheaper and more profitably. It is that new tariff bill which has attracted us to your shores."

The Rapid City (Man.) Reporter says the Massey-Harris Company have decided to close their agency at that point.

LUMBER ON THE COAST.

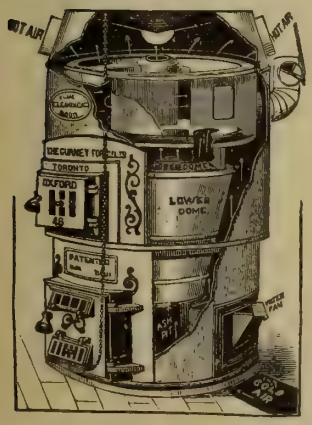
B. C. Commercial Journal: The only feature of note is the charter of the British ship Lismore, 1,589 tons, Capt. Ferguson, from Hastings mills to Buenos Ayres, for which the rate is said to be 78s. 6d. This is the first charter that has been made for that port for a long time and the fact that the Argentine Republic is again a customer of British Columbia lumber, is looked upon as a sign of the turn in the tide of trade which all authorities agree upon must revive in the course of a few years. No one can particularly name the time when there will be a general revival of the foreign lumber trade. But when public confidence is restored there will be a gradual and general improvement in all parts of the world.

OXFORD WARM AIR FURNACES

TRIED AND TESTED. NEVER HAS ONE FAILED.

ARE THE MOST MODERN FURNACES IN THE MARKET.

FOR COAL



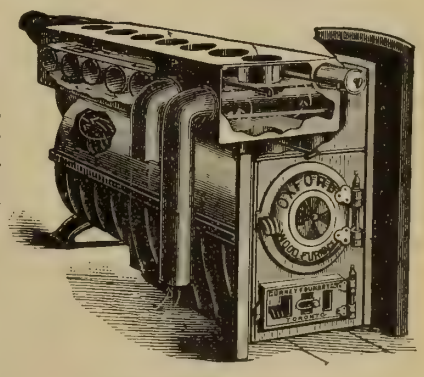
Coal Furnaces..

Have Heavy Sectional Fire Pot, Extra Heavy Base and Ash Pit. Rotating Bar Dumping and Anti-Clinker Grate. Removable Grate Frame. Large Combustion Chamber. Heavy Steel Plate Radiator with Cast-Iron Top and Bottom.

Wood Furnaces..

Have Ash Pit Section of Extra Heavy Corrugated Iron. Heavy Grate especially adapted for Wood Burning. Double Steel Radiator (of original construction) and Steel Fire Box Dome which heat quicker than Cast Iron.

FOR WOOD.



Cyclone Steel Radiator.

GAS AND DUST TIGHT.

COAL FURNACES MADE IN 6 SIZES.

WOOD FURNACES IN 3 SIZES.

WARRANTED THE BEST IN CANADA.

SEND FOR CATALOGUE AND TESTIMONIAL BOOK.

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THE GURNEY FOUNDRY CO., LTD., TORONTO ONT.

THE GURNEY-MASSEY CO., LTD., MONTREAL QUE.

TRADE CHAT.

ON October 1 the Burlington Glass Works will open for the season, and quite a number of men now idle will be employed. Rather unpleasant news greeted the employes of the Hamilton Glass Factory on Saturday, when it was announced that that branch would not start at present. It will likely start operations about Christmas.

The Toronto dealers in coal have reduced prices to $5 per ton.

McCormick's planing mill at Winnipeg was totally destroyed by fire Wednesday night. Loss $10,000.

Anthracite coal now sells in Winnipeg at $7.50 per ton, which is a reduction of $3 from last year's price.

Business men of New York city, who employ 20,000 boys, have determined to give the preference to boys who do not smoke cigarettes.

James Mann, merchant, of Embro, died on Monday night, aged sixty years. Deceased was unmarried and left an estate valued at $100,000.

The by-law granting $2,500 to the Water Power Co. for establishing the wooden ware factory was passed by the Richmond ratepayers unanimously.

New post-offices were opened in Ontario on September 1 as follows : Gertrude, East Simcoe ; Inglis Falls, North Grey ; Kintyre, West Elgin ; Rock Hill, Muskoka

The Hamilton, Grimsby and Beamsville electric railway will likely be pushed on to Beamsville this fall. It is said it will also be built to the beach next summer.

The matter was referred to a committee consisting of R. L. Torrance, A. Woodyatt, J. Crowe, T. Gowdy, A. W. Alexander, L. Goldie, W. H. Stubbs, M. W. Burr, and C. Klœpfer.

Application is made in the Manitoba Gazette for a charter for the Assiniboine Lumber Co., which will carry on business in the city of Brandon, with a capital stock of $100,000, in $1,000 shares.

It is announced that the stock of the Brockville wringer works has passed into the hands of the James Smart Manufacturing Company, and will hereafter be conducted as part of their business.

Shipments of coal this year, says the Trades Journal, will probably reach 2,100,000 tons. Of this Cape Breton's contribution will be 1,220,000 ; Cumberland's, 480,000, and Pictou's should be 400,000.

Albert E. Hamilton, for some time foreman with McMurtry & Co., has entered in business on his own account, and is prepared to take contracts for furnace and galvanized iron work.—Journal, St. Thomas.

A branch of the Retail Merchants' Protective Association of Rochester was organized in Simcoe the other evening. Wm. Sutton was elected president, and Geo. Kilpatrick secretary. Nearly all the business men of Simcoe are members.

The Calgary Irrigation Co. have filed the necessary plans with the Interior Department and will make application for the right to divert sufficient water from the Elbow river to irrigate lands amounting to 45,000 acres.

The following companies are gazetted in British Columbia : The Provincial Mining and Bridge Co., and the British Columbia Logging Co., with head offices at Vancouver. The Scott Mining and the Columbia Mining Co., of Seattle, have been registered here.

Keys' hardware store, Weston, was broken into and goods to the amount of $20 or $30 taken the other night. This is the second burglary inside of a month, the other being the boot and shoe store owned by D. Maguire, where over $60 worth of goods was secured.

A meeting of the creditors of Hirst Bros. was held at Nanaimo on the 8th inst. Settlements will be made in full, the creditors giving an extension of the time for payment. James Hirst will carry on the business under the name of James & George Hirst, the former firm retiring.

Edmonton is the centre of the fur trade ; there is gathered the furs from the Mackenzie, Peace, and Athabasca rivers, Lac la Biche, Jasper Pass, and even British Columbia. About $250,000 worth of furs have already been marketed there this year, and large shipments are reported on the way.

The Chatham Manufacturing Company received an order for more than $6,000 worth of ship plank for the Dry Dock and Wrecking Company, of Collingwood. The ship plank is to go into a magnificent steamer that is to ply between Collingwood and Sault Ste. Marie. The order will go within the next thirty days.

The Hungarian Metal Worker says that an extraordinary tough luting for pipes which have to stand pressure is made by mixing five parts of Paris white, five of ocher, ten of litharge, five of red lead and four of black oxide of manganese, very thoroughly together, and then adding a little asbestos and boiling oil.

The London Daily News of Wednesday last said that the announcement has been made by a wealthy American iron and steel manufacturer, who is now in this country, that he, with a number of others, is about to begin the manufacture of tin plate in the United States on a scale that will very largely add to the American output.

E. S. Piper, the railway supplies manufacturer, of Toronto, spent the greater part of a day or two ago exhibiting to the officials of the Canadian Pacific a working model he has made for the new bridge it is proposed to build at the Sault. It is so arranged that one man can work it on its pivot, put up the danger signals and place torpedoes on the track with one movement of the lever.—Gazette, Montreal.

The total receipts for the Industrial Exhibition amounted to $68,937.95, as against $71,961.05 last year, a decrease of $3,024.10. The attendance was actually greater this year, but the decrease in receipts is attributable to the falling off in the grand stand takings on several rainy afternoons, on which no performance could be given.

Some time ago the Ontario Forge and Bolt Company went into liquidation, Jas. Worthington, president of the company, being appointed liquidator. Several creditors, thinking the estate not being wound up as expeditiously as possible, asked the court to transfer liquidatorship. Their request was complied with. E. R. C. Clarkson was appointed to the position.

People often read and hear of the mammoth trees of British Columbia, but are not aware that we have very large trees in this province. There is an elm tree on David Scott's farm at St. Croix, Hants county, that measures 19 feet 6 inches in circumference, and the branches shade over a quarter of an acre of land. This elm tree should be seen by tourists who pass that way with their wheels.—Chronicle, Halifax.

The tenders for a civic electric light plant for Toronto when opened Monday were found so technical as to require expert consideration. The Toronto Electric Light Company, which now has the contract at $108.59 per light per year, tendered for a renewal of the contract for five years at $74.82½. The Street Railway tendered at $83.93. It is generally believed that the Electric Light Company's low tender will stop the movement for a municipal plant, and that the company will get the contract.

At a meeting of the council of the Montreal Board of Trade, the classification committee of the general freight agents reported that at present it could not see its way clear to make any discrimination in the matter of the rating of merchandise in the trunks carried by commercial travelers, but in order to meet the views of the Board of Trade, it was decided to make merchandise in trunks

THE ONTARIO TACK CO.
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton. Ontario.
SP

one and a half first-class rate instead of the double first now in force. The promoters of the Canadian exhibition at Sydney, N.S.W., asked the assistance of the Board of Trade in the undertaking. This was promised.

The statement of circulation and specie on 31st August shows the necessity there was for the act of last session extending the issue, as the amount of Dominion notes outstanding on that date was $22,094,124, the largest ever known. The amount of gold held was $10,323,800, and of guaranteed debentures $1,946,667. The excess of gold and guaranteed debentures over the amount required by law to hold was $5,175,467. The deposits in the Government savings banks during August were $304,870, and withdrawals $300,867. The balance at the credit of depositors was $17,587,025.

Important results to Canada have followed a survey of the boundary between Canadian and Alaskan territory. One of the most notable is the discovery that Mount St. Elias, so long regarded as the giant mountain of the continent, is in Canadian and not in United States territory. The height of the mountain was found to be 18,023 feet, considerably higher than the estimate given by the numerous exploring parties of the geological survey. A. M. Burgess, Deputy Minister of the Interior, says the results of the season's survey would he believed, establish the justice of Canada's claim to still more important points in the disputed territory.

Bilodeau, Lamontagne & Cie., tanners, Quebec, assigned Tuesday on demand of A. A. Contin. The latter was appointed provisional guardian. The assets of the insolvents are $28,672 ; liabilities, $32,000. Racine & Dion, boot and shoe manufacturers, assigned yesterday on demand of G. Roy. Assets, $30,000 ; liabilities, $37,000. The principal Montreal creditors are : Dowker, McIntosh & Co., $3,574 ; Marlatt & Armstrong, $511 ; Shaw, Cassils & Co., $550 ; McIndoe & Aird, $360 ; L. H. Packard & Co., $300, and H. J. Fisk & Co., $362. G. Darveau has been appointed provisional guardian.



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SILVER PLATED WARE

An assortment of 25 staple pieces, in which this Tea Set is included, also a suitable case to hold same, for $48.00 net. Do not place your order until our travelers have called on you. We have a very large line of new goods at reasonably low prices.

The Toronto Silver Plate Co. FACTORIES AND SALESROOMS KING STREET WEST **Toronto, Can.**

E. G. GOODERHAM, MANAGER. JNO. C. COPP, SEC.-TREAS.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, September 21, 1894.

HARDWARE.

THERE has been a little improvement in the hardware market in all lines since last week, and a very satisfactory business is now being done. There is nothing special doing in any particular line; it is simply a healthy movement in all seasonable lines. Prices remain unchanged and steady, and all the houses are busy just at present.

WIRE—Last week's moderate movement in copper, annealed and oiled wire has been well maintained at steady prices.

ROPE—About the only thing doing in this line is in a small jobbing way. We quote: Sisal at 7 to 7½c. for 7-16 in. and upwards, and 14c. for deep sea line. Pure Manilla, 9¼c. for 7-16 in. and upwards, 9¾c. for smaller.

CUTLERY—This line maintains the activity noted during the past few weeks, though, perhaps, sales have been a trifle lighter than they were last week. Still the movement has been most satisfactory.

SPORTING GOODS—This market has nearly reached its height. Business has been very good in guns and ammunition.

WINTER GOODS—The demand has hardly begun for this line.

CUT NAILS—Cut nails rule easy and rather quiet on the basis of $1.75.

WIRE NAILS—The movement in this line continues good at unchanged prices.

HORSE NAILS—There is a fairly steady demand for horse nails, and also horseshoes.

TACKS—The demand for tacks is good, with prices ruling steady.

WARE—In this line business has been a little better during the past week. Prices have ruled steady.

CHAIN—There is nothing of special note in this line to report.

TOOLS—This is another line which has shown a slight increase in the volume of business during the past week.

PLUMBING AND BUILDING SUPPLIES—There is but little doing at present in this line.

LEAD PIPE—The demand in this line continues slow.

HINGES—Values remain steady with a fair amount of business doing in hinges.

TAR—A fair amount of business has been transacted in naval stores at steady prices. Most of the business done has been in small lots. We quote: Rosins, $2.75 to $5.25 as to brand; coal tar, $3.25 to $3.75; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5¼ to 7½c., and cotton do. 10 to 12c.

TURPENTINE—There is a looser feeling in turpentine though prices are no lower.

CEMENT—There is no change to note in cement. The receipts for the past week at the port were 4,750 barrels. Business is fairly active, orders received being principally for car lots. We quote spot prices at $1.95 to $2.05 for English brands, and $1.85 to $1.90 for Belgian brands.

FIREBRICK—The market remains much about the same as it was. Prices are steady and quotations are from $15.50 to $22 per thousand.

METALS.

Trade is a little better this week in metals, and this applies to nearly every line. Country orders have aggregated somewhat heavier than they have for the past few weeks, but still the demand remains much of a hand-to-mouth character. Values are not changed.

PIG IRON—The firmness noted last week in pig iron is maintained. Stocks continue to diminish, and buyers are only taking enough to fill actual requirements. We quote: Summerlee and equal brands, $21, ex-store, and Carnbroe and Eglinton, $19.50; Ferrona, $16.50 to $17, and No. 1 Siemen's, $16.50 to $16.75.

BAR IRON—Bar iron is fairly active in a quiet way, but prices are unsettled, and while $1.70 to $1.75 can yet be quoted, it is best to regard it as purely nominal. It might be shaded, and it is claimed that this has been done.

SHEET IRON—There is a steady demand for sheet iron. Prices are unchanged and stocks well assorted.

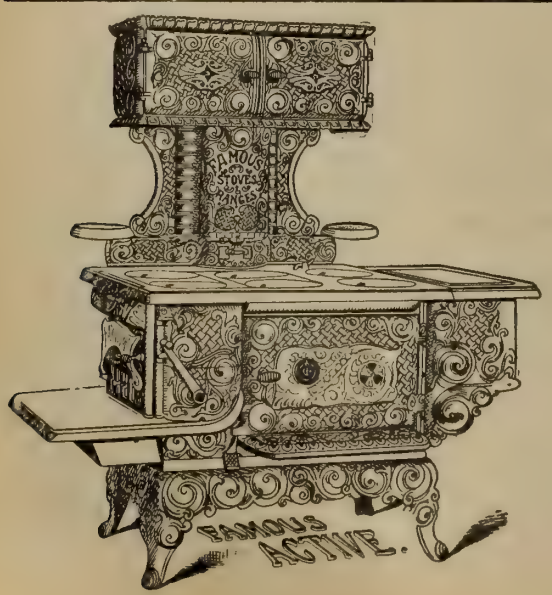
TIN PLATE—There has been no change as yet in this market, the tone remaining easy. A quiet trade is doing. Spot prices are $2.75 to $2.90 for cokes and $3.35 to $3.50 for charcoal.

TERNE PLATES—The previous range of $6 to $6.25 remains unchanged, with a fairly good volume of business passing.

CANADA PLATES—Canada plates have been in fair demand at steady prices, $2.10 to $2.20.

INGOT TIN—This line remains inactive at unchanged quotations of 18 to 18½c.

IRON PIPE—The demand remains moderate, and discounts are unchanged.



FAMOUS

ACTIVE RANGE

8.20. 9.20. 9.22.

Made square, with reservoir, high shelf and high closet. Made from original patterns. No guessing as to heat of oven. Thermometer in door shows it exactly. Oven cemented top and bottom, and ventilated. Large basting door.

A PERFECT STOVE

The McClary Mfg. Co.

London, Toronto, Montreal, Winnipeg, Vancouver.

M. & L. SAMUEL, BENJAMIN & CO.

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ENGLISH HOUSE:

SAMUEL, SONS & BENJAMIN . . . . **Toronto**

164 Fenchurch St., London, E.C.

Cross Cut Saws

Maple Leaf, Racer,
Toledo Blade, etc.

Axes . . .

American (Mann's)
Canadian.

Axe Handles

Large Variety.

Files . . .

Kearney & Foote's,
Jowitt's, Black Diamond, etc.

CANADA'S LARGEST MANUFACTURERS

SAFFORD PATENT RADIATORS



— FOR —

Hot Water and Steam Heating

NO Bolts
Packing
Leaky Joints

LARGEST VARIETY OF STYLES
BIGGEST STOCK IN CANADA

THE TRADE ONLY Supplied

Sole Manufacturers and Patentees :

THE Toronto Radiator Mfg. Co.

TORONTO, ONT.

BRANCH HOUSES—Montreal, Quebec, St. John, Hamilton, Winnipeg, and Victoria, B.C.



"Empire" Patent Shingles

MADE OF

GALVANIZED TINNED STEEL

Warranted Rustproof

Send for Price List and Catalogue.

Metallic Roofing Co.

84 to 90 Yonge St., TORONTO. LIMITED.

MONTREAL MARKETS—Continued.

COPPER—There is no change either in prices or demand in this line.

STEEL—Business has not materially improved in steel, and prices are unchanged. We quote: Best cast steel, 10½ to 12c.; spring, $2.50; tire, $2.50 to $2 75; sleigh shoe, $2.40; round machinery, $3.

SPELTER—There is nothing out of the ordinary doing in spelter, and prices remain at $4.45 to $4.50.

ZINC SHEETS—There is no change to report in zinc sheets.

HOOPS AND BANDS—The demand remains quiet, with prices at $2 30 to $2.35.

ANTIMONY—This line is featureless at 10 to 12c.

GALVANIZED IRON—Only moderate quantities are moving at unchanged prices. We quote: 4¼ to 4½c. for ordinary brands; Morewood, 5¼ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

GLASS.

The market for glass is somewhat easier, although business remains quiet, with only a moderate demand. First break is quotable at $1 20 to $1.25; $1.30 for second break, per 50 feet; $3 25 for first break per 100 feet; putty in bulk, $1 85.

PAINTS AND OILS.

A stronger feeling in linseed oil is the only notable feature in this line, the cables reporting an advance of 1½c. per gallon in England on account of the purchase there by an American syndicate of 10,000 tons. So far this has had no effect on prices here, but holders predict an advance in the near future. We quote as follows: Choice brands white lead, Government standard, $4 75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots, raw, 54 to 55c., boiled, 56 to 58c.; seal oil, 45c.

CHEMICALS AND DYESTUFFS.

The improved demand noted last week for chemicals and dye stuffs continues, and a good average business is being done. Prices are unchanged: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2 50; chlorate of potash, 20 to 22c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2.00; ditto roll, $2.00 to $2.10; sulphate of copper, $4.50 to $5.00; white sugar of lead, 7½ to 8½c.; bicarb. potash, 10 to 12c.; sumach, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2 00 to $2.10; castor oil, 6½ to 7c.; and Norwegian cod liver oil, $25 to $26.

PETROLEUM.

The business doing in petroleum is fair, and prices remain unchanged and steady. Canadian refined at 11c. in shed in Montreal for round lots, and 12c. for small quantities. American petroleum, 14 4-5c. in car lots, 15¼c. in 10-barrel lots, 15½c. in 5-barrel lots, and 16c. for single barrels, net cash; American benzine, 23 to 25c.; Canadian benzine, 10¾c. Petrolea; 12¾c. Montreal.

HIDES.

The advance in hides reported in Chicago and Toronto should make the Montreal price for No. 1 5½c., but dealers here hardly expect to get it, owing to the low price of leather. Tanners claim to be losing money at the present price of hides. Some dealers have refused to sell at 5c. for No. 1, which is a half cent higher than the quotation. No sales have been reported at this figure, however.

TALLOW

Remains unchanged at 5½ to 6c.

WOOL.

Further purchases of small lots for the American market are reported. Prices remain unchanged and steady. We quote as follows: Greasy Cape, 14 to 16c.; Canadian fleece, 17 to 20c.; B. A. scoured, 26 to 32c.; pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. Northwest wool is quoted at 11 to 12c.

ASHES.

An advance has been made in the price of ashes, on account of light receipts and a fair demand. We quote: First pots at $4 20; seconds, $3.80 to $3.85, and pearls, $7.50 per 100 lbs.

TORONTO MARKETS.

TORONTO, Sept. 21, 1894.

HARDWARE.

THERE is not so much new business doing this week, but the Toronto houses are busy filling orders booked during the Exhibition. These orders consist mostly of general lines covering such goods as are now needed in every well assorted stock of hardware for the fall and winter trade. Shipments have been made to all parts of Canada, but of course the bulk of them have been to Ontario points. There have been a few changes in prices, chief among which is a reduction of ¼c. per lb. in barbed, and plain twist wires and staples. A slight change is also reported in soil pipe. Payments are moderate only.

WIRE—Ordinary fence wire, such as oiled and annealed and galvanized is in better demand, and a fair number of orders are being received for hay baling wire. Barbed and plain twist wires and staples have been reduced ¼c. per lb; but so far the decline does not appear to have made any appreciable difference in business. We quote barbed and plain twist at 3¼ to 3½c. per lb.; steel staples, 3¼c.

ROPE—Demand has, if anything, fallen off except for sisal and manilla, but deep sea line and halyards, which are being principally used for cow lines, are going out quite freely. We quote: Sisal, 7-16 in. and larger, 7½c.; ¼, 5-16, ⅜ in., 8c. Manilla, 7-16 in. and larger, 9½c.; ¼, 5-16, ⅜ in., 10c.

MARKETS.—Continued

CUT NAILS—Trade keeps quiet. Base price is unchanged at $1.80 Toronto, carload lots, and $1.85 small lots.

WIRE NAILS—Some improvement is reported, the proportion of large orders being more numerous than they were. Discounts are unchanged at 75, 10 and 5 per cent., shipments of 10-keg lots being prepaid.

HORSE NAILS—Are more active, with prices as before. Discounts, 60 per cent. off "C," and 60 and 2½ per cent. off "P.B."

TACKS—Trade keeps fairly satisfactory in all lines. We quote as follows: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian' nails, etc., 37 per cent.

CHAIN—Orders for coil chain for fall delivery, as well as for cow ties and trace chain are limited, merchants throughout the country holding back their purchases.

HORSESHOES—Iron shoes are going out freely, but there is not much demand for steel shoes. We quote iron at $3.80 Toronto and $3.85 London.

WARE—In Peerless and Eclipse the demand is still being kept up. Peerless and white are very quiet.

PLUMBER'S SUPPLIES—Another change has been made in the price of medium and light soil pipe, but fittings remain as before, namely, 60 and 10 per cent. discount. Trade in plumbers' supplies throughout the country shows more life, but nothing of this character has developed in city trade.

LEAD PIPE—There has not been as much doing in this line during the past week as there was before. We quote: Toronto and west 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

HINGES—Trade is keeping fair in light and heavy tee, and strap and barn door.

TOOLS—Manure forks, potato forks, and hooks and spade hooks are still being called for. Draining tools continue in good demand.

BUILDERS' SUPPLIES—Last week's remarks regarding increased activity still apply.

CLOTHES WRINGERS—These are being called for more frequently, although quantities being called for are still small.

CUTLERY—All the houses here have their complete stocks of cutlery to hand for the fall trade, and it is urged that this season's purchases are much in advance of previous importations, both in assortment and quantities. Travelers are now on the road with complete sets of samples, and the trade thus far is well pleased with the goods and the values that are being offered. Stocks are low throughout the country, and orders are being placed for well assorted lines.

SPORTING GOODS—There is only a fair trade doing, there being an easing off in the demand after last week's briskness. Business in this line so far this season does not appear to have been as good as the trade would desire.

BELTING—Trade has fallen off both in leather and rubber belting. The former is being called for more regularly than the latter.

LAMP GOODS, ETC.—Business continues active in lamp goods, and gas fixtures are showing more life.

TAR, ETC.—Coal tar is still scarce. We quote: Roofing pitch, $2.50 per brl.; pure coal tar $4 per brl.; refined coal tar, $4.50 per brl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per brl. and 75c. per doz. pint tins; pine pitch, $2.75 per brl.

CEMENT, ETC.—Much as before. We quote: Portland cement (English), $3 per brl. for best grades; New Brunswick plaster paris, $2 per brl.; Canadian water lime; $1.25 per brl.

FIREBRICK, ETC.—Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

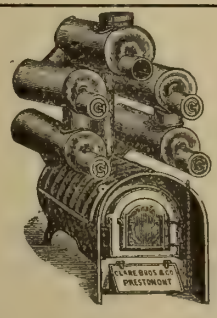
Not much that is new has developed during the week, although a more active market is anticipated between now and the closing of navigation. Copper is looking a little better, both in regard to values and business, and antimony is doing a little better.

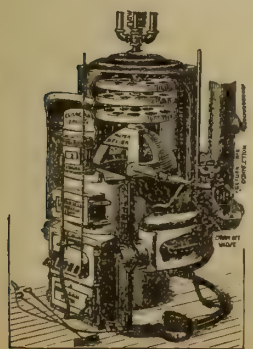
PIG IRON—American pig iron is still enjoying nearly all the trade. There have been a few enquiries for the Scotch article, which is gradually getting scarcer, but they were very few, and we hear of no transactions. A few lots of Nova Scotia iron have come up during the week, and some contracts are reported to have been made, but at low figures. We quote ex cars Toronto: Carnbroe, $19.50; Summerlee, $21 to $21.50; Nova Scotia, $18 to $18.50.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: There is little change to note over our last report. Consumption keeps up, but production is active, and is a close second. Prices both north and south have been firm, and continue so except with some of the furnaces, recently blown in, whose backbones are a trifle weak. This feeling is perhaps a little more noticeable in the south than in the north, as nothing but a well filled order book gives nerve after such trials as backbones have had of late. We quote on the cash basis f.o.b. cars, Toronto in bond: No. 1 foundry strong coke iron Lake Superior ore, $13.75; No. 2 foundry strong coke iron, Lake Superior ore, $13.25; Jackson county silvery, No. 1, $16.80 to $18.30; Lake Superior charcoal, $15.55; Southern soft, No. 1, $11.75; ditto, No 2, $11.50.

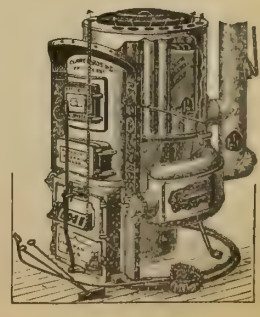
BAR IRON—There is a wide range in the views of the trade regarding the base price, some quoting $1.70 to $1.75, Toronto, inside figures for large lots, while others still quote $1.80 to $1.85. Trade is quiet, orders being small as a rule and principally for immediate requirements.

SHEET IRON—Trade remains steady, all gauges being in demand, with preference being given for the lighter gauges. We quote: 8 to 16 gauge, $2.50; 18 ditto, $2; 20 ditto, $2.10; 22 to 24 ditto, $2.20; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Manor's, 26 gauge, 7c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

Best Value  on Earth.



These are the Furnaces that secure the trade for dealers who handle them. They have no rivals but many imitators.



Clare Bros. & Co. ....Preston, Ont.

MARKETS—Continued

SHEET STEEL—Trade is fairly good. A number of import orders have been booked during the last few days and shipments from stock are frequent, although orders are not large. Prices quoted last week are for second grade, the first grade bringing from 3 to 4½c. per pound according to guage. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

IRON PIPE—Demand has been well maintained in this article, and shipments are comparatively large. Galvanized is also moving freely, but principally in the smaller sizes. Ruling discounts are 70 to 70 and 5 per cent.; galvanized pipe, 50 to 50 and 5 per cent.

GALVANIZED IRON—Trade is reported satisfactory in this line, large quotations having changed hands lately. Case shipments are frequent both in Gordon Crown and Queen's Head brands. Orders continue to be booked for import at $4 25 for case lots of 28 gauge, Gordon Crown and Queen's Head brands.

INGOT TIN—Trade has not been as good in round lots as anticipated, no large sales being reported. We still quote 18½ to 19c.

INGOT COPPER—Is a little more lively, but still far from satisfactory. We quote prices unchanged at 10 to 10½c.

SHEET COPPER—In ordinary plain sheathing demand has fallen off, but in tinned and braziers' business has been pretty good. We quote: Untinned, 14 to 16½c. according to weight and size; brazier sheets, 14 to 17c. according to quality.

ZINC SPELTER—There is nothing special to note in connection with this. We quote domestic at 3¾ to 4c. and imported at 3¾ to 4c.

BOILER TUBES—A few good sales are reported, and the market is a little more active than it was, but prices are still unsatisfactory. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

GALVANIZED BOILERS — Makers are busy. There has been a cut in the price of this article recently, but in spite of this American boilers are still coming in.

TIN PLATES—Trade has fallen off a little in this line. This can be partly acccunted for from the fact that many dealers throughout the country have received their import lots. Cokes are, however, in good demand, some large shipments having been made during the week. We quote coke, 14 to 20 gauge, at $3 10; for sizes 15 to 25c. per box, basis more; "I.C." charcoal, $3.50 to $3 75.

TERNE PLATES—Are going out freely, especially in "I. C." Prices have been advanced a little, $6.75 to $7 now being the ruling figures for box lots.

SHEET ZINC—Demand continues good, with prices unchanged at 4¾c. for cask lots and 5c. for small lots.

HOOPS AND BANDS—Stocks are heavy and business is not as good as it might be; at the low figure touched a little more activity was expected. We still quote $2.20 to $2.25.

CANADA PLATES—Business active. We quote half-polished at $2.25 to $2.35, according to quantity; 66 sheet boxes, 10c. per box advance; 75 sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—Is going out quite freely in the different quantities at 12½ to 13½c. per lb.

PIG LEAD—Trade is a little better although not any large sales are reported.

ANTIMONY—Shows a little more activity, but quantities going out are still small. We still quote Cookson's at 10 to 10½c.

GLASS.

Business in this line is more satisfactory, demand being more steady than it has been for sometime. Ruling price is $1.15 first break, 50 foot boxes, with the range running 10c. lower.

PAINTS AND OILS.

Business remains much as before. Payments are fair only.

WHITE LEAD—The movement is nothing but moderate, with the base price still 4½c.

TURPENTINE—Continues to tend downward in the South, and prices here are easy in sympathy at 40 to 41c. f.o.b. Toronto. Local market is active.

LINSEED OIL—Is 6d. dearer in England, but there is no change here at 53c. for raw and 56c. for boiled f.o.b. Toronto. There is a fairly good movement.

PREPARED PAINTS—There is very little doing, and pure is unchanged at $1.

PUTTY—Demand is active at 2c. for bladders in barrels.

SHELLAC—This article is scarce, which has caused a considerable advance in the primary markets. There has been no change here and demand is light.

CASTOR OIL—Continues dull, with prices lower at 6¼c. in cases, and 7c. in tins.

SEAL OIL—Dull and unchanged at 58 to 59c.

OLD MATERIAL.

Trade is still improving, and is now quite brisk. Prices are unchanged. We quote: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 30 to 35c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 7 to 7½c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3 to 3¼c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10c.

HIDES, SKINS, WOOL AND TALLOW

There was an advance of ½c. last week, and we now quote $4.25 for cured and $3.50 for No. 1 green hides. There is a ready sale for all hides offering.

SHEEP SKINS—All arriving taken, but receipts are light. We quote 45c.

WOOL—There has been some enquiry during the week. Some local mills have been buying, but they are not willing to give a substantial advance, and are buying from hand to mouth. Prices are about ½c. higher at 17½ to 18c. for medium fleece wools.

TALLOW—Is a little scarce, but in spite of this the market is not firm. We quote rendered at 5¼ to 5½c. for prime and 3½ to 4½c. for inferior; rough, 2c.

PETROLEUM.

Trade is still brisk at previous quotations. A reduction has been made in the price of empty barrels. We quote, in 5 to 10 brl. lots, imperial gallon, Toronto: Canadian, 12 to 12½c.; carbon safety, 15c.; Canadian water white, 16 to 17c.; American water white, 17½c.; photogene, 20c.

MARKET NOTES.

H. S. Howland, Sons & Co. note a good trade in ammunition, shells and metallic cartridges.

Barbed and plain twist wire and staples have been reduced ¼c. per lb., quotations now being 3¼ to 3½c. for wire and 3¼c. for staples.

A large shipment of cross-cut saws are just to hand with H. S. Howland, Sons & Co.; also axes, axe-handles, sleigh bells, lanterns, etc.

The Hygenic oil stove is reported by M. & L. Samuel, Benjamin & Co to be selling well. Nearly all the country merchants who visited the warehouse of this firm during the Exhibition placed an order for this stove.

Eley Bros. job shells in Nos. 10 and 12 are sold out, so that the trade will have to pay a little extra price for the Canadian and American shells. The shells principally stocked in Toronto are the Dominion Cartridge Co.'s drop shells and the Union Metallic Co.'s "black club."

M. & L. Samuel, Benjamin & Co. are handling a new apple corer and slicer. It is called the "Daisy," and is made by the same people who are manufacturing the "Hudson." The "Daisy" is a little smaller than the "Star," and is cheaper.

Rice Lewis & Son., limited, have one of their windows devoted to a display of bicycle sundries, and it is attracting a good deal of attention. In the foreground is a pile of cork handles, while flanking it on either side are ratchet chains, pedals, spokes, rims, tires, etc. Behind is a pyramid made up of bottles of bicycle enamel, while suspended overhead is a bicycle frame. The background to the display is formed with a large Union Jack.

UNITED STATES MARKETS.

NEW YORK, Sept. 21, 1894.

PIG TIN—First cables from London quoted a slight reaction, but later advices showed a complete recovery and a net advance besides, with heavy trading recorded for the day. The New York market responded very feebly to the early foreign advices, but the afternoon cables had sufficient force to stimulate bullish sentiment and carry prices higher. Dealings here were on a fairly large scale, and there was some evidence that two prominent merchants in the metal trade are more than superficially interested in operations on the "bull" side. In the forenoon sales were made of 10 tons September delivery at 16.30c.; 100 tons for October at 16.15c., and and 25 tons for January at 16.15c. As high as 16.50c. was bid for spot stock shortly after the first call.

COPPER—The market is exceedingly firm. Consumers, it is said, have taken all the Lake Superior ingot that could be secured at under 9.50c. delivered this year, and that price is now bid in some quarters. Other varieties of the metal are in quite good request, and enough business has been done to carry prices up to 9.30 to 9 35c. for electrolytic and 9.20 to 9.25c. for ordinary casting stock. It is understood that a speculative clique, rather than any combination or agreement among producers, is largely responsible for the advance.

PIG LEAD—Dealings were moderate and the negotiation was tame, indicating virtually a stand-off on the part of buyers and sellers for the moment. It was easy to buy common Western at 3 15c. for early delivery, and the appearances were that firm offers of 3.10c. for good sized lots, shipment next month, would have resulted in business. St. Louis wire to the Metal Exchange was 3.02½c. London cables £9 17s. 6d for soft Spanish.

SPELTER—No improvement in sales here was reported, nor did the demand show greater spirit, but advices from the West were of a character that gave tone to the market. These noted quite good business latterly and disinclination among smelters to book orders except at higher prices, owing to the enhanced cost of ores. For ordinary Western brands 3 50 to 3.55c. is quoted. St. Louis quotation to the Metal Exchange was 3.27½c. London cable £15 8s. 9d. for good merchant brands.

ANTIMONY—Jobbing business is fair, but there is little movement of round lots. Prices remain at about 7½c. for Hallett's and 9½c. for Cookson's.

TIN—The condition of the market is unchanged. Buyers operate very indifferently, and sellers make no move calculated to excite livelier interest. Prices show hardly any fluctuation, and upon the whole the market may fairly be termed steady in tone.

AMERICAN FENCING WIRE

Barb Wire, Annealed and Oiled Wire, Galvanized Wire, Staples, etc., from stock or for import. Prices right.

A. C. LESLIE & CO.
Montreal and Toronto.

Our Specialty **PURE TURPENTINE** Our Customers Need fear no Adulteration

Every barrel guaranteed! We are headquarters for the Pure Article.
Remember these facts when placing your orders.

FRANCIS, FROST & CO., 33 Front St.W., TORONTO

..THE **JAMES ROBERTSON CO.** LIMITED

Manufacturers, Importers and Jobbers.

TORONTO, MONTREAL, WINNIPEG AND ST. JOHN, N.B.

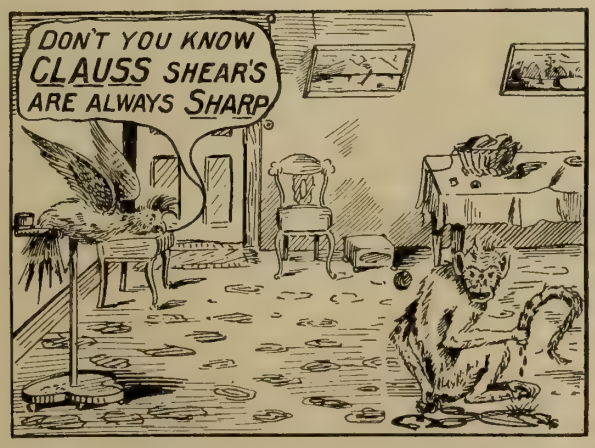
Lead Pipe, Sheet Lead
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Lead Traps, Lead Wire
Wire and Bar Solder
Drop and Buck Shot
Window Lead
Tin-Lined Lead Pipe
Block-Tin Pipe

THE "RICHELIEU"



Sanitary Earthenware
Laundry Wash Tubs
House Boilers
Bath Tubs, Pumps
Sheet and Ingot Copper
Sheet Iron, Sheet Zinc
Iron Pipe and Fittings
Iron and Steel Sinks

Plumbers', Steam, Gasfitters' and Engineers' Supplies of all kinds.



A Cent
Well Spent
May Save
You Dollars.

Drop us a Card for Discounts and Prices.

CLAUSS SHEAR CO. - Toronto

MARKETS—Continued

IRON AND STEEL—Sales agents in some instances reported a better run of orders for American pig iron, but the buying generally is spiritless, and with production liberal the market still has a flat, weakish tone. In foreign iron the dealings are very limited, as importers are unable to secure firm offers of prices that would admit of competition with domestic produce. In the various lines of manufactured iron and steel the general situation is much the same as it has been for several weeks.

JAPANNING.

THE following remarks on japanning are taken from the Tradesman, Chattanooga, Tenn. : This is one of the most important kinds of finishing employed on modern machinery of the smaller kinds. When well done it will preserve metal surfaces thoroughly, and it gives, in contrast with bright parts, an elegant appearance. Frequently it is ill done and fails of one or both these effects. One of the secrets of a good japan finish is the proper preparation of the surface to be japanned. While this does not require polishing, as in the case when parts are to be plated, the surface should be made reasonably smooth by filing, grinding or rubbing. Angles in castings, especially in moldings, are apt to be filled somewhat through the accident of the washing of the sand in the molds during the process of pouring. When this is the case they may be cleaned out by the use of a chisel and smoothed with a file. A little of this kind of work will often improve the appearance of ornamental work a great deal. A very fine finish may be had through the use of a dark maroon colored japan ; but black is the color most used and is, perhaps, preferable for most kinds of work. The next thing in order is to obtain a thoroughly good quality of japan varnish and it may be said that this can only be obtained by paying a good price for it. Like everything else, where good work is desirable, inferior quality of material will be found dear at any price. The basis of japan varnish is pure native asphaltum. This is dissolved in linseed oil with some gum amime and thinned to the proper consistency with turpentine. The smoother the surface is, to begin with, the less work will be required in the subsequent smoothing and polishing processes by which the fine glossy surface, characteristic of this finish, is ultimately attained. It should be remembered that in applying japan varnish the articles have to be baked in an oven raised to a temperature of 300 degrees. In some cases this heat will spring metal out of shape and so prevent the use of japan as a finish. However, this is of rare occurrence. Often, however, the heat of japanning ovens is carried to a point above the temperature named and this may result in rendering the coating brittle and easily removed by vibrations and shocks. Such excessive heat may also permanently damage the work by sprinkling it. It is remarkable how sensitive some metal shapes are to heat, when the latter exceeds ordinary temperatures, and how readily strains produced by heat will permanently distort them.

SUCCESSFUL BUYING.

IT is an old saying that "goods well bought are half sold," writes Fred. Macey, in Iron Age, and from the importance given by most business men to this department of their business, there seems to be considerable faith in the truth of it. A careful study of the science of buying must reveal the fact that while a buyer must to a very large extent be governed by conditions, there are still certain rules that seem to govern all transactions, and prominent among them may be named the following, which will find a connection with almost every purchase in one form or another :

Study your wants, and buy only such goods as will move.

Don't buy a new article unless there is a profit that will pay you to introduce it.

Keep close track of stock on hand.

Know what sells and how much is sold. Keep a record.

Do not allow smooth tongued travelers to sell you more than you want. When the goods come they are yours and you must pay the bill.

If you do not carry a certain article in stock and it is in your line, know where to buy it.

Keep your catalogues and price-lists in good order. Have them complete and easy of access.

Keep a quotation book and use it. Know, when you want anything, where you can buy it and at what price.

Study the cost of producing the goods purchased.

Take good trade papers and read them. Keep posted on the changes in tariff, expiration of patents, fluctuations in values.

Solicit prices ; you command a large field at small cost.

Use neat stationery. It makes a good impression.

Always find time to be courteous to the traveling salesman. It costs nothing and always pays.

Be clear and concise in the statement of your wants.

Look upon all quotations as being subject to change, if not in base price, then in discounts, length of time, freights, etc.

Consider all quotations strictly confidential. Never give one man's price to another.

Make price, quality and terms be the basis of a purchase. Friendship is good in its place, but in business, justice only should rule.

Let dollars and cents be the first point considered in changing firms.

Keep posted on new firms. Their prices are generally good. Use them, don't overlook quality, credit, etc.

If you want good prices and quick service, telegraph. It costs something to be sure, but generally pays when done with discretion.

Calculate ahead. Ordering at poor prices, expensive telegrams and annoying delays will thus be avoided.

Work for quantity discounts. If you are not entitled to it unite with another or find a jobber who is, and is willing to divide up.

Work discounts, freights, packages, etc., for all they are worth. Don't forget that 1 per cent. of $100,000 is $1,000.

If your purchases are large let the fact be known. Competition for your trade will be all the sharper.

Work for an inside track for articles controlled by combinations, syndicates, etc. Use quantity, quality, treatment, time, style of packages, etc., for all they are worth.

Buy goods, prices guaranteed, then you are always on sure ground.

Contract when prices are low. To know when to contract, understand the supply and demand, condition of patents, changes in tariff and other points peculiar to each article.

Adopt an order blank. Embrace in the printing all the points desirable in regular orders ; omissions will then be avoided.

Patronize home industries as much as possible. By so doing you contribute indirectly to your own business.

Be clear and concise in ordering. Mistakes are less liable to occur.

Keep a copy of all orders. Responsibility for errors can then be easily and surely located.

If you pay freight be sure to get all the benefit there is in water freights—low classification, quantity, method of packing, etc.

Be sure that goods received are as ordered in both quantity and quality.

Pay bills promptly. A firm can afford to sell at a less margin to good pay than to one who consumes part of his profits by collection expenses.

Never forget that a small and well assorted stock is better than a large stock. On the one hand the stock is clean and new, and money is turned oftener. On the other, stock deteriorates and its cost increases by interest and insurance on money invested.

G. A. McMurtry & Co., hardware merchants, to-day made an assignment to Philip Buck, of Brantford, for the benefit of their creditors. This action was taken owing to the fact that the stock was taken possession of some days ago on a chattel mortgage for $3,500 and accrued interest. The mortgage was held originally by A. R. Simpson, one of the firm, but was sold to W. J. McMurtry, of Galt, who made the seizure. It is to be hoped that the firm will be able to overcome their financial difficulties and resume business.—Journal, St. Thomas.

HIGHEST AWARD at the WORLD'S FAIR

FOR Catalogue and Prices Address



The Christy Knife Co.

30 Wellington St. East Toronto

BUSINESS MORALS.

THERE has been much in the public prints in the past few months, calculated to make men believe that the standard of honor in business is lower than it once was. The dishonest contractor, whose flimsy construction causes the collapse of a building, has come into public contempt now and then from time long back, through some terrible calamity attended with loss of life. And the failure of material in positions requiring utmost reliability is now new. But the columns upon columns given up to charges of fraud against the best known manufacturers of the country—notwithstanding all the exaggeration and malice that has been injected into them—have tended to give the impression that modern business methods are compounded of several parts policy and a good many parts of downright dishonesty.

The feeling of distrust is intensified when it develops that the affairs of a great railroad system have been conducted under a management requiring two sets of books, the one telling the truth and the other designed to deceive the public and to induce investors to part with their money without value received.

Add to these instances of delinquency that have been particularly impressed upon the public mind of late, the long list of betrayals of important financial trusts, and the common conclusion is that never before has business life furnished so much to confirm the pessimist and to discourage the faith that is the foundation of all business.

The presidents of our great railroads are, as a rule, men of eminent ability, and in transactions affecting their own fortunes, of unquestioned honor. Yet it is notorious that when they go into presidents' meetings to discuss a question of maintaining rates or any other important matters involving good faith, each treats his fellows as though honor had been left without the conference room and that, with a single exception, the gathering was made up of truce-breakers and perjurers. These terms, indeed, are mildness itself compared with some of the characterizations by eminent railroad presidents, applied to fellow signers of "gentlemen's agreements."

Instances can be cited in connection with the cutting of iron rates from certain districts last winter, in which prominent railroad officials solemnly denied making any deviations from agreed bases. Yet all the time they were gouging schedules and heaping up cut-rate business, the thing going on until they were caught, like any malefactor, in the very act, and brought to book. The idea has almost come to prevail that moral quality does not pertain to the acts of a railroad line when the question is one of getting business away from a competitor. One might almost think that "perjured himself like a gentleman" had its origin in connection with the "gentlemen's agreements" of the railroads rather than in the divorce suits of English royalty.

In a recent issue, the Railroad Gazette digests a batch of letters, all begging for railroad passes, which had been turned over to it. There were judges, prosecuting attorneys, legislators, congressmen, governors, mayors, councilmen—all willing to beget an obligation to the railroad, though their positions as representatives of the people made it impossible for them to take such favors from the roads with any decency or honor. "But everybody," our contemporary observes, "seems to have gone crooked in his morals and intellectuals so far as the railroad is concerned. Ordinary notions of dignity and even of decency, and the ordinary conception of the rights of property, seem to be quite suspended when these citizens of the republic come face to face with their railroads. * * It is not so much the direct loss of revenue to the railroads, although that is an important item, but it is the distortion of the moral sense which seems to us the really serious part of this business."

It would be interesting to know at which end this distortion of the moral sense began, and whether the covenant-breaking phase of railroad management and the corrupting of legislatures with passes given without the asking, stand in the relation of cause or effect to the moral obliquity of which our contemporary finds so much evidence among the people at large.

The conclusion that business is more dishonestly conducted than it used to be, is one that is often drawn in the current writing on this subject. Yet the same observation is to be made here that must be made on the common judgment that crime is increasing. More crime is brought to the attention of reading people, because the facilities for gathering and chronicling this information are more perfect than ever. The rapid increase of total population and the especially rapid increase of the millions of the cities are also to be considered. In the case of business and manufacturing frauds, the fact that contract-keeping and honest return of value for value are the rule, makes the newspaper story of some conspicuous fraud and shortcoming the sensation that it is.

We confess that the man who goes exploring in the field of modern business for signs of degeneracy will find material for a strong indictment in the particulars hinted at in the foregoing. But he will pass over the hundred fold more frequent cases of the normal type of modern business, if he reaches any such conclusion as that integrity and fair dealing are going out of date.—Iron Trade Review.

ROLLING MILL FOR GUELPH.

Mr. Patterson, of Wyandotte, Mich., on Wednesday addressed the Guelph Board of Trade on the subject of establishing a rolling mill in that city. According to the Guelph Herald, he said that last summer he took a tour through the country and found that only common bar mills were established, and that first-class material, such as he would manufacture, was imported from the States and Great Britain. He believed there was a good opening there, as Guelph occupied a central position and had good railway connections. He purposed manufacturing a high grade of iron and the best horse shoes, and could put the goods on the market as cheap as United States manufacturers. The plant would cost between $20,000 and $22,000, and the total cost would be between $30,000 and $35,000. Between 80 and 90 hands would be employed, half of whom would have to be skilled laborers. He proposed running night and day, and would have a capacity of 25 tons per day. The amount of coal consumed daily would be about 15 tons. Regarding a market for the material, he said he had been guaranteed sale for double the amount he would manufacture. He believed the investment would pay 25 per cent.

A WELSH TIN PLATE MAN'S VIEWS.

President L. Richards, of the Welsh Tin Plate Workers' Union, is quoted in an English exchange as saying that the British manufacturers should accept the 36 box rule so as to prevent the market being glutted. This, he estimates, would yield 14,400,000 boxes a year, or 2,500,000 more than the exports of 1891, the year before the McKinley tariff came into operation. Some masters have already adopted the rule, but others decline to do so, because they want, he says, to carry on a cut-throat competition. Though the reduction of the tariff will, in his opinion, lead to an advance of 1s. per box, they will lose in other ways the advantage thus gained. The revolution in the oil trade must injuriously affect them. Oil had hitherto been carried in tins, but now tank steamers are beginning to carry it in bulk. This, he says, will make a difference of 1,000,000 boxes a year in the Russian trade alone, and another 2,000,000 boxes in the American trade. This loss, however, might be recovered if they could only get tea from China and Ceylon carried in chests made of tin and lead instead of wooden chests, as at present.

TWO-MANNERED PEOPLE.

PEOPLE who have two sets of manners, one for those arrayed in "soft raiment" and one for the wearers of homespun, often involve themselves in much difficulty and embarrassment, says an exchange. In their estimates of the lofty and the lowly they are constantly making mistakes and displaying the wrong set of manners before the wrong people.

A carriage dealer in the city had this fashion and was especially gruff towards those whom he suspected of shallow purses, and yet who were presuming enough to come and look at his wares.

He was standing in his door one day, when a stout man walked up, with a rough overcoat buttoned to his chin, and a pair of heavy unpolished boots on his feet.

"Good day," said the stranger, civilly: "Are you the owner of this establishment?"

"Well, I am," was the curt reply.

"Have you any fine carriages for sale?"

"Well, I have."

"Can I look at them?"

"You can do as you please; there they are."

The man must have wished to buy a carriage very much to have accepted such an ungracious permission. However, he seemed to take no notice of the dealer's boorishness, but examined the carriages carefully, and finally picked out one that pleased him. Its price was two hundred dollars, and he said he would call next day and inform him of his decision.

"Oh, yes," said the carriage dealer, "you will call to morrow, certainly," and he walked away whistling.

To his surprise he did call, and counted out his bills in payment. Greatly disturbed, the dealer looked him over from hat to boots, and then examined each bill with care to see that it was all right. He was now in a fever to learn his customer's name. "Perhaps he would like a receipt?"

"It might be as well," said the other.

"What name?"

"Washington Irving."

What a thunderbolt it was to the admirer of the great and the despiser of the lowly. His apologies began to rain down, but Irving waved them aside. He was too much of a gentleman to take pleasure in his discomfiture, as a narrow mind would surely have done, and bidding him a courteous "good-day," he left him to recover from his chagrin at his leisure.

No doubt Dickens would have made a good point of him in his next story, but Irving was too genial and kindly, and probably felt a sincere regret for his mortification, justly as it was merited.

A true gentleman is not one who puts on politeness as a mask. It is his true face that you see, and it never deceives you. It is a very unfavorable world for masks. The best art cannot keep them often from dropping in most inopportune places, and in most conspicuous noontide light.



SS. SMOKELESS POWDER Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.
429 Board of Trade Building
MONTREAL, Agents.

SEND FOR PRICE LIST.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

THE REVIVAL OF ENTERPRISES.

WITH the advent of improved conditions of trade we have a revival of enterprises. The two are co-incident, and their correspondence a reflex one of the other. So long as business is languid, the narcotic that supplies it with a nightcap gives enterprise a place on the same mattress. When trade, on the other hand, not only recovers its lost ground, but virtually broadens in scope and spirit, projects that failed to float at low water come out of the mud at the return of the tide. There is no disclaimer to this economic and historic fact, and the buoyancy of prosperity can always be measured by what it is capable of carrying.

It is one of the auspicious indications of the present revival of business activity that projects of an important and costly nature are once again in vogue. Among these are to be noted the proposed construction of four gigantic bridges in New York, the elevation of the New York Central's tracks in Harlem and the improvements of the water front. These enterprises, it is estimated, will cost not less than $100,000,000, and require some 250,000 tons of steel. The bridges to be built are the New York and New Jersey, the New York and Long Island and two bridges of the East River Bridge Co. The first of these proposed structures is an engineering scheme of unusual magnitude, to cost, it is said, about $40,000,000. The largest bridge in the world at present date is the famous Forth Bridge, in Great Britain. This is 5,310 feet long, having two cantilever spans 1,700 feet each in the clear. The trusses that make these spans are 350 feet high. The whole bridge took 53,000 tons of steel. The North River bridge proposed will take 115,000 tons of steel for the superstructure alone. Over the centre of the river the bridge is to be 150 feet clear of the water. The two towers to sustain the weight of this structure will be 550 feet high. The bridge is to carry six lines of railroad tracks. This is a huge project, and is not without its critics as to the economics of the enterprise, and difference in estimates as to cost, its commercial necessity and its attempted realization.

The two East River bridges, to extend the elevated system, will, it is estimated, cost $30,000,000. The Blackwell Island bridge will involve a cost, including approaches and terminals on each side of the river, of about $7,500,000.

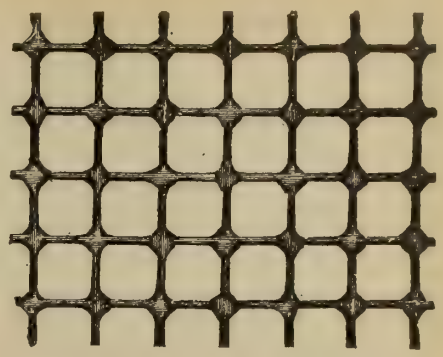
We quote these projects, whether in the form of a proposal or in process of construction, as evidencing the revival of big enterprises that, though local in this instance, are significant of a national awakening. We are on the eve of great undertakings, and it is strongly probable that we are entering on what may be the golden era of American development. In canal building, irrigation enterprise, marine construction and other forms of engineering activity it is certain that the nation is awakening up to its opportunities. With this impulse sustained there can be no reasonable doubt as to the widening circle of American business and industry.—Age of Steel.

THE PATRONS' TWINE.

The Winnipeg Commercial has taken pains to investigate the binder twine transaction of the Patrons which has attracted no little attention through the province. Briefly the facts appear to be that the Patrons imported a large lot of twine from St. Paul and disposed of it to the members at a price at which they anticipated would be the lowest, but turned out to be the dearest in the market. The Commercial's summary of the result is that 600 feet of the twine supplied by the Patrons cost 10½c., while a superior brand from Kingston cost 8¼c., a difference in favor of the latter of $45 per ton. It further appears that the actual cost of disposing of the Patrons' twine to the members of the order was a ¼c. greater than that charged by the regular dealers. No doubt all the facts in connection with the transaction are not known, and further developments may be expected.

Galvanized Cloth for Evaporators, Apple Drying, etc.

Perforated Sheet Zinc and Hardware Grade Cloth for Fanning Mill Repairs



WRITE FOR CATALOGUE

Manufactured by

The B. Greening Wire Co., - Hamilton, Canada

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

THE

Best Upsetter

A Poor Upsetter means to the blacksmith who buys it money thrown away. In the long run it don't pay a merchant to handle goods that are not satisfactory to his customers. Jardine's Patent Tire Upsetter is reliable and durable, and moderate in price.

TRADE MARK J REGISTERED

A. B. JARDINE & Co.

Manufacturers Blacksmiths' Tools

HESPELER, ONT.

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price)

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS

Sent, postpaid, on receipt of price.

HARDWARE MERCHANT

TORONTO.

CHEAP FRESH RELIABLE

Thorold Cement

Should be kept in stock by all Hardware Merchants

By sending a

POST CARD

to

Estate of John Battle
Thorold
Ont.

Prices and full particulars will be given.

FOR MASONRY WORK OF ALL KINDS

ALL BRISTLES

used in BOECKH'S STANDARD BRUSHES are bought in the best markets and are of the very highest grade, and are all specially prepared to secure the best results.

CHAS. BOECKH & SONS

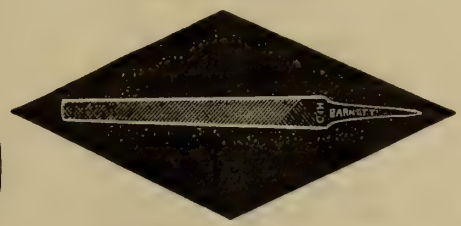
Sole Manufacturers

Office and Warerooms: 80 York St.
Factories: 158 to 168 Adelaide St.

TORONTO, ONT.

TRADE MARK.

BLACK DIAMOND FILE WORKS



21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. Gulletting Sawfiles.
Climax Sawfiles. Lightning Sawfiles.

—AND—

EVERY OTHER DESCRIPTION OF SAW FILES.

A PAINT FIRM'S NEW QUARTERS.

IN another few weeks the old buildings No. 130 to 140 Bay street, Toronto, which have been occupied by Sanderson Pearcy & Co. for nearly a score of years, will know the firm no more. These premises have become inadequate to the growing business of the firm, and about October 1 they will be vacated for those more commodious at 63 to 65 Adelaide street west, just around the corner from the present warehouse. Sanderson Pearcy & Co. have bought the building into which they are moving. It was formerly hauled preparatory to being formally occupied. The side entrance seen in the left-hand corner of the illustration gives access to the warehouse and factory. The building will be heated with hot water, and electricity will be the motive power for driving the machinery and working the elevators. The floor space is about 100 per cent. greater than that in the building at present occupied by the firm. The advantage of this is obvious. Sanderson Pearcy & Co. will now be able to extend their business without being inconvenienced for want of space, and as a



occupied by John Dixon, the carriage manufacturer, and an idea of its extent may be gathered from the accompanying illustration. Had the building been erected specially for such a business as that of Sanderson Pearcy & Co., it could scarcely have been more suitable. It has a frontage of 61 feet and a depth of 130 feet, and is, as will be observed from the illustration, four stories high in addition to the basement, which runs the length of the building. In the rear is a three-story warehouse, which the firm will utilize for manufacturing purposes, thus being able to increase its output in this respect.

The business offices, the private offices and the sample room, will be on the ground floor. These will be all fitted up nicely, and fitted with modern appurtenances. Plate glass windows have been placed in the front, and the whole building is being thoroughly overpreliminary in this respect they are already going more extensively into glass. Plate and fancy glass will be a feature with them, and they are now importing these lines.

The new premises are as handsome as they are commodious, and HARDWARE hopes that the success that has been with Sanderson Pearcy & Company in their old quarters will follow them in the new.

GERMAN LIGHTNING PROTECTION.

Deaths from lightning increased about 200 per cent. in Germany from 1870 to 1882. A lightning protector, known as the Melsens, depends on the principal that, if a building were surrounded by a metallic screen which was well earthed, it would be absolutely protected against lightning. This condition is easily realized in practice. The salient points of the building—preferably the metallic parts—must be judiciously connected by a metallic circuit, which must be earthed at a number of points. The latter may be of large galvanized iron wire, phosphor bronze or copper. The use of the forks is to prevent a discharge, and to neutralize the charge in the clouds to a certain degree. This system is largely used in Belgium; it has been recommended by L'Academie des Sciences in France, notably for powder factories and magazines, and has also been adopted in England for protecting ships.

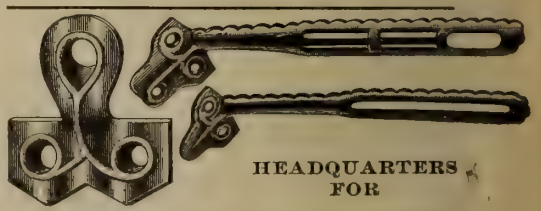
NEW IDEA IN ADVERTISING.

F. S. Merritt, of Puddington & Merritt, St. John, has adopted a novel advertising idea in his store. He clips advertisements of specialties, etc., out of THE GROCER, and pastes them on the bent glass fronts of his show cases.

Customers while waiting to be served are attracted by the various advertisements. Often these are people who do not see newspapers, or skip the advertisements in the hurry to see the news. He does not crowd the cases with them, only putting three or four on each. He has found it a very effective advertisement—far ahead of the handsome lithographed and expensively-framed pictures that are used to adorn the bare walls along the top of the shop. Buyers hardly ever crane their necks to look at them.

Everyone who reads the advertisements does not buy at the time, but Mr. Merritt says he is continually hearing of results weeks and even months later. The effectively-written advertisement is the one that tells. That which crowds a page to describe its many good points he leaves alone, and uses the one which goes straight for the facts in the fewest words. One with an illustration is preferred. This form of advertising need not be confined to the grocery counter. It is equally effective in dry goods, in hardware and in books and stationery. We would like to hear later from any of our readers who try this experiment.—CANADIAN GROCER.

When a merchant begins to purchase advertising space he soon finds himself in need of additional space in his store.



HEADQUARTERS FOR

Tinners' Hardware AND Roofers' Supplies

Largest Stock Greatest Variety

Prices Lower Than Ever

Write us before buying elsewhere.

BERGER BROS., PHILADELPHIA

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

THE creditors of Carson Price, general merchant, Holland Centre, have refused to entertain his offer of 75c. on the dollar, secured by his wife, but agreed to allow an extension of 18 months. His assets are $13,396 36 and liabilities $8,-960.46.

D. R. Dewey, fuel, Hamilton, has assigned to David Blackley.

C. Chauinard, hardware, St. Henri de Montreal, has assigned.

S. Dalston, general merchant, Drumbo, is offering to compromise.

J. Charette, general merchant, St. Marie de Blandford, has assigned.

J. T. Hutchison, general merchant, Mono Road Station, has assigned.

W. M. Morse, foundry, St. Thomas, has assigned to David McLaws.

A demand of assignment has been made on E. Roy, plumber, Montreal.

Hirst Bros., general merchants, Nanaimo, B.C., have obtained an extension.

R Green, hardware, Chatsworth, has assigned to W. A. Ferguson, Owen Sound.

Joseph Hutton, merchant and farmer, Montague township, has assigned to James Smart.

N. Cote, general merchant, St. Fabien, Que., is offering to compromise at 25c. on the dollar.

Russell, Gardner & Russell, wholesale smallwares, Ottawa, are offering their creditors 60 cents.

A meeting of the creditors of L. A. H. Hogle & Son, general merchants, Pike River, Que., has been called.

L. N. Castonguay, general merchant, Montebello, Que., is offering to compromise at 45c. on the dollar.

R. B. Norton & Co., hardware merchants, Charlottetown, P.E.I., are offering to compromise at 50c. on the dollar.

W. S. Loggie, fish and lumber, Chatham, N.B., is compromising with his creditors. He, it is said, owes about $150,000.

The stock of hardware and house furnishings of G. A. McMurtry & Co., St. Thomas, have been seized under a chattel mortgage.

A Judique, N S., general merchant, name John McLellan, has assigned. So has Pelletier & Cie., in the same line of business at Windney Ledge, N.B.

CHANGES.

T. A. Shaw is opening a general store at Kewatin.

Byers' Hardware Co., of Kalso, B. C, has been succeeded by H. Byers.

The Wilson Manufacturing Company, road carts, Hamilton, has sold out.

J. T. Allison, general store, South Woodsless, has sold out to Mrs. C. W. Hancock.

Curtis & Newsome, hardware, Vancouver —E. A. Curtis has sold out interest to A. A. Curtis.

Joseph A. Collard, blacksmith, Arkwright, has sold out to G. S. McFadden, while Collard has bought out the shop of McFadden & Co., of Williscroft.

PARTNERSHIPS FORMED AND DISSOLVED.

Berthiaume & Dugas, carriage makers, Montreal, have dissolved.

H. D. Simmons & Co., manufacturers' agents, Toronto, have dissolved.

Thos. Bearss & Son, general merchants, Corinth, have dissolved. Thos. Bearss continues.

Joseph Labelle,, N. Vallee and George Huot have registered a partnership in Montreal to carry on business as tinsmiths, under the firm name of Labelle, Vallee & Huot.

SALES MADE AND PENDING.

The stock of R. Lemieux, saddler, Montreal, has been sold at 20c. on the dollar.

The assets of T. L. Clark, nickel plater, Montreal, are advertised for sale by tender.

The stock of A. Garneau, wholesale saddlery hardware, Montreal, has been sold at 800c. on the dollar.

DEATHS.

John Turner, of John Turner & Son, machinists, Toronto, is dead.

MONKEY IN A HARDWARE STORE.

There is a man over on Park Row, New York, who owns a monkey, says N. Y. Hardware. The little joker escaped from his cage, ran along the coping, came to a broken window at No. 29 Park Row, entered, and found himself in the hardware store of Patterson Brothers. He lay quiet until dark, and then finding himself in sole possession, set out to investigate.

Of course he came upon the one thing he should not have found—a bottle of mucilage upon an office desk. For the next few moments there was a mixing process of monkey fur and mucilage under way ; and when the clerks came in they found Mr. Monk stuck to the desk, and amusing himself by tearing up a pile of correspondence. He was caught under a basket and gladly delivered to his owner.

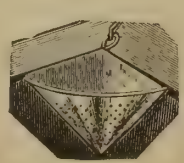
SITUATIONS VACANT.

HARDWARE CLERKS—INCREASE YOUR INCOME by showing The Hardware Dealer's Magazine to your local hardware merchants and manufacturers. Subscription $1.00 a year. Liberal commission. For sample copy, terms, etc., address D. T. MALLETT, Publisher, 78 Reade st , N.Y

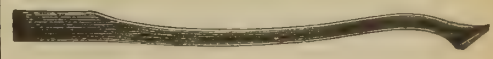


Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

Pickard's Pat. Sink Strain
Has been a great seller with agents. We manufacture agents' specialties.
Address ARMOUR MFG. CO.
342 Yonge Street, TORONTO, ONT.



1879—ESTABLISHED—1879
Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.
GARDNER BROS. & CO.,
ESSEX, ONT.

OUR SALES OF
"BURHAM" Portland Cement
For the past 8 months have been
25,499 CASKS.
"BURHAM" Brand outranks all other
Try it and be convinced. . . . .
Sole Consignees for Canada,
McRAE & CO., OTTAWA

MUNN'S LIQUID GLUE
Received the Highest Award
WORLD'S FAIR, 1893
In competition with
American Glues
THE ART METROPOLE, Agents.
131 Yonge St., TORONTO.

A SMART CLERK backed up by the occasional supervision of an Expert Accountant is a good combination for an office that cannot afford a first-class Bookkeeper.
A. C. NEFF Chartered Accountant, Auditor, Assignee, etc.
32 Church St., Toronto.


"BUILD TO-DAY THEN, STRONG AND SURE, WITH A FIRM AND AMPLE BASE."
—Longfellow.
DO YOU?
WISH THUS TO BUILD, an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors.

A SENSITIVE INSTRUMENT.

THE Electrical Review, in speaking of Dr. Oliver Lodge's new instrument for detecting Hertzian oscillations, has the following to say editorially, which is so well said and so clear that we give it in full instead of Dr. Lodge's own description, which is longer and more technical :

"Prof. Oliver Lodge is a worthy continuator of the epoch-making work of the great Hertz. In his recent lecture at the Royal Institution he showed some interesting electric wave experiments with apparatus of remarkable simplicity and sensitiveness. As he remarked, 'the detector for Hertz waves might have been used in the last century ; it might have been used by Benjamin Franklin.' The instrument which Dr. Lodge has devised for electric waves he calls a coheror. It may be described as an electric welder on a very small scale, the electric welding being effected by the exceedingly minute currents produced at the contact of two pieces of metal by Hertz waves. Lodge had observed, in 1889, that two knobs, so close together that the air gap was unable to stand any such voltage as an electroscope can show, would actually cohere when a spark passed between them. The joint thus welded was capable of conducting an ordinary bell-ringing current if a single voltaic cell was in circuit, and required a perceptible amount of force to separate it. This arrangement has been developed by Lodge into an extremely sensitive wave detector. One terminal of an electric circuit, containing a single voltaic cell and a moderately sensitive galvanometer, consists of an iron wire which rests lightly on an iron plate attached to the other terminal. The instrument is most sensitive when the contact is sufficiently good to allow a very small current to pass. If electric waves are produced, say, by charging and discharging an insulated sphere at some distance, the insulating layer at the contact of the coheror breaks down, and a considerable deflection is shown on the galvanometer. With this simple apparatus the reflection, refraction, polarization, and other optical properties of electric waves can be readily demonstrated. Electric oscillations in a sphere sixty yards distant have been indicated, and Dr. Lodge estimates that they would be detected half a mile away. The sensitiveness of the contact can be restored by tapping the plate.

"On these phenomena Dr. Lodge has founded of the contact at intervals of a tenth of a second. A model has been constructed by Dr. Lodge to illustrate this theory. An electric bell or other mechanical vibrator is mounted on the same board as a tube of filings, which in this case acts as a detector, and has its sensitiveness restored by the vibrations of the bell. This apparatus can be arranged so that a feeble electric stimulus produces a feeble, steady effect, and a stronger stimulus a stronger effect.

"The coheror is more sensitive to short waves than to long. The sparking at the contacts of an electric gas lighter will produce a marked effect, while heavy sparks from a large influence machine will not affect the instrument. Like the eye, the coheror has a limited range of wave lengths.

"This field of investigation promises results of great theoretical interest at least. Whether electric oscillations of these extremely high frequencies are ever to have any technical application is doubtful. The experiments of Tesla and others in this direction have not been promising."

DRUMMERS' EXPENSES.

THE following essay was awarded first prize in a recent contest gotten up by Ironmonger :

"Travelers, who are now whirled by express trains and steamboats from one end of the country to another, and live in the luxurious modern hotels provided for them, can hardly realize how different things were even thirty years ago, when railways had not quite superseded the system of traveling in one's own gig, though men who were anxious to get on quickly found it better to use the railway when practicable and post intermediate distances. This meant early rising and late working, for trains were infrequent, the stations and junctions often some distance from the towns, and the hotel coach left early to meet the mail. At 6 every morning the well-appointed coach drove down the main street from the Royal Hotel, Bodmin, to Bodmin Road, the driver got up in the orthodox style, and the guard's horn announced to the awakened that there were a few at least out of their beds and attending to business. The proprietor of this hotel would not allow his bar to be opened so early, though never so cold ; but immediately round the first corner the tootling of the horn ceased, and the coach drew up in front of a smaller hotel, where an enterprising publican always had a supply of "dogsnose" or "early purl" ready for those who required fortifying for the journey or desired to correct the effects of the "concert" of the previous night ; for then it was usual for certain houses to be regular centres, and certain friends met there regularly every journey and enjoyed their evenings. Railway locomotives were not then the powerful weight-propellers that they are now, and a very slight incline caused serious trouble. On the Taff Vale Railway at one point the train was pulled up by a stationary engine, and on the Great Western Railway between Toller and Maiden Newton passengers have been asked to get out to lighten the train, and then the lot, passengers and railway servants, joined in pushing the carriage up the incline ; but perhaps the most amusing incident of that kind I ever experienced was between Wadebridge and Bodmin, a journey I usually posted, but one day a friend asked me if I had ever gone by railway, and suggested that we should do so. On our way down to the junction he told me to take a third-class ticket, for all passengers would ride in the same open carriage, the difference being only in the position of the seats, and there being no barrier to prevent conversation or even transfer from one class to another. The train was a mixed one, and at the tail of a long line of trucks and wagons was the passenger carriage. Punctually at 11 o'clock we heard a series of jerks, and, feeling a final one ourselves, we moved out of the yard. It was a lovely morning, and the track very pretty. We soon found ourselves moving through an avenue of hazels, literally laden with nuts, and, on expressing a wish that they were near enough to pluck, my companion suggested that we should jump off and help ourselves, which we did, and our pockets and handkerchiefs were soon filled. I then supposed that we should have to walk to Bodmin, but was coolly informed that most likely we should overtake the train, and find them replacing wagons that had left the metals, and, singularly enough, we did, not 500 yards ahead. It was explained to me that, the roadway being so irregularly laid, this little incident was frequent, and to provide for it the porters rode on the trucks between stations, when, if they observed that any trucks were wobbling, they held up their hands to the engine driver (who would be looking backwards for such a signal), and would at once stop the train.

"Once more started, we arrived at a little junction where they had to divide the trucks, and, as the guard told us they would be some time, we asked if we could venture to go to a small hotel near for some bread and cheese, etc. He suggested that we had better take the engine-driver with us, for they could not go without him, and that he himself would let us know when they were ready to start. Acting on his advice, we took the driver, who seemed to be quite in the habit of enjoying the shunting interval and his pipe and pint of beer. After twenty minutes or so the guard told us they were ready, and he, too, had some beer, and waited ten minutes, when he suggested that they had better be going. Resuming our seats, we proceeded to Bodmin, arriving there at 1.30 p. m., having accomplished nearly six miles in two hours and a half. The station-master was anxiously awaiting our arrival, his dinner being ready, but appeared quite satisfied when he was told that they had had trouble with trucks. I was told that when the local authorities contemplated improving the main road between the towns at a very heavy cost, the owners of the line offered to transfer the roadway to them on condition that the tramway was kept in order, and one tram be allowed to go each way once a day. This would have been a boon, for the way was level and picturesque, but the era of tramways had not then dawned. I believe that this primitive line is still in existence, but I have not been down to Cornwall lately."

DOWSWELL BROS.
HAMILTON, ONTARIO
MANUFACTURERS OF
Clothes Wringers, Mangles, Churns, Washing Machines, and Household Specialties
Prices are low but you will find our goods first-class. Send for Catalogue. . . . .
EASTERN AGENTS
W. L. HALDIMAND & SON, - Montreal

RAMSAY'S
Pure Lead
Mixed Paints
Oil Stains
Varnishes
ARE AHEAD

GET OUR PRICES FOR



Calcined Plaster. Sewer Pipes.
Chimney Linings and Tops.
Mortar Stains. Fire Bricks and Clay.
Enamelled Porcelain Sinks.
English and Belgian Portland Cements
and General Builders' and Contractors' Supplies.
W. McNally & Co.
MONTREAL.

Pigou, Wilks & Laurence
Limited.
11 QUEEN VICTORIA ST., - LONDON, E. C.
Sole makers of the
"ALLIANCE"
PRIZE SPORTING POWDER
THE TRADE ONLY SUPPLIED.

BUSINESS TALKS TO BUSINESS MEN

IF your advertising has failed to bring you wished for results it is more than likely that you were alone to blame for it.

The great majority of the American people reason sensibly upon all that they read and hear.

They resent the implication that they are standing around ready to be filled full by all sorts of braggart assertion from all sorts of pretentious claimants.

They button up their pockets all the closer when the "never failing cure for all ills" makes it appearance in their local papers, threatening them with "dire calamity" if they hesitate a moment to avail themselves of "the only" remedy.

There is positive danger in claiming too much.

Of course, a certain class of advertisers will remind you of this, that or the other "Proprietary" article that created such a furore five, ten years or so ago.

They'll tell you of the thousands of dollars spent in advertising and in salaries, and yet—

It never occurs to them to wonder why so many of these concerns were lost almost in a night, and their very names are now recalled with difficulty.

Many of these articles had positive merit, and deserved a better success than they had

The managers went on the theory that the American public were fools, and so they ran madly on their career of boasting and claiming and over-praising until the sober second thought of the people turned them away with disgust from the remedies, and the advertisements no longer won their attention or dollars.

Extravagant claims for anything on earth are sure to result in disappointment.

The American people are a sensible and thinking race.

They prepare their advertising in a sensible manner. They tell the story briefly, pointedly, and humanly. They do not boast, they reason, and then as a rule prove their arguments by testimony of the strongest character they have.

The honest, upright and almost always successful advertiser is the one who appeals to the heart, the mind, the judgment of the readers.

The first duty of a business man is to win friends through their faith in him and in what he has to sell them.

If you have an article of general use, try a line of advertising and bring your own special brand more prominently before the public. Never mind how many similar articles there may be, yours will eventually become the leader.

Look at the baking powders, the washing powders, the $3 shoes.

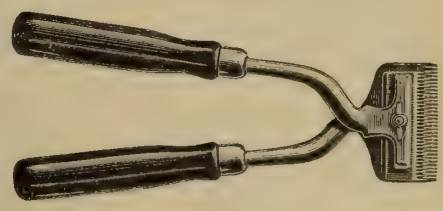
What name do these three suggestions bring to your mind?

All that you need to do is to tell your story modestly and pleasantly—confidently, truthfully, and persistently—and your success is sure.—Printers' Ink.

THEILE & QUACK
ELBERFELD, GERMANY
Manufacturers and Exporters of high class
HARDWARE
CUTLERY AND ENAMELLED IRONWARE
Ask for goods marked Theile & Quack.
LAMPLOUGH & McNAUGHTON
Canadian Agents
Temple Building - MONTREAL.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C. I. F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.
GEO. E. DRUMMOND,
Managing Director and Treasurer

BEWARE OF COUNTERFEITS
GET THE OLD ORIGINAL AND ONLY RELIABLE
John Lucas & Co's Imperial French Greens



Horse Clippers
Gem and H. Boker.
FINEST QUALITY
New Stock Just Arrived
RICE LEWIS & SON, Ltd.
TORONTO, ONT.

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.



For Iron Fencing Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.



W. & S. BUTCHER, Sheffield, England, Makers for over ***ONE HUNDRED YEARS*** of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND.

OR



OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
M.L.S. equal to Bradley		
I.C., usual sizes	$5 50	$5 75
I.X., "	6 75	7 00
I.X.X., "	8 00	8 25
Raven & P.D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½ x 17	3 50	3 75
D.X.,	4 50	4 75
D.X.X. "	4 75	5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	3 35	3 50
I.C., special sizes	3 60	3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	6 50	6 75
I.X. Terne Tin	8 75	9 00
Old process I.C.	....	13 00
" " I.X.	....	16 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½	6½
26 "	6¾	7
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 85	1 90
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 25	2 30
Hoop " "	2 25	2 30
Swedish " "	4 00	4 25
Sleigh Shoe Steel	.....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 50
22 to 24 "	2 35
26 "	2 45
28 "	2 65

Canada Plates.

All dull	2 50	2 55
½ polished	2 55	2 60
All Bright	....	2 85

Iron Pipe.

Wrought 67½ to 70 p.c.
Galvanized, 45 to 50 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4¼, 4½
26 gauge, "	4½, 4¾
28 " "	4¾, 5

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4½
" ⅜ " "	4⅛ 4⅜
" 7-16 " "	3¾ 4
" ½ " "	3⅜ 3⅞
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2¾
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15 ....
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10½ 0 11
Lake Superior	0 10½ 0 11

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square 1 to 2 in	0 19 0 21

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft.	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04¼ 0 04½

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2¾ 0 02¾
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 13½ 0 14
Standard	0 12½ 0 13
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10½ 0 11
Other makes "	0 9½ 0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4 50 4 75
No. 1 Do. "	4 50
No. 2 Do. "	4 25
No. 3 Do. "	4 00

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 05
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 4[illegible]
" " (J.F.L.S.) " "	2 7[illegible]
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } " " Canadian " }	1 25 1 90
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0	69
Extra "	0	90
Brown Japan "	0	65
Brown Japan, Turpentine p. gal.	0	85
No. 1 Carriage "	1	30
Gold Size Japan per gal.	1	20
Pure Orange Shellac "	2	05
Hard Oil Finish	1	30
Oil Shellac	1	40
White Shellac	2	25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls)

Selected Packages, per gal	0 41	0 42

Castor Oil.

Best, per lb	0 06⅜	0 06¾

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000, each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—	
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's per doz	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	3 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	4 00	4 25

Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.		
Nickel 50 and 10 to 60 p.c		

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent,
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking	9	00
" 2, " "	4	50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70 and 10 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 0 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "	6	00
" No. 9 "	7	00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 and 5 p.c.
Loose Pins, " 65 & 10 to 70 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz 0 85 4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	1	35
" No 2	2	70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	2	00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto FileCo., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c:

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	11 5	2 20	1 50	....
26 to 40	1 30	2 50	1 75	....
41 to 50	....	2 90	....	4 00
51 to 60	....	3 20	....	4 50
61 to 70	....	3 50	....	5 00
71 to 80	....	3 90	....	5 75
81 to 85	....	4 40	....	6 50
86 to 90	....	5 00	....	7 75
91 to 95	....	....	....	9 00
96 to 100	....	....	....	10 50
101 to 105	....	....	....	12 00
106 to 110	....	....	....	14 00
111 to 115	....	....	....	16 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 88	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis
Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p.c

Heavy, per lb	03 3-5	0 04½

Screw hook and hinge—

6 to 10 in., per set	0 00	0 03½
12 up "	0 00	0 02⅞

	Per doz. set	
Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		

	Per doz. pairs	
Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 40 to 45 per cent.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails

Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " " 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.
Hay Knives, spear point, L or T hdle 45 per cent. dis.
Lightning, per doz. 8 40 14 00
Heaths, 45 per cent. dis.

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis per cent. dis. 00 to 25
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or Amer. Pat'n. Basis—50 to 60 dy..... 1 85 1 90
40dy..... 1 90 1 95
30 dy..... 1 95 2 00
20, 16 & 12 dy.... 2 00 2 05
10 dy..... 2 05 2 10
8 & 9 dy..... 2 10 2 15
6 & 7 dy..... 2 25 2 30

2. Amer. Pattern Only from 4 to 5 dy .. 2 35 2 40
3 dy. (lath)..... 2 85 2 90

3. Canada Pattern Only from 4 to 5 dy .. 2 35 2 40
3 dy. (lath)..... 2 75 2 80
3 dy. A.P. Fine 3 45 3 50

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.

German & American....e1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.

Poultry, 65 to 65 and 5 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S R, Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Star R & L.Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... .... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 1⅞ 2
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3¼ 3⅔
Lanes, 3⅔ to 4c. ft.

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.

Canadian dis. 30, 35 per c.

	Rope	Per lb. Sisal.	Manilla.
7-16 in. and larger.. ...		7¼	9¼
¼, 5-16, ⅜ in..... ...		8	10
Cotton, per lb.....		18	20
New Zealand.....		8½	9
Russia Deep Sea, per lb..		12½	13½
Jute ..... " ...		06¾	07½

Rules.

Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.

Sectional, per lb..... 1¾

Saws.

Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz 7 50
Hand, Disston's, dis 15 p. c.
S. & D, dis. 35 per cent. to 40 p c.
Cross-Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

"Lincoln" McMillan & Haynes, per doz 7 50

Scales.

Canadian List, dis. 40 to 40 and 5 p.c.

Scale Beams.

Canadian, B S. & M. dis. 40 p. c.

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ½ or ¼ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3½
Wrought Iron, dis. 80 to 80 & 5 p. c.
Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enanelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 p.c

Thimbles.

Asbestos, filled, per doz., 35 to 40 p c.

Ties.

Cow, per doz ..... 1 .. 2 50

Tinner's Tools.

P. S. & W., net list.
Canadian 15 to 35 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ p.c. to 35 p.c.
Game, H & N., P. S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9 00

Twines.

Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 5b
Binding, Common Sense 6½
" Blue ribbon..... ..... 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8

On prison made twine freight is prepaid to any railway station in Ontario.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5⅔ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart " 4 " 4 & 6 " "	3½ 3¾
" Plain twist, all deld	3½ 3¾
" Steel thorn and ribbon.....	4½ 5
"Lock Barb," 4 point	.. 4½
Ditto Glidden 2 point	.. 4½
Galvanized Barb, "Lyman," 2 to 4 points.....	.. 4½
Steel staples	... 3½

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1 90

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 00
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

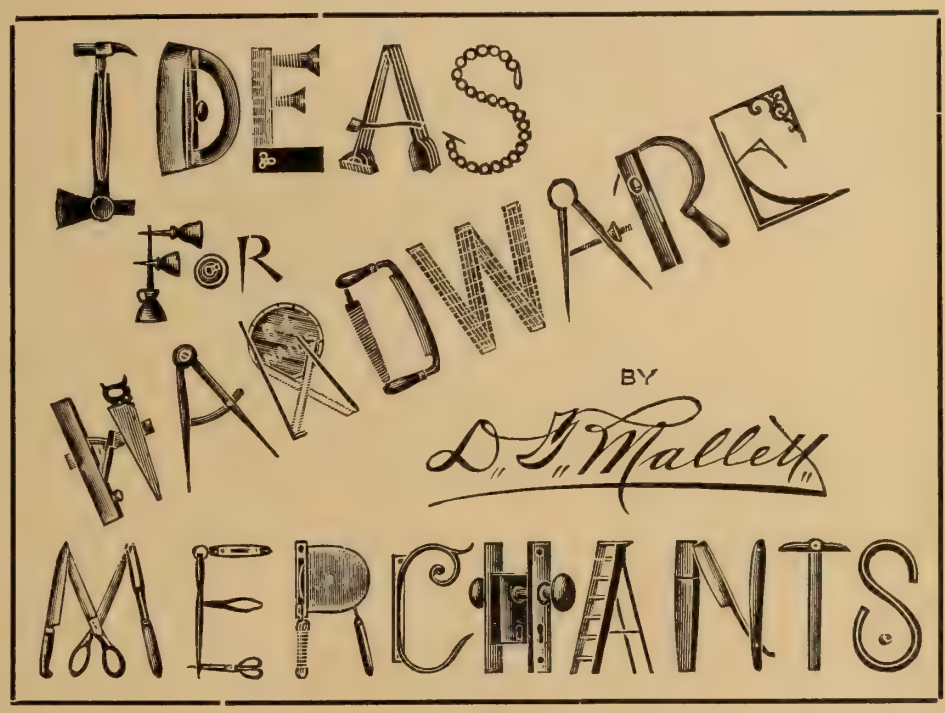
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OUR BRANDS

"**Maltese Cross,**" "**Extra Quality,**" (Black or White),
"**Kinkproof,**" (Wire Bound), "**Antimony,**" (Red),
"**Lion,**" "**King,**" "**Leader,**" "**Fairy,**" (Cotton).

THE GUTTA PERCHA & RUBBER MFG. CO.

61-63 FRONT ST. W., TORONTO. OF TORONTO, LTD.

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HARDWARE

AND METAL MERCHANT

VOL. VI. TORONTO, SEPTEMBER 29, 1894. No. 39.



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—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

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Chicago Office: Traders Building.
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Hardware Manilla
Leather Manilla
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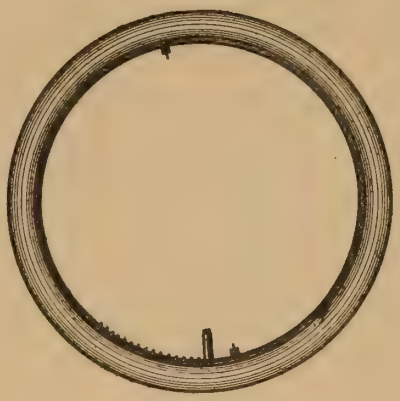
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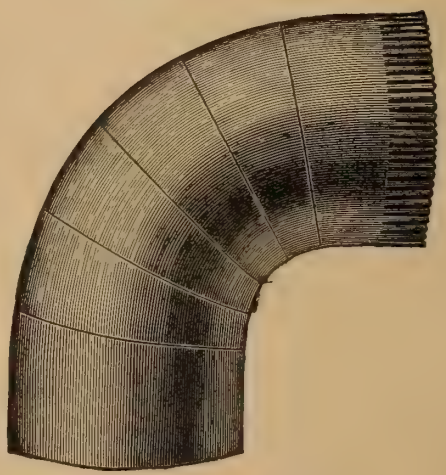
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VALUE OF BRITAIN'S IRON TRADE.

THE value of the British iron and steel trade is known by everybody to be great. How great few have probably any well conceived idea.

To secure the desideratum the London Statist recently induced the president of the British Iron Trade Association, Mr. Jacks, M.P., to make an investigation and give the results in writing.

The task was an arduous one, being made all the more so from the fact that the British Government does not collect and furnish statistics as regularly as it might.

Mr. Jacks' estimate, a portion of which, he warns the Statist, is guess work, is based upon the year 1893, which everyone knows was one of the worst years the British iron trade has experienced for a long time. It is therefore to be regretted that the investigation was not carried over a term of years.

The Statist is satisfied with the result of Mr. Jacks' labors, for it says: "Setting out so clearly how he works, it is easy to verify his conclusions; and where data exist, these seem to be beyond the reach of very serious criticism."

An interesting feature in Mr. Jacks' report are his figures relating to pig iron: He shows that while something under 7,000,000 tons of pig iron were produced last year, only about 13 per cent. of that quantity was exported. To learn, therefore, that about 87 per cent of the whole of the pig iron was worked up at home, will probably be a surprise to a good many people in spite of Great Britain's well-known reputation as a manufacturer. Mr. Jacks furthermore shows that the manufactures of iron are more largely consumed at home than abroad, as is evidenced from the following table, which accounts for the disposal of the 6,829,841 tons of pig iron produced:

	Tons.	Tons.	£
Pig iron exported ...		840,000	1,680,000
Bessemer steel	1,500,000		
More pig iron required, say 10 per cent. .	150,000		
		1,650,000	6,750,000
Open-hearth steel ...	1,456,000		
10 per cent.	145,600		
		1,601,600	8,008,000
Manufactured iron ...	1,259,000		
10 per cent.	125,900		
		1,384,900	7,554,000
Pig iron not otherwise accounted for, and presumably used in foundry castings		1,353,341	4,736,000
		6,829,841	

This table gives the value put on material in subsequent processes of manufacture:

Tin plates	450,000 tons at £7,	£3,150,000
Galvanized steel and iron..	280,000 tons at £7.	1,960,000
Wire	70,000 tons at £9,	630,000
		£34,468,000
Additional value for machinery, cutlery, etc., (pure guess-work) say.....		10,000,000
		£44,468,000

VAGARIES OF TURPENTINE.

UNUSUAL interest has the turpentine market elicited of late. A few weeks ago it was down in the depths; now it is riding on the crest of a bull wave.

For the cause of these sudden changes one must look back to the combination that was formed by the factors in Savannah last spring.

The object of that organization, it will be remembered, was to control the output of turpentine, and hence fix the price to suit its own sweet will.

Powerful was the combination, and soon, practically, all the turpentine in the South was subject to it.

Then the market, which had been decidedly bearish, began to develop bullish characteristics, for the very day the organization was effected, prices took an upward turn, and kept in that direction, although the advances were not made sharply.

The organization naturally incurred the displeasure of the buyers; but in the early stage of the advance they bought some nice round lots. Eventually, however, they decided to stay out of the market and await developments. And persistently they carried out their decision.

As a result of the attitude of the buyers, stocks began to accumulate, unpleasantly fast for the factors and pleasantly so for the buyers. On September 1st the quantity the factors were holding aggregated over 60,000 barrels, which was accounted more than they were capable of holding. Neither were they capable, but they were not prepared to surrender just then.

They managed to sell a few thousand barrels. Then they advanced prices ¼c. per gallon, but still the buyers would not come in. In fact, for ten days after September 1, not a sale was made.

Soon rumors were rife that the combination was negotiating for the sale of a considerable block. About ten days ago it became known that the deal had been consumated. It was for 30,000 barrels, and was on export account, but the lowness of the price received created a surprise; it was 24½ to 24¾c., from 1¾ to 2c. per gallon below previous sales, 5c. below the combine's highest figure, and occasioned a loss of $25,000 on the amount the factors expected to receive at the beginning of the long and exciting fight. In spite of the combination, it is asserted, fully one-third the season's output has been sold below cost of production.

In Savannah to-day it is estimated that there are but two or three thousand barrels left in first hands. It is now the turn of the exporters to control the market, and the result is shown in the firmer tone that has developed during the past week.

The Toronto market has not been materially affected so far, the stocks on hand here being large.

A MISTAKEN IDEA.

AN impression appears to obtain in some quarters that the paramount object of the convention held in Toronto last week was to deepen the canals on the St. Lawrence system in order to bring the entreport of the country some hundreds of miles further west—to Toronto, for instance.

This is a mistaken idea. Anyone who followed the discussion scarcely needs not be told this, while the co-operation in the deliberations of delegates from Chicago, Duluth, Minneapolis and St. Paul gives the assertion a further denial.

The convention was to discuss ways and means of enlarging and deepening the waterways from the head of inland navigation to the sea, and thus creating the desideratum of lower freights for the products of the "Golden West."

There are men who dream of seeing ocean vessels of mammoth proportions loading and unloading freight at Toronto, Hamilton, Chicago, Duluth and other inland cities. And he would be a rash man who would say that such things cannot be. But it is another thing to ascribe as the object of the convention's existence the furtherance of this scheme.

What the convention was concerned about, and what the association which emanated from it has set itself to accomplish is the getting of the big grain-carrying vessels that ply the upper lakes down to the entreports without breaking bulk and not the entreports into the upper lakes. And this will redound to the advantage of the entreports as well as to the farmers, the vessel-owners, and the trade of the country in general.

DISHONEST DEBTORS.

IT is a serious thing when the tide turns against a man in business. But it is a still more serious thing when the merchant thus placed resorts to dishonest practices in order that out of the wreck he may save unto himself the lion's share, leaving the remnants for his creditors to gather up.

One of the methods commonly practised for accomplishing this end is the transference by the insolvent—yes, and by the solvent, too—of real estate to his wife.

Sometimes the court defeats these little games. We had an evidence of this in Toronto last week.

Joseph Dilworth carried on for a number of years a, seemingly at least, successful retail drug business in King street. Not satisfied with his drug business alone, he started a so-called wholesale grocery warehouse in Front street, still retaining his drug business. The "wholesale grocery warehouse" is alleged to have been nothing short of a supply house for the Patrons.

At any rate, as a wholesale grocer, Mr. Dilworth's career was comparatively brief. In a word, he failed; and dragged down with him his drug business, but the building in which the drug business was carried on he tried to save by conveying it to his wife. Against this the creditors demurred. And last week the courts sustained them, declaring the transfer fraudulent and void. It is, however, but fair to state that Mrs. Dilworth had a claim for $4,300 against her husband's estate, which the court allowed.

The man who conveys any part of his assets to his wife or anybody else is a thief, and the law should treat him as such; but the trouble is he is looked upon more as an acute financier than what he really is, an appropriator of other men's goods.

The law should do with the man who attempts to defraud his creditors out of $4,000 the same as it would with the man who steals $4: Put him in jail.

MANUFACTURERS' REPUTATIONS.

THE reputation of a manufacturer depends not alone upon the quality of his goods but also to a great measure upon the fidelity with which he adheres to the exact terms of contracts made, remarks Iron Age. Prompt delivery is no small item to consumers who depend upon the regular receipt of material to enable them in turn to fulfill their obligations to another set of patrons. It has grown to be quite a common practice, and a most unfortunate one, for manufacturers to defer deliveries on contracts taken at extremely low prices if they see opportunities to sell to other consumers at an advanced price. Plausible excuses are made, of course, in order to satisfy the customer who is made to wait, because it is not the intention to abandon his business but to fill his order as it proves convenient. There are notable exceptions to this reprehensible course of procedure, and the trade in time grows to make discriminations in favor of those who faithfully carry out their contracts even if advances in raw material should cause considerable loss. Instances have cropped out lately in which very low quotations by certain establishments have not secured business that had been confidently expected on such a basis. It was placed elsewhere at a somewhat better price, not on account of quality but in delivery. Even if a consumer has the recourse of purchasing from another concern and charging the difference in price to because of greater assurance of promptness the delinquent manufacturer, he is compensated in very small part for the delay to which he may have been subjected, and perhaps for lost opportunities for marketing his own goods.

OCEAN TO OCEAN.

Mr. J. Cameron, representing several trade journals published in Toronto by The MacLean Publishing Co., was in town on Friday last. The journals are THE HARDWARE MERCHANT, THE CANADIAN GROCER, BOOKS AND NOTIONS, THE DRY GOODS REVIEW and PRINTER AND PUBLISHER. He got a large list of new subscribers in town, and many renewals. The journals are all very helpful to the respective businesses, and should receive large circulations. Mr. Cameron will go as far as Victoria.—Elkhorn (Man.) Advocate.

Mr. J. Cameron, representing the MacLean Publishing Co., Toronto, Trade Journal Publishers, was in town last week. He is going through to the coast, and states that so far he has met with nothing but praise of the several journals published by his company. As regards PRINTER AND PUBLISHER, we may say we are more than satisfied with it, and consider no printer should be without it.—Virden (Man.) Advance.

A SPEAKING WATCH.

To the ingenuity of inventors there is hardly any limit. It would, however, be a mistake to say that all inventions, whether in the bud or in blossom, are as desirable, practically speaking, as they may be ingenious in conception. The London Standard says, for instance, that a watchmaker at Geneva proposes to make a chronometer which will speak, instead of ringing, the time, when the bottom is pressed. He has devoted a great deal of patient study to his invention, the speaking process being produced by means of a small revolving phonographic plate in which presses a small piece of steel. The vibrations resulting give rise to words denoting the exact time. On the perfection of inventions of this class—that is to say, of what may be called the curious rather than the useful order—much time and study are spent without, it appears to us, much compensating advantage. A speaking chronometer would certainly be a curiosity in its line, but nothing more, since all most people want to know is the exact time, and whether they are apprised of the hour by ringing or by words matters little. The Geneva watchmaker is said to have grown wasted and worn in the pursuit of his hobby—the production of a perfect speaking timepiece which he has not yet succeeded in making.

THE ELECTRIC BRAKE.

AT the annual meeting of the Canadian Electrical Association held last week in Montreal a paper was read by Elmer A. Sperry, of Cleveland, Ohio, on "The Electric Brake in Practice." It was a contribution which possesses deep interest for all towns and cities where electric street cars are operated.

In the course of his remarks Mr. Sperry said: "Examination of accounts of the electric street railway companies of our large cities reveals the fact that the item of damage, already very great, is one of growing importance. Investigation of the circumstances and detailed statements of numerous items taken at random from the damage account points at once and in no uncertain way to the inefficiency of the present hand brake. In many instances, could the car or train have been stopped within a comparatively short distance, the accident and resultant damages would have been entirely averted. The first investigation led to others with the same result, and in consequence the writer is prepared to show that nearly 85 per cent. of the accidents directly occurring are due to the inefficient operation of brakes. The growing frequency of accidents and the constantly increasing demands of the public for damages, are indications that have not been made to impress the mind of the engineer, or I am sure adequate means would have been forthcoming for the correct on of so grave a fault inherent in all the present systems of power-operated street cars. Some of our municipal authorities are taking action with reference to the increasing frequency and severity of accidents, and although no thorough scientific investigation of the matter has been published, yet it is a startling fact that with the present hand brakes no electric or other equipment to-day stands provided with anything in the line of an emergency brake. In so grave and urgent a case what can be done in the line of remedy? The question naturally arises, will any system of braking worked upon in connection with the ordinary wheel of a vehicle be sufficient for the stop required? The popular notion that most accidents are due to brake failure is true, but in a way that is little understood, the failure being one of degree. It may not be known that under proper and standard conditions any car or train may be brought from a speed of ten miles an hour to absolute rest inside of ten feet. It is not generally appreciated that the wheel brake has ample capacity to accomplish this. The former investigations of the writer with reference to adhesion under conditions of acceleration and retardation, climbing and descending hills, afford ample proof that the rail adhesion through the wheels gives the brake more than capacity sufficient to accomplish this result."

Mr. Sperry then went on to describe an electric brake with which he had been experimenting, and said: "The electric brake under discussion has been operated over a year on equipment upon different roads from electricity generated per se, being entirely independent of the trolley connection, the braking current not being derived from the central station, but produced by the power of the moving car, which power it is desired to get rid of or destroy. The brake thus operates equally well with the trolley off, and the trolley current has nothing at all to do with the car while the brake is being operated, except possibly to maintain the light circuit. The electric brake at the same time is entirely independent of the hand brakes, which may or may not be present upon the equipment."

In concluding his paper Mr. Sperry summed up the advantages found to result from the practical use of the electric brake, as compared with former brake systems, and its qualities as an accident preventer, as well as its general commercial value, as under: The certainty of its operation; the enormous power at instant command and under perfect control; the absence of all power absorption, at moneyed cost, from the central station; its high efficiency, being far superior to compressed air, as shown in numberless instances where electricity had replaced air; its extreme simplicity; two to three fold saving in wheels; entire saving in brake-shoes; lubrication of brake face and practically no wear, either wheel or magnet; absolute silence of operation and release, there being no hissing to frighten horses on the streets; the low electric-motive force at which it operates; the ease of its application and control; conserving strength and prolonging the usefulness and life of the motormen; the smoothness of its operation; the fact that it cannot cause flat wheels.

VESSELS ON THE GREAT LAKES.

The books of the United States Treasury Department, says Iron Age, contain the names of 3,761 vessels of 1,261,067.22 gross tons registered in lake trade. The lakes have more steam vessels of 1,000 to 2,500 tons than the combined ownership of this class of vessels in all other sections of the country. The number of steam vessels of 1,000 to 2,500 tons on the lakes on June 30, 1893, was 318 and their aggregate gross tonnage 525,788.57. In all other parts of the country the number of this class of vessels was, on the same date, 211, and their gsoss tonnage 314,016.65. The classification of the entire lake fleet on June 30, 1893, was as follows:

Class	Number.	Gross Tonnage.
Steam vessels	1,731	828,702.29
Sailing vessels	1,205	317,789.37
Canal boats	743	76,843.57
Barges	82	37,731.99
Totals	3,761	1,261,067.22

The gross registered tonnage of vessels built on the lakes during the past five years, according to the reports of the United States Commissioner of Navigation, is as follows:

	Number.	Net Tonnage.
1889	225	107,080.30
1890	218	108,515.00
1891	204	111,856.45
1892	169	45,168.92
1893	175	99,271.24
Totals	991	471,891.97

TALKS WITH GRIMSBY RETAILERS.

"OH trade is fair," said Mr. Forbes to HARDWARE'S representative. "We have not felt the depression here nearly as much as they did in the surrounding towns and cities. There is now no money in storekeeping, anyhow. Not long ago we could make money here, but now we have far too many stores for the population. I think it is the grocery and hardware departments of our boards of trade in the large cities that are to blame for the depression in trade in the country towns. For instance, a man will save up (perhaps borrow) one or two hundred dollars, go to the city, buy a stock and start up in a town where another store is not needed. If the members of the Board of Trade would look into the matter before selling him goods and see if the town needed another store, it would probably prevent several failures. The Boards of Trade should be able to pick out a town or settlement that needs a store and send the new beginner there, where he could benefit himself and those about him. Another thing which I think should be abolished from the country is the Division Court. A merchant who is now giving credit to doubtful persons simply because he knows he can sue for the money, would, if there were no Division Courts, run a strictly cash business, which would be far more satisfactory for all parties concerned." Mr. Forbes carries a large and well-assorted stock of hardware and groceries, with books and stationery as a side line.

"Oh, trade is quiet," said Mr. Mihell. "It is too early for stoves to begin moving, and there has not been so much building going on here this season as usual. We do all the tin roofing there is to do round here, as we have no competition between Hamilton and St. Catharines. We cannot complain. As to tinware, there is nothing in it outside repairing, for we can buy cheaper than we can make ourselves, and people will not pay the price for a hand-made article The little business we do here in stoves is steady, on account of the Park in the summer and our home trade in winter, but, as a rule, when a man wants a stove and has the money, he goes to Hamilton or St. Catharines, where he has a large assortment to pick from; but, if he wants credit, he comes to us, and if we see fit to let him have it we do so, and if not, he goes without." Mr. Mihell has been in business In his present stand for the past thirty years, and has gained the high esteem of all with whom he does business.

A by-law has been passed in the town of Grimsby enforcing the early closing law in all the shops.

THE TARIFF AND MASSEY-HARRIS COMPANY.

HARDWARE last week published Mr. Massey's reasons for proposing to remove his factory from Toronto to the United States. We now give a statement made by Hon. Geo. Foster, Minister of Finance, to a reporter regarding the Canadian and United States tariffs in their bearing upon such materials as enter into the construction of agricultural implements, purporting to show that it is not on account of the tariff that the Massey-Harris Co. propose to depart to the States. Mr. Foster said: "If I am right in that assumption, it is unfortunate that Mr. Massey was so wide of the mark in relation to his facts. It is true that last session we reduced the duty on agricultural implements from 35 to 20 per cent., but it is not true that we kept the duty on raw materials as high as ever. On the contrary, there were heavy reductions in the duties on what he calls his raw material all along the line. Let us compare the duties on some of them as they exist to-day and as they existed before the last session of Parliament. Pig iron bears the same duty that it did before. Puddled bar was reduced from $9 per ton to $5, a cut of nearly one-half. Iron or steel bar was reduced from $13 per ton to $10; flat iron, not thinner than 16, from $13 to $10; sheets of 17 gauge and thinner, hoop and band iron, which were formerly 30 per cent. ad valorem, were reduced to 5 per cent.; all forgings of iron and steel, formerly dutiable at 1½c. per pound, were reduced to 35 per cent., but not less than $15 per ton. Malleable iron castings were reduced to 25 per cent. from $25 per ton, which was in some cases nearly double the present duty, and considerable reductions took place in the duty on screws, nails and hardware of all kinds. Now, if Mr. Massey was able to export manafactured goods to the value of over half a million of dollars under the old duties, what prevents him from doing still better under the new and reduced duties? Mr. Massey is also represented as saying that raw materials in the United States, under the new Democratic tariff, cost less than in Canada, thus leaving his readers to infer that it is on account of that tariff that the raw materials are cheaper in the United States. Mr. Massey knows well that such is not the case. He knows, if he has looked at the United States tariff at all, that on all the important raw materials that enter into goods such as he manufactures the duty is very much higher than the present Canadian duty. For instance, although pig iron remains in the United States at the same duty of $4 per ton, which is equal to the Canadian duty, on the other side of the line puddled bars are $10 per ton, as against our $5. Bar iron and flat iron is $12 per ton, as against our $10; castings of malleable iron are $18 per ton, as against our 25 per cent.; bolts are $30 per ton, against the Canadian duty of 1 cent per pound and 20 per cent.; forgings of iron and steel are $24 per ton, as against our $15, while sheets and flats of iron or steel vary from $12 per ton to $20 per ton, as against a duty of $10 per ton in the one case and 5 per cent. in the other, in this country. It is difficult, therefore, to understand how Mr. Massey can say, as reported, that the difference between the Canadian duty and the new United States duty is at least 50 per cent., and by that much higher in Canada. Certainly, from the facts of the case as given, there is nothing, so far as the duties of the two countries are concerned, which makes the manufacture of agricultural implements cheaper in the United States than in Canada.

"If higher duties make the cost of articles higher, then the advantage in that respect is certainly not with the United States, but with Canada. If, however, Mr. Massey means to say that certain raw materials are cheaper in the United States than in Canada, he gives away the argument that high duties necessarily mean a high cost, and points out the lesson that, by a protective policy rigidly and for a long time pursued, the United States have so developed their iron industry as to be able to produce a manufactured article at a low price. Canada has invaluable resources of iron ore and is trying to develop them so that by and by we may have here one of the most important of all industries and some which will give Canada cheap iron as well. But a fair comparison of the prices of all articles going into the manufacture of agricultural implements, as between the United States and Canada for the past two years and the present will show that there is no greater disparity now than during the past two years, and yet during this period Mr. Massey has held his own and exported over a half-millon dollars worth yearly. Evidently it is not the tariff which makes the proposed change more desirable."

CANADIAN VS. FOREIGN CEMENT.

THE manufacturers of Canadian cement are protesting against the action of the Dominion Government in awarding a contract to a Montreal firm for 11,000 barrels of Belgian cement, in the face of the fact that cement of the best quality is now manufactured in Canada, and that the most of the Canadian cement works are at present shut down for want of orders. It is further pointed out that the stave mills in Western Ontario are also closed down in consequence of the inactivity among the cement manufacturers who are purchasers of a large part of their product.

The protest of the cement manufacturers seems a reasonable one. Recent tests of the cement used in making concrete pavements in the city of Toronto, showed the cement made in Canada to be as durable, if not more so, than the foreign material. In view of this what necessity is there for the government engineers to pass by our home manufacturers. A. Blue, of the Ontario Department of Mines, in a paper read a few days ago before the Mining Association, made the surprising statement that of the 150,000 barrels of cement used in making concrete for street construction in Toronto, only 4,000 barrels had been native cement. There was, he urged, no reason why we should have to go abroad for Portland cement, as in Ontario we had an abundance of raw material for producing it.—Canadian Architect and Builder.

A letter in the Empire, signed "Canadian Cement," referring to the same matter says: "Let me inform you that the cement manufacturers of Canada are practically doing nothing at the present time. Most of their works are shut down. Let me also inform you that the stave mills of Essex county and vicinity are also practically doing nothing, most of them are shut down, and it is from them we procure material to make our barrels. And our dear, paternal Dominion Government deem it the proper thing to boom the cement mills and stave works of Belgium. They must be very much interested in Belgium, when they use its inferior cement in preference to our Canadian product. Let me tell you and the Dominion Government that the makers of cement in Canada can produce and are producing a better cement than the Belgian."

PROF. JACOB ON VENTILATION.

In a recent address before the Yorkshire Engineering Society, England, Professor Jacob declared, according to an exchange, that six parts of carbonic acid gas in 10,000 in an atmosphere are not obnoxious, but twelve parts give rise to objectionable odor, and as the greater part of the air of a room in supposed circulation is really stagnant—this stagnation very commonly extending beyond the limits of the breathing line—the admission of cold air at the base of the walls, with exit from the ceiling line, does not necessarily ventilate the room. In regard to the propulsion and suction systems, he remarks that there are objections to the long air passages of the former, that the useful area of such passages may be considerably reduced by sharp bends, and in pipes with elbows at right angles the reduction of available area is as much as 25 per cent. For efficient means of ventilating and heating, Professor Jacob urges that heating radiators should be so arranged that the incoming cold air can be drawn over the radiators if necessary, or deflected partly over the coils, or not at all; it is better, also, to arrange the heating coils in sections, so that part can be cut off from the heating supply. Thus, if the temperature of the air on passing over the coils be greater than that of the air in the room it will rise, and in order to promote its circulation it is to be drawn from the base of the wall opposite which it enters; if colder, then otherwise.

CHEMISTRY IN THE FOUNDRY.

THE discussion which has arisen regarding the value of chemical work in an iron foundry is of much interest, inasmuch as it is following the same lines that were advanced when the desirability of a chemist at blast furnaces and mills was being considered, says Engineering and Mining Journal. At that time the older furnacemen believed that the only way in which ores, fuel or flux could be tested with any degree of accuracy was to put them to trial. The reason for this was not so much in their natural objection to new methods, but because the great majority of them were unable, through lack of knowledge, to properly apply the figures given them. Further than this, as the application of chemistry in practical detail to furnace work was new, there was comparatively l't le but experimental or theoretical data to guide the chemist or ironmaster, and each had to apply it as judgment dictated. In each specific instance its application had to be learned by experience.

In many cases the early work resulted in the discomfiture of the chemist and disgust of the ironmaster. A burden calculated to give a predetermined cinder would, for some apparently inexplainable reason, give results so widely different as to make the "theoretical" furnaceman an object of ridicule before the men and of grave concern to his employers.

But by degrees the real service which chemistry could do became known. The comparison of results and more careful study of conditions, together with technical papers and discussions upon the subject, gave more data, and slowly, but very surely, chemical work has come to be recognized as essential to proper furnace conduct as any other part of the business.

With the iron founders the same process of evolution is taking place, and it is a pleasure to note that it is progressing rapidly. A very few years ago the suggestion that a knowledge of chemistry would improve foundry practice was received with pitying ridicule, but the experiments made by Keep, Turner, and others, as well as the extending use of high silicon irons as softeners, started a turn of sentiment that is, as we have said, steadily growing. The early trial, like those in furnace practice, resulted poorly. The founder had a good casting of certain composition and wanted a mixture which would give it, but when he put in a charge proportioned for this purpose the result was altogether different.

While knowledge on the subject has been increased vastly there is not even yet sufficient data to do this. Many things must be learned, and these will be known only after repeated trials and study.

One trouble has been that founders and others will not recognize that a knowledge of the chemical or physical features of either pig iron or the castings is not sufficient. The work done by the founder in blowing his furnace, in the manner of charging, of tapping, and the many other small details of operating has much to do with the results. Neither the chemist alone nor the founder can bring about the best work; it requires both in one, the chemical knowledge combined with the practical ability, and this latter is the result only of experience. Every metallurgical operation now being conducted proves this assertion, and it is not likely that iron founding is the single exception.

HEATING PROBLEMS.

MODERN architecture in the use of iron as a material for building is, in many cases, says the Plumber and Decorator, introducing new conditions and problems for heating engineers to consider For instance, a certain church building is planned and specified to be slate roofed, and the ceiling is to be of thin corrugated iron. The space between the ceiling and the boards upon which the slates are to be fastened is entirely unoccupied, except by the timber arches upon which the corrugated iron ceiling is fastened and the roof trusses. The roof is of the Gothic order, with four gables, and it exposes an enormous surface to the weather. In such an arrangement the air in the lower part of the space immediately over the ceiling must be heated almost to the same temperature as that in the upper parts of the auditorium, and rising to the inner surface of the roof, must become rapidly chilled there and fall back to become again heated. Thus an active circulation between the cold roof and the warm ceiling will inevitably be created. It is evident that the loss of heat from the roof must be large. Can any heating engineer say exactly what it will be per square foot for any given difference between inner and outer temperature, or even give a safe rule for its approximation? Again, a ferry house is enclosed by walls of boards sheathed exteriorly with corrugated iron. The heating engineer has no precedent to guide him in estimating the amount of radiating surface needed to warm the building, and must make a careful calculation based upon experimental data to determine it with even approximate accuracy. It is now becoming more and more the practice to construct bay windows of timber frames, exteriorly covered with galvanized iron, except such parts as are occupied by glass. The resisting power of this kind of construction to the passage of heat is certainly less than brick and mortar, but as yet no data have been made public whereby the increase of loss due to this method can be readily computed. Those who have had experience in heating buildings, wherein iron enters largely as a constructive material, might confer a benefit upon the profession by their views upon its relation to amount of radiating surface required.

TRADE MARKS.

The English text of a declaration between Great Britain and Greece respecting trade marks, industrial designs and patterns, signed in Athens on July 27th last, has been published. The declaration is signed by Mr. Edwin Egerton and M. Denis Stephanos, and is really explanatory of the Treaty of Commerce and Navigation concluded between Great Britain and Greece in 1886. It states that under the terms of that treaty subjects of his Hellenic Majesty have in the United Kingdom the same rights as are now granted, or may hereafter be granted, to British subjects or to subjects of the most favored nation in all that relates to trade marks, industrial designs and patterns, and similarly that the subjects of her Britannic Majesty have in Greece the same rights of the most favored nation, it being understood that, in order that such rights may be obtained, the formalities required by the laws of the respective countries must be observed.

PIG IRON IN BELGIUM.

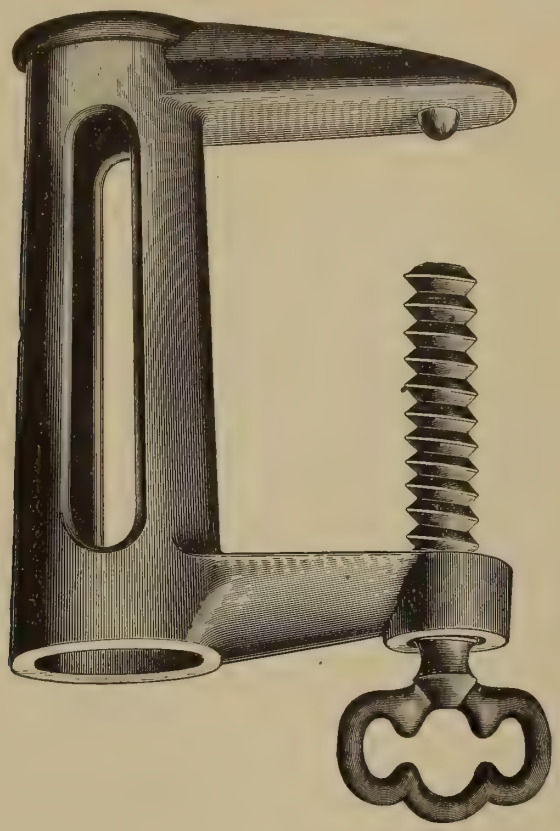
The production of pig iron in Belgium during the first half of the present year shows an increase of 23,844 tons when compared with the corresponding period of last year. During the six months ending June last the production was: Foundry pig iron, 41,400 tons; forge pig, 220,313 tons; and steel pig, 132,495 tons; a total of 394,208 tons, as against 370,364 tons in first half of 1893. It is worthy of note that the increase in production is practically confined to steel pig, this quality alone being responsible for an increase of 21,209 tons. The quantity of British pig iron finding its way into Belgium remains about the same, according to an English exchange. During the first seven months of this year, the imports into Belgium totalled 22,372 tons as against 24,048 tons and 16,518 tons in the corresponding periods of 1893 and 1892 respectively.

FIRING WITH LIQUID FUEL.

A method of firing with liquid fuel is described in Chamber's Journal. It has lately been adopted for domestic purposes in some houses at Baku, the capital of the Russian petroleum district. A tank near the top of the house contains the oil, which is led by ½ inch tubes to the various stoves. Each stove is provided with a small cast iron disk or plate placed in front of the stove door, which is pierced with a small opening, so as to create a strong draft. Upon this plate the oil slowly drips, and when once the metal plate is warmed and the supply of oil regulated, it burns without any further attention. The oil employed is the residue from the petroleum after the more volatile elements, gasoline, benzoline, kerosene, etc., have been driven off by distillation.

AN IMPROVED CLAMP.

Whoever has been at a quilting "bee" will remember the inconvenience of resting the quilting frame on the backs of four chairs. This inconveience need no longer obtain if the clamp which M. & L. Samuel, Benjamin & Co. are offering to the trade is used. The accompanying cut is an illustration of it. The peculiar advantage of the clamp is that it does away with the use of chairs as supporters, the latter being provided by inserting a broom stick, or any other suitable piece of wood in the slot with



which each clamp is provided. Retail dealers should find this clamp a good seller just now.

IRON AND FIRE-PROOF BUILDINGS.

A new application of iron frame and fire-proof construction is likely to find employment in building city residences, according to Canadian Architect. A new York architect, Mr. Manly N. Cutter, has recently secured estimates on three houses, showing that this method can be used with very little increase in cost, the difference being only about $200 on a house worth nearly $10,000. This difference would be fully made up by the increased floor space which the iron construction would afford. Mr. Cutter's estimates were based on wrought steel uprights, girders and floor beams, with with a woven wire netting fastened to these for walls and floors. For exterior walls it is proposed to use 4 inch brick work outside and a terra cotta lining inside the netting; for party walls, terra cotta on both sides of the wire netting. Concrete floors between iron beams to receive the wooden covering, and ceilings plastered on metal lath. The roof would be constructed same as the floors, and the basement story built in the usual manner up to the cast-iron bed plates for the steel uprights.

HINTS FOR HARDWAREMEN.

A WRITER in last week's Iron Age, signing himself "An Expert," furnishes these hints to hardwaremen:

Ninety per cent. of the failures in advertising have been because the advertiser expected his advertisements to do the selling.

The appearance of a store has as much to do with successful business as has the advertising, the goods or the clerks.

A fly-specked electrical battery will ring just as many bells, but it won't sell well.

Rusty tools won't sell for half their value.

A little elbow grease will make a stove worth twenty-five per cent. more.

The appearance of anything to be sold has as much to do with the sale as the actual intrinsic value of the article itself.

It is just as essential, as far as selling is concerned, to have the package clean as to have the goods inside clean.

Light and cleanliness are the two great essentials to selling.

A dark store is never as profitable as a light one.

If the retailer is so unfortunate that he cannot light his store naturally let him light it artificially.

Keep the store light all the time, in dull times and in good.

Folks think they see unseen dirt in a half lighted store.

I have yet to find a first-class, progressive and profitable business run without plenty of natural or artificial illumination.

Do not try to convince the public that your business is so solid that you can do as you please.

There never was a man free to do as he pleased. You have got to do as others want you to do, or do no business.

A dirty, ragged clerk can sell goods, but a well dressed clerk, who isn't a dude, can sell more.

A poor but well brushed suit of clothes, with a clean collar and a pair of polished shoes on a clerk have almost as much to do with the selling quality of that clerk as has the ability of the clerk.

Do not make the mistake that some storekeepers do, of having the front of the store light, bright, clean and attractive, and the back of the store like the inside of a cave.

Dusters and brooms don't wear out very rapidly.

Some folks believe that in economy is the success of business, that what you save is as important as what you earn—and they are right. But the successful business man, in not forgetting to save, figures that what he makes has as much to do with his success as what he saves.

It is better to put out $1,000 and take in $2,000 than put out $500 and take in $1,000.

Everybody knows that profit is the difference between expenditure and receipts, and yet fully one-half of the business men make more effort to cut down expenses than to increase business.

The trade returns for August are not of a very encouraging character. The exports for the month are valued at $11,107,892, as against $13,572,817 for August of last year. The imports show a slight increase; but for the two months there is a falling off of half a million dollars. The duty collected during July and August amounted to $3,009,887, as compared with $3,745,834 in the corresponding months last year.

Works: St. Helens, England

PILKINGTON BROS. LIMITED

MANUFACTURERS OF

Polished Plate AND Window Glass

Bevelled Plate and Mirrors

Rolled Plate, Ornamental Cathedral, etc.

Depots: Busby Lane, Montreal. Mercer Street, Toronto.

CUTLERY

Largest Assortment
Closest Prices

G. WOSTENHOLM & SONS, Ltd. GEORGE BUTLER & CO.
JOSEPH ELLIOT & SONS THOMAS ELLIN & CO.
JOHN ASKHAM & SON And other reliable makes.

WE OFFER OUR ENTIRE STOCK OF

Joseph Rodgers & Sons' Goods at Special Prices.

H. S. HOWLAND, SONS & CO.,

37 FRONT STREET WEST - TORONTO.

CARBON IN PIG IRON.

THE Chemical and Metallurgical Handbook of J. H. Cremer and G. A. Bicknell, Cleveland chemists, contains this statement concerning carbon in iron :

"The affinity of carbon for iron varies with the temperature and the presence of other elements in the iron. At the very high temperature of the blast furnace, carbon will unite with iron up to 4½ per cent., with manganese as high as 7 per cent., and chrome iron pig may contain as much as 12 per cent.

"Carbon in iron exists in three states : Graphite carbon, dissolved carbon and combined carbon. Graphitic carbon is carbon precipitated from iron during cooling ; having been previously either in combination or dissolved in the iron. This precipitation happens just before solidification. The formation of graphite is favored by a high total carbon and by the presence of silicon, and is opposed by the presence of sulphur and manganese.

"Graphite directly has little influence on the physical properties of iron, beyond destroying its continuity, thus lowering its tensile and compressive strength. Combined carbon increases the tensile strength, hardness and strength of compression, but diminishes the elongation and ductility of iron. To obtain iron high in graphite, it is necessary to have the iron dissolve much carbon in the furnace, and to obtain this result, it is necessary that the temperature in the low zone of the furnace should be very high, and that the atmosphere should be very reducing. Such conditions are obtained by a proper amount of fuel, by hot blast, and, above all, by a very refractory slag. This last condition is necessary to allow the iron to be exposed a sufficient time to the carburizing action of the reducing gases. An excess of fuel without the proper slag will not produce a highly graphitic No. 1 iron. An excess of fuel and a siliceous burden will make an iron containing much silicon but low in carbon. Such iron has a characteristic fracture ; the grain is often close and flat and the color light. To change these it will be necessary to increase the burden of ore and limestone, making the slag much more calcareous. For instance, if the slag was one of 32 per cent. silica, it may be lowered to one of 30 to 31 per cent. by adding limestone. If the iron had the proper amount of silicon but was low in graphite, it will only be needed to increase the limestone without increasing the burden of ore."

STEAM POWER OF THE WORLD.

The following figures are given by the Bureau of Statistics in Berlin : Of the steam engines now working in the world four-fifths have been constructed during the last 25 years. France has 49,590 stationary and locomotive boilers, 1850 boat boilers and 7,000 locomotives ; Germany 59,000 land boilers, 1,700 ship boilers and 10,000 locomotives ; Austria, 12,000 boilers and 2,800 locomotives. The working steam engines of the United States represent 7,000,500,000 horse-power ; Germany, 4,500,000 horse-power; France, 3,000,000; Austria, 1,500,000. This estimate does not include the locomotives, whose number in the world is 105,000, representing a total of 3,000,000 horse-power. The world's steam engines aggregate more than 26,000,000 horse-power, equivalent appoximately to the work of 1,000,000,000 men.

WINDOW GLASS

OF EVERY DESCRIPTION.

PUTTY...

A FULL STOCK.

Sanderson Pearcy & Co.

130 to 140 Bay Street

Prompt Shipment Guaranteed. Toronto

CHROMIC IRON IN QUEBEC.

THERE are indications that the raising of chromic iron ore may become one of the mining industries of the Province of Quebec. It has long been known that chromite occurs in pockets in the Cambrian Serpentines that stretch through the Province from the Vermont boundary to Gaspe, and in the past a few tons of the ore have been taken out at various times and from various points. But disappointment in the mode of occurrence of the ore, and in the price that could be obtained for the same, led to a speedy abandonment of the attempt to mine it.

So far as can be learned, the total amount of chromite mined in Canada during the past 10 years is less than 100 tons. One of the chief obstacles of chrome ore mining in Canada, common to the great majority of places where this ore is found, is the mode of occurrence. It is rarely found in beds or veins, but in detached pockets which yield from a few pounds to hundreds of tons, the larger pockets being comparatively rare.

In consequence of the mode of this mining, investors hesitate to embark in a species of mining more than usually uncertain, and having entered upon it do not feel warranted in putting up expensive machinery. Another and more serious obstacle is the present attitude of the users of chrome ore, the principal of whom are the manufacturers of bichromate of potash. These are unwilling at the present time to purchase ore carrying less than 50 per cent. of chromic sesquioxide, although it is believed that under certain conditions ore of 48 per cent. is accepted. Most, if not all, the Canadian deposits that have been tapped are below this grade. But during the present season deposits of chromite of a grade sufficiently high to meet the demands of manufacturers have been discovered and are being worked within two miles of Black Lake Station on the Quebec Central Railway, and in close proximity to the well-known Black Lake asbestos mines.

A large body of prospectors is out searching for chrome deposits, and finds are reported, but as yet only three lots are being worked. The pioneer lot in this district, and that on which most mining has been done, is the property of M. H. Lambly, of Inverness, Quebec, and associates. In this the chromite occurs in a series of pockets extending in an east and west direction, and the series in an easterly direction into the adjoining lot. In these two lots some of the pockets are lying against a dyke of fine grained granulite, but whether there is any relationship between the igneous rock and chromite it is impossible to say. Other pockets seen elsewhere in the vicinity are not associated with the granulite, but those in which the granulite lies against the chromite have yielded a large amount of ore of very fine quality. From one pocket on the Lambly property nearly 500 tons have been taken out, and it is still producing. The writer selected two hand specimens of this Lambly ore as free as possible from foreign matter, and found them to yield an analysis 54 per cent. and 56.02 per cent. of chromic sesquioxide.

It is evident, of course, that a shipment of ore would not average as high as these selected hand specimens, and that careful dressing would be necessary to insure that shipments should not fall below the grade the market demands. Mr. Lambly states that a shipment of two cars tested 51 per cent. and realized $26 per ton of 2,240 lbs. delivered in Baltimore, which is equal to $20.50 per ton f. o. b. at the mines.—J. T. Donald, in Engineering and Mining Journal.

WIRE NAILS.

THE increasing use of wire nails to the exclusion of cut nails cannot be explained, says the Architect, Builder and Decorator, by the rules that commonly govern the substitution of one line of goods for another which has had the field for so long as did the cut nails. It is no uncommon thing these days of advertising to see an old favorite driven from the market by a new and perhaps inferior article, through the judicious use of ink; while a really good article, well established in the esteem of the public, must be liberally advertised in order to hold its own. In this use of nails, however, no advertising seems to have been done, whilst what little investigation of the relative merits of the two kinds has been made, all seems to have given testimony in favor of the old style of nails. In spite of the fact that repeated tests have shown the cut nails to hold more than the wire nails of the same length and weight, and in spite of the weight of tradition on their side, which is usually of itself sufficient to hold the market for useful articles against any ordinary effort, the wire nails have pretty much driven the others out. Some dealers do not keep any considerable assortment of the cut nails, and others declare that they do not sell a fifth as many as of wire nails. It will not do to say that the favor shown by builders is all a mistake, and accept the testimony of the testing machines as altogether conclusive. There must be something upon which to found the very general belief prevalent among the people who use nails, that the wire nails are the better. Possibly the evidence of the retailer as to the relative condition of packing boxes put up with the two sorts of nails on their arrival at the end of their journey, may have weight. The difficulty the carpenter finds in pulling down his staging when built with the wire nails may be evidence to him of their staying powers. Whatever the cause, he thinks the wire nails will hold more than the others. When the wire nails were first generally introduced, they had only cut nails of the very poorest material to compete with, but that is not the case now, for there is no difficulty in getting cut nails that will clinch almost as well as the old "wrought" variety. In the larger size nails, the number to the pound of a given length is about the same, but in the sizes more commonly used there is a considerable difference in favor of the wire nails — enough to make them the cheaper at anything like the same rate per pound. The present popularity of the wire nails is such that the cut nails must be specified if one has any hopes of securing their use on buildings. That the cut nails of a given length are better for the general purposes of a building, there would seem to be no reasonable ground for doubting, being as they are, so much stronger when driven home. Nails are not expected to hold in a building after they are half pulled out. The "coated" or "cemented" wire nails would probably be of advantage in some building work, as although a more slender wire than the ordinary nails of the same length, their hold when driven home is allowed by all who have tested or used them to be phenomenal. So far as we have observed, they are, however, hardly known among builders. For such places as the lathing of an ordinary ceiling they would add greatly to the security.

QUESTION RE CANADIAN LUMBER.

A Washington despatch says: Some inquiry having been made at the Treasury Department whether the imposition of an export duty by Canada on wood pulp might not affect the question of retaliatory McKinley duties on manufactured or mechanically ground wood pulp from Canada, or other retaliatory duties on the lumber schedule, the State Department has been requested to inform the Treasury at the earliest moment whether such conditions would affect their recent reply as to Canadian lumber being free. The view of the Treasury is that, as wood pulp is specifically included in schedule M, "pulp papers and books," as dutiable at 10 per cent. ad valorem, it would not affect the duties on wood in paragraphs 672 to 683. The question having been raised in semi-official inquiries, however, will be investigated. No reply has yet been received to the query whether the Province of Quebec imposes stumpage dues. It has been ascertained that Ontario does not.

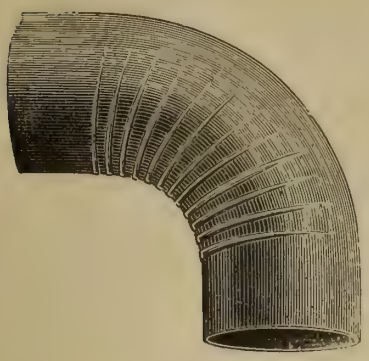
THE CONSOLIDATED
PLATE GLASS
COMPANY OF CANADA (Limited)

HEAD OFFICE:
73 and 75 Wellington Street West, TORONTO

BRANCHES:
MONTREAL, 338 St. Paul St. LONDON. OTTAWA

FRANK J. PHILLIPS, Toronto, President.
WM. R. HOBBS, London, ALEX. RAMSAY, Montreal, } Vice-Presidents

Correspondence Solicited. Estimates Given
Special Discount to the Trade



STOVE PIPE ELBOWS

One Piece
Four Piece.
Six Piece.

Dampers of all makes. Lanterns of all makes.
Stove Boards—our own make—the best.

If a traveller does not call on you from our house let us know.

AND ALL LINES OF TINWARE.

THOS. DAVIDSON & CO.

MONTREAL, QUE.

EXTRAVAGANT STORIES.

A good many extravagant stories concerning the Chinese iron and steel plant have been printed by ignorant newspaper correspondents. Some plain figures may be taken from an article by G. J. Snelus in the Engineering Review, which will convey an accurate idea of the magnitude of the works. They are situated on the Yangtse Kiang river at Hankow. There are two furnaces 65 feet high, with 55-foot Cowper stoves. There are also four calcining kilns. There is a Bessemer plant with two converters and an open hearth plant with four furnaces. A rail mill extends beyond the Bessemer works, and a plate and a bar mill beyond the open hearth furnaces. A bolt and nut manufacturing shop and a small arms factory are completed. A gun and armor plant is being added. The aim of the Chinese government is to make itself independent of foreign countries for its supplies of war material.

LEAD PIPE FOR CONVEYING WATER

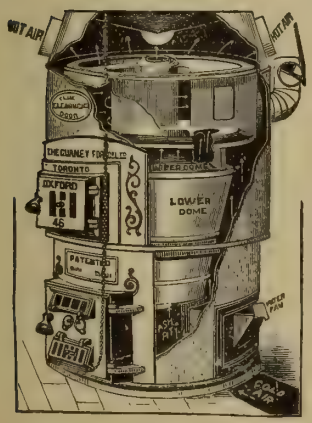
This subject may appear to some of our readers to have been completely threshed out, says an English exchange, but it is quite clear that scientists do not think so, for the Chemiker Zeitung, which is the leading paper on chemical industries in Germany, recently contained a long article by M. T. Lecco on the use of lead pipes for conveying water. This chemist experimented with a water which contained iron, calcium, and magnesium salts, and had a total hardness of 24.8°, while it held in solution 0.5 gram of carbon dioxide per litre. He observed that the solvent action of the water was greater when the pipes were new than when they were old. But even after three months' constant domestic use the lead pipe gave 0.3 mg. of metal per litre of water allowed to stand 24 hours in it. After three hours' standing a trace of lead was obtained, but in water that had merely run through the pipe no lead could be distinguished. The obvious moral is that in domestic installations when lead pipes are used, it should be recommended and possibly notified by placard near the taps that the water should be allowed to run for a few minutes before any is taken for culinary or drinking purposes.

OXFORD WARM AIR FURNACES

TRIED AND TESTED. NEVER HAS ONE FAILED.

ARE THE MOST MODERN FURNACES IN THE MARKET.

FOR COAL



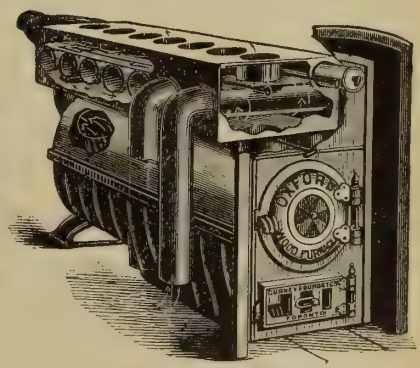
Coal Furnaces . .

Have Heavy Sectional Fire Pot, Extra Heavy Base and Ash Pit. Rotating Bar Dumping and Anti-Clinker Grate. Removable Grate Frame. Large Combustion Chamber. Heavy Steel Plate Radiator with Cast-Iron Top and Bottom.

Wood Furnaces . .

Have Ash Pit Section of Extra Heavy Corrugated Iron. Heavy Grate especially adapted for Wood Burning. Double Steel Radiator (of original construction) and Steel Fire Box Dome which heat quicker than Cast Iron.

FOR WOOD.



Cyclone Steel Radiator.

GAS AND DUST TIGHT.

COAL FURNACES MADE IN 6 SIZES.

WOOD FURNACES IN 3 SIZES.

WARRANTED THE BEST IN CANADA.

SEND FOR CATALOGUE AND TESTIMONIAL BOOK.

MANUFACTURED BY

THE GURNEY FOUNDRY CO., LTD., TORONTO ONT.

THE GURNEY-MASSEY CO., LTD., MONTREAL QUE.

TRADE CHAT.

OTTAWA is to have an ax factory, provided the City Council gives freedom from taxation. The promotors of the factory are Mr. Bingham, of Toronto, and Mr. Feemey, of Philadelphia. The factory will employ 50 men to start with.

W. C. Ellis, Pictou, has secured a patent for a dish washer.

A number of Montrealers have been incorporated as the Melbourne Steamship Company, Limited.

W. C. Caverhill, general merchant, of North Bay, was drowned in Lake Tallon Thursday night, 19th inst.

The Hamilton Gas Co.'s mains have been assessed at $125,000. The company will appeal from the assessment.

The new iron bridge at Dorchester is completed, but has not yet been accepted by the county engineer, Mr. Talbot.

The Ottawa Car Co. has just shipped to St. John, N.B., three handsome cars for the St John electric street railway.

Forty cents was the best bid for the stock of Stevens & Burns the insolvent London brass founders, and it was withdrawn.

The Bain Bros. Manufacturing Company, have acquired the machinery and plant of the Bain wagon works, of Woodstock.

The Sawyer-Massey works, Hamilton, will close down for the season this week, thus throwing about 200 men out of employment.

Deposits in the Post-office Savings Banks of the Dominion during August amounted to $582,264 and the withdrawals to $508,-967.

Mayor Stevens, of Napanee, has gone out of the manufacture of potash, and has converted the large building into a barrel factory.

A new foundry is being built in North ward, Simcoe, by S. Sebring, who has already received orders for 1,000 Paris green dusters.

There are nearly 2,500 central electric lighting stations in the United States, and these represent an invested capital of $200,-000,000.

John Yule, of Guelph, has been re-elected a member of the Canadian Electrical Association which concluded its annual meeting in Montreal on Friday.

Sir John Lister Kaye now has a scheme for building a railroad to Hudson's Bay, and has wired his agent in Winnipeg to join him in New York to discuss the project.

W. Reath, St. Thomas, has been awarded the contract for the Gillett bridge. The tenders were as follow: A. Zavitz, $1,495; Jas. Finney, $1,495; W. Reath, $1,393.

The Gravenhurst merchants have formed a local organization for their protection against dead beats. Each member of the combine pledges himself under penalty of $20 that he will refuse to give credit to anyone who is owing another merchant and refuses to pay his indebtedness.

The opening of the Niagara Falls-Buffalo electric power line in October will be made the occasion for a great public demonstration both at Niagara and at Buffalo.

W. J. Best, general agent of the Massey-Harris Co., now at Woodstock, has decided to locate in Carleton Place, and purposes removing his family here shortly.—Herald, Careleton Place.

The Kingston Vehicle Co. purchased from A. Chadwick the Stevenson piano factory building for $12,200. Mr. Walton, the manager, will proceed at once to secure improved machinery.

Brownell & Kennedy, St. Thomas, have ordered a five horse-power electric motor, and the machinery in their bicycle factory will hereafter be run by electricity supplied by the Gas and Electric Company.

Mr. Patterson, of Wyandotte, Mich., was in the city to-day and looked over the St. Thomas Pipe Foundry, his object being to organize a company and start a steel works here.—Evening Journal, St. Thomas.

An estimate made in the Slocan, B.C., Times places the quantity of ore to be shipped out of the Slocan district during the coming winter at 10,800 tons. This, the Times claims, is a conservative estimate.

The Chilliwack, B.C., Progress recently contained the following notice: "I, James Munro, tinsmith, etc., hereby respectfully inform the public that from this date forward, I will do only a cash business." May success crown him.

C. J. Gregoire, grocer, Montreal, has taken an action for $5,000 against the authorities of that city for false arrest. He alleges that he was arrested on a charge of incendiarism at the instance of P. O. Cerat, secretary of the Fire Commissioners, and discharged.

The British minister at Guatemala says Honduras is essentially a mining country but labor is scarce and the natives are indolent. Antimony, copper, lead, gold, iron and silver are found in almost every department and a good quality of coal has been discovered.

The new Electric Light and Gas Company propose to supply gas at $2.25 per 1,000 feet. The company want a thirty-five years franchise from the city. The matter will be taken up at the next meeting of the works committee. The company are anxious to have everything in readiness to proceed with the erection of buildings first thing in the spring.—Free Press, Winnipeg.

R. Machray, B. A., who recently went through the Rainy Lake and Seine River country, reports the existence of several excellent gold quartz veins. They are on the mainland, especially north of Seine River and lakes. Among the prospects are the Little American and Big American on the Minnesota side; on the Canadian, the Big Canada and the Little Canada. There are good veins in the Manitou country.

The Moore Lumbering Co., Ottawa, has already started three lumber camps on its Kippewa limits this season. There are as many as 160 men in these camps. Other camps will be started very soon. Messrs. Gilmour and Hughson will have 17 more shanties this winter among their extensive winter limits on the Gatineau river than last season. A busy winter is looked forward to on all the timber limits.

The Chicago Ship Building Co., of South Chicago, has begun the construction of two steel sailing vessels, which are said to be the first boats of this sort ever built on the lakes. Steel has been used for the construction of lake steamers for some years, but hitherto sailing craft have been built of wood. The new vessels will be 302 feet keel, 40 feet beam, 24 feet deep, and will have a capacity of 3,000 tons. They will be used in the ore trade.

Fred. T. Trebilcock, manager of the Canada Smelting and Refining Co., of this city, left for New York yesterday, accompanied by his sister, Miss Eulie, and brother, Master Percy, who will visit their brothers and sisters in New York. Mr. Trebilcock will visit Providence, Boston, Philadelphia and the largest cities in the United States in the interest of the smelting business, and will not return from his trip for about a month or six weeks.—Advertiser, London.

The Cleveland (Eng.) ironmasters' returns for August, show an increase of 13,298 tons, making 43,000 tons addition in the four summer months. The production, 244,000 tons, was 8,000 tons less than in July, because of the 24 hours' cessation by blast furnacemen. One hundred and seventeen thousand tons consisted of Cleveland iron, and 127,000 tons of other kinds. The stock of iron, 186,000 tons, is 15,000 tons less than in August, 1893; but five more furnaces are now going.

The creditors of W. M. Morse, machinist, St. Thomas, met on Friday 21st inst., when Mr. Morse expressed his desire and ability to pay one hundred cents on the dollar, if given a little time. It was decided to grant

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton. Ontario.

SP

him a year's extension, if he furnishes the requisite security, and the meeting adjourned till a week from Monday to give Mr. Morse an opportunity to do so. The statement presented showed a surplus in the estate of $1,700 in round figures. The liabilities are about $5,000, and the assets about $6,700.

The Manitou correspondent of the Engineering and Mining Journal sends this interesting record : " The big Vulcan steam shovel at Mountain Iron, with Clarence Moore as runner, smashed all previous records for this mine, and the range, too, the other day, when 143 cars were loaded in ten hours. Between two and three hours were lost in delays caused by waiting for cars and other necessary stops. We feel proud of this record, and we extend an invitation to everyone to come to Mountain Iron if they desire to see ore loaded in quick time."

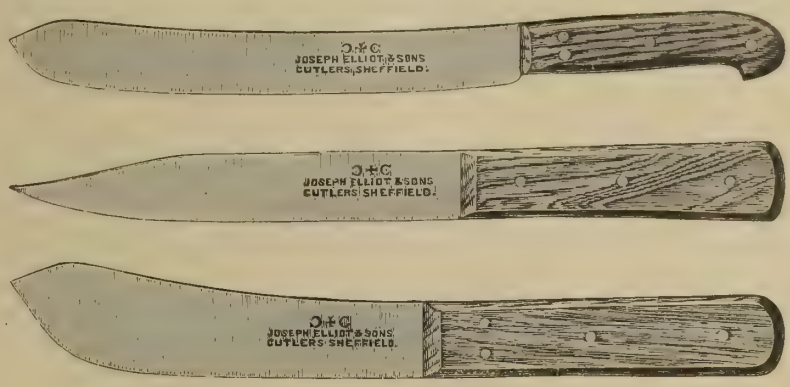
A passenger train was recently stopped in France, on the line between Bellegarde and Geneva, under the following curious circumstances : A freight train preceding it, had in one of its cars some cod liver oil, which began to leak away from the containing vessel. By chance, the escaping stream struck exactly in the middle of the rail. The train that bore the oil was not affected, but the track was thus well greased for the passenger train that followed, which came to a standstill when it reached the oily rails. Nearly three-quarters of an hour was consumed in running the two and a half miles to the next station, and this rate was only attained by diligent sanding of the track.

J. S. Pinch, of the Collins' Inlet Lumber Company, one of the biggest lumbering firms in the Georgian bay district, told a reporter that the new tariff of the States will be a great benefit to the timber and other interests of this country. In the first place, it has practically stopped the exportation of logs. Firms formerly engaged in this business are now buying or building mills in our interest. Cutler & Savage, of Saginaw, who have exported from fifteen to sixteen million feet in the round are now building a mill near Little Current, where they will do all their cutting hereafter, and Peters, another big Michigan lumberman, who has sent out 20,000,000 feet of logs, has bought the Parry Harbor company's mills, and his cutting will be done here. The freeing of lumber increased the demand for the produce of our mills, and in consequence there will be an addition to the output of 30 per cent. compared with last year.

Oh, merchants, in your hour of e e e,
If on this paper you should c c c,
Take our advice and be thrice y y y,
Go straightway out and advert i i i ;
You'll find the project of some u u u.
Neg'ect can offer no ex q q q,
Be wise at once, prolong your da a a a,
A silent business soon de k k k !—Ex.

BUTCHER KNIVES.

We herewith give cuts of some lines of butcher knives, a shipment of which H. S. Howland, Sons & Co. have just received.



These knives are manufactured by Joseph Elliot & Sons, Sheffield, England, and are of good quality and nice appearance.

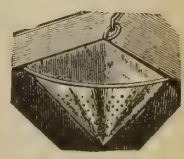
WEIGHT AND HORSE-POWER OF RAIN.

THE following interesting calculations were presented before the Engineers' Club of Philadelphia :

One inch of rain falling upon an area of 1 square mile is equivalent to 2,323,200 cubic feet, or nearly 17,500,000 gallons, and this quantity of water will weigh 145,200,000 pounds, or 72,600 short tons. If 1 inch of rain fell over the entire area of the city of Philadelphia, 129 square miles, the quantity of water which would be precipitated would be represented by 1,250,000,000 gallons, or 18,730,000,000 pounds, or 9,365,000 short tons. Therefore the quantity of water represented by 1 inch of rainfall distributed over 24 hours falling upon the area of Philadelphia would be nearly ten times the maximum pumping capacity of all our waterworks engines for a day, and more than twice the total capacity of all the reservoirs now connected with the city water supply. Professor Loomis gives the height of clouds as about two miles, and as the aqueous vapor always present in the atmosphere is suspended for a considerable time and carried for great distances by winds, it is highly probable that the great majority of the water which falls as rain has been elevated by the sun to a height approximating 10,000 feet.

While it would be fair to assume this figure in calculations, there may be objection to it on the ground that the clouds from which much of our rain is precipitated are not more than half a mile above the earth, and, therefore, a height of but 3000 feet will be estimated for, but those who desire to assume the greater elevation can readily calculate what the figures would be for 10,000 feet. As shown above, the weight of one inch of rain upon one square mile is 145,200,000 pounds. Multiplying this by 3,000 feet for the height, and dividing by 60 on the assumption that this inch of rain fell in one hour, we have as a result 7,260,000,000 foot-pounds, representing the amount of work done by the sun per minute if the water was raised as rapidly as it fell. This is equivalent to 220,000 horse-power. If pumping machinery worked at the low economy of two pounds of coal per horse-power per hour, or if the pumps gave a duty of 100,000,000 foot-pounds, 200 gross tons of coal would be required to raise to a height of 3,000 feet the water represented by one inch on a square mile ; now, multiplying this by 129 to represent the area of Philadelphia, we have 28,380,000 horse-power and a coal consumption of 25,800 long tons.

Pickard's Pat. Sink Strain



Has been a great seller with agents. We manufacture agents' specialties.

Address ARMOUR MFG. CO.

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OUR SALES OF

"BURHAM" Portland Cement

For the past 8 months have been

25,499 CASKS.

"BURHAM" Brand outranks all other
Try it and be convinced. . . . .

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HEADQUARTERS FOR

Tinners' Hardware AND Roofers' Supplies

Largest Stock
Greatest Variety

Prices Lower Than Ever

Write us before buying elsewhere.

BERGER BROS., PHILADELPHIA

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, September 28, 1894.

HARDWARE.

THE past week has been an active one in all kinds of shelf hardware, and the volume of business passing from jobbers, hands in several lines is held to be more than equal to that of last year. This is especially so in the case of cutlery and in guns, rifles and ammunition. Indeed in the three latter lines a leading jobber said they were doing a larger business than last fall. The volume of trade is also increasing in such lines as are wanted on winter account, notably sleigh bells and skates. Wire tacks, wire nails, cut nails, etc., rule on the quiet side. Values as a rule are unchanged. The different Manufacturers' Associations, however, are holding their quarterly meetings this week, but the trade don't seem to anticipate any change in prices to result from the meetings. At the time of writing the case of spikes had already been disposed of without any alteration from the old basis. The meetings have yet to pass on tacks, horseshoes, horse nails and wire and wire nails, and expect to get through during the early portion of next week at the latest.

WIRE—The wire market is quiet on the whole. Makers are meeting this week, but no change appears to be anticipated by jobbers.

ROPE—There is no special feature to report in this line which we quote as before: Sisal at 7 to 7½c. for 7-16 in. and upwards, and 14c. for deep sea line. Pure Manilla, 9¼c. for 7-16 in. and upwards, 9¾c. for smaller.

CUTLERY—There is a good healthy demand for staple lines of both table and pocket cutlery which continues one of the more active features in shelf hardware.

SPORTING GOODS—The big general houses who deal largely in guns, rifles and ammunition, all concur in reporting an unusually active demand for these three lines.

WINTER GOODS—Jobbers have now on hand full lines of sleigh bells, etc., and are experiencing an active demand for them.

SKATES—The stock of skates shown this year is a very fine one, and it is satisfactory to note that the demand gives every prospect of being an encouraging one this fall.

CUT NAILS—The easy feeling that we have repeatedly referred to in regard to cut nails is as marked as ever. The jobbing basis is still nominally quoted at $1.75, but with makers shading on $1.70, it would not be surprising if orders could be filled at a concession upon the first named figures.

WIRE NAILS—There is a fair demand for wire nails. The makers are meeting here this week but the trade do not seem to expect any change in discounts.

HORSE NAILS—A fair trade is doing in horse nails at steady prices. These are also to be considered by the makers now assembled, but no change is looked for.

TACKS—Tacks are fairly active in a jobbing way. It was expected that the makers would decide upon their case on Wednesday last, but the discussion was postponed until to-day (Friday). No change is looked for by jobbers.

WARE—There is a small trade passing in white ware.

CHAIN—Free orders are reported for cowties, which have had an increased movement. Coil chain is also fairly active.

TOOLS—Little activity or life is to report in this line.

PLUMBING AND BUILDING SUPPLIES—Operations this fall are not extensive, and jobbers report the same indifferent demand that has prevailed all along.

LEAD PIPE—No change is noted in this line.

HINGES—Activity is still conspicuous in this line for all staple sizes.

TAR, ETC.—Demand for tar, resin, etc., with other naval stores, is rather inactive. There is no change in prices to record. We quote as follows: Resins, $2.75 to $5.25 as to brand; coal tar, $3.25 to $3.75; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5¼ to 7½c., and cotton do. 10 to 12c.

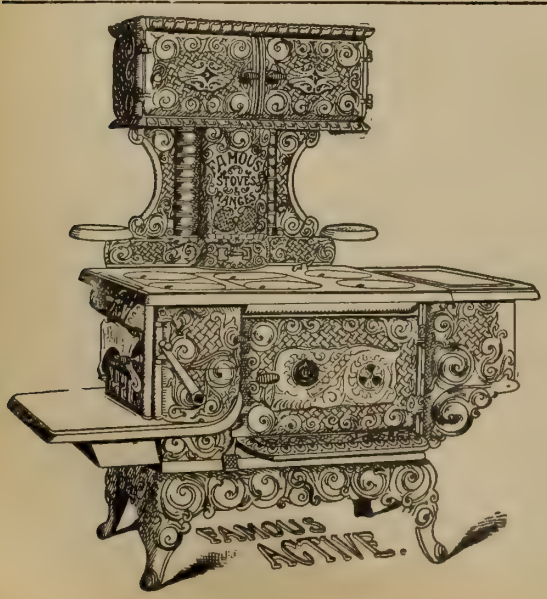
TURPENTINE—The advices on this article are firmer from the South. The local market, however, has failed to respond to recent fluctuations there, and spot prices are steady at 40 to 45c. under a quiet business.

CEMENT—There has been a fair demand for small lots of cement. Stocks continue in moderate compass and values are firmly maintained. We quote spot prices at $1.95 to $2.05 for English brands, and $1.85 to $1.90 for Belgian brands.

FIREBRICKS—There is no change in firebricks, business ruling quiet and prices unchanged at $15 to $22 per 1,000.

METALS.

The metal and heavy iron market continues very quiet on the whole, in fact dis-



FAMOUS

ACTIVE RANGE

8.20. 9.20. 9.22.

Made square, with reservoir, high shelf and high closet. Made from original patterns. No guessing as to heat of oven. Thermometer in door shows it exactly. Oven cemented top and bottom, and ventilated. Large basting door.

A PERFECT STOVE

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Cross Cut Saws

Maple Leaf, Racer,
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Axes . . .

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Axe Handles

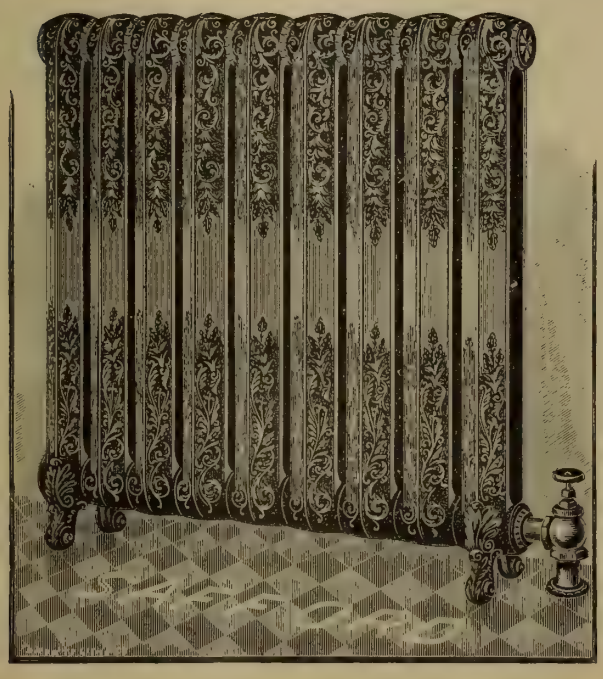
Large Variety.

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— FOR —

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NO Bolts
Packing
Leaky Joints

LARGEST VARIETY OF STYLES
BIGGEST STOCK IN CANADA

THE TRADE ONLY Supplied

Sole Manufacturers and Patentees :

THE Toronto Radiator Mfg. Co.

TORONTO, ONT.

BRANCH HOUSES—Montreal, Quebec, St. John, Hamilton, Winnipeg, and Victoria, B.C.



"Empire" Patent Shingles

MADE OF

GALVANIZED TINNED STEEL

Warranted Rustproof

Send for Price List and Catalogue.

Metallic Roofing Co.

84 to 90 Yonge St., TORONTO. LIMITED.

MONTREAL MARKETS—Continued.

appointingly so to most dealers, and even the approaching close of navigation with the increase in freights that it entails fails in spurring buyers into any greater activity. No special change is to note in any line, values on the whole ruling about steady, except in copper, which has ruled rather firmer in tone this week. In most other lines, however, if it came to the question of an order buyers still have the advantage.

PIG IRON—The scarcity of Scotch pig, if it is not replenished in the fall, is apt to lead to firmness with any advance in the American market. Further shipments of the latter have been placed at $17.50 duty paid. Sales of 70 ton lots of leading brands of Scotch have brought $20.75 and the price is firm at $21 ex store. We quote: Summerless and equal brands, $21, ex store, and Carnbroe and Eglinton, $19.50; Ferrona, $16.50 to $18, and No. 1 Siemen's, $16.50 to $16.75.

BAR IRON—The uncertainty regarding values of bar iron is still to note and a reliable price is difficult to give. It is certain that $1.70 has been shaded so that buyers hardly know what to give. We quote $1.70 to $1.75.

SHEET IRON—This line is moderately active, and steady on the basis of $2.30 to $2.35 for No. 28 gauge.

TIN PLATE—There is very little doing in tin plate, and the tone is still in buyers, favor if anything. We quote: Cokes, $2.75 to $3, and charcoal, $3 35 to $3.50.

TERNE PLATES—The terne plate market is steady at $6 to $9.25.

CANADA PLATES—There is a moderately good demand for these at $2.10 to $2 20

INGOT TIN—Quiet and inactive at 18 to 18½c.

IRON PIPE—No change to note in this.

COPPER—No improvement is to note of a material kind in the enquiry, but the tone of the market is rather firmer at 10c. Round lots have changed hands for less since our last, but it is doubtful if it would be shaded now.

STEEL—There is nothing special to report about this. We quote: Best cast steel, 10½ to 12c.; spring, $2.50; tire, $2.50 to $2.75; sleigh shoe, $2 40; round machinery, $3.

SPELTER—Values on this are rather steadier at $4.50, and for small quantities $4.75.

ZINC SHEET—Demand is quiet, but prices are steady at $5 for ordinary quantities.

HOOPS AND BANDS—Business sales quiet, and prices unchanged at $2.30 to $2.35.

ANTIMONY—Featureless as before at 10 to 12c.

GALVANIZED IRON—Stocks are ample and demand rather quiet. Prices are unchanged. We quote: 4¼ to 4½c. for ordinary brands; Morewood, 5¼ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

GLASS.

There is a fairly good trade passing in glass, but only for actual wants, no large quantities changing hands. First break is quotable at $1.20 to $1.25; $1.30 for second break, per 50 feet; $3 25 for first break per 100 feet; putty in bulk, $1.85.

PAINTS AND OILS.

There has been a fairly active business transacted on leads and oils during the week under review. The tone of the market generally is steady, and values are unchanged. Latest advices from abroad on linseed oil continue very firm at an advance of 1½c. per gallon, due to heavy purchases on American account. Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do, No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots, raw, 54 to 55c., boiled, 56 to 58c.; seal oil, 40 to 45c.

CHEMICALS AND DYESTUFFS.

The chemical market is fairly active. Gambier is rather easier with sales at 5 to 5¼c. per lb., and cocoanut oil is soft in tone at 6⅛ to 6¼c. Other lines are unchanged. We quote: Bleaching powder, $2.50 to $2 75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2 50; chlorate of potash, 20 to 22c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2.00; ditto roll, $2.00 to $2.10; sulphate of copper, $4.50 to $5 00; white sugar of lead, 7½ to 8½c.; bicarb. potash, 10 to 12c.; sumach, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2 00 to $2 10; castor oil, 6½ to 7c.; and Norwegian cod liver oil, $25 to $26; Gambier, 5 to 5¼c.; cocoanut oil, 6⅛ to 6¼c.

PETROLEUM.

The petroleum market has a firmer feeling and prices are advanced on last week's basis under a more active demand. We now quote Canadian refined at 11½c. in shed in Montreal for round lots, and 12 to 12½c. for small quantities. American petroleum, 15c. in car lots, 16c. in 10-barrel lots, and 16¾c. for single barrels, net cash; American benzine, 23 to 25c.; Canadian benzine, 10¾c. Petrolea; 12¾c. Montreal.

HIDES.

The firm tone on outside markets which has been already referred to is having some influence on this market. Receipts here are small and meet a good demand. We quote No. 1, 4c.; No. 2, 3c.; and No. 3, 2c. Lambskins are the same at 45 to 50c. and calfskins steady at 5c.

TALLOW.

The tallow market is quiet, and about steady at 5½ to 6¼c. per pound, as to quality.

MONTREAL MARKETS—Continued

WOOL.

Quite a few parcels of imported wool have been taken off this market by American buyers recently, and the tone on all kinds is very firm. We quote: Greasy Cape, 14 to 16c.; Canadian fleece, 17 to 20c.; B. A. scoured, 26 to 32c.; pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. Northwest wool is quoted at 11 to 12c.

ASHES.

There is no change in the ashes market, which rules quiet but firm. We quote: Firsts, $4.20; seconds, $3.80 to $3.85; and pearls $7.50 per 100 lbs.

MONTREAL TRADE NOTES.

Eby Bros.' job shells No. 10 and 12 can be had in any quantity from Caverhill, Learmont & Co.

H. McLaren, of H. McLaren & Co., who has been away on a short business trip returns to town this week.

One of the largest if not the very largest stocks of galvanized iron and tin plate in the Dominion is that carried by Crathern & Caverhill.

Mr. McMaster, of the Montreal Rolling Mills, states that the makers expect to get through their quarterly meetings by Tuesday next at the latest.

James Hutton & Co. have just received a large consignment of brass bedsteads. They are remarkably fine, and just suited for the requirements of high-class trade. This style of bedstead is even more in favor this year than last, and it was this fact that induced James Hutton & Co. to bring out so large a consignment.

Eugene McCarthy, a prominent Syracuse hardware man, was in town this week and paid a visit to several of the leading establishments. He was surprised to see the large stocks of all kinds carried by the Montreal houses. Mr. McCarthy is a great sportsman, and was returning from a trip to the Lake St. John region.

Frank Caverhill, of Caverhill, Learmont & Co., returned last week from Great Britain. Speaking of trade over there Col. Caverhill, who visited Sheffield on business, says he was much impressed with the stimulating effect upon business of the American tariff legislation. The McKinley Act had a most depressing effect upon the Sheffield cutlery trade, as it cut off its most profitable market. The abrogation or amendment of the act was, however, expected from the start, and the manufacturers kept their works going for the sake of keeping their staffs together, and retained the product in stock. As soon as the new tariff bill was passed much of this stock was shipped to the United States, the number of razors shipped across the Atlantic in the week following the passing of the U. S. tariff bill being unprecedented. Consequently there is just now considerable activity in the British hardware industry, and a hopeful tone pervades every branch of industry there.

TORONTO MARKETS.

TORONTO, Sept. 28, 1894.

HARDWARE.

THERE has been some recovery from the after Exhibition quietude, business during the week having been fairly brisk. This is noticeable in several lines. Cutlery is much more active. A better business is being done in rope. A more satisfactory state of affairs exists in tacks. In coil chain business is unsatisfactory. Horseshoes are going out quiet freely. Briskness is still characteristic of the plumbing trade as far as it relates to the country. Hinges are active, and a little better business is being done in clothes wringers. Trade in lamp goods is brisk. Payments are much as before with the tendency towards improvement.

WIRE—Demand is still steady for ordinary fence and hay-baling wires. Barbed wire is only going out slowly. Stove-pipe wire is brisk, although quantities are not large. We quote barbed and plain twist at 3¼ to 3½c. per lb.; steel staples, 3¼c.

ROPE—The demand has increased a little during the week, especially in the smaller sizes of Manilla and Sisal. Deep sea line, halyards and cotton are in good demand for plow lines and halters. We quote: Sisal, 7-16 in. and larger, 7½c.; ¼, 5-16, ⅜ in., 8c. Manilla, 7-16 in. and larger, 9½c.; ¼, 5-16, ⅜ in., 10c.

CUT NAILS—Orders are still small, but prices remain unchanged at $1.80 to $1.85 according to size of order.

WIRE NAILS—These are still in demand, and business in them is a good deal better than in ordinary cut. Discounts are unchanged at 75, 10 and 5 per cent., shipments of 10-keg lots being prepaid.

HORSE NAILS—Trade in this line is brisk at unchanged prices. A few small orders have been received for the short counter-sunk head. Discounts, 60 per cent. off "C." and 60 and 2½ per cent. off "P.B." and "M."

TACKS — Trade is keeping up well, which is quite a change to what has been characteristic of this line of trade lately. We quote as follows: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37 per cent.

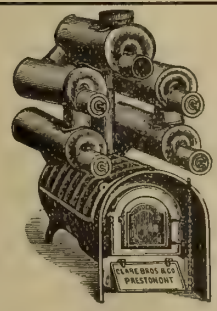
CHAIN—Jobbers are having numerous enquiries from the lumber districts, but business in coil chain is not on the whole satisfactory, orders being small. Cow ties are in better demand, but in trace chains business is quiet.

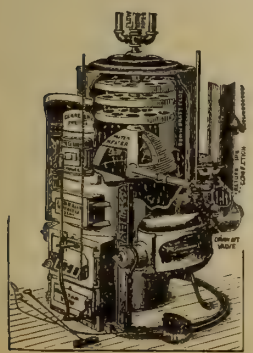
HORSESHOES—Prices have been reduced to $3.65 Toronto and $.3.70 London. This is a decline of 15c. per keg. Trade is brisk.

WARE—Peerless and Eclipse are still in good demand, a general assortment being called for almost daily.

PLUMBERS' SUPPLIES—Business remains fairly steady on country account, but city trade remains much as it has been for some time.

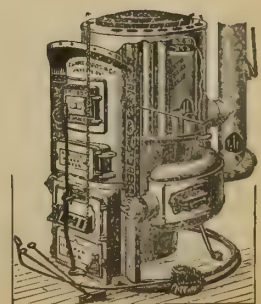
LEAD PIPE—A few ton lots have changed hands during the week, but as a rule the demand is for small quantities. Prices are as before. We quote: Toronto and west 30 per cent. off in small lots, and 30

Best Value  on Earth.



These are the Furnaces that secure the trade for dealers who handle them.
They have no rivals but many imitators.

Clare Bros. & Co. ....Preston, Ont.



MARKETS.—Continued

and 10 per cent. off in ton lots ; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

HINGES—Trade is active for light and heavy tee strap and barn door hinges. Combination prices are being well adhered to.

BUILDERS' SUPPLIES—Country trade is fairly active in the general lines. City business remains quiet.

TOOLS—Demand keeps good for manure forks, potato forks and hooks and spades while draining tools are being called for more frequently.

CLOTHES WRINGERS—Trade is a little more active, but quantities going out are not large.

CUTLERY—Trade is active in a general sorting up way, and more so than a week ago.

SPORTING GOODS—Guns, rifles, ammunition, etc., are in good demand.

BELTING—Harvesting being over, there is no demand on this account, but there is a good demand from the lumber mills for the large sizes.

LAMP GOODS—Dealers in this line are being kept busy filling orders for general assortment of lamps, globes and gas fixtures.

TAR, ETC. — Coal tar is still scarce. We quote: Roofing pitch, $2.50 per brl.; pure coal tar $4 per brl.; refined coal tar, $4.50 per brl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per brl. and 75c. per doz. pint tins; pine pitch, $2.75 per brl.

CEMENT, ETC.—Much as before. We quote : Portland cement (English), $3 per brl. for best grades ; New Brunswick plaster Paris, $2 per brl. ; Canadian water lime, $1.25 per brl.

FIREBRICK, ETC.—Scotch firebrick, $3.25 per 100 ; Scotch fireclay, $1 per 100 lbs.

METALS.

Hoops and bands are in little better demand, and there has been a little doing in pig iron, but business on the whole remains much as before.

PIG IRON—Sales of Siemen's are reported at $18, and an occasional enquiry is heard for Scotch, but the bare mention of price drives the buyers away. We quote ex cars Toronto : Carnbroe, $19.50 ; Summerlee, $21 to $21.50; Nova Scotia, $18 to $18.50.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows : Consumption throughout Canada is increasing largely. The only drawbacks to business seem to be the inability of furnaces to make prompt shipments and the excessive freight rates charged by the railroads. We quote for cash, in bond f.o.b. cars, Toronto : No. 1 foundry strong coke iron Lake Superior ore, $13.75 ; No. 2 foundry strong coke iron, Lake Superior ore, $13.25 ; Jackson county silvery, No. 1, $16.80 to $18.30; Lake Superior charcoal, $15.55 ; Southern soft, No. 1, $11.75 ; ditto, No 2, $11.50.

BAR IRON—Orders are still small, and for immediate requirements as a rule. We quote base price at $1.70 to $1.75.

SHEET IRON—Business has fallen off somewhat during the week. Principal gauges called for are 24, 26 and 28, only occasional orders being received for heavy gauges. We still quote : 8 to 16 gauge, $2.50; 18 ditto, $2; 20 ditto, $2.10; 22 to 24 ditto, $2.20; 26 ditto, $2.45 ; 28 ditto, $2.65; tinned sheet iron, Manor's, 26 gauge, 7c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

SHEET STEEL—There is not much doing. Principal demand is for "dead flat," although this is only wanted in small quantities. We quote : 8 to 16 gauge, $2 75 per 100 lbs.; 18 to 20, $2 65 ; 22 to 24, $2.85 ; 26, $3.10.

IRON PIPE—Business continues active in both black and galvanized. Prices have not varied to any extent, although lots of 1,000 feet are quoted 5 per cent. lower than smaller quantities. Ruling discounts are 70 to 70 and 5 per cent.; galvanized pipe, 50 to 50 and 5 per cent.

GALVANIZED IRON—Although a number of shipments of case lots have gone out the past week, they are not as numerous as they were. Orders continue to be booked for import at $4 25 for case lots of 28 gauge, Gordon Crown and Queen's Head brands.

INGOT TIN—Trade has fallen off considerably. Although there is still a steady demand the quantities moving are small. A few good sales of Straits tin have been made at unchanged prices. We still quote 18½ to 19c.

INGOT COPPER—There is not a great deal doing, but prices are firm at 10 to 10½c. according to quantity.

SHEET COPPER—Trade is good both in turned and plain sheeting. Demand has fallen off for braziers' sheets. We quote : Untinned, 14 to 16½c. according to weight and size ; brazier sheets, 14 to 17c. according to quality.

ZINC SPELTER—Business is steady at unchanged prices. We quote domestic at 3¾ to 4c. and improved at 3¾ to 4c.

GALVANIZED BOILERS—The cut in price referred to last week applied only to dozen lots. Prices are : 30 gal., $6 ; 35 gal., $7 ; 40 gal., $8. Trade is good.

BOILER TUBES—There have been a good many going out during the week. We quote : 1¼ inch, 7c. ; 1½ inch, 7¼c. ; 1¾ inch, 8c. ; 2 inch, 8½c. ; 2¼ inch, 9c. ; 2½ inch, 9¾c. ; 3 inch, 11½c. ; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—A fair volume of business has been doing the past week at quotations. We quote : Coke, 14 to 20 gauge, at $3 10 ; for sizes 15 to 25c. per box, basis more ; "I.C." charcoal, $3.50 to 3.75.

TERNE PLATES—Trade keeps steady, especially in "I.C." The quantity so far disposed of is in excess of that of the corresponding period last year. Prices are unchanged at last week's advance, namely, $6.75 to $7 for box lots.

SHEET ZINC—This is going out freely at unchanged prices. We quote 4¾c. for cask lots and 5c. for small lots.

HOOPS AND BANDS—These have been in little better demand during the week, but trade is still far from being satisfactory. We quote $2.25 for ordinary lots and $2.20 for ton shipments.

CANADA PLATE—Are going out exceedingly well in 52, 60 and 75 sheet boxes, and quite a few large orders have been booked for later delivery. We quote half-polished at $2.25 to $2.35, according to quantity ; 66 sheet boxes, 10c. per box advance ; 75 sheet boxes, 25c. advance over 52's ; 20 x 28, $2.50.

TIN WARE—The merchants throughout the country are beginning to order their fall supplies in tin ware, but not in as large quantities as they did last year.

CORRUGATED IRON.—Business is fair for the season. Sales are keeping up fairly well, but values are lower. We quote galvanized, 26 gauge, at $4 per square, and steel shingles from $2 up.

SOLDER—Not many large lots have gone out during the week, but general trade is satisfactory. We still quote 12½ to 13½ per lb.

PIG LEAD—Another falling off in business is to be noted. We quote $2.90 to $3.

ANTIMONY—Trade is steady at 10 to 10½c.

GLASS.

Activity is still the characteristic of the glass trade, with the demand principally for the larger sizes. On account of the low prices ruling, the proportion of double diamond going out is steadily on the increase. We still quote $1.10 to $1.15 for first break. Demand for plate-glass continues to improve, and discount is unchanged at 35 per cent.

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price)

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Being the experience of the most prominent and successful merchants.
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Sent, postpaid, on receipt of price.

HARDWARE MERCHANT
TORONTO.

MARKETS—Continued

PAINTS AND OILS.

There is some activity in turpentine and a brisk demand for putty, but outside these particular lines trade is quiet. Payments are only moderate.

WHITE LEAD—There is a good demand for English lead, but otherwise there is not much doing. We still quote 4½c. per lb. as the base price.

TURPENTINE—Some houses are trying to get little better prices on account of the firmer market in the South, but the movement is not general. The ruling price is still 40c. f.o.b. Toronto, with the range quoted 1c. higher.

LINSEED OIL—Advices announce an advance of 3c. per gallon in the price of oil on the English market, and some local firms were reported to be quoted 1c. higher than a week ago, but this could not be verified; 53c. is still the idea for raw f.o.b. Toronto, and 56c. for boiled. Demand is fair for the season.

PREPARED PAINTS—Demand is almost nil with pure still quoted at $1.

PUTTY—Demand continues brisk at 2c. for bladders in barrels.

CASTOR OIL—The demand is nearly over for the season. Prices are unchanged at the recent decline, being still 6¼c. in cases, and 7c. in tins.

VARNISHES—Trade is fair, particularly in the imported article. Prices are as before.

SHELLAC—There continues to be a fair turnover in this article.

OLD MATERIAL.

Trade is fair but not as brisk as usual. Prices are still unchanged. We quote: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 30 to 35c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 7 to 7½c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3 to 3¼c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10c.

SEEDS.

The United States markets for timothy seed have shown a marked decline the past few days, in which the markets here must sympathise. Alsike has experienced practically no change since our last quotations, but with more varied receipts there is a wide range in quotations, prices paid ranging from $5 to $6.30 per bushel, the latter being for really fancy quality, while inferior grades are bought at proportionate values. We quote timothy at $1.80 to $2.20 per bushel, f.o.b. points of shipment.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—There is a good demand for all the best select buff hides offered, and the

AMERICAN FENCING WIRE

Barb Wire, Annealed and Oiled Wire, Galvanized Wire, Staples, etc., from stock or for import. Prices right.

A. C. LESLIE & CO.
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Our Specialty **PURE TURPENTINE** Our Customers Need fear no Adulteration

Every barrel guaranteed! We are headquarters for the Pure Article.
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FRANCIS, FROST & CO., 33 Front St.W., TORONTO

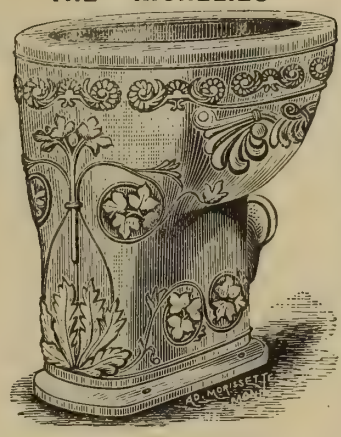
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Manufacturers, Importers and Jobbers.

TORONTO, MONTREAL, WINNIPEG AND ST. JOHN, N.B.

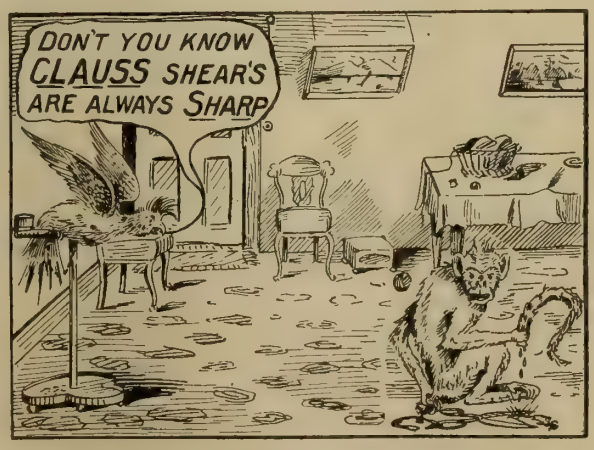
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A Cent
Well Spent
May Save
You Dollars.

Drop us a Card for Discounts and Prices.

CLAUSS SHEAR CO. - Toronto

MARKETS—Continued

market is firm at the advance. Local dealers are paying 3½c. for green. Cars of prime buff are held at 4¼c. The Chicago market was reported a trifle easier to-day.

LAMBSKINS—Are in good demand and steady at 45c.; pelts, 45c.

CALFSKINS—Are quiet. Dealers quote 6c. for No. 1 and 4c. for No. 2.

TALLOW—Is steady. Local dealers are paying 5½c. and 5¾c. and selling at 6c. and 6¼c.

FLEECE—There is a firmer feeling in the market, the recent shipments having created a better inquiry, and prices are firmer. Combing is quoted at 17½ to 18c. and clothing at 19 to 20c.

PULLED WOOLS—Are quiet. The demand from the home mills is moderate. Prices are rather firmer at 21 to 23c. for supers and 19 to 20c. for extras. Foreign wools are firmer.

PETROLEUM.

Car lots are now moving brisk. Prices are much the same as last week. We quote in 5 to 10 brl. lots, imperial gallon, Toronto: Canadian, 12c.; carbon safety, 15c.; Canadian water white, 16 to 17c.; American water white, 17½c.; photogene, 20c.

The Petrolia Advertiser quotes: Petrolia crude, 98c. per brl.; Oil Spring crude, 99c. per brl.; refined, 6½ to 9¼c. in bulk, or 8½ to 9c. in brls. in car lots, f.o.b., here.

MARKET NOTES.

A large consignment of plate glass has just been received by Stewart & Wood.

M. & L. Samuel, Benjamin & Co. report an increasing trade in axes and cross cut saws.

H. S. Howland, Sons & Co. are in receipt of large shipments of Nicholson mill saw files.

Sanderson Pearcy & Co., have in another shipment of Double Diamond and Star glass this week.

M. & L. Samuel, Benjamin & Co. report satisfactory trade in ammunition, guns, rifles, etc.

Some nice orders have been received this week by A. C. Leslie & Co. for steel angles for windmill work.

H. S. Howland, Sons & Co. have just received shipments of Wostenholm's pocket knives and razors; also genuine acme skates.

It is understood that the Ontario Bolt and Forge Co.'s works will be started up again on Monday to finish orders on hand and put stock in shape for final winding up.

"I wish you would tell the trade," said Mr. Wood, of Stewart & Wood, to HARDWARE, "that the railway companies will carry coal tar, benzine, turpentine, linseed oil, roofing felt, and other inflammable material only Tuesday and Friday evenings. Our customers are continually complaining that their orders for these goods are not filled promptly. If you will tell them the reason it will save us writing a good many letters."

The Metallic Roofing Co. have just closed contracts with the St. Anthony Lumber Co. for their new mills in Algoma and with Armstrong Bros.' new mills at Markdale. Prices have been considerably reduced lately, and the firm will be pleased to mail new lists on application.

A new coating for walls, ceilings, etc., is being put on the market by the Alabastine Co., Ltd., of Paris, Ont. It is called "Jellstone," and Sanderson Pearcy & Co., wholesale paint dealers, are the Toronto agents. The purpose of "Jellstone" is to take the place of whiting and glue, while it is cheaper than whiting and good glue, and with it the kalsominer can produce his own tints by adding dry colors.

UNITED STATES MARKETS.

NEW YORK, Sept. 28, 1894.

PIG TIN—For the day there is very little change in prices to record in this market. London sent advices of slightly higher prices there that served to brace up the local market, and a fair degree of local speculative interest also helped matters in some degree. Circumstantial evidence that the market is largely under speculative control continues prominent, however, and there are few indications of support from consumptive or jobbing trade demand. On 'Change sales were recorded of 25 tons at 16.10c. for September delivery; 50 tons at 15.75c. for November; 25 tons at 15.75c. for December.

COPPER—Business is momentarily at a standstill, and true market value for copper is somewhat enigmatical. London quotations by cable come somewhat lower, but, despite that and the fact that the mainstay of the market is foreign manipulation, the appearance of firmness was maintained by prominent dealers. They place valuation at 9¾c. for Lake Superior ingot, 9⅜ to 9½c. for electrolytic and 9⅛ to 9¼c. for ordinary casting stock.

PIG LEAD—The market remains in more or less uncertain shape. There is apparent firmness on spot stock, and something the reverse where deals involving future deliveries are concerned. Spot and immediate shipments from the West are difficult to secure at less than 3.20c. On the other hand, more distant futures offered at the same price find few buyers, and little business was reported for the day. St. Louis wire to the Metal Exchange was 3.05c. London cable £9 16s. 3d. for soft Spanish.

SPELTER—There is little business doing here, and the market is without distinctively new feature. At the western points the tone is apparently quite firm. In any event it is difficult to buy ordinary brands at 3.50c. laid down here, while 3 52½ to 3.55c. stands as the popular quotation. St. Louis quotation to the Metal Exchange was 3.30c. London cable £15 8s. 9d. for good merchant brands.

ANTIMONY—Jobbing sales show some increase, but prices remain soft, with 7½c. quoted for Hallett's and 9½c. for Cookson's on the spot.

TIN PLATE—The demand from all class of custom is moderate at the present time, and the general disposition is to hold back until deliveries can be made under the new duty.

PERSONAL MENTION.

Mr. Hyslop, of Hyslop, Caulfeild & Co., has returned from Liverpool. He reports trade in all lines rather quiet in Britain, but the bicycle makers with whom he was doing business are all looking forward to a boom again next year.

C. A. Thomas, of M. & L. Samuel, Benjamin & Co., returned Thursday from a six weeks' business trip through Manitoba. He reports that the merchants up there have had a fairly good season and that prospects are brightening.

TIN STATISTICS.

WITH so many interested and misleading statements published in London concerning the statistical position of pig iron, the following figures are thoroughly reliable, and may prove valuable as showing a large increase in production and the stocks over a year ago.

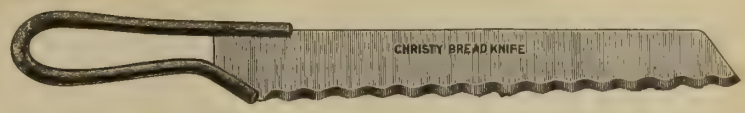
The shipments from all parts up to September 1st, 1894, show an increase of 4,200 tons over the same period last year, while the total visible supply up to the same date shows an increase of close to 8,000 tons.

As cabled over to-day, the shipments from the Straits for the first half September are very heavy, amounting to 2,510 tons, against 1,475 tons same time last year—an increase of 1,035 tons. Now, suppose we allow an extra 500 tons per month, or say 6,000 tons for the whole year as the increase in consumption in America, we shall still have a surplus of 7,000 to 8,000 tons by the end of this year. So far the increase in consumption this year has been very slight, and it is hardly likely that the increase will be as heavy as our estimate.

During July and August consumers allowed their stock to run down very low, so that there has been a heavy call for spot tin this month, but beyond this rush the actual trade of the country is not very active. Reports from all over the country, indicate a better outlook with confidence returning, but there is nothing like the active revival, reported in the Democratic press simply for political effect. The Franco-Dutch syndicate appear to have been a little previous in their calculations and they may find that trade over here will go very slow after two years of bad times. Our purchases in the Straits during the last few weeks show pretty plainly that consumers and dealers are not active buyers by any means, and with a visible stock to-day, of close to 4,000 tons (this includes the shipments from the Straits first half of September), for this market we can get along with a few hundred tons picked up from outsiders, while the syndicate may have to carry their load another six months.—Daily Metal Market Report.

HIGHEST AWARD at the WORLD'S FAIR

FOR Catalogue and Prices Address



The Christy Knife Co.

30 Wellington St. East Toronto

GOLD IN MANITOBA.

WILLIAM CALDWELL, one of the pioneer mining men of the Lake of the Woods district, and late superintendent of the Sultana mine, is in the city. His mission is to purchase machinery for a new enterprise, which he is undertaking in connection with W. G. Motley, the eminent English mining engineer, who passed through Winnipeg a few days ago en route to Chicago, where he wil purchase portions of the plant that cannot be procured in Canada. These gentlemen intend to open up a new mine on Whitefish Bay, as the representatives of a strong and wealthy British syndicate. This syndicate has been working the Rajah mine, but the property did not turn out entirely satisfactory and was abandoned. Through the representations of Mr. Motley, however, who was convinced that it was the location of that particular mine and not the resources of the country that was at fault, the syndicate decided not to withdraw from the district, and gave Mr. Motley instructions to follow his own judgment. Believing, from what he had seen that there was enormous mineral wealth in the district, that gentleman, under the guidance of Mr. Caldwell, undertook a prospecting trip, which lasted three months, and resulted in the location of the property on Whitefish bay already referred to. The outcome of their enterprise will be watched with much interest both at home and abroad. Mr. Motley intends to make a success of the mine so far as skill and money can do it, and thereby hopes to attract the attention of Canadian and foreign capitalists to the promising field for the miner and investor.

Mr. Motley was strengthened in his belief in the wealth of the region of the Sultana mine, which has been worked for two years by John F. Caldwell, and who up to the present has taken between $70,000 and $75,000 worth of gold out of the property. The Sultana has been visited during the past year by many American and other European experts, who have admitted that it is an almost unknown thing in mining history for a man to make the development of a mine pay such handsome returns as have rewarded Mr. Caldwell's efforts. Usually it costs from $50,000 to $100,000 in nearly every mining region to get a mine in shape before any returns can be looked for. The Sultana now employs about 40 men, and is equipped as thoroughly as an old mine after years of development, having a stamp mill, compressure drills, shaft house, hoists, tramways, electric light, etc. It is a matter of great wonder to all experts that Mr. Caldwell, single-handed and in the face of great obstacles, has been able to presevere in his enterprise, and they simply marvel at the results. The only explanation of it is the richness of the country and his firm belief in the ultimate outcome. The whole Dominion is under obligations to Mr. Caldwell, for what he has accomplished single-handed. He has proven in the face of all prejudices that one of the richest resources of Canada lies in the Lake of the Woods district.—Free Press, Winnipeg.

THE CONTRACTOR LOSES HIS SUIT.

IN the Exchequer Court at Ottawa on Monday Mr. Justice Burbidge gave judgment in the famous Curran bridge case. The suppliant, Emanuel St. Louis, some months ago, filed a petition of right in which he sought to recover a balance of $62,647.29, alleged to be due him by the Crown under his contract for the construction of the Wellington street bridge in Montreal. The total amount he claimed as due him was $284,192.50. He was paid $220,550.21. The Crown alleged in defence to the action that the pay lists presented by the suppliant were improperly and fraudulently prepared, and charged that by reason of such fraudulent preparation of the pay lists an account should be taken of all matters between the Crown and the suppliant arising out of such contracts, and that if such accounts were taken it would appear that the suppliant had been largely overpaid. The Crown counterclaimed for the amount so overpaid.

It appeared in evidence that before the works were completed the Government decided to appoint a commission to enquire into the manner in which they were being carried on, and, so far as can be judged, in view of the enquiry before this commission, the suppliant destroyed all his time books and other original papers and materials in his possession, by which the correctness of the pay lists in question could be tested or verified. He also destroyed his books of account, his ledger, his journal, his cash book, his bank passbook and his returned cheques. "The fair presumption," says Mr. Justice Burbidge, "to draw from this wilful destruction of evidence is, I think, that if such evidence were accessible it would show that the pay lists which the suppliant has furnished to the Government, and upon which he makes his present demand, do not constitute true and just accounts of the labor he supplied to the crown under his contracts. The rule of law that justifies such a presumption is, I think, a most wholesome one, especially where the destruction of evidence is accomplished with the deliberation and thoroughness that distinguish the present case."

The petition of St. Louis was dismissed with costs. The crown having asked for leave to withdraw its counterclaim without prejudice to its right to prosecute an action in respect of such claim, and counsel for suppliant not opposing, an order to amend was granted, with costs of the amendment to the suppliant.

AMERICAN PIG IRON IN CANADA.

The London Iron and Coal Trades Review says: "The recent serious drop of prices in the United States has caused the Canadian markets to be deluged with American pig iron, which has successfully competed at Montreal and Toronto with the Scotch iron hitherto consumed. For some time past American pig iron has been offered laid down at Montreal for $17.25, duty paid, or what is assumed to be just about its cost at the place of production. Scotch iron, however, having to bear the ocean freight and to pay the import duty as well, cannot, it is said, be laid down at Montreal for less than $18, or something over that figure, and hence, for the time being, the United States sellers have the market pretty much their own way. Of course, it is naturally argued that this aggressiveness of American-made pig iron cannot be expected to be long continued, and that the former relations of the market will be resumed when the iron trade of the United States has had another spurt; but this is mere conjecture. We have to face the facts as they are, and the facts as they are are not pleasant."

NEW BICYCLE-LOCKING DEVICE.

Necessity is once more the mother of invention. Cycle owners in the Midlands have suffered so heavily of late from the depredations of the cycle thief, who sometimes has the audacity to jump on their machines and pedal away under their very noses, that they are almost at their wit's end how to cope with the difficulty. Ordinary chains and padlocks are of little avail to secure the cycles, as the expert thief is usually provided with a pair of steel nippers powerful enough to cut through the common wire link. The latest device, which has just made its appearance in Birmingham, seems to promise better results. It is a contrivance for locking the steering-gear of a bicycle. By a turn of the key the front wheel of the machine can be locked in any position, and if the thief jumps on it in the hope of riding off with it, he is likely to find himself in a fix. The locking apparatus adds but a trifle to the weight of the machine, and is so small that it would quite escape notice unless one's attention was specially directed to it.—Ironmonger.

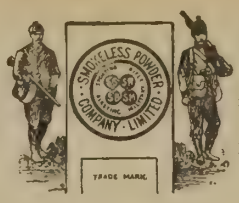
STEEL RAIL PROSPECTS.

SOON the iron trade will be on the tip-toe of expectation over the movements among the giants of the steel industry, the rail manufacturers. A few weeks since, the first thrill went through the industry over a 15,000-ton order for 1895 delivery. Manœuvring for position is beginning, since no one expects that the present pool will be continued without very important modifications of its provisions. New factors will enter the situation for 1895 work. The Lorain plant is not expected to be much of a factor, but the Youngstown mill, now approaching completion, needs to be taken into account, since any tempting difference between billets and rails may induce it to enter the rail trade. Although it does not amount to much in tonnage the Pueblo mill has gone quite far afield lately, and has been uncomfortably successful. Then there is the threat of foreign rails in exposed territory on the Gulf and on the Pacific.

Yet relatively these matters are trifling when compared with the attitude of the six great mills to one another. Every one feels certain of its ability to hold its own, and some are confident that they can control their whole territory, in spite of their rivals. One of them has made very important improvements in plant, and another has secured a source of supply of cheap raw material. A third has the advantage of a slightly lower duty on foreign ore. A fourth is feared on account of its extremely aggressive management, and a fifth is serene over the knowledge of heavily reduced cost and a commanding position in the most important centre of consumption in the country. During the past year of armed peace preparations for vigorous competition have been going on.

At the head of these great plants, the greatest in the country, stand some of the most sagacious, farsighted and determined of American captains of industry. With the enormous interests confided to their keeping they will not lightly enter a war to the knife, in which all must suffer very keenly. Some new adjustment may be reached, fair to all and modestly remunerative to the industry. The iron trade in general has a deep interest in this matter, since a battle of these giants could not but help influencing adversely many other branches of the trade.

The opinion is widespread in the steel trade that a lower level of prices for rails would prove beneficial to the billet market by increasing the consumption of rails and thus relieving the soft steel trade from the pressure of unemployed rail capacity. With present prices for raw materials the rail mills could afford to sell at lower prices than those now ruling, provided they had a larger tonnage to produce. That, however, depends more upon the financial ability of the railroads than upon anything else. No one doubts their desire to purchase more heavily, and it is broadly asserted that on many lines of road safety of travel demands extensive renewals. But so many of them have so little money and so little credit that there is not much prospect of a tonnage for next year large enough to tax the capacity of the mills. If one or more of the latter decide that they must have full work they will have to fight for it vigorously and pay a good price in lessened income for the achievement.—Iron Age.

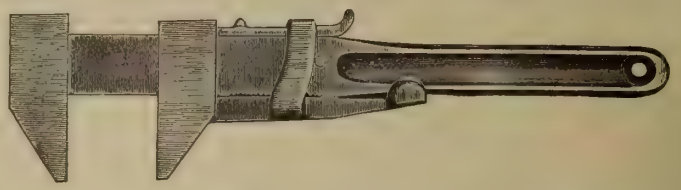


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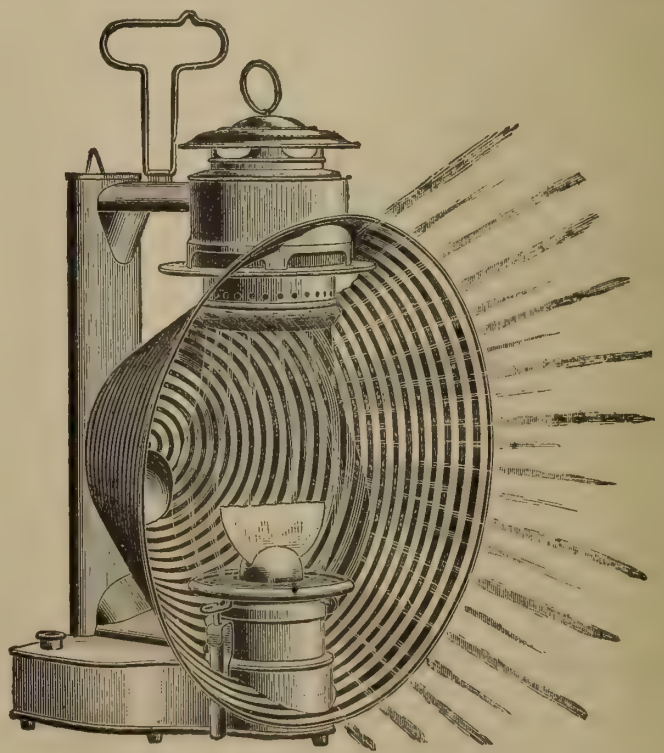
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THE "TUBULAR SEARCH LIGHT."

The accompanying cut is an illustration of a lamp called the "Tubular Search Light," which is being put on the market by H. S. Howland, Sons & Co. It is nicely finished in blue japan, and is just the lamp where a strong light is required to be spread over a large space, as in stables, mills, warehouses, pic-nic grounds, summer resorts, etc. It throws a brilliant and steady light out of doors as well as in doors, without smoking or flickering, and is not affected by the winds or strong drafts. It is also an excellent lamp for kitchen or cellar use.

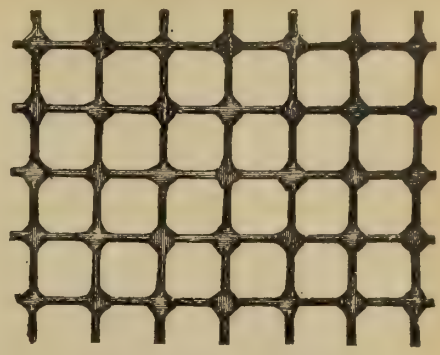


A HARDWARE MAN MARRIES.

William J. McMurray, of Cole & McMurray, hardware merchants, Niagara Falls, was married on Tuesday last to Miss Grace Menzie, daughter of Andrew Menzie, of the same town. The knot was tied by the Rev. Mr. Burns, Ph.D., assisted by the Rev. Mr. Crawford, B.A., at Fairview, the residence of the bride's parents. On account of the severe illness of the bride's father only near relatives of the contracting parties were present. Miss A. Vanzandt, of Rochester, New York., acted as maid of honor, and Master Fred. Menzie and Rhea Bradt, nephew and niece of the bride, acted as flower bearers. After the ceremony a sumptuous repast was partaken of by those present. The happy couple left on the Grand Trunk Railway evening train for the Thousand Islands and Montreal. The wedding gifts were costly and numerous. HARDWARE congratulates.

Galvanized Cloth for Evaporators, Apple Drying, etc.

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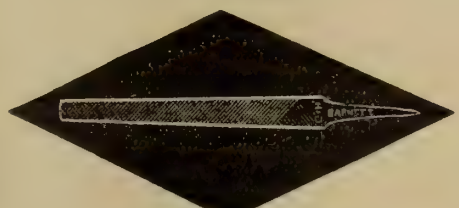


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EVERY OTHER DESCRIPTION OF SAW FILES.

SUPERHEATED AIR.

IN his paper, read before the Brussels meeting of the Iron and Steel Institute, Sir Lowthian Bell, once the champion of iron stoves, says :

At this point I should like to offer a few additional remarks upon the question of superheated air. This at the Clarence Works is obtained by means of Cowper's fire brick stoves, which perform their duty in a perfectly satisfactory manner, so far as heating the blast is concerned. I wish it, however, to be understood that it is very rarely indeed that anything under 20 units of coke has sufficed for producing a similar weight of pig iron. I go further and declare that it is exceptional—at any rate, in my own works—when anything less than 21 hundredweight covers the consumption of fuel containing 8 per cent. of ash. On one point I believe furnace managers are unanimous—viz., that the use of the superheated air is attended with greater irregularity in point of quality of iron, and consequently in consumption of coke, than was the case when metal stoves were universally employed. Among this class of officers this want of uniformity in the blast temperatures is inseparable from the nature of brick stoves, and this comes in for the chief share of the blame for irregular working. My own experience, gathered from the daily performance of 26 furnaces—one half using Clevland stone and the other half Lascashire hematite—confirms the opinions of the managers at the two places as regards the existence of the irregularity referred to. So far as my own observation goes, those opinions are occasionally founded on the difficulty of discovering any other cause with which they can connect the evll. This is a mode of reasoning which is fraught with much inconvenience, and often with much loss, because the adoption of an error under such circumstances too frequently leads to no further attempt being made to discover the true cause.

At the same time, I do not pretend to deny that when a furnace receives its blast from a freshly heated stove the temperature of the combustion must rise in some proportion or another. The question, however, is whether this happens to an appreciable, or, at all events, to a dangerous extent.

Sir Lowthian Bell figures that the difference between the first and the last minute is only 4 20 per cent., and this is spread over a period of two hours.

He continues : Supposing for the sake of argument that a corresponding fall in the temperature of the hearth had taken place at the end of the two hours when a change of stoves is made. We have at once an influx of hotter air, producing by the carbon it burns 8,556 calories in the first minute, which, it seems to me, would make good the deficiency of 345 calories imagined to have been possible. Besides admitting some slight variation, I am not aware that any one has noticed by the character of the slag that any real inconvenience has resulted from the change in the temperature of the blast.

Although it was not considered probable that any effect would be felt in the temperature of the escaping gases by the sudden alteration of the blast from its lowest to its highest point, special trials were made to determine this question.

Immediately after a charge is introduced, a steady increase in the heat of the gases goes on after the previous instantaneous cooling effect produced by their passage through the recently introduced cold minerals. Twenty observations, extending over as many minutes, of the temperatures of the blast and that of the gases were taken simultaneously at intervals of one minute, during which no fresh materials were introduced. The results are recorded below.

The blast, the stove being ready for changing, stood at 1151 deg. F., and fell to 1123 deg. at the end of the ninth minute. The escaping gases had a temperature at the beginning of 598 deg. F., which rose to 642 deg. F., being an increase of 44 deg. F. The stove was changed during the tenth minute. In four minutes it rose to 1401 deg. F., at which it remained as long as the observation lasted. The gases at the end of the tenth minute exhibited no abnormal rise, the increase of temperature over the ten minutes being 41 deg. F.

A second trial under similar conditions to those just given was made. During the first and second ten minutes the rise in the temperature of the gases was the same—viz., 45 deg. F. At the end of the tenth minute the blast stood at 1113 deg. F. and the gases at 650 deg. F. In a very brief space of time after changing the stove the blast rose to 1400 deg. F., at which it continued to the end of the trial, while the gases had risen to 690 deg. F., or 40 deg. F.

A third trial was made, which also pointed to the fact that the admission of the hotter blast was not accompanied by any marked rise in the temperatures of the gases beyond that previous to such admission.

There is another fact upon which furnace owners as well as furnace managers are in accord—viz., a disposition of furnaces using superheated air to "hang," as it is termed. This, as we well know, is due to accumulations of the materials when in a plastic condition, causing the mass to adhere to the sides of the interior, and this occasionally increases to such an extent as to form narrow channels through which the heating and reducing gases rush with such velocity as to interfere very seriously, and for the furnace itself very dangerously, with its operations. I know of an instance in which a dome was formed right across the bosh, the summit of which was 27 feet from the hearth. When in the end the furnace had to be blown out it was found, from about the centre of this vault, that a chimney-like opening proceeded, traversing the semi-solid growth of the accumulated mineral matter. Its internal surface was rough, thereby further retarding the descent of the materials, all of which had to pass down this tube with a diameter varying from 7 to 8 feet, and about 32 feet in height, and ending at the top in a funnel 11 feet deep and 28 feet in diameter. I do not say that such an occurrence was quite unknown when blast of 800° to 1,000° F. was in use, but I have little doubt that the difficulty has increased many hundredfold in the few years that fire brick stoves have been in use at the Clarence Works. Instead, therefore, of the very small variations of temperature due to the fluctuations of 100° C. or thereabouts in the blast being the direct cause of irregular working, it is, in my own opinion, much more likely to arise from a general and persistent increase of temperature over an extended area above the tuyeres, due to the use of superheated air, which favors the formation of such a growth as that just described.

In order to exhibit the nature of the irregularities referred to I have examined the workings of eight furnaces taken over a period of three months ending July 14, 1894. I have in each case taken three weeks in which the average consumption of fuel was at its highest, and a similar period when at its lowest. Placed in the order of the differences, the following numbers show the increased rate of fuel consumed between the two periods of three weeks each : 0 75, 1.11, 1.76, 1.85, 2.25, 2.48, 4 82, 5.47 hundredweight per ton of iron. It ought to be added, so far as my own observation goes, and I have heard it confirmed in other quarters, the tendency complained of seems to increase with the age of the furnace.

NEW FRENCH LOCOMOTIVES.

European journals give some particulars in regard to 40 powerful locomotives of a new type which have just been turned out at the works of the Paris, Lyons & Mediterranean Railway Comany. Their principal peculiarity consists in the fact that they are so formed in front as to resist the pressure of the air. They are compound engines with four cylinders. All the parts, cylindrical or vertical, including the funnel, the dome, the fire box and the "cab" or shelter, are furnished with inclined planes of metal designed to cut through the air, very much as the bow of a boat cuts through the water.

By this means not only can trains be run faster if required for express passenger service, but the speed of the other trains can be maintained, while a considerable saving of coal can be effected. Such are said to be the results obtained at some trials of the new engines, which it may be mentioned, are rather unsightly as compared with the ordinary types. The saving of coal, speed for speed, is said to be as much as 10 per cent.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

John Howell, blacksmith, Vernon, has assigned.

Edmond Roy, plumber, Montreal, has assigned.

A. Sweet & Co., general store, Winchester, have suspended.

J. M. Weber, carriage maker, New Dundee, called a meeting of creditors.

G. A. McMurtry & Co., hardware, St. Thomas, have assigned to P. Buck.

James Hamilton, general store, Thessalon, has assigned to J. M. Hopkins, Collingwood.

J. T. B. Lee, manufacturer's agent, Bay street, Toronto, has assigned to E. R. C. Clarkson.

The liabilities of Withrow & Hillock, the Toronto contractors and planing mill owners, who were compelled to assign a few days ago, are $120,000. The greater part of the assets consist of real estate valued at $111,000, but upon which there are mortgages aggregating $77,000 and unpaid taxes of $6,000 or $7,000. The firm, besides being overloaded with real estate, lost a good deal of money on some of their contracts.

SALES MADE AND PENDING.

James Langford has sold his saw mill in Lucan.

Webb & Newman, builders, Niagara Falls, have dissolved.

A. Smith, general merchant, Edmondville, is advertising business for sale.

The stock of Bunyan & Flannery, general merchants, North Bay, has been sold.

Thomas Mulcahy, general merchant, Orillia, is advertising business for sale.

W. R. Wilson, stoves, tinware, etc., Waterdown, is advertising his business for sale.

The stock of J. C. Campbell & Co., painters, etc., Hamilton, has been sold at 32c.

The general stock of Mrs. N. Quellett, Bic., Que., is to be sold by auction 3rd prox.

William Kimball, general stock at Wilkesport, has been sold to Wellington Kimball.

E. A. Manny, foundry, Beauharnois and Montreal, is advertising stock for sale by tender.

The general stock of James R. Moore, Worthington, is to be sold by auction on the 26th inst.

The stock of John Waddell & Co., general merchants, Mount Forest, has been sold to R. Scott & Co.

PARTNERSHIPS FORMED AND DISSOLVED

Bedard & Corey, rake manufacturers, Bedford, Que., have dissolved.

Dissolution has been registered in Montreal by O. Berthiaume and W. Dugas, blacksmiths (Berthiaume & Dugas).

CHANGES.

A. Diorme, general merchant, Durham South, Que., has sold out to Levesque & Cote.

J. K. Schmidt & Co., general store, Carthage, have sold out to Schaefer Bros., of Milverton.

FIRES.

Stewart Bros.' saw mills at Stewart, Ont., have been burned.

Joseph Schaffer, general merchant, Paris, has been burned out.

The general store of Martha J. Allen, Muirkirk, has been burned.

The premises of the Petrolia Oil Co., Petrolea, have been damaged by fire.

McCormack Bros.' planing mill at Winnipeg has been burned ; insurance, $1,000.

J. J. Wood, sash and door factory, Maxville, Ont., has been burned out ; no insurance.

F. J. Wesley & Co., manufacturers of woodenware, Toronto, have been burned out ; loss, $30,000 ; insured.

DEATHS.

John Rochester, lumber merchant, Ottawa, is dead.

Wm. Glanville, general store, Mount Forest, is dead.

SITUATIONS VACANT.

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NO. 1205--BAKE DISH. Satin, Bright Cut, $6.25.

ANOTHER of the staple pieces that is included in the assortment of 25 pieces of Silver Plated Ware, also suitable Show Case for holding same that we quote for

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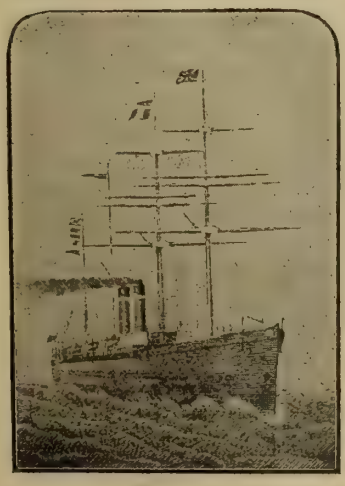
A large line of new goods at remarkably low prices, particularly suitable for this season's trade

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PARISIAN	Oct. 6	Oct. 7
MONGOLIAN	" 13	" 14
*BUENOS AYREAN	" 20	.....
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*NUMIDIAN	Nov. 3	....

And weekly thereafter.

The Steamers of this service carry all classes of passengers. The Saloons and Staterooms are in the central part where least motion is felt. Electricity is used for lighting the ships throughout, the lights being at the command of the passengers at any hour of the night. Music rooms and Smoking room on the promenade deck. The Saloons and Staterooms are heated by steam. Steamers are despatched from Montreal at daylight on the day of sailing, and sail from Quebec at 9 a.m. on Sundays. Steamers with a * will not stop at Quebec, Rimouski, or Londonderry. **RATES OF PASSAGE:**—Cabin, $45 and upwards, according to location of Stateroom and number of persons occupying same; all having equal privileges elsewhere. Second Cabin, $30 single, $60 return. Steerage to Liverpool, London, Glasgow, Belfast, or Londonderry, at lowest rates. Steerage passengers are provided with bedding and every requisite for the voyage without extra charge.

H. & A. ALLAN, Gen. Agents, Montreal, or H. C. BOURLIER, 1 King St., Toronto

BUSINESS TACT.

"WHEN will you put your shutters up?" asked a cynical neighbor of a young ironmonger, who was opening a shop he had started for the first time a quarter of a century ago in London suburb. "To-night, and may be for a few years to come; and a score of years hence one of the men I shall then have will do it for me," was the quiet answer. And his words proved prophetic, for he made a competency in the locality, and the business still exists.

Many in the same calling have started for themselves making a similar reply to any such question, and meaning it at the time, but have nevertheless failed more or less in attaining anything like the same success. Still, the old axiom holds good here as with most branches of industry, that "he who has good sense seldom has reason to complain of bad luck." Business tact never consists in being all things to all people, but really in treating each customer as if such a one were certain of coming into the shop again. The salesman who in answer to any objection raised on the ground of an article being dear can conscientiously and does quietly say, "Yes, but its quality is such that it cannot be fairly sold at a less price," and who, in reply to any pressing objection to goods on the score of their being common, can also with justice assert, and does assert, that "they are the best that can be had at the price," does more to build up and strengthen a business than all the men who try to talk square into round put together.

The employment of necessary business tact was shown by an ironmonger's assistant at a popular watering-place only last month. A lady had purchased a sewing machine of him mainly on the strength of his recommendation. She had stated that though she knew how to work a machine fairly enough, she was no judge whatever of particular makes and prices. A machine was sold, but shortly afterwards the lady came in and abused the salesman. The salesman found at the first sentence, unfortunately, that her complaint, from her point of view, was perfectly just. She had been to town, and looking in at a West-End Stores she had seen similar machines, with the same maker's name on at twenty per cent. less than she had paid him for hers. He at once said she was right, and he was very sorry to add that in a moment or two he was sure she would say that he had been right too, and that it was neither any fault of his nor error on her part, but the dishonesty of other people. Then, knowing her husband's avocation, he asked her how he would fare if unscrupulous folks undersold him in his line? Her answer was that no honest people should purchase of such persons. The assistant replied that if they knew of the dishonesty they "should" not. Then, after touching up the Stores generally as places where proprietary articles, as patent medicines, etc., were often sold below the prices charged by shopkeepers, he explained that in this particular case the Stores people must have purchased from some intending bankrupt or defaulter the machines in question at far less than even their cost value, and hence the lowness of the prices at which they were ticketed. He said he could assure her it was no fault of the makers, for he knew them, and that they were incapable of complicity in any questionable trading. The end of it was that the lady and the assistant passed their "good-day" better pleased with each other than ever. This was true business tact. A hasty word, or one out of season, though even justly, would have lost a good customer.

The different kinds of customers are soon distinguished where true tact rules with the assistant. There are many types, of which a couple will prove a sufficient sample. There are the people who know exactly what they want and when they have finished their orders. Tact whispers to the assistant, "stop finally too." Then there are those who order an article, and having done so glance around the shop in an enquiring or uncertain manner, or by some other indication show that they may be reminded of some article required, or if shown certain goods be inclined to purchase many of them, and with a little care in handling, of a surety be induced to purchase some.

In the first case, to mention or introduce articles would be construed into a waste of the purchaser's time, and the omission to do so in the second would really be implied in some vague way or other into a kind of neglect.

The worst form of the want of true business tact is found in what really results in an almost complete indifference on the part of the salesman. You want this article, and the assistant supplies it. So ends the business interview. An indication of genuine interest in the customer and his wants would have made a firm business friend. A business-like willingness on the part of the salesman may turn the occasional customer into a permanent one. Business tact can surely find something better for its customers than to remark it is cold, when it is freezing; a disagreeable day, when it is raining, or a warm one when the thermometer shows 80 or 90 degrees. If customers choose to remark on such discoveries well and good for them.

True tact is frequently found in the arrangement of the window and shop alike to suit the season and the customers. Window dressers many years ago were common in Paris—professional people, who went to business places solely for this purpose and no other, and in many trades throughout this country the same system at present holds good. Throughout the drapery, tailoring, and boot trades, for example, special assistants for window-dressing are kept, and many establishments have regular visits from specialists for the purpose. An ironmonger's shop cannot be made to look like a fine art gallery, nor is such at all desirable. But the shop should be made as bright and as attractive as possible. The brighter it is the better will your business be. No counter should be without suitable seats for customers, for the cry no longer holds good, "We serve only, or mainly, coal-scuttles and pennyworths of nails." There are so many articles at present in the live ironmonger's way of business that variety can easily be made to read alike attractiveness and pleasantness to the view. There are many ironmongers' shops to-day without a single seat in them for the convenience of the customer. The draper and the Stores are wiser. For the window in large towns, where chance custom is sure to be done more or less according to the tact of those most intimately concerned, a change of window should take place as frequently as possible, particularly with regard to articles which may in any shape be regarded as novelties, and especially with all small goods of cutlery and other branches likely to arrest the attention of the passers-by.

And whilst each season should have its full and complete display alike in small and large towns, and some evidence of them being always in sight, yet there are certain times of the year when the display of the ironmonger should arrest attention, and so catch the sight that it is an utter impossibility for the public to go by and miss the fact that the time for the fire screens, or the oil cooking stoves, or the tennis and cricket requisites, is either fast approaching or on.

There are goods which not only are convenient to serve, but that also are capable every now and then of brightening up the window in the warm months, as any of the well-known enamels in their attractively painted tins. These arranged with a little taste in the form of a pyramid can hardly fail to strike the public. Nor must it be forgotten with this class of goods that brushes are required, and that, like mustard, it is not what is used of the paint so much as that which is wasted which swells the selling totals. As with this, so in many other directions, true business tact will work in many new ways to retain and make the best of old custom and to attract new. Money is to be made as ever, but in far different ways to those that formerly held good. More has to be done than formerly for the same profit, and competition rules fiercer; and the truth underlying that which was said not a week ago by one who turns out some small articles for the trade applies, unfortunately, to most, if not all, other branches of the industry as to ironmongery: "The work I received 30s. a dozen for years ago, I now have to turn out at 7s. 6d." Harder work for the same profit is necessary, and so business tact is of greater importance than ever in finding and economising the work and rendering it of the greatest benefit.—*Ironmongery.*



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Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

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and General Builders' and Contractors' Supplies.
W. McNally & Co.
MONTREAL.

BICYCLES THIS YEAR AND NEXT.

A READING of the hardware market report in this issue will show, among other gratifying features, a continuance of the demand for bicycles. The report could have gone still farther in this respect and said that the movement at this season of the year is unprecedented, as well as being exceptional for any line of goods that are supposed to be of a seasonable character. At this time last year, the sale of wheels had ceased. In fact, this part of the hardware market, if such it could be called at that time, was of such small proportions that its movement was not reported, save incidentally. There had been a fair sale in the earlier months, but these had been mainly from the agents, and the hardware trade had not taken hold of the wheels or regarded them as much more than a prospect the outcome of which was rather dubious.

But there is another story to tell since then. It is a fact easily capable of proof that by far the larger part of the wheels sold this year have gone through the hands of the hardware dealers. This is the report from all but three of the larger manufacturers, and the exceptions are those who sell exclusively through their own agents. As was announced last week, the manufacturers have outlined a policy for next year that will include the sale of their wheels to the hardware trade and the doing away with the agency system wherever this can be done to advantage. The outcome is not difficult to determine. More wheels will be sold, the manufacturers will be better satisfied with trade developments and the retailers will be in position to carry a class of goods that are equally staple with a number of other lines not any more deserving of the title. There is money in the wheels for anyone who carries them, and the fact that the manufacturers are encouraging their sales among the hardware dealers is fairly good evidence of where most of the money belongs. —Hardware Reporter.

FORTY-TON ELECTRIC LOCOMOTIVE

A forty-ton locomotive has been built by the General Electric Co. at Lynn, thus surpassing the thirty-ton engine made by the company for the World's Fair. The new engine is designed to do the ordinary work of a steam locomotive of similar capacity, where excessive speed is not considered requisite, up to about thirty miles an hour. The engine has two similar but independent trucks, each having four wheels. Each pair of wheels is driven by its own specially designed motor, mounted on the axles, as in the ordinary street car. The truck frame is of plate iron and channels, and its weight is carried on elliptical springs resting on the journal bowes, which are of cast iron, with phosphor bronze bearings. The cab is of sheet iron, and there is a headlight on each side of it. There is a cowcatcher at each end of the engine.

DOWSWELL BROS.
HAMILTON, ONTARIO
MANUFACTURERS OF
Clothes Wringers, Mangles, Churns, Washing Machines, and Household Specialties
Prices are low but you will find our goods first-class. Send for Catalogue. . . . .
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Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C. I. F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.
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BEWARE OF COUNTERFEITS
GET THE OLD ORIGINAL AND ONLY RELIABLE
John Lucas & Co's Imperial French Greens

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TEA AND COFFEE POTS
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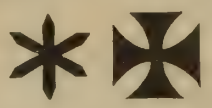


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Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.

CORPORATE MARK



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 50 $5 75
I.X., "	6 75 7 00
I.X.X., "	8 00 8 25
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	4 75 5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 35 3 50
I.C., special sizes	3 60 3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base Price
Common Bar, per 100 lb	$1 85 1 90
Refined " "	2 35 2 65
Horse Shoe " "	2 60 2 75
Band " "	2 25 2 30
Hoop " "	2 25 2 30
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 11
Tank Plates1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

⅛-inch	10½c
¼-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
⅜ " nd thicker	2 25

Sheet Iron,

8 to 20 gauge	2 50
22 to 24 "	2 35
26 "	2 45
28 "	2 65

Canada Plates.

All dull	2 50 2 55
½ polished	2 55 2 60
All Bright	2 85

Iron Pipe.

Wrought 67½ to 70 p.c.
Galvanized, 45 to 50 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5½
Gordon Crown—	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 4¾
28 " "	4¾, 5

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4⅝
" 5-16 " "	4¼ 4½
" ⅜ " "	4¼ 4⅝
" 7-16 " "	3⅞ ¼
" ½ " "	3⅝ 3⅞
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10½ 0 11
Lake Superior	0 10½ 0 11

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square	
1 to 2 in	0 19 0 21

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04¼ 0 04½

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2¾ 0 02¾
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 13½ 0 14
Standard	0 12½ 0 13
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10 0 10½
Other makes "	0 9½ 0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4 50 4 50
No. 1 Do "	4 25
No. 2 Do "	4 00
No. 3 Do "	3 75

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 00
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " " "	1 25 1 90
Canadian "	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal		0 69
Extra "		0 90
Brown Japan "		0 65
Brown Japan, Turpentine p. gal.		0 85
No. 1 Carriage "		1 30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal		0 53
Boiled "		0 56

Turpentine (in bbls)

Selected Packages, per gal	0 40	0 41

Castor Oil.

Best, per lb	0 06½	0 07

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's per doz	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount 4 00 4 25
Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70 and 10 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	500	4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 and 5 p.c.
Loose Pins, " 65 & 10 to 70 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.

Tanged Firmer per doz	0 85	4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	1	35
" No 2	2	70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	2	00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p. doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	11 5	2 20	1 50	....
26 to 40	1 30	2 50	1 75	....
41 to 50	....	2 90	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 88	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p.c

Heavy, per lb	03 3-5	0 04½

Screw hook and hinge—

6 to 10 in., per set	0 00	0 03½
12 up "	0 00	0 02½

Per doz. set

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		

Per doz. pairs

Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mor ar, etc., discount 40 to 45 per cent.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.
Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails
Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,
F.O.B. Toronto & Hamilton.... $3 80
Snow, " " ... 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.
Star, per doz..... 3 00 3 25

Kettles.
Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys
Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.
Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Knives.
Clauss, bread cake and paring knives $7.20 per doz. nett.
Hay Knives, spear point, L or T hdle 45 per cent. dis.
Lightning, per doz. 8 40 14 00
Heaths, 45 per cent. dis.

Ladles.
Melting, per doz..... 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*
Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50
Cabinet.
Eagle, dis. per cent, 40 to 42½ p.c.
Padlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter
Enterprise, American dis 00 to 25 per cent. dis.
Home, each ....

Mincing Knives.
American, per doz 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.
Cut Nails (Iron)

	Basis	Pat'n.
1. Either Canada or Amer.		
40dy	1 90	1 95
30 dy	1 95	2 00
20, 16 & 12 dy	2 00	2 05
10 dy	2 05	2 10
8 & 9 dy	2 10	2 15
6 & 7 dy	2 25	2 30
2. Amer. Pattern Only		
from 4 to 5 dy	2 35	2 40
3 dy. (lath)	2 85	2 90
3. Canada Pattern Only		
from 4 to 5 dy	2 35	2 40
3 dy. (lath)	2 75	2 80
3 dy. A.P. Fine	3 45	3 50

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.
German & American.... 1 85 3 50

Nail Sets.

	per gross
Square, round and octagon	3 38 4 00
Diamond	12 00 15 00

Netting.
Poultry, 65 to 65 and 5 per cent.

Oil.
Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S R. Seal .....per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... . 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 25 per ct.

Pails.
Galvanized, per doz 2 25 3 30

Pencils.
Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks
Per doz..... 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.
Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.
English, per doz..... 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.
Corn, square, per doz.... 1 35 2 00

Pruning Shears.
Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz.....	55	1 00
Axle.	22	33
Screw	27	1 00
Awning.....	35	2 50

Pumps.
Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz.....	1 00	1 85
Conductors' "	9 00	15 00
Tinner's solid, per set...	....	72
" hollow, per inch	....	1 00

Putty

Bladder, per 100 lbs	1½	2
Tins, 1bs	2 50	2 75

Rail.
Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3¾ to 4c. ft.

Rakes.
Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz	7 50	11 00
Wade & Butcher's "	3 60	10 00

Razor Strops.

Currier's, per doz	1 25	3 60

Rivets and Burrs.
4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.
Canadian dis. 30, 35 per c.

Rope Per lb.

	Sisal.	Manilla.
7-16 in. and larger.. ...	7½	9½
¼, 5-16, ⅜ in..... ...	8	10
Cotton, per lb.....	18	20
New Zealand.....	8½	9
Russia Deep Sea, per lb.	12½	13½
Jute ..... " ...	06¾	07½

Rules.
Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set	75	80
" N P. "	1 00	1 05

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord
Per lb..... 22 50

Sash Locks.
Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.
Sectional, per lb..... 1¾

Saws.

Crosscut, McMillan & Haynes, per ft	0 40	0 70
"Empire" McMillan & Haynes, per doz.....	.....	7 50
Hand, Disston's, dis 15 p. c.		
S. & D., dis. 35 per cent. to 40 p.c.		
Cross-Cut, Disston's, per ft. 35 to 55		
S & D dis. 35 p.c. on Nos 2 and 3.		
Hack, complete, each....	75	2 75
" frame only		75

Saw Sets.

"Lincoln" McMillan & Haynes, per doz	.....	7 50

Scales.
Standard Manufacturing Co., 60 p.c.
Gurney Scales, 60 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.

Box, per doz	2 10	4 50
Foot, "	40	3 50

Screens.

Window, patent, per doz	3 50	4 50
Door, per doz.....	.....	10 75

Screw Drivers.

Sargent's, per doz	65	4 00

Screws.
Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes
Discount 40 to 45 per cent.

Scythe Snaths.
Canadian, dis. 35 to 40 p. c

Shears.
B. & W., japanned, dis. 75 per cent
B. & W. N. P., dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p c. off.

Sheaves
Sliding Door, per set ... 77 1 40

Shovels and Spades
Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.
Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz	1 15	1 35
" tinned,	1 35	1 60
Tin Rim, " "	2 30	2 45
" black, "	1 80	2 25

Snaps

Harness, German, dis 35 per cent		
Acme, "	3 00	5 00
Lock, Andrew's "	4 50	11 50

Sapolio
In ½ or ¼ gross boxes, per grs. 11 30

Soldering Irons.
Per lb..... 0 28 0 30

Wrought Spikes
Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

Spoons and Forks.

Tea Spoons ....per gross	7 50	12 00
Dessert " .... "	21 00	.....
Table " .... "	30 00	30 00
Dessert Forks... "	24 00	.....
Medium " ... "	27 00	.....
Table " .. "	36 00	.....

Squares.
Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.
Fence, galvanized, per lb 3½
Wrought Iron, dis. 80 to 80 & 5 p. c.
Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).
Stove Pipe Varnish, enanelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " 4 80

Stone.

Washita, per lb	0 25	50
Hindostan, per lb.....	9 06	07
" Slips, per lb		9
Labrador, per lb	....	0 13
" Axe, "	....	0 15
Turkey "	....	0 50
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe, per gross.....	3 50	5 00
Grind, per ton	15 00	18 00

Tacks, Brads, etc.
Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" " tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.

English, ass skin per doz.	$2 75	$5 50
English Pat. Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each .	0 80	8 00

Thermometers.
Tin case & dairy, dis. 75p.c

Thimbles.
Asbestos, filled, per doz., 35 to 40 p c.

Ties.
Cow, per doz..... 1 [illegible] 2 50

Tinner's Tools.
P.S.&W., net list.
Canadian 15 to 35 per cent dis.

Tinware.
Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters
Payson's, $2.60 to $5.00 per doz.

Traps
Game, Newhouse, dis 33½ p.c. to 35 p.c.
Game, H & N., P. S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.
Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.
Butter, per doz..... 6 25 9 00

Twines.
Bag, Russian, per lb.... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " ..... 0 30 0 5[illegible]
Binding, Common Sense 6½
" Blue ribbon..... ..... 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8

On prison made twine freight is prepaid to any railway station in Ontario.

Vises.
Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.
Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.
Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.
Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1 000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5⅝ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	3½	3½
" 4 " 4 & 6 " "		
" Plain twist, all deld	3½	3½
" Steel thorn and ribbon.....	4½	5
"Lock Barb," 4 point	..	4½
Ditto Glidden 2 point	..	4½
Galvanized Barb, "Lyman," 2 to 4 points.....	..	4½
Steel staples	...	3½

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth
Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1 90

Wrenches.
Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 [illegible]
" S., per doz..... 5 80 7 [illegible]
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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The original selling price of "Ideas for Hardware Merchants" was $1.00; the price now is

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And **only** handled by ourselves. We bought out the publishers at a bargain, hence the exceedingly low price.

> "There is a tide in the affairs of men
> Which taken at the flood leads on to fortune;
> Omitted, all the voyage of their life
> Is bound in shallows and in miseries."

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"**Kinkproof,**" (Wire Bound), "**Antimony,**" (Red),
"**Lion,**" "**King,**" "**Leader,**" "**Fairy,**" (Cotton).

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61-63 FRONT ST. W., TORONTO. OF TORONTO, LTD.

A Taylor Safe

TORONTO, May 15th, 1894.

J. & J. TAYLOR,
Toronto Safe Works.

Gents,—The safe we had in our office was one of your make, a No. 6, and we take pleasure in stating that we can most heartily recommend your safe as being thoroughly fire-proof, as we have been practically convinced that such is the case.

Our building (which at the time was full of inflammable material) was destroyed by fire on the morning of the 10th inst , and while the fire lasted the heat was intense, (the hottest fire in Toronto since the Esplanade conflagration), several lengths of fire hose being burned, and plate glass windows situated several hundred feet from the burning building were cracked in pieces

Three days after the fire we got the safe out from among the debris, and, judging from its exterior appearance, we thought it impossible for any of the contents to be saved, but after the safe was opened we found all our books, papers and money in a perfect state of preservation,—could not have been better. You deserve great credit for turning out an article of such high merit.

We remain,
Yours truly,
(Signed) E. R. BURNS SAW CO.

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is a safe indeed !

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AND METAL MERCHANT

VOL. VI. TORONTO, OCTOBER 6, 1894. No. 40.

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Hardware Manilla
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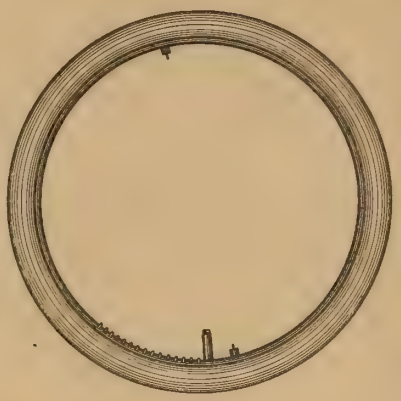
PAPER
FOR THE
HARDWARE
TRADE

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Quebec, Hamilton, Kingston.
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Victoria, St. Johns, Nfld.

MORGAN & WRIGHT

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Assortment
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Valves, Valve
Stems, Plungers,
Pumps, Cement, etc.

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Stove Boards, Coal Hods.

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TORONTO, ONT.

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Published Weekly. $2.00 a Year.

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J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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IRON ASSOCIATION MEETINGS.

THE quarterly meetings of the different manufacturers' associations held during the past eight days in Montreal are now over, and, as the bulk of the trade in Montreal expected, few changes of an important kind have resulted.

The alterations decided upon in tacks, which was one of the lines touched, are of a minor nature, and wire, wire nails, etc., all down the list are unaltered. In fact, the only important change has been in horseshoes, the particulars of which are given in our market reports.

The feeling, as gathered by HARDWARE from conversations with representatives of some of the leading concerns in Montreal, was that it was too near the end of the year to make any wholesale changes, and accordingly the lists were left much as they were before.

Among the gentlemen who attended were Messrs. F. Written, C. A. Birse, and Geering, Hamilton; A. J. Somerville, A. McMichael, P. Howland, and L. Jack, Toronto; F. Parmenter and C. Britton, Gananoque; and Messrs. Fairman, Peck, Hersey, McAgy, Kinghorn, McCormack, and McMaster, Montreal.

THE CHAIN MAKERS' STRIKE.

THE strike of the Wolverhampton large chain makers has thrown some 2,000 men out of employment.

The object of the strike is in pursuance of a desire on the part of the operatives to secure a uniform rate of wages; and mail advices intimate that they are confident of securing the desideratum.

A gentleman who recently visited the chain district affected by the strike informed HARDWARE the other day that the condition of the working people there was deplorable. They were half clothed and apparently half-starved. In fact, they were even loathsome to look at. Our informant also said that in conversation with one of the manufacturers the latter had said that he would hail with delight the day when machinery for making large chain would be perfected, and thus enable him to dispense with the class of labor he now employs.

A jobber spoken to by HARDWARE regarding the strike ventured the opinion that, in view of the low price at which chain was ruling to-day, the present was opportune for retailers to purchase, as indications pointed to higher values ruling before a great while.

THE TIN PLATE SHUT-DOWN.

"I NOTICE by the dispatches in the daily papers," said a Montreal iron broker to HARDWARE, "that all the tin plate plants in the United States are shutting down, with one exception, alleging that the shut-down is due to the reduction in the tariff. I understand that the American tin plate makers allege this as their reason, but I am strongly disposed to believe that this excuse is merely a blind. If it is the true reason, then all I have to say is that, after all the boasting that has been done by the American tin plate makers, they easily acknowledge themselves beaten. It is not long since I favored HARDWARE with some opinions on this very matter, and if the personal protestations of American makers made to me were sincere, the reduction in the tariff has little to do with the shutting down of the works except for some ulterior motive.

"Why, it is not long ago that all the American papers were shouting to the house tops that the tin plate industry was in such a position as to fear no competition or revenue complications, and that in the near future it was a branch of American industry that bid fair to become a keen competitor in the markets of the world.

"I may point to the fact that during last year the American tin plate works turned out over 115,000,000 odd pounds tin plate material to show that the industry is a pretty healthy infant, if it is in its swaddling clothes yet. Besides this, the best authorities in Great Britain on the matter complained at the time of the United States tariff changes that there was little chance for any substantial increase in the British exports of tin plate across the Atlantic owing to the changes in the American tariff.

"To be brief, it is my opinion that if the American makers would be honest and state their real motive it would not be that they cannot manufacture tin plate profitably under the changes in the tariff, but simply that they consider the fact a good excuse to secure a reduction in their pay roll, and at the same time provide their Republican friends with a good campaign argument."

UNIQUE METHOD OF FRAUD.

A DEVICE, as bold as it was unique, for perpetrating fraud was recently unearthed in Birmingham, England.

Two young men living in that city, with ambition large and probity small, conceived the idea of making themselves rich by trading upon the credulity of others At any rate, they had nothing else to do business upon.

They possessed neither store nor factory, but they pretended to the outside world to be manufacturers of cycles, and sent circulars over the country to that effect. These circulars were addressed to cycle buyers accompanied with a solicitation for an order.

They were progressive young men. They fully recognized the evils of the credit system; but they even went a step beyond the

cash system as ordinarily understood : A dealer to do business with them must forward the cash with the order.

And some foolish dealers did forward the cash in sums between £7 and £8 each with their orders for bicycles; but they never got the quid pro quo.

By a series of plausible letters the "enterprising" cycle makers managed to allay the suspicions of their victims for some time. But the cat was let out of the bag when they began to send out circulars under another name, but in the same handwriting and making the same offers as before. And now they sit in prison cells ruminating upon the exigencies of life.

The lesson to young men who are not over-scrupulous as to how they make money as long as they make it, is obvious.

But the lesson to business men is scarcely less plain : Under ordinary circumstances it is well for them to see that they are dealing with reputable houses, but when it comes to paying cash in advance, how essential is it that they should be doubly careful ! The dealers victimized have doubtless already got the lesson well digested.

NINE MONTHS' FAILURES.

THE total number of failures in Canada, as reported for Bradstreet's shows an increase for the nine months just ended. The provinces of Ontario, Quebec and New Brunswick, all report more failures for the past nine months than in a like portion of 1893, together with increased liabilities.

The number of failures in the provinces, with assets and liabilities are as follows :

	No. of Failures.		Assets.		Liabilities.	
	1894.	1893.	1894.	1893.	1894.	1893.
Ontario	608	568	2,365,952	2,356,062	5,266,986	5,102,266
Quebec	523	441	1,814,412	1,427,201	5,179,065	3,560,720
New Brunswick	76	58	474,377	217,640	896,250	402,966
Nova Scotia	92	94	238,213	384,698	480,397	736,455
Prince Edward Island	6	19	29,850	53,450	47,250	117,550
Newfoundland	8	10	12,250	699,410	25,650	911,630
Manitoba	53	53	381,749	2,186,444	656,067	1,804,353
North-West Territory	8	21	11,550	45,962	33,633	126,753
British Columbia	48	59	499,150	211,200	744,552	400,150
Totals, Canada and Newfoundland	1,322	1,323	5,847,503	7,552,157	13,329,851	13,162,843

There are 9,251 business failures reported throughout the United States during the past nine months, compared with 11,140 in nine months of last year a decrease of 1,889, or 17 per cent. The total amount of liabilities of failing individuals, firms and corporations in the past nine months is $110,674,934, a falling off from the corresponding total of last year of 66 per cent.

WINDOW DISPLAYS.

BY THE JUNIOR PARTNER.

WITHIN a short period—not more than a decade perhaps—a new man has arisen in many retail circles, known as the window dresser, or the special assistant in the shop, whose important business it is to arrange the display of goods in the shop window, writes "Junior Partner," in Ironmonger. He is a valuable assistant, indeed, for his window attracts the attention of all who pass, and brings to the shop considerable business, which otherwise would go to rivals. His influence is now felt in every branch of trade, and many ironmongers are now alive to the importance of it, but, unfortunately, there are far too many ironmongers who are woefully behind in this matter, and will not bring themselves into line with other tradesmen in this important respect.

How often it is that the entire window exhibit is a few saws, chains or shovels ! When some ironmongers have added to such a show a kettle, or a stove, or a coal vase, they think they have done all that is needed, and the window, so arranged, is often permitted to remain for months untouched.

Now, during the past twenty years the firm in which I am a partner have had a shop on one of the principal streets of our city. We make no claim to be experts or leaders in arranging a window display, but in all those years we have made our windows smart enough and attractive enough to be our best-paying advertisement.

A peculiarity of the times is that people are educated to watch for bargains. They take it for granted that any change in the window from what it was when they last saw it must necessarily mean new offers, and they stop to see what these may be. As they look over a variety of articles they catch sight of something that they need, and the fact that it is pushed to the front now is evidence to them that this is a good time to buy.

Frequently we devote the entire window to the display of goods exclusively of one line. One week, for instance, we have made an exclusive display of cutlery, another week of tools, another of stoves, another of bicycles, and so on. This helps business at times, but we think it better, on the whole, while giving special prominence at times to special lines, always to have an assortment of various goods brightly and prominently displayed. We have wires across the front of the window upon which we hang light goods, but are careful that these shall not obscure the articles behind.

Every week we place something in the window as a leader, quoting a low price for that one week, and we do not find that this compels a permanent decline in the price of such articles. After they are removed we ask regular prices, and are rarely called to account for having advanced. Even if we are at times questioned on this matter, the explanation is ready and satisfactory. The special line, owing to special reasons, we were able to offer cheaply on the particular occasion.

We never arrange the window without giving some thought to boys. They want knives, tools, toys, cricket goods, games, and many other things, and are keen after bargains. They look in every window and know a good price when they see it We treat boys with the utmost cordiality. They are quick to respond to a little sociability, and if they feel friendly with you, they become, in their own minds, partners in the concern and want all their friends to trade at "their" shop. Our window always contains some cheap knives for boys aud girls, and cheap scissors. We catch the boys on tools. There is, moreover, another side to this matter, because parents and other relatives are always on the look-out for presents for the youngsters, and buy quite a large number of articles, which the ironmonger can and should stock for this purpose.

We make a large display of fishing tackle of all kinds, and keep some of these goods in the window at the proper seasons. At the fag end of the season it is good business to make a special sale of the remaining stock at low prices, just to clear out and save the trouble of holding the surplus stock until the next season. The profit on this line pays well for all the work the dealer can do on it, and the greater the display, the better the trade.

We have no rule about displaying prices, except upon the special lines shown in the window. Those who are interested in other goods will step inside the shop to inquire about them, which gives us the opportunity to make their acquaintance and explain the points of merits of the goods. Many times each day, callers who look in in this way do not buy the article they inquired about, but purchase other goods they notice in the shop or to which we call their attention.

I am perfectly aware that I am not giving new thoughts to men who study the good their windows may do their trade, and I have not written for them. I wish to interest those on the subject who have not as yet tested its capacity, and given it a trial by having their shop windows, their shops, and their methods of doing their business up-to-date. I know the good that comes from a good window display, backed up by good business principles and conduct in the shop, and every ironmonger can do as well as I have done in the matter, and with as good results, if he will but try.

ELECTRICAL UNITS.

I DON'T believe in inflicting long theoretical discourses upon my readers, be they spoken or written, and these electrical notes aim at being practical above all things except accuracy, says a writer in Hardwareman. It is just becaue accuracy is so important, however, that I must in this issue say something regarding measurement of electrical currents, electrical pressure, and electrical energy. However uninteresting the subject may be to the hardwareman, who thinks the price at which he sells an appliance compared with what he gives for it is the all important point, it is wise to gather the gist of what we have to say on a complicated and abstruse subject ; but with more than a decade of experience in dealing with such matters, I will endeavor to divest it of difficulty, and to clothe the dry bones of scientific thought with the flesh and blood of reality.

The reason why I take up this question at this juncture is owing to the passing by Her Majesty, our gracious Queen, in Council assembled, of an Order in Council authorizing the Board of Trade to cause new denominations of electrical standards of measurement to be made and verified for use in trade. The last four words are all important to my readers. Hitherto, the units of electrical measurement have been for use in physical investigations, and in scientific circles they have been of very great use, but, up to within a very few days, there were no units "for us in trade," as there are pounds and yards and fluid ounces —all measures which one and all use daily and without caring where they come from, except that they really represent what they profess to be. On the 23rd inst., the Order in Council was passed, and by its publication in the London Gazette of the 24th iast., traders, the public, and suppliers of electricity, have legal measures and units of the things which are of most importance when we deal with electricity and its applications.

Now the first thing to be noted is that these units are issued as legal standards of measurement under the Weights and Measures Act of 1889, and are therefore public units which may be reproduced with ease. I have more than once insisted upon the importance of my readers knowing what they are talking about when vending, buying, or using electrical apparatus of any kind. Now that these units are common property there is no excuse for a want of knowledge regarding them. The subject is quite simple viewed in this way.

For example, we talk of the cost of using an electric heater or cooker, the electricity —the proper term, remember, is electric energy, but the constant repetition of such a mouthful becomes a little tedious—is measured by a meter, and paid for. The unit by which it is measured, analogous to the "thousand cubic feet of gas," is the "Board of Trade unit," or "Unit," shortly speaking, the capital U being the proper indication of its specific meaning, although this is often omitted, in which case the context shows the sense in which the word is used. Now, the Unit is one thousand watthours, a watthour being a volt-amperehour, or an ampere flowing under the pressure of a volt for one hour. The average price for a Unit in England is 6d., and for lighting purposes one can take the Unit to be equal to 250 candlepower in incandescent lamps. If we therefore burn the lamps the same hours as gas-jets, have as many 16c.p. lamps as there are gas-jets, then the comparison works out, for every 1d. per Unit the corresponding figure is 1s. per thousand cubic feet of gas. Thus, 6d. a Unit is proportional to 6s. per 1,000 cubic feet of gas. If the lamps be turned out when not wanted, and light for light be the basis of comparison, then 2d. may be taken against the 1s., thus, 6d. a Unit equals 3s. per 1,000 feet of gas. The average ratio is about half-way between these two figures, say, 1½d. against the 1s. Now the volt is the unit of pressure, the ampere the unit of current. These are now measures by which a supply can be given at law, and the third unit, that of resistance, is simply derived from the first two being their ratio ; thus, resistance in ohms equals pressure in volts divided by current in amperes.

For the purposes of trade, the Unit ohm is a coil of wire. These can be bought, tested and used, to ascertain the resistances of such things as lamps and heaters, and we get their resistances compared with an ohm coil, supplied by some maker who has had it stamped by the Board of Trade. So much for resistance ; remember, it is a coil of wire as a unit, and represents the opposition to the production of a current.

The unit of pressure, the volt, is defined as the indication of a certain instrument belonging to the Board of Trade, the index moves from one mark to another when the volt is being measured. Volt-meters, however, can be bought, and if they have been stamped by the Board of Trade they are probably correct. The current unit, the ampere, is defined as the current which will do two things : deposit a certain amount of silver in an electro-plating bath very carefully made up, and secondly, when passed through the suspended coil of an instrument in the offices of the Board of Trade, be balanced in the balance to which the coil is hung by a certain platinum weight. The same practical reasoning applies to the ampere as to the volt. Instruments can be bought which will read the current flowing through them in amperes, and others which will give on a scale the pressure between their two terminals in volts. The ohm unit coil needs an arrangement by which other coils or apparatus can be compared with it. In this respect the arrangement is like an ordinary balance, a known weight, or a known resistance, a balance with arms and scale pans, and an electric balance with an indicator and an unknown weight or an unknown resistance. However, we now have legal volts, amperes, and ohms, and therefore a legal Board of Trade Unit or measure of electricity by which to check supply meters. There can now be appeals as to accuracy because we have our Units. I don't know how far this information should be supplemented to the needs of my readers, so I merely say if any and every one desiring further information will write the editor I will clear up knotty points as they are brought before me by short articles suggested by my readers' queries.

OPINION RE MASSEY-HARRIS.

N. Y. Journal of Commerce : A very large Canadian concern engaged in the manufacture of agricultural implements recently announced its intention of moving into the United States, on the ground that the Canadian Goverment had reduced the duty on the products of the company while maintaining undiminished the duties on the materials it purchased, thus facilitating American competition in Canada, and the furthur fact that the materials most used by this concern, iron and steel in their various forms, are cheaper in the United States than in Canada ; pig iron, it was stated, could be bought in Chicago for $9, which is lower than any quotation we have seen, while it cost $16.50 in Canada. After this matter had been duly explained it was given out that the Massey-Harris Manufacturing Company of Toronto might not come to the United States after all, because the company was unwilling to move unless it could bring its workmen with it, and it had been informed by American officials and lawyers that to do so would be a violation of our contract labor law. This is very far fetched, and if the Massey-Harris Company does not come, and alleges no better reason for not coming than that its employees would not be admitted, we shall doubt its ever seriously intending to move into the United States. If the company discharged its men in Toronto and moved its works to the American side of the Niagara River, the men would follow the works fast enough if they knew they were wanted, without any agreement or promise of employment. The distance from Toronto to the American side of the line is not great, and the men would lose little if they were unable to get employment. The mere knowledge that the company preferred its old employees to strangers would take nine-tenths of its present force with it, and yet it could not be construed into a contract by our super-serviceable immigrant officials. If the Massey-Harris Company should not move there would be suspicions that its threats had something to do with the tariff controversy in Canada.

THE ART OF SOLDERING.

A BOOK was issued in England the other day regarding the art of soldering, and in it the writer says:

The first thing to be observed is cleanliness of the work. Keep it as clean as you possibly can, and remove all the oxide and dirt present by means of aquafortis, usually known as aqua, or by filing, turning, and emery-clothing. Apply some of the zinc chloride to the work where the solder is required to run, by means of a brush, but do not smear it elsewhere. Heat the work in the flame of the blow-pipe, and touch the hot surfaces with a small strip of soft solder, also dipped in zinc chloride. Immediately the work is hot enough, the solder will run completely round and through the joint, following the zinc chloride. If the solder has not run properly, add more spirits. This will generally correct the defect which usually arises from overheating and the evaporating of the spirits, or from the metal not being clean. The further addition of spirits not only supplies the place of that which is driven off, but reduces the temperature of the work to the proper point. In soldering copper, it is well to add the flux and let the work stand for ten minutes before heating, so as to give the flux time to clean the metal.

The melted solder is drawn in to the joint by capillary attraction; hence it is essential that the work should fit closely and accurately, otherwise the solder will fall right through the joints. Unless this precaution is duly observed, it will be useless to try to soft solder. The tenacity with which solder adheres is proportional to the amount of surface contact of the two pieces of work. The work should always be constructed so as to afford this surface contact in as great a degree as possible.

When the soldering iron is used, the copper bit should first be filed clean and heated hot enough to melt the solder, then dipped in spirits and rolled in the solder, until it is coated or "tinned" about ¾ in. from the tip. If the copper bit becomes overheated, it must be filed clean before using, and again tinned. The work must be smeared with the flux and the soldering iron and the solder applied together and held until the metallic surfaces are hot enough to allow the solder to flush into the crevices. For plumbing lead, tin plate, britannia metal, and other fusible metals, the soldering iron is indispensable but for brass work it comes in principally for odd jobs, or where soldering has to be done after the metal is polished and lacquered. It has been superseded by the blowpipe, which will perform most of the functions of the soldering iron, and also many for which the latter is totally inadequate; it is far more rapid in its action, and the cost of gas is more than compensated by the saving of time. Moreover, a boy with a blowpipe can do work that with the soldering iron would require an expert workman. The usual form of blowpipe used in workshops is supplied with air from a fan, Roots' blower, bellows or pump, driven by hand or power, and is called a soldering lamp. The mouth blowpipe is an instrument which requires long practice, skill, lung power, and patience to use, but astonishing performances can be done with it, if properly handled.

"Hard soldering or brazing is a far more difficult process, and requires iron binding wires and binding pliers for securing the various parts of the work together, a blowpipe, a pan of charcoal or coke, borax, solder, and a piece of wire flattened out at the end like a spatula, to apply the solder to the work. The borax must be pounded in a mortar, and is better if passed through a sieve. The solder should be washed with water to clean it, and mixed with the powdered borax, and clean water added. The mixture should be applied to such parts of the work as require soldering with the flattened wire or 'charger,' then turn on the gas and the blast until no yellow appears in the flame, and direct the flame upon the solder until it melts. This is the process in a few words, but it is not so easy as it looks, and much experience is required to judge of the heat that various articles of different bulk take to make a good joint. It sometimes happens that a thick, heavy casting and a light, thin stamping have to be soldered together; in this case the blow-pipe flame should play upon the casting only, and be kept away from the stamping and solder until the former is red-hot, when the flame may be directed for a few seconds upon the solder to make it run. The flame should be kept moving, and the whole mass should warm up uniformly. The difficulties of the solderer of chandelier work are often increased by the designer, who makes the scrolls, etc., with thick and thin parts in close proximity, when the job becomes one of extreme delicacy and difficulty.

Much care and skill are required in tieing the various portions of the work together, this in fact in some cases is the most awkward part of the process. To make a butt joint or a series of butt joints, of two or more pieces of metal arranged in a straight line, requires some such device as a piece of strong wire, as a "backbone" against which the pieces of metal may be tied and their ends caused to meet. Work should always be tied in more than one place if possible, and double wire also used. Two small wires used together hold more tenaciously and firmly than a single wire of double their sectional area.

When an article, the metal of which is of doubtful composition, has to be hard-soldered, careful note should be taken of the sound it gives when struck, the color after cleaning or dipping, and the fracture. By these means it is frequently possible for an experienced workman to make a shrewd guess at the temperature at which it will be safe to solder, and to select his solder accordingly. The quality of solder used in hard-soldering, or rather the point at which it will melt, depends upon the mixture of its component metals, so that in cases where the solder obtained from a dealer does not answer the purpose because it requires too much heat, it is advisable to mix it with a a little bar tin filings, by which means the melting point can be lowered as desired.

BICYCLES FOR WOMEN.

A writer in an Eastern journal of recognized social authority has this to say on the above subject: There is absolutely nothing inconsistent with true modesty in women pursuing so healthful and pleasant an occupation as bicycling and in wearing the costume best suited to the exercise. The novelty may be startling to the representatives of Mrs. Grundy, who decry immodesty in whatever may be new to them. Bicycling can be made a craze and pushed to a harmful degree, as roller skating was, but that there is anything essentially opposed to modesty or purity in a woman enjoying the rapid motion and healthful exercise of a bicycle is ridiculous. The assertion simply illustrates the density of the conviction that whatever the individual making it is not accustomed to is all wrong. All ladies who have the time, means and disposition to ride the bicycle should do so, with moderation and with a mind conscious of the innocence of the pastime. There are few amusements in which there is less danger of contamination to purity than in enjoying fresh air, hearty exercise and the sight of green fields by means of the bicycle.

CATCHING FISH WITHOUT HOOKS.

A business man dropped into a St. Louis hardware store and inquired for a certain brand of lubricating oil, according to Hardware Reporter of that city. He was asked if axle grease wouldn't do just as well. It would not, of course, and an inquiry was made of the dealer why he did not keep a supply of oils, especially as he was located in a manufacturing district and there was always a demand for them. He replied that oils were out of his line and that he believed, like the shoemaker, in sticking to his last. This may be a good trade maxim in leather, but it certainly has its exceptions in hardware. Lubricating oils, for instance, are strictly in line with hardware. So are kerosene and gasoline, for that matter, but they are not always handled, although there is a good profit in the two articles first named and a fair one in the latter. There are at least three known cases in the city where dealers who handle vapor burning stoves do not carry the necessary fuel. This is like trying to propel a boat without oars or catching fish without hooks, and the same practical metaphor applies in a good many cases that have been actually ascertained.

FIGURES ON CASH DISCOUNTS.

A NOTABLE feature in the stove and hardware business, as well as collateral lines, is the inducement offered to cash buyers, remarks Hardware Reporter. It does not follow from this that the selling trade is in need of cash—for this is not the case excepting in possibly exceptional instances—but rather that the sellers see the wisdom of entire safety both for themselves and the purchasers. The cash discount for stoves is fully as heavy as it has been, despite the recent improvement in demand, and is being taken advantage of in a satisfactory degree. In hardware staples, the rate is the same as formerly, but in novelties it is apparent that the tendency is toward a higher rate, with the chances in favor of a 5 per cent. rate on bicycles for the ensuing trade year.

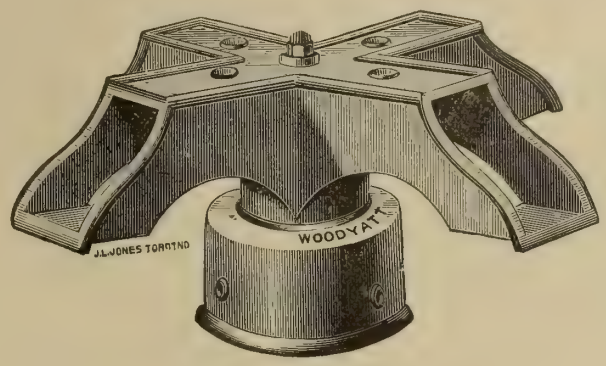
A little figuring will show the advantages accruing to the purchaser by the use of the discount system, in addition the usual saving in the way of interest and actual first cost. An extra charge is made for packing and draying on most goods going from this market. To this are added the freight charges to the receiving point, and the total generally makes a sum about equal to the amount of the cash discount in usual cases. By paying this discount, therefore, the purchaser saves the amount of the freight and handling charges, beside saving an interest on the face of his bill that, in the case of hardware staples, amounts to 12 per cent. a year. It very often happens that a dealer is unduly anxious to be allowed the freight charges on his bill when a brief calculation would show him that he could save more than their amount by paying in cash after being credited with the discount. The uniform rate on hardware staples in this market is 2 per cent., 10 days. Freight charges for the average distances from St. Louis seldom exceed 1 per cent. of the bill, so that by accepting the discount the freight bills are paid and one-half the amount is saved in addition. The same calculations will apply to stoves in different degrees, according to the rate of discount and the distance from the shipping point.

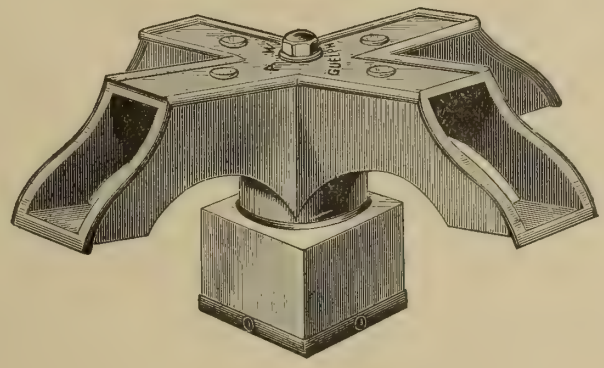
WHAT JULIUS CÆSAR DIDN'T DO.

Julius Cæsar was considered a great man, and so he was. But he had his limitations. We may give a few illustrations: He never rode on a 'bus in his life; he never spoke into a telephone; he never sent a telegram; he never entered a railway train; he never read a newspaper; he never viewed his troops through a field-glass; he never read an advertisement; he never used patent medicine; he never cornered the wheat market; he never crossed the Atlantic; he never was in a machine shop; he never went to a roller skate rink; he never controlled a manufacturing company; he never dictated a letter to a typewriter girl; he never invested in railway stock; he never played a game of billiards; he never smoked a cigar; he never saw an electric light; he never listened to a phonograph; he never posted a letter; he never had his photograph taken. —London Tit-Bits.

CLOTHES LINES REELS.

The accompanying cuts are illustrations of clothes line reels that are in stock with M. & L. Samuel, Benjamin & Co. There





is nothing particularly new about these reels. They are of Canadian make, and the feature about them is that they are between the heavy and light makes in price.

UNSATISFACTORY RETURNS.

THE Board of Trade returns for the past month again appear unsatisfactory, as both imports and exports show a considerable decrease. Allowance, however, must be made for the facts that the American tariff was scarcely settled and that the war in the far East stopped some trade to China and Japan during the past month. The imports are valued at £31,638,521, which is less than in August, 1893, by £3,364,251, equal to 9.6 per cent.; the exports of British and Irish produce amount to £18,581,240, a decrease of £948,938, or 4.8 per cent.

With the exception of animals, tobacco, oils, and articles received by parcel post, all classes of imported goods are less in value than last year, especially articles of food and drink and raw materials. Wheat, barley and oats are each more in quantity, but less in value. Wheat flour, peas, beans and Indian corn are less, both in quantity and value. The receipts of wheat and wheat flour in the harvest year expired with August were equal to 22,432,751 qrs., compared with 22,566,654 qrs., and 23,147,518 qrs. respectively in 1893 and 1892. Of barley 8,877,000 qrs. were landed, but in 1893 5,021,139 qrs., and of oats 5,226,508 qrs., as against 5,222,147 qrs. During the past month Russia and the Argentine Republic each sent more wheat, but from the United States less was received.

The increase in refined sugar is 387,375 cwt. derived almost entirely from Germany; but of raw sugar there was a heavy fall of 569,000 cwts., caused mainly by the lessened shipments from Java, the British East Indies and Philippine Islands. Of tea China sent only 6,764,000 pounds, compared with 11,744,000 pounds in August, 1893. Considerable decreases are also found in the landings of india rubber, nitrate of soda and hewn timber.

As to the exports of British and Irish produce, articles of food and drink, raw materials, machinery and mill work, and articles by parcel post are each higher in value; all other classes are lower, especially yarns and textile fabrics and metals. The decrease of cotton yarn and piece goods is more marked in value than in quantity. As to woollens, the expected revival of demand from the United States, which has at last been experienced, had not taken place in August. Of linens, however, that country took 8,038,000 yards, compared with 7,240,000 yards. Of metals only copper and zinc show any increase. Of the others the export of iron in the aggregate is less by 40,000 tons and £207,000 in value.—London Times.

COAL CUTTING IN NOVA SCOTIA.

THE following paper was recently read before the Mining Association of Nova Scotia by J. G. Hudson :

The introduction of coal cutting by machinery into the collieries of Cape Breton was watched with much interest by all parties concerned in the production of coal, as it was acknowledged by the management of the collieries and the representatives of the different companies who had this class of machinery to sell, that the coal fields of Cape Breton presented very favorable opportunities for testing their capacity on account of the even nature of the pavement, the flatness of the seams, and their freeness from faults and impurities.

The Ingersoll Rock Drill Company of Canada accepted an offer of the Sydney and Louisburg Coal Company to try their Ingersoll-Sergeant machine at their Emery colliery, and on the 27th June, 1891, an invitation was sent to the managers and engineers of the different collieries then working to witness the test at the above colliery.

The machine used weighed 500 lbs., and the air was supplied by two Westinghouse air brake engines attached to a locomotive on the surface, and conveyed down the pit in two-inch pipes with the necessary hose and connection.

The room selected for the test was 21 ft. 6 in. wide, and height of coal 5 ft. This room was undercut a depth of 4 ft. in 1 hour and 10 minutes.

The next test was in a level adjacent to the room already mined, and was 9 ft. wide, 4 ft. deep, and was undercut in 40 minutes. The undercut or low wheels on the machine were then changed, and the machine placed on high wheels to enable it to shear the coal from top to bottom. The changing of the wheels occupied 15 minutes, and the level was sheared 5 ft. high, 4 ft. in depth, in 23 minutes, ready for the holes to be bored for blasting. It was estimated that each machine should mine and work 45 tons of coal in one shift.

During the summer of 1892, Mr. MacKeen, of the Caledonia Coal Co., contracted with the Ingersoll Rock Drill Company of Canada to put in an air compressing plant at the Caledonia colliery, to run eight machines, and also the necessary pipes for the air. They put down one of their 20 x 30 air compressors and eight Ingersoll-Sergeant coal cutting machines. The following figures will show work performed by their own men before the plant was accepted :

A room 18 ft. 6 in. wide was undercut in 1 hour and 50 minutes, moving wheels from undercutting to shearing, 8 minutes. Shearing 4 ft. deep, 6 ft. by 10 in. high, 25 minutes. Total time to be ready to bore the holes for the shot, 2 hours 23 minutes; estimated quantity of coal, 20 tons.

In level work the machine sheared to good advantage. The level selected was 9 ft. wide and was undercut 4 ft. deep in 1 hour and 43 minutes ; sheared 4 ft. deep, 6 ft. 10 in. high in 55 minutes ; shifting wheels from undercut to shearing, 16 minutes. The machine was then moved to the next level 250 feet away in 21 minutes, when the same man mined a level 9 ft. wide, 4 ft. deep in 1 hour and 30 minutes ; preparing to shear and changing wheels, 14 minutes ; shearing 4 ft. deep, 6 ft. 10 in. high, 59 minutes.

From the foregoing figures it will be seen that the time occupied in performing the various operations was very much less than by the ordinary method of mining—as far as I am able to judge, about one-sixth of the time, apart altogether from the question of actual cost. It will be seen that this is a great advantage in the production of the largest possible output in a limited period, as well as enabling the mine owner to produce a larger tonnage of coal with the same number of men. The facility with which the machines can be adapted to the different processes is also worthy of notice.

During the shipping season of 1893 the following rates were paid at the Caledonia colliery for hand picks in rooms 18 ft. wide and 6 ft. by 10 in. high, 38½ and 41 cents per ton. The machine men received 30 cent per ton for rooms the same height, the coal mined from the machines being loaded into the tubs under the same conditions as the hand picks, the company finding the machines and oil, and also running and laying up the pipes to within 50 feet of the working face.

The following figures will show the amount of coal mined from some of the Ingersoll-Sergeant machines working at Caledonia colliery during this period.

Pit worked 11 days.

Two rooms to each machine.

Gillis and Casey, the machine runners, employing two loaders to fill their coal, received 30 cents per ton of 2,240 lbs., sent up 416 tons.

McIntyre and Pass, employing two loaders, 427 tons.

Campbell and McDonald, employing two loaders, 463 tons.

In all cases it was found that the men with machines made better wages than those men who were employed with the small picks, but coal had to be taken away from them quickly so that it did not accumulate and prevent the easy running and shifting of the platforms, and the machines could be worked to the best advantage by having two rooms to work in, so that when one was undercut the machine could be removed through the cross cut into the next room, ready for working again, whilst the loaders were filling the coal in the first room, and so on, alternately working one room after another.

In driving levels the machines were found to work to good advantage both in reducing the cost of yardage and increasing the amount of work in a given time.

It has always been a moot point whether the coal produced by machine mining is of as good quality and size as that obtained by the ordinary method.

The question is one to which I have given very careful attention and observation, having day after day examined coal in rooms adjacent to each other, worked by the two methods, and I am of opinion that as good round coal can be produced from machine coal cutters as by hand, and in reference to slack, while there may be a certain percentage of very fine dust made at the very back of the undercutting, yet a much better slack coal is made from the first part of the undercutting than by hand work.

The machines were not difficult to keep in order, and the amount of breakage was comparatively small, the parts most liable to injury being those easy to duplicate, and a man who had been running a machine for a few months, could easily make all the connections necessary ; the only parts of the machine which wear out quickly being the rubber cushions at the back of the piston.

The Harrison Coal Cutting Machine manufactured by the Canadian Rand Drill Co., of Sherbrooke, Que., was also tried and worked satisfactorily, the only difference between the machines being in the mechanical construction of the air valves.

The Stanley Heading Machine was also introduced and worked both at Old Bridgeport and Caledonia. The description of a machine of this class would require a separate paper in itself, but briefly it may de described as boring a tunnel out of the solid coal six feet in diameter, making a perfect circle, and leaving a centre core which has to be blasted out. The advantages of this machine are that in a very short time levels would be driven, and a large area opened out, as the following measurement will show : In No. 4 East level at Caledonia Colliery, from 6 p.m. to 4 a.m. the level was extended 32 feet 6 inches, being 15 cuts of 26 inches each.

For air ways and water levels, it is a most excellent machine.

The boring will in most instances give a sufficient size without further enlargements

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to the smooth round tunnel which offers the least resistance to the passage of the air current, and also forms the strongest natural arch to resist super-incumbent pressure.

From the foregoing facts it will be noted that coal cutting machines of the most improved modern types can be used with advantage both on the score of economy and efficiency in the mines of Cape Breton, and that in all probability the advantages considerably outweigh the disadvantages. There can be no question that the difficulties of manipulation have been overcome, and that any miner of average intelligence can manage the machine and earn larger wages than by the drudgery of hand labor. In fact it is with this class of machinery, as with all labor-saving appliances, more a question of skill than strength on the part of the user, and intelligence is afforded an opportunity to supersede mere physical force. For this reason, if for no other, the miners should hail its advent with satisfaction, and I have no doubt that they will, in the near future, regard it as their best friend.

The disadvantages tell mainly against the capitalist, and consist chiefly in the heavy outlay required to put down the necessary plant and machinery to set the cutters in operation. The only motive power at present recognized to any extent is compressed air, steam being impracticable for obvious reasons, and electricity immature. The cost both of installing and maintaining compressed air appliances is necessarily high, and the working parts of the machinery are apt to get out of order.

There is the further difficulty of contending with the conveyance of this motive power for long distances, as the effective air current becomes attenuated, and to retain the necessary power, increasingly large pipes have to be used as the working progresses. I have no doubt, however, that the advancing cost as well as the widespread difficulties which have recently arisen in the labor market of so many mining districts will have the effect of stimulating scientific research and practical experiment, until the present crude appliances of electricity are perfected, when compressed air as a motive power in mines will become a thing of the past, and the most powerful and efficient force which Nature has given us, will enable all classes of mining machinery to be utilized under favorable and profitable conditions.

HEAVY TIN CONSUMPTION.

N. Y. Daily Metal Market Report: After a careful and thorough enquiry among the leading houses in the trade we find the consumption for September to be even heavier than at first estimated, and while interested bear speculators call the consumption 1,500 and even lower, we find 1,900 tons to be nearer the actual consumption, and the figures for October 1st show a stock in hand of 1,970 tons, as follows:

Stock in hand Sept. 1.....	2,005 tons.
Arrivals.....	1,865 tons.
	3,870 tons.
Consumption estimated..	1,900 tons.
	1,970 tons.

The total shipments for the month amount to 5,500 tons, and after allowing for the extra heavy consumption in America this month, the total visible supply has increased 1,272 tons over last month, and 7,750 tons over the stocks of a year ago. London to-day has a visible supply of 13,434 tons and America has 4,170 tons in sight.

WINDOW GLASS

OF EVERY DESCRIPTION.

PUTTY...

A FULL STOCK.

Sanderson Pearcy & Co.

130 to 140 Bay Street

Prompt Shipment Guaranteed. Toronto

ELECTRICITY IN MINES.

THE above caption is the title of a paper by W. E. Lishman, read before the British Society of Mining Students, and published in the Journal of that society. Mr. Lishman states that it seems probable that in the future the alternate current will be more extensively used, the obstacle at present in the way being the difficulty there is in starting the motors. Economy in transmission will be further increased by the introduction (with sufficient precautions) of high tension currents and the use of transformers, which in some cases are already employed. The current is taken along the main cables at a high potential, and at the required points is transformed into one of low potential and large current. In every machine which is used for the purpose of converting energy in one form into energy in another more adapted for service, the transformed energy, or the energy realized, is never so great as that originally given out; and since, by the doctrine of "conservation of energy," none is ever lost, but only reappears in some other form, the difference between the energy employed and that realised is either expended in doing work in the process of conversion or dissipated in some other form, owing to the want of proper means of concentrating it into the desired channel.

This loss (loss so far as the desired end is concerned) must exist so long as there is work to be done in the process of conversion, but it can be reduced to a minimun, and the nearer the realized energy approaches that originally given out the more efficient is the process. Friction, in ordinary machines, is accountable for absorbing much of the power, but with electricity, as seen above, there are other losses, and a more ready way of obtaining the current is to be looked for in the future. When heat, which is so readily obtained from electricity, can be as readily reconverted into electricity without the introduction of all the machinery at present necessary, and the friction consequent upon it, economy will be still further increased and efficiency will approach a maximum.

NEW SPECIES OF BOYCOTT.

With the view of combatting foreign competition a circular has been issued to all workmen engaged in the glass trade, advising them not to patronise public-houses where foreign tumblers are used, and to refuse to drink out of foreign glass! But this boycotting is not likely to be successful. In the first place, glassmakers are by no means so numerous that any action on their part would have material effect; while, in the second, I more than doubt whether they could tell foreign glass if they saw it. This may sound strange, but it is, nevertheless, true. At a recent gathering of glass makers in Birmingham, three foreign wine-glasses were produced, and were declared by those not in the secret to be English. When asked to describe how the stem and foot were made, not one could tell! English glass makers understand the foreign method of making the bowl in a mould, and cutting it off, but so far they have not been able to discover the manner in which the stem and foot are produced. When they do we shall probably have less of foreign competition in table glass.—Vulcan in Ironmonger.

LUMBERMEN'S SUPPLIES.

The accompanying cuts are illustrations respectively of a peavey and acant hook which H. S. Howland, Sons & Co. are putting on the market. Both these articles are claimed by the makers to be the best goods on the market.



PEAVY.



CANT HOOK.

IT WON'T "WASH."

ZEAL without knowledge is a very bad thing. It sometimes leads people, remarks Sanitary Plumber, to make statements which, in the slang of the day, won't wash. It sometimes leads to the spending of a vast amount of money in the effort to accomplish something which cannot be done. There is many a man, for example, wrestling with the smoke consuming problem, trying to invent a smoke consumer or attempting to introduce one which has already been invented, who thinks he will save a vast amount of money for the community if he can entirely prevent smoke. How futile is such a business scheme is shown by the following. Not long ago a chemist in one of the English towns analysed the smoke from one of the smokiest cargo steamers that ran up and down the coast. No less than eighteen samples were taken from her stacks for the purpose, and it was expected that as the result a very large amount of combustible representing unconsumed coal would be found, but in fact not a particle of carbonic oxide was obtained. Anothes set of experiments took the soot collected from heavy smoke. In 100 cubic feet of it only 51½ grains were obtained, and of these 51½ grains only 31 grains were found to be combustible. So the amount of fuel in 100 cobic feet of the most solid kind of coal smoke contains less actual combustible than one can pile on a five-cent piece. A large part of the black material in soft coal smoke is in the form of hydrocarbon, so fine that it is very much like Indian ink, and an infinitesimal portion of it will go a long way.

DESIGN FOR WINDOW DISPLAY.

Build an arch in the foreground, near glass, about two feet in width, says an exchange. Cover with black cambric. Arrange a line of saws by starting in the centre with the smallest size and so increase as you reach the floor. In the background place a large, light buggy wheel, and from each spoke secure hammers. From floor, on a black covered pyramid, show various articles. Each side of pyramid display a stove.

THE CONSOLIDATED
PLATE GLASS
COMPANY OF CANADA (Limited)

HEAD OFFICE:
73 and 75 Wellington Street West, TORONTO

BRANCHES:
MONTREAL, 338 St. Paul St. LONDON. OTTAWA

FRANK J. PHILLIPS, Toronto, President.
WM. R. HOBBS, London, ALEX. RAMSAY, Montreal, } Vice-Presidents

Correspondence Solicited. Estimates Given
Special Discount to the Trade



STOVE PIPE ELBOWS

One Piece
Four Piece.
Six Piece.

Dampers of all makes. Lanterns of all makes.
Stove Boards—our own make—the best.

If a traveller does not call on you from our house let us know.

AND ALL LINES OF TINWARE.

THOS. DAVIDSON & CO.

MONTREAL, QUE.

OPPORTUNITY FOR DISTINCTION.

UNDER the above heading, the New York Sun of September 11th discusses editorially a question of paramount importance to all who manufacture or sell goods of any description :

"In several papers we find the subject of advertising discussed at this time more particularly on the ground that it has special and immediate importance in view of the improvement in trade expected this autumn, which already has been brought about to a considerable extent because of the extraordinary reduction in the supply of all kinds of merchandise in the hands of dealers in all parts of this country.

"Whatever the general outlook for trade, the subject would have great importance. As abundant experience proves, enterprise in that direction receives its reward in both bad times and good. The most successful advertisers are those who keep their business constantly before the public, without regard to the state of trade. They will not allow themselves and their business to be forgotten. Even in a time when trade is called stagnant, its volume is still great. A falling off of a small percentage of its aggregate relatively to its amount when it is most prosperous, creates bad times, as they are called. Even during the last year, distinguished for its depression, the transactions in this market were still enormous. The imperative daily wants of seventy million people make a demand which keeps business always active. The unemployed were many actually, but relatively to the number employed they were few. Wages have been reduced in many departments of industry, but they are still high here as compared with European countries.

"Nowhere else in the world does the advertiser of any and all sorts of merchandise appeal to so vast a multitude of possible customers as here. The number of people who have accumulated a competence or who are in business or hold salaried places which render them wholly or largely independent of adverse trade conditions, so far as the satisfaction of their luxurious tastes is concerned, grows steadily. In this country the demand for the wares of the merchant is always far greater relatively th the population than in the richest European States. Hence here he is surer of large profits if he succeeds in winning distinction for his enterprise.

"Undoubtedly the first way of gaining that distinction is to merit the confidence of the purchasing public and to discern its needs and tastes ; but it cannot be secured without also calling the attention of the public to the business so conducted. The merchant's place of business must be known. He must put up his sign, and in many departments of trade must make an attractive display of his wares in his windows. He must establish himself in a situation eligible for buyers. He must have enough attendants to wait upon his customers ; but, if he wants a large trade, made up not merely of casual customers who chance to pass his place of business, but of those who are attracted to it as a distinguished house, he must first of all advertise in the papers.

"By such advertising he raises his sign where it will be seen by all the people, and thus he makes his business known to millions when otherwise it would be known to a few only. The development of the modern newspaper during the last fifty years more especially, has done more for public enlightenment generally than any other means of diffusing knowledge. It has occurred simultaneously with the spread of education, to which it owes its impulse. The readers of newpapers now comprise practically the the whole population, for illiteracy, proportionately trifling in this country, is fast passing away altogether. Hence the opportunity for advertising business furnished by a great newspaper is one of the most valuable features of our advanced civilization. It enables the trader to make his name and his wares familiar to the whole public far and near. As a consequence, many mercantile houses in New York distinguished for their large and persistent advertising in such newspapers, are as well known to people in all parts of the Union as the most conspicuous of the public buildings of the town. They have made their names famous by that means, and have won for themselves a distinction as wide as that of men the most prominent in public life. They are recognized everywhere as leaders in their trade."

All that is said in the above of the daily newspaper, adds a contemporary, applies with increased force to the trade journal, which, more than any other publication, goes directly into the hands of those who can make the advertisement profitable to the manufacturer or jobber from whom it comes.

WHERE ENGLISH IRON IS FIRST.

In a Consular report on the iron industry of European Russia, says an exchange, it is stated that Britain is the chief foreign purveyor of cast iron, wrought iron, and steel to Northern Russia. In the supply of pig iron, her principal competitor is the Urals district. The qualities of British pig iron most in request at St. Petersburg are Shotts, Nos. 1 and 3, for foundry purposes, and hematite, white and grey, for steel purposes. The railway freight on Urals pig iron from Nijni to St. Petersburg, specially reduced to meet foreign competition, is 10.27c. per pood, or over 13s. per ton. In the supply of wrought iron and steel, Britain competes chiefly with the Urals, Central Russia, and Poland. The descriptions of wrought iron and steel mostly imported from Great Britain to St. Petersburg are : Plates, flat, round, square. angle, and T and I iron ; large quantities of common spring steel, Bessemer ingots or billet iron and steel in small quantities for forgings and for wire and nailmaking, and high quality cast steel for tools. No T or I iron is manufactured in the Urals. There is a special mill for its preparation at the Putiloy Works, and also at the Briansk Works (Sub-Moscow district). The railway freight on wrought iron and steel from Nijni to St. Petersburg is 20 86c. per pood. It is to be noted that in the supplying of Northern Russia with wrought iron and steel the foreign competes with the local industry—more especially since the introduction of the new tariff of 1892—on terms far less unequal than is the case in other parts of Russia.

TRADE CHAT.

A PLUMB line by the side of a very large building inclines a little from the perpendicular because the weight is attracted by the mass of the edifice.

The Ontario Rolling Mills, Toronto, have started up again.

Railways in Holland are so carefully managed that the accidental deaths on them average only one a year for the entire country.

An elevated railway with novel features is planned for Vienna. The cars are to be suspended instead of running upon ordinary rails.

Natural gas has been discovered on the farm of Matthew Collins, who resides near Eastman's Springs, twelve miles from Ottawa.

The Sawyer-Massey Company's works at Hamilton, employing 200 men, have closed down indefinitely through lack of work. They have been working short time.

The employees of the James Robertson Company, Ltd., have presented H. S. Harwood, their head bookkeeper, with a silver tea service on the occasion of his marriage.

The pin machines of England, Holland and Germany turn out an average of 67,000,000 pins for every work day of the year. At Birmingham one factory makes 30,000,000 pins per day.

The qualifications which make a good salesman are so opposite to the successful judge of credits that the combination of a sales credit man is hard, yea, very hard to find.

The Burlington Glass Works were re-opened last week, giving employment to about 200 hands, after seven months idleness. There is no certainty when the Hamilton Glass Works will be re-opened.

If you are a scrupulous person, you will always read all the advertisements in the pages of your magazine, as it is on the supposition that you will do this that you get it below the cost of production.—Kate Field's Washington.

This year has been the greatest cattle exporting year in the history of the North-West and thousands of dollars have been received by the farmers from this source. Several more train loads are expected in the C.P.R. yards this week.

English journals credit Hiram Maxim with the statement that, given the sum of $250,000, which he estimates to be the cost of constructing a practical air ship, he will undertake to cross the English Channel by its means before August 31, 1895.

B. Petropavlosky, one of the engineers in charge of the construction of the great trans-Siberian railroad, has arrived in San Francisco on his way to Russia to report on the progress of that undertaking. He will examine the railroad systems of the United States and Europe on the way, in order to gain useful information for the benefit of his own work.

The Rubber Works Company, of Close avenue, Parkdale, will build a two-story brick addition to their factory, at a cost of $4,000. W. H. Essery will build a brick dwelling at 159 Cowan avenue, to cost $4,000.

Hon. John Haggart, Minister of Railways and Canals, who has returned from Sault Ste. Marie, says the canal will be entirely completed this fall, and boats will pass through, but it is not proposed to have the formal opening until next spring.

Sir Walter Raleigh was the first white man to use mahogany lumber. In the year 1595, while at Trinidad, he repaired one of his ships with a mahogany plank. That incident caused its introduction into England and into the commerce of the world.

The F. J. Wesley & Co., woodware factory, Toronto, who were recently burned out on Bloor street, have purchased the old Hess factory. The town will exempt the firm of 10 years and supply water at the cost of pumping. The firm promises to employ 25 hands, of whom 75 per cent. are to reside in town.

A size of shellac varnish would be useful on a fresh wall. Ordinary liquid wood filler is often used for this purpose. A coat of boiled oil is preferred by many painters for a size. But these oily surfaced sizes are hardly adapted for wallpaper, unless cut on surface with sandpaper. For water colors a varnished or painted wall is always an ideal wall, because of the absence of suction.

Information has been received in the Inland Revenue Department that of 1,314 cars of wheat inspected at Fort William up to the 22nd inst. 1,123 cars graded No. 1 hard and 74 No. 2. In this quantity there is represented nearly a million bushels coming, from all parts of Manitoba, so that the result may be regarded as a fair index of the whole crop.

This is one of the unique experiences, that befall the hardware trade. Some days since a dear old lady from the country went into a grocery store in Lewiston, Me., and offered some glue for sale. "Where did you get it?" asked the dealer. "Where did I get it?" she repeated proudly. "I made it. Where do you suppose? I have been saving up the feet of all the critters that we have killed in years, and here's the glue. I biled it out myself." When she was paid the small amount of money the glue was worth, she went off apparently happy and contented, though she got only sixty five cents.

The Department of Agriculture Saturday received a communication from the Executive Committee on Awards of the World's Columbian Exposition at Washington to the effect that the hope of a delivery of medals and diplomas accorded to exhibitors at Chicago would commence in the month of October has been disappointed. The department was informed that owing to the dependence of the United States Government on Japan for the requisite parchment there will, of necessity, be a still further delay, probably 60 or even 90 days, a circumstance which the Executive Committee deeply regret. The department is further informed that every effort will be made to expedite the completion of the distribution as soon as it can be commenced.

According to estimates given out by Mint Director Preston, at Washington, D.C., the total of gold coined in the United States during the fiscal year ended June 30 h last was the greatest on record, with the exception of 1881. Mr. Preston places the gold coinage of the year at $99,474,912.50, made up of $55,143,640 in double eagles, $34,968,840 in eagles, $9,287,180 in half eagles, and $75,252.50 in quarter eagles. Of this amount $76,219,611.50 were coined in the Philadelphia mint and $21,637,000 in San Francisco. The mintage at New Orleans was comparatively insignificant. The increase in gold coinage has been due to the necessity of reducing the large supply of bullion in the treasury vaults into coin, to meet the drain on the Treasury caused by the panic.

AN EXPERT ON GRINDSTONES.

A grindstone, says an expert, should be true on its face; if it is not so, broad, flat tools are liable to be spoiled. The remedy for a grindstone that has lost its evenness is to place a flat iron bar with a sharp edge on the supporting beam, in such a manner that it will strike the uneven part of the stone at every revolution until the desired form is regained. It is necessary that a stone should be kept wet when in use, or it would draw the temper of the tools after a few revolutions, but it is not a good plan to allow the lower portion to be in water when at rest. The water soaks that portion and softens it, and it soon gets "out of true," and thus commences a course of troubles which is pretty hard to either remedy or stay.

THE ONTARIO TACK CO.
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton. Ontario.
SP

OVERLOADING AT MONTREAL.

At last week's meeting of the Council of the Montreal Board of Trade the committee appointed at the previous meeting with regard to the Port Warden's duty respecting the draught of vessels and depth of water in the channel reported that it had held a meeting, at which a deputation from the Marine Underwriters' Association and the Port Warden were present, and the committee and underwriters were agreed that up to the present time the Port Warden's duty, as regards the draught of a vessel, has always been considered to be fulfilled by his seeing that she is not laden below her marks. After conference with the underwriters and Port Warden the committee adopted the following resolution :

"That, provided the Port Warden Act can be interpreted to permit, it is advisable that the Port Warden should be empowered to take cognizance of the draught of a vessel and of the depth of water in the channel between Montreal and Quebec, with a view to his refusing to grant a certificate whenever he considers a vessel's draught too great for her safe passage to deep water."

The committee had instructed the secretary to write to the Department of Marine at Ottawa asking for an authoritative interpretation of the Act in this connection. In his notes before the committee the Port Warden had stated that even if it had been his duty to consider the draught of the steamship Hamilton in relation to the depth of water in the channel, he would unhesitatingly have allowed her to clear, seeing that according to the reported depth there was a foot of water under her. The Council approved the committee's report and decided to await the reply before taking any further steps in the matter. It was decided, however, to address the Government with regard to a thorough examination of the channel at least three times each season.

ENGLISH RAILWAYS.

A London Board of Trade return recently issued gives some interesting information regarding the railways in the United Kingdom. The paid-up capital is equal to £47,047 per mile of line open. The number of passengers conveyed last year, exclusive of season ticket-holders, was 873,177,052, and the income derived from passenger traffic was £35,849 449, or a proportion to total receipts of 44.46. The gross receipts from goods traffic amounted to £40,994,637, and the proportion to total receipts was 50 84. Traffic yielded, therefore, £76,844,086, or £3,722 per mile of line open, and 4s. 9¼d. per train mile. Rents, tolls, navigation and steamboats earned receipts amounting to £3,787,806, making the grand total of receipts from all sources, £80,631,892. The working expenditure was £45,695,119, or a proportion to total receipts of 57. The total net receipts were £34,936,773, or a proportion to paid-up capital of 3.60.



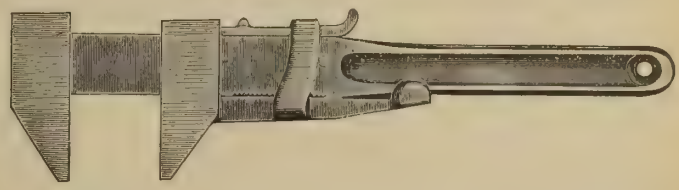
SS. SMOKELESS POWDER Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.

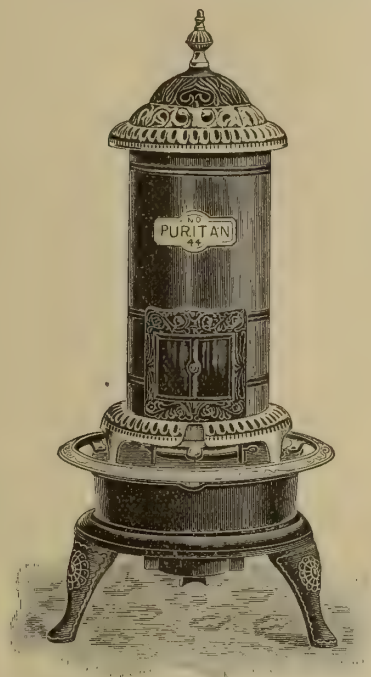
429 Board of Trade Building
MONTREAL, Agents.

SEND FOR PRICE LIST.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by **THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.**



Business Men

Of experience all appreciate the value of a first-class specialty. It attracts trade and sells other goods.

THE
PURITAN OIL HEATER

Is one of the best selling specialties ever put on the market. You can increase your business by handling it.

It will heat a large room at a cost of less than 1 cent per hour.

It is handsomely finished in Russia Iron and Nickel, burns without the slightest odor, and everywhere gives perfect satisfaction.

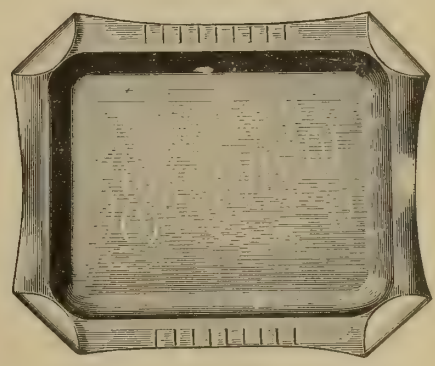
Write for Illustrated Catalogue and Discounts and secure, if possible, the agency for your town.

McDonald & Willson

WHOLESALE AGENTS FOR CANADA
TORONTO.



No. 080. CRUET. $4.00.



No. 015. BREAD TRAY. $6.25.

Two more of the pieces that make up the assortment of 25 pieces of Silver Plated Ware that we quote for $48.00 Net. Also bear in mind that this price includes a suitable Show Case for holding same.

The Toronto Silver Plate Co.

Factories and Salesrooms :
570 King Street West. Toronto, Canada.

E. G. Gooderham, Manager. Jno. C. Copp, Sec-Treas.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, Oct. 5, 1894.

HARDWARE.

THE week under review has been a fairly satisfactory one in light and shelf hardware, all the jobbing houses reporting a good fair movement of business. The active lines are cutlery, skates, sleigh bells, guns, ammunition and hinges. The meetings of the makers did not result in any changes of importance except in horse-shoes.

WIRE—There is no change in wire, which meets with a steady demand for certain lines, such as fence, hay bailing and stove pipe wire.

ROPE—There is a moderate demand for rope in a jobbing way. We quote: Sisal at 7 to 7½c. for 7-16 in. and upwards, and 14c. for deep sea line. Pure Manilla, 9¼c. for 7-16 in. and upwards, 9¾c. for smaller sizes.

CUTLERY—The activity in cutlery is well maintained, and if anything the volume of business is increased. All staple lines and sizes of both table and pocket cutlery share in the demand.

SPORTING GOODS—The large volume of business has been fully maintained in guns, rifles and ammunition of all kinds.

WINTER GOODS—Fair quantities of sleigh bells are moving out, and the demand for skates is on the increase.

CUT NAILS—There is little change to note in regard to cut nails, but values have not a very settled feeling owing to facts already reported. We quote $1.75 as the jobbing price.

WIRE NAILS—No change of importance resulted from the makers' quarterly meeting, and the discount list is as it was before. Demand is of a satisfactory character on the whole.

HORSE NAILS—No change is to note in these, and a fair volume of trade is passing.

TACKS—The meetings of makers have resulted in some minor changes in the price of some lines of tacks, but not of an important nature. The lines in which changes took place were frame points, which now stand at 40 per cent.; copper, 57½ per cent., and tin cap trunk tacks, 15 per cent. Other lines are unaltered.

WARE—Peerless and white enamel ware furnish a small movement.

CHAIN—Good orders are again reported this week for cow ties, while coil chain also continues fairly active.

TOOLS—There is no special feature to note in this line, which rules quiet.

PLUMBING AND BUILDING SUPPLIES—Few features are to report in either of these lines.

LEAD PIPE—This line rules inactive as before with no change to mention.

HORSESHOES—This line was the only one to show any important change as a result of the makers' quarterly meetings. The nature of the change is difficult to describe, though its practical effect is in the direction of a decline. It is simply the abolishment of the 25-keg clause in the agreement. By this clause a buyer of that quantity got his goods at $3.50 instead of $3.65, or 15c. less, and now no quantity is specified, the general Montreal base price being $3.50.

HINGES—The demand continues good for light hinges, tee strop and heavy barn door hinges. Prices are steady.

TAR, ETC.—The only change of importance to note in this line is a firmer feeling on resins owing to advices from the South. Prices, however, are not quotably changed as yet. We quote as follows: Resins, $2.75 to $5.25 as to brand; coal tar, $3.25 to $3.75; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5¼ to 7½c., and cotton do. 10 to 12c.

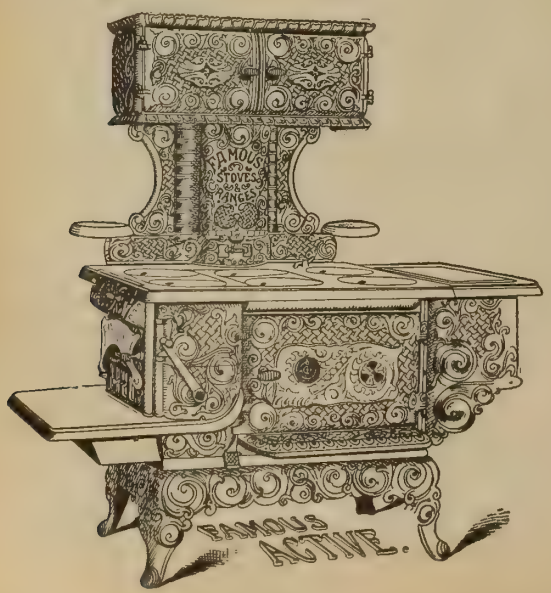
TURPENTINE—Advices from the South recently to hand note an advance of ½c. in this line, and in sympathy with this fact the spot feeling is firmer. Prices here at the time of writing are unchanged, but they are likely to go higher at any moment. We quote: 44 to 45c. as before.

CEMENT—Stocks of cement are rather larger than they were, and they meet a fair demand, sales of several carload lots coming under our notice. The bulk of the big trade is over for the season, and dealers do not anticipate any active enquiry from this out. We quote spot prices at $1.95 to $2.05 for English brands, and $1.85 to $1.90 for Belgian brands.

FIREBRICKS—These are quiet, and very few are arriving. There is sufficient stock, however, on spot to supply all requirements. We quote $15 to $22 per 1,000.

METALS.

The heavy hardware and metal market fails to show any radical change, business continuing dull and unsatisfactory on the whole. Stocks, with the exception of Scotch pig, are ample in most of the leading lines, and values as a rule are in buyers' favor. The latter are very indifferent in their course, and stubbornly persist in taking only for actual necessities.



FAMOUS

ACTIVE RANGE

8.20. 9.20. 9.22.

Made square, with reservoir, high shelf and high closet. Made from original patterns. No guessing as to heat of oven. Thermometer in door shows it exactly. Oven cemented top and bottom, and ventilated. Large basting door.

A PERFECT STOVE

The McClary Mfg. Co.

London, Toronto, Montreal, Winnipeg, Vancouver.

M. & L. SAMUEL, BENJAMIN & CO.

26, 28, 30 Front Street West

ENGLISH HOUSE:

SAMUEL, SONS & BENJAMIN
164 Fenchurch St., London, E.C.

. . . . Toronto

Cross Cut Saws

Maple Leaf, Racer,
Toledo Blade, etc.

Axes . . .

American (Mann's)
Canadian.

Axe Handles

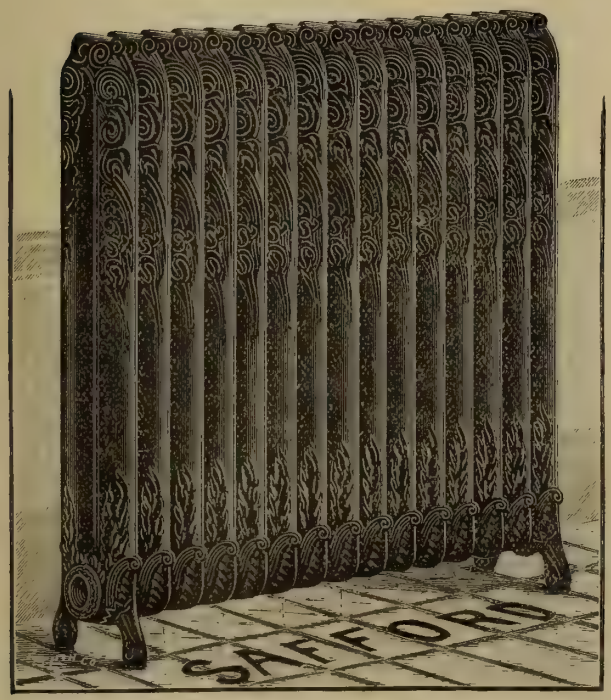
Large Variety.

Files . . .

Kearney & Foote's,
Jowitt's, Black Diamond, etc.

The TORONTO RADIATOR MFG. CO. Ltd.

TORONTO - ONTARIO



LARGEST manufacturers under the British Flag

SAFFORD PATENT RADIATORS

— FOR —

Hot Water and Steam Heating

NO Bolts
Packing
Leaky Joints

GREATEST VARIETY OF PATTERNS AND LARGEST STOCK IN CANADA

The only Radiator on the market embodying all latest Improvements in Art and Mechanics.



"Empire" Patent Shingles

MADE OF

GALVANIZED TINNED STEEL

Warranted Rustproof

Send for Price List and Catalogue.

Metallic Roofing Co.

84 to 90 Yonge St., TORONTO. LIMITED.

MONTREAL MARKETS—Continued

PIG IRON—The pig iron market is quiet, steady, and unchanged on the whole. Scotch pig is in light supply and firm, sales of Summerlee transpiring at $20.50 for good-sized lots, but it is held firm at $21, ex store. In Nova Scotia pig prices are firmer in their tendency also, and we quote a higher range this week than last. We quote: Summerlee and equal brands, $21, ex store, and Carnbroe and Eglinton, $19.50; Ferrona, $17 to $18, and No. 1 Siemen's, $17 to $17.55.

BAR IRON—Values on this line continue unsettled in tone, and we know where less than a car lot has changed hands at less than $1.70, while carload lots have been placed at $1.65.

SHEET IRON—There is only a moderate trade to note. We quote a range of $2.30 to $2.35 for No. 28 guage, the inside being nominally considered a basis for good-sized lots, but it is not firmly held, for it is possible a single bundle might be had inside of our top price.

TIN PLATE—The tin plate market remains much as it was before. We quote: Cakes, $2.75 to $3, and charcoal, $3.35 to $4, according to grade.

TERNE PLATES—The feeling on terne plates is easy, and $6 has been shaded during the week in the case of round lots, and we now quote $5.75 to $6.25.

CANADA PLATES—These are quiet with no actual change to note. The tone, however, is not exactly firm and buyers have the best of it in most negotiations. We quote $2.10 to $2.20.

INGOT TIN—Business quiet and prices are unchanged at 18 to 18½c.

TIN PIPE—There is nothing to report in this line.

COPPER—Demand is inactive and prices about the same. We quote 10c., but lots can be had for less.

STEEL — Quiet and unchanged. We quote: Best cast steel, 10½ to 12c.; spring, $2.50; tire, $2.50 to $2.75; sleigh shoe, $2.40; round machinery, $3.

SPELTER — Featureless and steady at $4.25 to $4.75, according to quantity.

ZINC SHEETS—Quiet and rather soft in tone at $4.75 to $5.

HOOPS AND BANDS — Business very limited and prices unchanged at $2.30 to $2.35.

ANTIMONY—No new features. Prices are the same; 10 to 12c.

GALVANIZED IRON—Stocks are large and demand slow. We quote: 4¼ to 4½c. for ordinary brands; Morewood, 5¾ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

GLASS.

The glass market still rules inactive, but a rather firmer tendency is apparent, and though no change is to note at the time of writing, it is possible that the trade will decide upon an advance before the week closes. We quote first break $1.25 and second break $1.35 per 50 feet; putty in bulk, $1.85.

PAINTS AND OILS.

There is a fairly good trade doing in leads and oils. A firmer feeling is to note in linseed oil, and prices for boiled are higher at 57 to 58c., while raw is unchanged at 54 to 55c. Values are firm at this basis, and it is possible that a further advance of 1c. per gallon may occur before the end of the week. We quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, round lots, raw, 55c., boiled, 57 to 58c.; seal oil, 40 to 45c.

CHEMICALS AND DYESTUFFS.

There has been a fair business since our last in both chemicals and dyestuffs. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 20 to 22c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2.00; ditto roll, $2.00 to $2.10; sulphate of copper, $4.50 to $5.00; white sugar of lead, 7½ to 8½c.; bicarb. potash, 10 to 12c.; sumach, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2.00 to $2.10; castor oil, 6½ to 7c.; and Norwegian cod liver oil, $25 to $26; Gambier, 5 to 5¼c.; cocoanut oil, 6⅛ to 6¼c.

PETROLEUM.

The Petroleum market rules active and strong, and though no quotable change from our last report can be cited at this writing it is possible that the end of the week may witness firmer prices. We now quote Canadian refined at 11½c. in shed in Montreal for round lots, and 12 to 12½c. for small quantities. American petroleum, 15c. in car lots, 16c. in 10-barrel lots, and 16¾c. for single barrels, net cash; American benzine, 23 to 25c.; Canadian benzine, 10¾c. Petrolea; 12¾c. Montreal.

HIDES.

The market for hides is stronger and prices have advanced ½c. per lb., which is due to the continued good demand and small offerings. Recent sales have taken place at 4½ to 5c., for No. 1; 3½ to 4c. for No. 2, and 2½ to 3c. for No. 3. Lambskins are 10c. higher, at 55 to 60c. and calfskins are unchanged at 5c.

TALLOW.

There has been a more active business to note in tallow and a good volume of business has been put through at 5½ to 6¼c. as to quality.

WOOL.

There has been nothing special since our last in the wool market. We quote: Greasy Cape, 14 to 16c.; Canadian fleece, 17 to 20c.; B. A. scoured, 26 to 32c.; pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. North-West wool is quoted at 11 to 12c.

MONTREAL TRADE NOTES.

H. McLaren, of H. McLaren & Co., returned from a fortnight's visit to Ontario last week.

The list of sleigh bells shown by Coveshill, Gearmont & Co. this fall is so extensive that a buyer is bound to be satisfied.

John Thorpe, of Pilkington Bros., states that there has been a fair enquiry this fall for their plate mirror glass of all kinds. They make a specialty of these goods.

Thomas Davidson & Co. report that the fall demand for tinsmiths' material is commencing to pick up. This firm carry a large stock of elbows, stove pipes, etc.

Wm. McNally & Co. say that the bulk of the heavy movement in cement is over for the fall. They will carry their usual well-assorted stock during the ensuing winter season.

TORONTO MARKETS.

TORONTO, Oct. 5, 1894.

HARDWARE.

THE slight improvement in trade noted last week has further developed this week, and thus houses are fairly well employed. A satisfactory feature to note is that people are inclined to purchase a little larger parcels than they were. Cut nails exhibit a little more life and business is fairly active in wire nails. In horse nails business is brisk. Coil chain is looking a little better. Trade in hinges is good, and in builders' supplies an improvement is to be noted on country account. Clothes wringers are showing a little more activity this week. In tinware, as in shelf hardware, trade is brisk. The most unsatisfactory feature in connection with the trade is in regard to payments. They are slow, although if anything they are improving.

WIRE—Business is much as before. The principal demand is for annealed wire for hay baling purposes and ordinary fencing and barbed wire is quiet. Stove pipe wire is going out freely. Staples quoted last week at 3¼c. apply only to 100 pound lots, for smaller lots ¼c. extra being charged. We quote barbed and plain twist at 3¼ to 3½c. per lb.; steel staples, 3¼ to 3½c.

ROPE—There is a fair trade doing in Manilla and Sisal at unchanged prices. We quote: Sisal, 7-16 in. and larger, 7½c.; ¼, 5-16, ⅜ in., 8c. Manilla, 7-16 in. and larger, 9½c.; ¼, 5-16, ⅜ in., 10c.

CUT NAILS—Trade is a little more lively, although no large lots have changed hands. Prices are unchanged at $1.80 to $1.85 according to size of order.

WIRE NAILS—Business is fairly active, general enquiries being for half ton lots. Discounts are unchanged at 75, 10 and 5 per cent., shipments of 10-keg lots being prepaid.

HORSE NAILS—Trade is lively, a number of shipments having been made during the week at association prices. Discounts, 60 per cent. off "C." and 6c and 2½ per cent. off "P.B." and "M."

TACKS—Trade remains steady to the satisfaction of manufacturers and dealers, especially the former. We quote as follows: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37 per cent.

CHAIN—Enquires are becoming more numerous for coil chain, but quantities moving are small. Cow ties are quite active now. Trade in trace chain, while improving, is yet far from satisfactory.

HORSESHOES—Business is good in iron shoes at $3.65 Toronto. Steel shoes are sold at 15c. per keg advance on Montreal prices.

WARE—Peerless ware is being called for regularly. Eclipse is not so active. Trade is improving in white ware, but in pearl ware business remains quiet.

PLUMBING SUPPLIES—There is nothing to report in connection with this, trade remaining steady in the country and quiet in the city. Plumbers are doing a good deal of finishing just now.

LEAD PIPE—There is a good deal of lead pipe moving in the way of small lots. We quote: Toronto and west 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

HINGES—Trade is good in barn door, heavy T and strap hinges being in nearly every order. Association prices appear to be well maintained, rumors to the contrary notwithstanding.

BUILDERS' SUPPLIES—Trade on country account is improving daily, some nice orders having been received during the past week.

TOOLS—Manure forks and potato forks are the articles that are being mostly called for. Draining tools are quiet, but trade in spades and shovels is increasing rapidly.

CLOTHES WRINGERS—Trade is a little more lively, but no new features have developed.

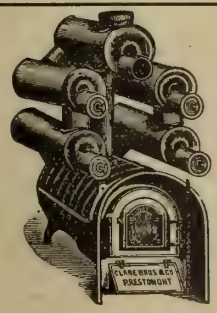
CUTLERY—Some nice orders have been received during the week, and trade in general for this class of goods seems to be more satisfactory.

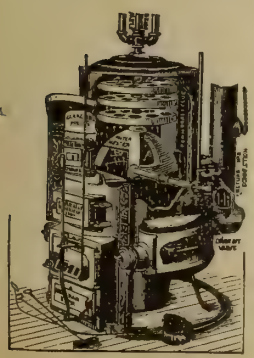
SPORTING GOODS—Guns, rifles, ammunition, etc., are in brisk demand.

LAMP GOODS—A good sorting-up business is being done in lamps, but gas fixtures and globes are quiet.

BELTING—A number of heavy double belts for electrical and sawmill purposes have been shipped during the last few days. Belting business has improved considerably in the north during the month.

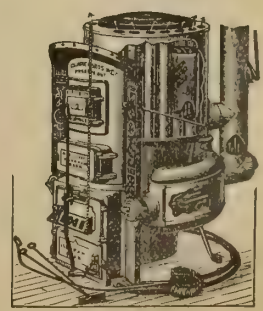
TAR, ETC.—Coal tar is still scarce. We quote: Roofing pitch, $2.50 per brl.; pure coal tar $4 per brl.; refined coal tar, $4.50 per brl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per brl. and 75c. per doz. pint tins; pine pitch, $2.75 per brl.

Best Value  on Earth.



These are the Furnaces that secure the trade for dealers who handle them.
They have no rivals but many imitators.

Clare Bros. & Co. ....Preston, Ont.



MARKETS—Continued

CEMENT, ETC.—Much as before. We quote: Portland cement (English), $3 per brl. for best grades; New Brunswick plaster Paris, $2 per brl.; Canadian water lime, $1.25 per brl.

FIREBRICK, ETC.—Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

The feature in the metal trade is the increased activity in galvanized iron and Canada plates. Bar iron is improving, and the pig iron market is showing more life. Both ingot copper and pig tin are developing an upward tendency in price, and they are in fair demand.

PIG IRON—Enquiries for Scotch pig iron are numerous, but little or no business appears to have resulted therefrom. A few carloads of Nova Scotia iron has been arriving on contract. We quote ex cars Toronto: Carnbroe, $19.50; Summerlee, $21 to $21.50; Siemen's, $18 to $18.50.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: "The condition of the foundry iron trade in this market shows a healthy improvement, although the volume of business during the week has not been large. Popular brands of Northern coke iron still find it difficult to keep up prompt on their deliveries, while the less desirable irons are seeking for business. Some Southern furnaces have made slight concessions which have enabled them to meet competition prices and remain a considerable factor in the local trade. We quote for cash, in bond f.o.b. cars, Toronto, in bond: No. 1 foundry strong coke iron Lake Superior ore, $13.75; No. 2 foundry strong coke iron, Lake Superior ore, $13.25; Jackson county silvery, No. 1, $16.80 to $18.30; Lake Superior charcoal, $15.55; Southern soft, No. 1, $11 75; ditto, No 2, $11.50."

BAR IRON—Trade is improving in this line, and we hear of some carloads moving. The base price is unchanged at $1.70 to $1.75.

SHEET IRON—The movement has eased off a little during the week. An improvement, however, is anticipated as soon as the stove season is over. We still quote: 8 to 16 gauge, $2.50; 18 ditto, $2; 20 ditto, $2.10; 22 to 24 ditto $2.20; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Manor's, 26 gauge, 7c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

SHEET STEEL—Trade is more active than in black iron, especially in the higher grades. The price on American sheet steel is a little higher than it was. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

IRON PIPE—Trade, which has been satisfactory for some time remains so. In galvanized pipe, however, the demand has fallen off. A couple of carload lots of American pipe have arrived on the local market this week, principally large pipe. We quote: Ruling discounts are 70 to 70 and 5 per cent. and galvanized pipe 50 to 50 and 5 per cent.

GALVANIZED IRON—The past week has seen another improvement in galvanized iron, large quantities having changed hands during the week in all sizes, but more especially in the heavier gauges in case lots. Orders are still being booked for import at $4.25 for case lots of 28 gauge, Gordon Crown and Queen's Head brands.

INGOT TIN—A few large lots have changed hands in Straits, but business in Lamb and Flag, while steady, has not been in large lots. Prices have a firmer tendency. We quote 18½ to 19c.

ZINC SPELTER—Trade for immediate requirements is quiet, but some large import orders have been placed during the week. We quote domestic at 4 to 4¼c., and imported at 3¾ to 4c.

GALVANIZED BOILERS—Business in this line follows that in plumbing supplies, and a large number have been sold during the season. Prices are: 30 gal., $6; 35 gal., $7; 40 gal., $8.

INGOT COPPER—A few carload lots have changed hands during the week, but at prices that were not satisfactory. Trade is on the whole quiet. Prices are firm at 10 to 10½c. according to quality.

SHEET COPPER—Business is a little more lively in braziers' sheets, and ordinary sheeting is also being called for more regularly. We quote: Untinned, 14 to 16½c. according to weight and size; brazier sheets, 14 to 17c. according to quality.

BOILER TUBES—Foreign market seems to be a little firmer, and there is a probability of an actual advance taking place there, but as there are large stocks in Canada just now it is not expected that prices here will be materially affected. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—Trade is not as good as it was, but there is still a fair business doing. We quote: Coke, 14 to 20 gauge, at $3 10; for sizes 15 to 25c. per box, basis more; "I.C." charcoal, $3.50 to $3.75.

TERNE PLATES—Demand is good, this line being called for almost daily. We still quote $6.75 to $7 for box lots.

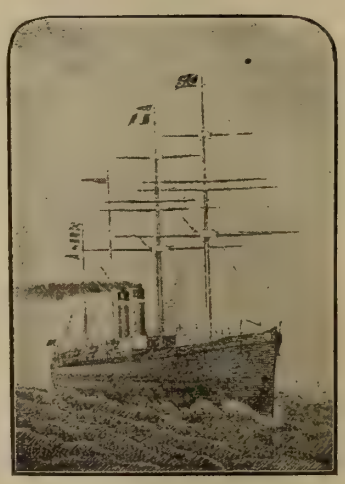
SHEET ZINC—Trade in this line is brisk, cask lots being called for frequently. Not any large lots, however, have been forwarded lately. We quote 4¾c. for cask lots and 5c. for small lots.

HOOPS AND BANDS—No improvement is shown, but demand is steady. Prices are firm at $2.25 for ordinary lots, and at $2.20 for ton lots.

CANADA PLATES—Business is steady, and jobbers anticipate that by the end of the season the turnover will be equal in volume to that of last year. We quote half-polished at $2.25 to $2.35, according to quantity; 66 sheet boxes, 10c. per box advance; 75 sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

TINWARE—This is going out in good quantities. Fall specialties are now beginning to be called for, but not in as large quantities as last year. Buyers are purchasing for immediate requirements only, but they are buying frequently.

CORRUGATED IRON—Trade is fair at the recent decline. We quote galvanized, 26 gauge, at $4 per square, and steel shingles from $2 up.



ALLAN LINE

ROYAL MAIL STEAMSHIPS

Liverpool, Londonderry, and Montreal Mail Service

STEAMSHIPS.	From Montreal.	From Quebec.
*NUMIDIAN	Sept. 29	.....
PARISIAN	Oct. 6	Oct. 7
MONGOLIAN	" 13	" 14
*BUENOS AYREAN	" 20	.....
LAURENTIAN	" 27	Oct. 28
*NUMIDIAN	Nov. 3	.....

And weekly thereafter.

The Steamers of this service carry all classes of passengers. The Saloons and Staterooms are in the central part where least motion is felt. Electricity is used for lighting the ships throughout, the lights being at the command of the passengers at any hour of the night. Music rooms and Smoking room on the promenade deck. The Saloons and Staterooms are heated by steam. Steamers are despatched from Montreal at daylight on the day of sailing, and sail from Quebec at 9 a.m. on Sundays. Steamers with a * will not stop at Quebec, Rimouski, or Londonderry. **RATES OF PASSAGE:**—Cabin, $45 and upwards, according to location of Stateroom and number of persons occupying same; all having equal privileges elsewhere. Second Cabin, $30 single, $60 return. Steerage to Liverpool, London, Glasgow, Belfast, or Londonderry, at lowest rates. Steerage passengers are provided with bedding and every requisite for the voyage without extra charge.

H. & A. ALLAN, Gen. Agents, Montreal, or H. C. BOURLIER, 1 King St., Toronto

MARKETS—Continued

SOLDER—While not any large quantities are going out, the volume of trade is on the whole fairly satisfactory. We quote 12½ to 13½c. for strictly half-and-half, but an inferior article can be obtained at lower figures.

PIG LEAD—Prices are a little firm, but no improvement has taken place in the volume of business. We still quote $2.90 to $3.

ANTIMONY—Sales of a few cask lots have been reported, but in general the quantity called for is small. We quote 10 to 10½c.

GLASS.

Trade is active, and the demand is general for all sizes. We still quote $1.10 to $1.15 for first break. There is a fair demand for plate-glass, but not many large sizes are wanted.

PAINTS AND OILS.

Trade remains much as before. Payments, while still unsatisfactory, show some improvement.

WHITE LEAD—Nothing new has developed, trade still being quiet at the base price of 4½c. per lb.

TURPENTINE—Further strength has been assumed by the Southern market. but there cannot be said to be much improvement here. There is some talk of a firmer feeling, but on the other hand we hear of sales of three-barrel lots as low as 39c. f.o.b. Toronto. Ordinarily, however, quotations range from 40 to 41c.

LINSEED OIL—Very little doing. The Canadian crushers refuse to quote ahead, and it is anticipated that their next price will be higher. Jobbers still quote 53c. for raw, f.o.b. Toronto, and 56c. for boiled.

PREPARED PAINTS—There is a fair trade doing for the season at $1 for pure.

PUTTY—Is still in good demand at 2c. for bladders, in barrels.

CASTOR OIL—Is firmer at 6¼ to 6¾c., in cases, and 7 to 7¼c., in tins.

OLD MATERIAL.

Trade is much as before, both in regard to volume and to prices. We still quote: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 30 to 35c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 7 to 7½c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3 to 3¼c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10c.

SEEDS.

The market for alsike is full 50c. per bushel lower in order to meet the views of the foreign buyers. We quote, f.o.b.

AMERICAN FENCING WIRE

Barb Wire, Annealed and Oiled Wire, Galvanized Wire, Staples, etc., from stock or for import. Prices right.

A. C. LESLIE & CO.
Montreal and Toronto.

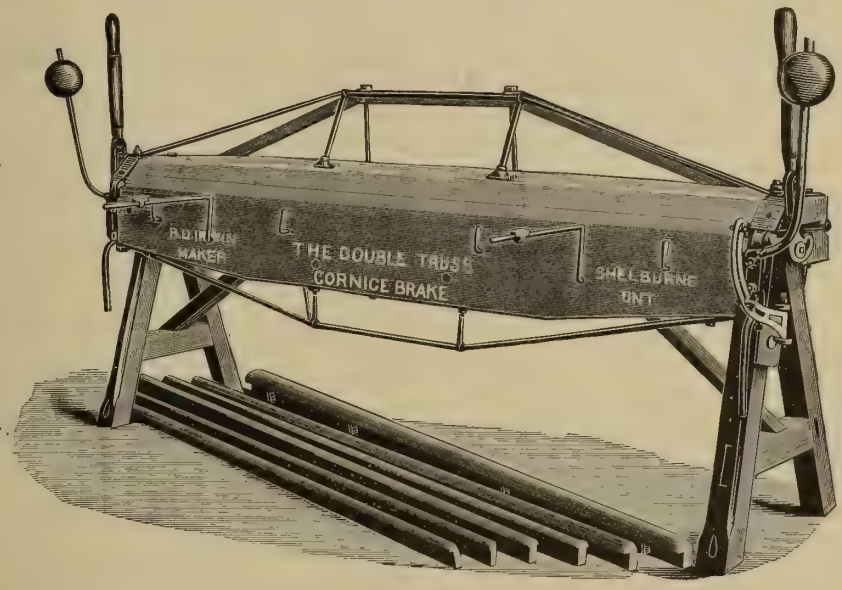
Our Specialty **PURE TURPENTINE** Our Customers Need fear no Adulteration

Every barrel guaranteed! We are headquarters for the Pure Article.
Remember these facts when placing your orders.

FRANCIS, FROST & CO., 33 Front St. W., TORONTO

The Improved Double Truss Cornice Brake

(CROCKER'S PATENT)

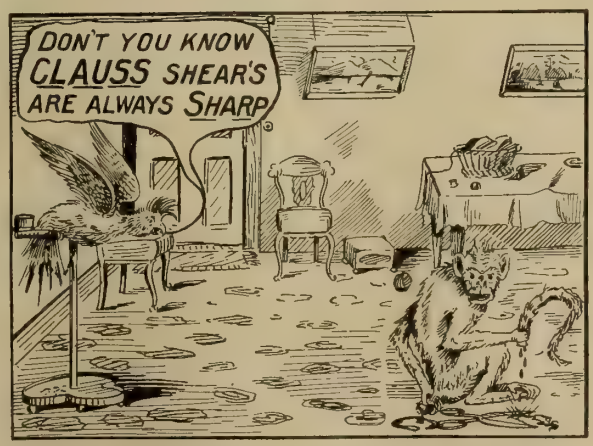


Circular and price on application

SOLE AGENTS:

The James Robertson Co. Ltd., Toronto

Montreal
St. John
Winnipeg



A Cent
Well Spent
May Save
You Dollars.

Drop us a Card for Discounts and Prices.

CLAUSS SHEAR CO. - Toronto

points of shipment: Alsike, $4 to $5.80; timothy, $1.50 to $2.25; red clover, nominally $5.25 per bushel.

MARKET NOTES.

Craig, MacArthur & Co. report large sales for Ronald & Co.'s galvanized boilers.

A good many orders for the Genuine Acme skate are being filled this week by H. S. Howland, Sons & Co.

Rice Lewis & Son, Ltd., report a large demand of "Ideal" building paper, of sales of which they have exclusive control.

H. S. Howland, Sons & Co. report a good demand for "Perfection" barn door hinges; also "Little Giant" vegetable scoops.

M. & L. Samuel, Benjamin & Co. are nearly sold out of the "Little Star" apple parer, and they have but a few of the "Daisy" left.

Notwithstanding the near approach of the end of the season, Rice Lewis & Son, Ltd., are still experiencing a good demand for Morgan & Wright's bicycle tires.

Craig, MacArthur & Co. are selling "Apollo" galvanized iron. "This iron," said a member of the firm, "is fully guaranteed to double seam and thoroughly stretch, and is consequently free from buckles."

The Hygienic Oil Heater, an illustration of which was recently given in HARDWARE is going out rapidly with Samuel, Benjamin & Co.'s customers all over the country who saw the illustration are writing for prices.

Sanderson Pearcey & Co. report that they are experiencing a big demand for glass of all sizes. In consequence of this, Mr. Pearcey himself might have been seen frequently at the cutting slab during the past week, an unusual thing.

Stewart & Wood have just completed taking in a large consignment of "Star" and "Double Diamond" glass.

UNITED STATES MARKETS.

NEW YORK, Oct. 5, 1894.

PIG TIN—In prices there was very little change here, although the weight of heavy supplies on spot and in sight, along with advices by cable of business in London at a slight decline, gave the market a soft appearance. Speculation here was mainly in the form of closing up old deals, and purchases by jobbers and consumers were mainly of routine type. November delivery sold at 0.25c. discount from spot price. Later deliveries were offered as low. Whether this was due to the statistical position or to the manipulations of leading operators is not clear. The transactions recorded on 'Change included 25 tons spot at 15.75c.; 5 tons ditto at 15.77½c.; 25 tons October delivery at 15.70c.; 35 tons November at 15.50c.

COPPER—All Lake Superior ingot that could be purchased at less than 9¾c. has been taken up, and report had it that 500,000 lbs. or more were recently purchased at that rate, deliveries running the balance of the year. Electrolytic is also selling better, and prices are firmer at 9⅜ to 9½c. asked. Casting stock at less than 5⅜c. seems now to be difficult to obtain. Liberal quantities, it was stated, have been sold at 9¼c. during the past few days.

PIG LEAD—Only moderate sales are making here at the moment and the demand is very tame. The offering is not particularly heavy, but there is enough of it to keep prices rather soft, and 3.12½ to 3.15c. would seem to be top value for round lots of common Western at the moment. Foreign will not bring more money at the present time. St. Louis wire to the Metal Exchange was 3c. London cable £9 16s. 3d. for soft Spanish.

SPELTER—Operations in this metal are still on a very moderate scale here and late advices state that business has fallen off more or less at primary points. This, along with somewhat freer offerings, gives the market rather weak tone, and 3.45 to 3.50c. is doubtless full value for ordinary Western brands at the moment. St. Louis quotation to the Metal Exchange was 3.30c. London cable £15 6s. 3d. for good merchant brands.

ANTIMONY—Business is of routine character and the demand without improvement. Prices remain at about 7½c. for Hallett's and 9½c. for Cookson's on the spot.

TIN PLATE—Orders do not come in as freely as was expected, but there is some increase of business and prices are a trifle higher nearly all along the line. Liberal stocks at English shipping points and quite heavy production give buyers more or less advantage, despite the lower rate of duty.

IRON AND STEEL—In this locality nothing new develops. Some of the lighter forms of mill and foundry products are selling very fairly but at lower prices. Orders for rails, structural and other heavy material are, however, rather scarce. The buying of crude material is gauged accordingly, and upon the whole the market has a rather poor appearance.

PERSONAL MENTION.

E. Warren Smith, representing the Pike Manufacturing Company, of Pike Station, N.H., was in Toronto Wednesday looking up business.

Charles N. Holden, of Sanderson, Pearcey & Co., has been "doing" Markham Fair this week fraternizing with big pumpkin growers and customers. He was under the guardianship of J. P. Conklin, who travels for the firm in that part of the country.

A WAGON WHEEL TRUST.

Last week the organization of the Commercial Wheel Co. was perfected at Indianapolis, by which 90 per cent. of the product of the wagon wheel factories west of Pittsburg will be sold by the company. The wheel companies had a pooling company up to a year ago, but during the year there has been cutting in prices, the general demoralization of trade. The new company is expected to restore prices at once. The Standard Wheel Co., which has seven large factories in several states, will have nearly one-half of the output of the new association. The various companies take stock in the Commercial Co. in proportion to the value of the plants, but their properties remain in separate ownership.

THE RECENT TURPENTINE DEAL.

The following significant statement was made by J. R. Young in an interview with the Savannah Morning News in relation to the recent deal:

"It will be seen that this sale places almost the entire stock available in the hands of the exporters. They control the 61,000 barrels here, 20,000 in London and about 9,000 in Brunswick. For this, as has been seen, they pay on an average of 26¾ cents. To make a profit on their purchase they will have to advance the price to at least 27 or 27½c. They now become bulls in order to realize on their investment, and this will undoubtedly raise the price of the produce. In order to keep up the market and dispose of their product advantageously they will have to buy all or a large part of the spirits received here between now and the end of the season, which will be about 100,000 barrels. The price, as was seen, has already advanced ¼ of a cent, and there is no doubt but that it will continue to advance. Thus the factors have reason to expect to realize at least 27 cents on the future receipts of the season. They have cleared out their stock and will start afresh. The factors' combine will contine to keep up the market and do the best that can be done for the producer."

It is said, adds N. Y. Journal of Commerce, that there are about forty vessels now on the way to Savannah for the purpose of taking away naval stores and other products. It will require about twenty vessels to carry abroad the 61,000 barrels of resin which the exporters have on hand. Other vessels will come for resin, of which there is a large quantity to be shipped.

RE GAS-MOTOR CARS.

The Luhrig gas-motor cars at Croydon have given such satisfaction, according to an English exchange, that they are to be adopted for every-day use. Three reservoirs are carried, one being placed under the seat, and the other two transversely to and under the car body. These hold sufficient gas for an eight-mile run. The car is 18 feet long, and weighs complete 5½ tons, being driven from either end. The motor, of the Otto type, is arranged to run at two speeds, the higher being eight miles per hour, the limit permitted by the Board of Trade. Electrical ignition is used to explode the charge in the cylinders, which exhaust into a condenser. At the charging station at Thornton Heath an 8-horse-power Otto gas-engine drives a compresser, forcing coal-gas into a steel receiver, 25 feet long by 4 feet diameter, at a maximum pressure of 150 pounds per square inch. This storage is sufficient for five cars, being the number to be put into service as a trial. The initial pressure in the car cylinders is 120 pounds per square inch. The cost of working has been found to be about 1d. per car mile with full complement of passengers.

RECEIPTS FOR ALL PAYMENTS.

A BUSINESS man who carries open accounts with his customers should never receive any money to apply on them without giving a receipt, advises the Tradesman. We often hear emphasized the importance of taking receipts for money paid and, of course, this is a most important thing to do, but in many respects the giving of a receipt is equally as important. If a merchant gives receipts when they are asked for, and does not give them unless requested, he leaves himself open to trouble later on, because there are sure to be disputes and claims made of money having been paid of which his books show no record. If John Jones owes an account and makes occasional payments thereon, one time getting a receipt and another time not getting any, he may some day claim that he has paid more than he is credited with. If asked to produce a receipt, he may say that none was given him, and if it had not been the rule of the merchant to give receipts at all times, it is only one man's word against another's. If the invariable rule of the establishment is to give receipts, he can call attention to this fact, and stand on it with consciousness that he is right. The best plan is to have a receipt book with stubs, and each stub and receipt numbered; then, while always following the rule himself, see that his employees who receive money on accounts do exactly the same thing, and never allow any customer to pay a bill or any portion of a bill without receiving a receipt for the amount. If the customer is in a hurry and will not wait, the receipt should be sent him. A man's customers would soon learn under such circumstances that it is useless to claim having paid money, unless they can produce their receipts. Dealers who have had trouble in this matter in the past will find it to their advantage to adopt some such rule and never allow it to be violated in the least.

FIN PROPELLERS.

AN exhibition of a semi-private nature was given last week off the Battery, in New York harbor, of a fin-propelled boat, designed by Frank Taff, of Whitestone, L.I. The model craft carrying this novel propulsive apparatus was fitted with a small vertical engine of ¾ inch stroke, worked by steam, gasoline being used for fuel. The following account of the boat and its performance was given in the daily press: There are two fish-tail shaped fins on either side of the hull, just abaft the midship section, a few inches apart, and midway between the water line and the keel. The thick, or head, ends are fixed in the ends of the thrust shafts, the web ends extending aft. There are two thrust shafts extending across the hull, each shaft having a fin at either end. The shafts work alternately, counterbalancing each other, and keeping the boat steady. The main surface of the fin, which is called the web, is thinned toward the edge. The thrust of the shafts drives the fin in and out from the sides of the vessel and forces it ahead. About two minutes after the gasoline lamp was put under the boiler, 20 pounds of steam was generated. The model was launched and glided out toward midstream, followed by rowboats, which subsequently picked it up. Engineers who witnessed the work of the fins were both amazed and pleased with the performance. The action of the fin is such that there is no dead water and there is also no drag. The water is held tight. There is no wave or foamy wake produced. It is claimed that a steamer provided with fins having the same surface as its propellers have would make better time under the same expenditure of power applied to the propeller, and that power would be secured from a greatly reduced initial pressure, to the extent that one ton of coal would do the work of four tons or more now used.

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INTERESTING DATA RE WOOD.

THE resistance of wood to destruction is extremely variable, depending upon the kind of wood and the conditions to which it is exposed, for the durability of the same specific gravities varies in air and under water. Ordinarily, oak will last 100 years, beech 75 years, and the conifers 85. As estimated by the Engineering Record, oak subjected to alternate dampness and dryness lasts 50 years, pine at the most 20 years. If kept continually dry, oak wood will last 300 years and pine 120 to 150 years. Oak and beech last indefinitely under water, and alder lasts much longer under water than in the air. The most durable woods under water are oak, alder and pine; the least durable, birch, linden and willow. In the air, timber is exposed to the ravages of insects, the sap wood being attacked more than the heart wood. Woods rich in resin, like the elm and poplar, are not so much troubled as those like the alder, willow, birch, yoke elm and red beech, which have abundance of sap and are rapidly deteriorated. Observations upon the preservation of timber have shown that, first, the more warm and humid the atmosphere the more rapidly the wood deteriorates; second, timber felled in winter is more durable than that felled in summer; third, timber raised in cold climates is most durable, and, fourth, the best timber is that raised on meagre soil. Timber construction which is protected from heat and humidity is only endangered by worms, and, on the contrary, that which is in a damp and badly aired place fails by rotting, which is really produced by microscopic vegetable growths. Under water, timber is attacked by the taret. The primary cause of the decay of wood is the presence of albuminoid substances in the sap and incrusting materials which afford nourishment to insects and microscopic vegetations.

THE NEW MINERALOGY.

THE study of the properties of minerals —physical, chemical, and optical—was carefully made and verified over and over again, but the question of origin was unsettled; in many cases it was even impossible to conjecture, remarks a writer in an exchange. So its devotees sought a means of revealing and proving this problem of origin, and then arose what we may term the new mineralogy. Germany and France have equal share in the honor of founding the science of mineralogy, but to France belongs the credit of original active investigation into the origin of minerals.

This feature of new sciences is becoming quite prominent, and one would infer that there was a very great awakening in the scientific world, for we hear of the new astronomy, the new chemistry, and the new geology; but it is not so much new science, as old science studied by new methods brought about by the great underlying law of the universe, progression, which causes the new of to-day to become the old of to-morrow. The new mineralogy endeavors to solve the problem of origin by the reproduction, artifically, of the mineral, using similar agents and like conditions, as in nature.

While attempts were made to reproduce minerals early in the century and even near the end of the preceding one, the important work has been done since the year 1850, which date may be taken as the beginning of synthetic mineralogy. Through the eighteenth century came many suggestions on the artificial formation of minerals, followed by the crude attempts at the reproduction of petrifactions and incrustations. Unsuccessful attempts finally led to the successful reproduction of marble by James Hall in 1801, the first mineralogical synthesis and the beginning of experimental geology.

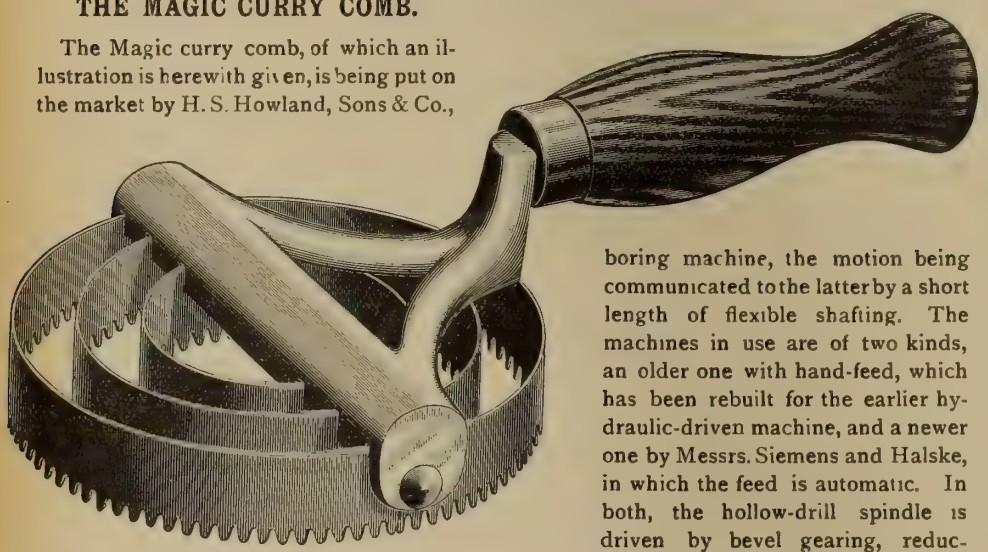
Thursday, the 22nd November, will be proclaimed Thanksgiving day throughout the Dominion.

DISPLAYING STOVES.

THE proper arrangement of stoves in a store is a matter of the first consideration, says an exchange. They are always a standing advertisement of themselves and unless they are well displayed, they fail to catch the eye—which is the first thing an advertisement is intended to do. A visitor in a local store noticed an arrangement that practically killed the effect of a fine line of heaters. Shelving for tinware ran along the wall on each side, and close down to the floor. The dealer had cut into the lower courses in about ten different places, and had set a heater into each one of the openings thus made—a method of display that practically shut off a view of at least one-half of the heater. He said, in answer to a question, that this way of placing the heaters gave him considerably more room, as it did, but he would obtain just as much room and probably more by placing the heaters in the center of the floor and arranging the cook stoves and low back ranges against the walls, where they naturally belong.

THE MAGIC CURRY COMB.

The Magic curry comb, of which an illustration is herewith given, is being put on the market by H. S. Howland, Sons & Co.,



Toronto. It has, it is claimed, many advantages over any other spring curry comb, and is considered by the maker to be the best of the kind ever manufactured.

ELECTRIC BORING MACHINE.

IN 1889 Reska's rotary boring machine, driven by haudraulic power, was introduced at the Ischl saltworks, but owing to the great loss of pressure and large consumption of water required for working it, the method has been changed to one of electric driving on a plan designed by Messrs. Siemens and Halske. The primary dynamo, of the type SH_5, compound wound, and of a capacity of 16 amperes at 220 volts pressure, is temporarily attached to the fan-engine, a small Mayer water-pressure motor, which, at 23½ atmospheres pressure, develops an effective maximum of 4-horse power when making 100 revolutions per minute, and drives the dynamo by a belt at 1,650 revolutions. In the permanent plant a high-pressure turbine of 7 horse-power, driving the dynamo direct, is to be used. The current is conveyed into the mine by asphalted copper wires of 15 square mm. section, supported on ordinary porcelain insulators, placed in the angles at the junction of the walls of the level with the roof, where they are perfectly protected and cause no obstruction in the use of the level. Near the working-place the two lines are connected to a length of insulated cable, which divides at the end into as many branches as there are machines to be driven. Each branch is terminated by a conical socket receiving a plug when contact is to be made with the motor. The secondary dynamo, of the type K_4, with ring armature and compound winding, is designed to supply 1 horse-power, so that five similar ones may be driven by the primary at the same time. For convenience of handling this is enclosed in a wooden box, 28 in. long and 16 in. high, which can be readily conveyed from place to place. When in use it is placed on the ground near the boring machine, the motion being communicated to the latter by a short length of flexible shafting. The machines in use are of two kinds, an older one with hand-feed, which has been rebuilt for the earlier hydraulic-driven machine, and a newer one by Messrs. Siemens and Halske, in which the feed is automatic. In both, the hollow-drill spindle is driven by bevel gearing, reducing the rotations of the flexible driving shaft from 140 to 200 per minute of the tool, which is a spiral drill worked dry in the ordinary salt marl of the mine, but in harder ground, containing gypsum and anhydrite, the solid spindle is replaced by a steel tube with a short cutting chisel, connected at the back with a force pump which furnishes a continuous spray of water at the cutting face. The rebuilt machine has been reduced in weight to about 66lb, but the new one, which is of a simpler construction, is much lighter, weighing only 40lb. The speed realized in boring is from 4½ to 6 in. per minute in salt marls, which requires from 3 to 3½ amperes of current at 200 volts, or about two-thirds of one horse-power, but when the ground is harder from the presence of much gypsum it may rise to 6 amperes. When hydraulic power was used with a drawing column of 175m. the pressure at the boring machine was 10 atmospheres, indicating a loss of heat in the 40mm. conduit pipes of 7½ atmospheres. The normal consumption of water was 100 hectolitres (2,200 gallons) per hour, corresponding to 4 horse-power gross, or allowing 1 horse-power for friction, 3 horse-power net at the machine. As, however, only about 1 horse power is found to be necessary for the work, the useful effect was only about 33 per cent. of the power actually employed. The ordinary rule of driving at Ischl, when double-handed boring is used, is from 3.5 to 3.7m. per month, but with the electric-driven machine from 9 to 10m. can be realised in the same time at the same price per metre. From fourteen to fifteen holes from 39 to 45in. deep are bored during the shift, and the average amount of ground broken by each machine in the shift is 3.73 cubic metres. The size of the level is 1.2m. broad at the top, 1.6m. at the bottom, 2m. high, and giving an area of cross section of 28 square metres. It is stated that the same principle of driving from an electric motor with a flexible shaft has been successfully applied by Messrs. Siemens and Halske for boring in hard rock.

COATING FOR DAMP WALLS.

The following receipt is given by an English journal for a composition which may be used as a damp proof coating for walls, or for repairing stone work, or for molding statues or ornaments: 30 parts of tin are dissolved in 40 parts of muriatic acid, and 30 parts of salammonic are added. A powder composed of freestone, 50 parts; zinc oxide, 20 parts; pounded glass, 15 parts; powdered marble, 10 parts, and calcined magnesia, 5 parts, is prepared and made into a paste with the liquid above mentioned. Coloring matter may be added.

IN THE HARDWARE STORE.

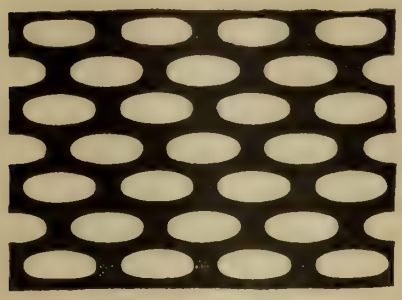
"Quigley," asked Secretary Burgund, thal, "what's that noise out there?"

"Ssh—! Joe Beck's got a gun customer, and is giving him the shell racket," whispered Quigley.

"Huh! That's no pun," said the secretary, "how's this? How does Arthur Caldwell balance his accounts? Ha! I knew you couldn't get that. Why, he adze them. Plane, isn't it? And Quigley," continued the secretary, "wire nails so high—"

"Oh! I got that," interrupted Mr. Quigley, "because there wasn't room for them anywhere down stairs and"—but the office door closed softly, and Quigley went out and wept bitterly.—Ex.

GOOD BOOKKEEPERS often go astray in the preparation of Balance Sheets, Profit and Loss Accounts, and the adjustment of Capital Accounts. Unless you have competent inspection the errors pass uncorrected. My forte is a knack for dealing with them.
A. C. NEFF Chartered Accountant, Auditor, Trustee, etc.
32 Church St., Toronto.



PERFORATED METALS

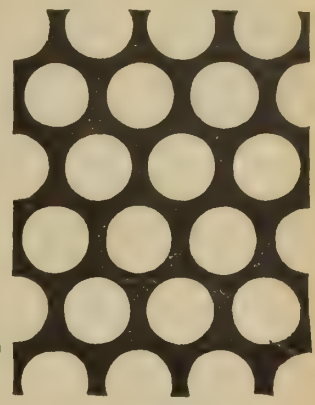
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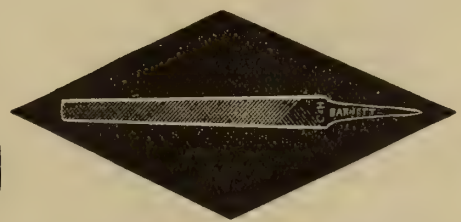
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W. McNally & Co.
MONTREAL.

INTERIOR ELECTRIC LIGHTING.

THE importance of a thoroughly diffused light, if injury to the human eye is to be avoided, is a point apt to be overlooked in these days of electric and incandescent gas illumination, says Industries and Iron. Diffused lighting emanating from not too brilliant sources is better in every way than that which, though equal in absolute quantity, proceeds from intensely bright points. The paralysing effect and ultimate injury to the eye produced by frequent exhibitions of powerful naked lights of any kind is a proof of this. All lights of great brilliancy should be placed above the ordinary line of vision and ought to be suitably shaded.

It is well known that by mixing two properly chosen spectrum colors, white light can be formed, and the whiter the resultant light the more blue and violet there is in its spectrum. There is, therefore, a large quantity of blue and violet rays in the electric light. It has been shown that the well-marked color of light from an electric arc between carbon points is due to incandescence of the carbon vapor occupying the space between the two electrodes. This space constitutes the true arc, the space being filled with the carbon vapor, which has a brilliant violet color. It would be correct to say that the arc light is mainly an incandescent light, as the effect is produced by a layer of carbon being constantly evaporated at an extremely high temperature. Therefore, the light of the carbon arc is not and cannot be white, although, as we have just mentioned, the very fact of violet being present in large proportions gives it an apparent whiteness which is so delusive. The light is really violet-tinted owing to the carbon vapor usually present between the carbon poles.

Wagner, Zeidler & Co., proprietors of the Dominion Show Case Works, Toronto Junction, received word from Ottawa last week that their tender, which is some thousands, for finishing the woodwork in the new Armory building, Toronto, has been accepted.

Arbenz's RAZORS
For sale by the trade.

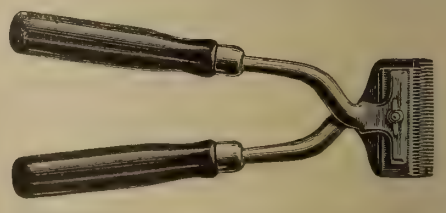


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THE ARTIFICIAL WATERWAYS OF CANADA.

By W. L. E.

IN MORE efficient waterways reposes the solution of the problem of low freights. The question of low freights is local to no one country; nor to one continent, for that matter. In Europe, in Asia, in America, men are applying themselves with more or less zeal to the task of securing the desideratum with the factors recognized to be the most potent.

Canada, always in the van in matters of transportation, is an active participant in the world-wide agitation that is going on for greater efficiency of the waterways. And well might she be. Like unto her no country has been so blessed with a natural system of inland navigation.

But when Nature made the rivers and lakes of our great inland waterways, she bequeathed to man certain duties, the performance of which were necessary before he could enjoy to the full her beneficence. These were the deepening of shallows and the building of canals to circumnavigate cataracts and rapids. To the task thus assigned him, Young Canada has not been remiss. Rivers and harbors have been dredged, and canals have been built.

Canal building in Canada may be said to have been first seriously undertaken in 1826, when the building of the Rideau canal, which had been suggested in 1812 for military purposes, in order to connect Montreal, by the waters of the Ottawa, with Kingston, on Lake Ontario, was begun. The canal was finished in 1834. Circuitous indeed was the way in which the desideratum was to be secured, but it was bred of the necessities of war times when the St. Lawrence was a risky waterway to travel. The length of this canal and its water stretches is over 126 miles, while to reach Montreal from Kingston, via it and the Ottawa river and its system of canals, means the traversing of over 245 miles. This system was held by the Imperial Government till 1856 for purposes of defence, when it was handed over to the Canadian authorities. The depth of water on the Rideau is five feet.

The chief canal system of the country is, of course, that known as the St Lawrence. From the Straits of Belle Isle to Port Arthur, the beginning and ending respectively of the St. Lawrence system of inland navigation, the distance is 2,260 miles, and of this distance 71¾ miles consist of canals. These canals are: Lachine, 8½ miles; Beauharnois, 11¼ miles; Cornwall, 11½ miles; Farran's, ¾ mile; Rapide Plat, 4 miles; Galops, 7⅝ miles; Welland, 27 miles; Sault Ste. Marie (Canadian), ⅔ mile.

The Chambly canal system extends from the Rivers St. Lawrence and Richelieu, 46 miles below Montreal, into Lake Champlain, a distance of 81 miles. The canal proper is 12 miles long and its depth of water seven feet. By this system access is had to the Hudson river and thence to New York.

The Ottawa river canal system connects Montreal and the city of Ottawa. The canals on this system are Ste. Anne's, Carillon and Grenville, and their aggregate length is scarcely two miles. At Ottawa, as already pointed out, the system connects with the Rideau river and the Rideau canal, which runs to Kingston. Depth of water on the sill on these three canals is nine feet.

The Culbute locks and dams in the Upper Ottawa river comprise two locks and three continuous dams, all built of wood, and reduce the Chaudiere, the Des Chenes, the Chats and other rapids there to smooth water, and make the river navigable. Depth of water, five feet.

The construction of the Trent Valley system of canals, which have proved the source of much debate among politicians, was conceived by the generation preceding the present. Construction was begun in 1837. Since then work has been done on various sections, but still completion seems to be a long way off. At present the system is only efficient for local use. Its purpose is to connect Lakes Ontario and Huron, and the distance between the two is 235 miles, of which 155 miles are available for light draught vessels. The depth of water on sill is five feet.

The Murray canal is the youngest but one of Canada's canals. It cuts across the Murray isthmus, is five-and-a-half miles long, has a depth of 12½ feet, has no locks, and was opened in April, 1890.

The Burlington canal connects Lake Ontario and Burlington bay and is half a mile long.

The St. Peter's canal, Cape Breton, Nova Scotia, gives access from the Atlantic to the Bras D'Or lakes, and is 2,400 feet long, with 18 feet of water on sill.

The Sault Ste. Marie canal, although Canada's baby canal, is the most perfect in the Dominion's system. Its construction is now practically complete. There is one lock 900 feet long and 60 feet wide with a depth of water on the sills of 20 feet 3 inches at the lowest recorded water level. The length of the canal is two-thirds of a mile, and its total cost about $3,000,000.

Canada's canal system had cost her, up to the 30th June, 1893, a total of $71,310,793. It was expended as follows:

Lachine canal	$ 9,686,684
Beauharnois canal	1,611,690
Soulanges canal (under construction)	291,572
Williamsburg canal (being enlarged)	2,940,551
Cornwall canal " "	4,649,575
St. Lawrence river canals, surveys, etc	943,178
Murray canal	1,247,470
Welland canal	23,762,295
Sault Ste. Marie canal (under construction)	1,475,344
Ste. Anne's canal	1,170,216
Carillon and Grenville canal	4,025,553
Culbute canal	379,494
Rideau canal (including Perth branch)	4,560,286
Trent canal	1,088,484
St. Ours lock	121,538
Chambly canal	637,2-7
St. Peter's canal	645,995
Total	$59,210,132

In addition to the above there has been expended from income:

Renewals	$ 1,941,198
Repairs	4,550,802
Staff and maintenance	5,608,661
Grand total	$71,310,793

Large as is the above total expenditure, it will be much larger before many years if the present position of the public mind towards increasing the efficiency of the canals already existing, let alone the construction of new ones agitated, is any criterion.

When the St. Lawrence system of canals was designed, it was contemplated to afford a depth, at all stages, of nine feet. The inadequacy of such a depth is well known. In 1871 it was decided to enlarge the canals on this system, in order to afford a navigable depth of twelve feet throughout. Subsequently, however, it was decided that the depth should ultimately be increased to accommodate vessels of 14 feet draught. This was over twenty years ago, and although the practical work of

deepening the canals to 14 feet has been going on at various periods since then, the undertaking is far from complete, the Lachine canal being the only one in the system that has yet been deepened to 14 feet, the others still having a depth of but nine feet. All the locks are built to accommodate vessels drawing 14 feet of water. A few weeks ago, it will be remembered, the Dominion Government let a contract for the deepening of the Lachine canal to 15 feet. The agitation, now active, for the deepening of the canals on the St. Lawrence river to 20 feet, needs only to be merely mentioned here. The Welland canal is navigable to vessels of 14 feet draught, so that the only barrier to vessels of a like draught going through from Port Arthur at the head of Lake Superior to Montreal, or to, in fact, Liverpool, is the St. Lawrence river canals.

The following table shows the tons of freight passing through each canal, the tolls collected, and the number of trips of vessels through each canal for the year ending December 31, 1893 :

NAME OF CANAL.	Tons of traffic passing through.	Tolls collected.	Number trips vessels passing through.
Lachine, Beauharnois, Cornwall, Williamsburg — St. Lawrence canals	966,755	$66,067	10,412
Welland	955,554	195,803	2,615
Chambly	270,766	20,959	2,696
Ste. Anne's, Carillon, Grenville — Ottawa River canals	647,011	43,066	2,667
Rideau	93,366	4,987	2,690
Murray	13,729	585	843
Trent	22,513	725	1,291
Ste. Peter's	59,042	3,155	1,891

Compared with the previous year there was in 1893 an increase of 2,257 in the total number of vessels passing through the canals of the country, 1,931 in number of Canadian vessels and 326 in number of United States vessels. The tonnage increased by 300,190 tons. The increase in the quantity of freight carried was 129,210 tons, and in the number of passengers 6,103. Both the total tonnage and number of passengers carried was the largest recorded. The revenue received by the Government last year from the different canals aggregated $357,090. This, while the largest since 1884, is not the largest since Confederation. The greatest aggregate was in 1874, when the total receipts were $510,000.

Much as Canada has done of the work allotted her by Nature, there is yet much to be done. We are now in the morning of a canal-building and canal improving era born of the necessity of cheaper transportation to the seaboard of the grain and produce of the interior of the continent. And Canada cannot afford to take her ease in the matter. Her first duty in the premises is to complete the deepening of the St. Lawrence river canal system to fourteen feet. That accomplished, many vessels that are now prohibited from doing so, through insufficiency of water, would then be able to get through to Montreal and to the side of the Atlantic liners without breaking bulk. This needs to be done quickly. By the time that is done we shall probably have gathered sufficient data to determine how much further we shall be warranted in going in acquiring a still greater depth in our canal system.

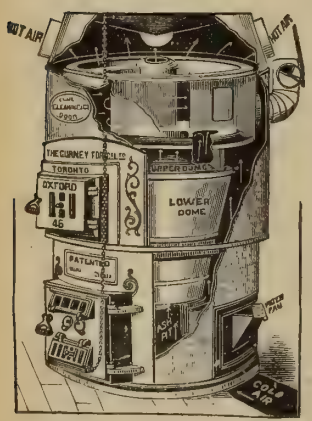
OXFORD WARM AIR FURNACES

TRIED AND TESTED. NEVER HAS ONE FAILED.

FOR COAL

ARE THE MOST MODERN FURNACES IN THE MARKET.

FOR WOOD.

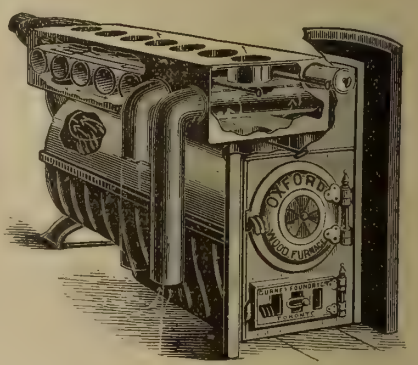


Coal Furnaces . .

Have Heavy Sectional Fire Pot. Extra Heavy Base and Ash Pit. Rotating Bar Dumping and Anti-Clinker Grate. Removable Grate Frame. Large Combustion Chamber. Heavy Steel Plate Radiator with Cast-Iron Top and Bottom.

Wood Furnaces . .

Have Ash Pit Section of Extra Heavy Corrugated Iron. Heavy Grate especially adapted for Wood Burning. Double Steel Radiator (of original construction) and Steel Fire Box Dome which heat quicker than Cast Iron.



Cyclone Steel Radiator.

GAS AND DUST TIGHT.

COAL FURNACES MADE IN 6 SIZES.

WOOD FURNACES IN 3 SIZES

WARRANTED THE BEST IN CANADA.

SEND FOR CATALOGUE AND TESTIMONIAL BOOK.

MANUFACTURED BY

THE GURNEY FOUNDRY CO., LTD., TORONTO ONT.

THE GURNEY-MASSEY CO., LTD., MONTREAL QUE.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A. SWEET & CO., general merchants, Winchester, have called a meeting of their creditors.

J. M. Webber, carriage-maker, New Dundee, has assigned.

John Howell, blacksmith, Vernon, has called a meeting of creditors.

Merritt Cochrane, agricultural implements, Durham, has assigned.

P. Chenette, general merchant, Cache Bay, has assigned to Z Mageau.

Robert Houston, oil operator, Petrolea, has assigned to W. H. Hammond.

A. A. Cautin, hardware, etc., Quebec, is preparing a statement of his affairs.

L. N. Castonguay, general merchant, Montebello, Que., has compromised.

John Ewans, harness maker, Huntsville, has assigned to Sheriff J. W. Bettes.

A demand of assignment has been made upon Etienne Boucher, hardware merchant, Sherbrooke.

PARTNERSHIPS FORMED AND DISSOLVED.

The Yale Co-operative Store, Thornburn, N. S., has dissolved.

Read & Eyer, lumber, Toronto, have dissolved. J. H. Eyer continues.

Elliott & Son, painters, etc., Toronto, have dissolved ; each continues.

James Brooks & Co., plumbers, Halifax—Co-partnership—registered, James Brooks only.

D. H. Currie & Co., general store, Nottawa, have dissolved. D. H. Currie continues.

Brown, Munro & Co., commission agricultural implements, Wolfville, N. S., have dissolved.

Webber Bros., boiler makers, Dartmouth, N.S., have dissolved. A. A. Webber continues under his own name.

Beandry & Page, hardware, Three Rivers, Que., have dissolved, and have been succeeded by Bandry & Jourdan.

Fraser & Lloyd, general merchants, Pembroke, Que., have dissolved. They have been succeeded by Chas. Fraser & Son.

Edward Rea and Wm. Skead have registered a partnership in Montreal to carry on business as plumbers under the style of Rea & Skead.

A. Crepean and Oscar Ducharme have registered a partnership in Montreal to carry on business as furniture dealers under the style of Crepean & Cie.

W. J. Burt and J. M. A. L. Rousseau have registered a partnership in Montreal to carry on business as electricians under the style of Burt & Rousseau.

A co-partnership has been registered by S. R., O. G., and S. O. Giffen to carry on business as general merchants in Isaacs Harbor, S. N., under the style of S. R. Giffen & Sons.

A co-partnership has been registered in Louisburg, N. S., by D. I. & Norman McDonald to carry on business as general merchants under the style of McDonald & Co.

CHANGES.

T. Turner, blacksmith, Bismarck, is giving up business.

Oxford Foundry Co., Oxford, N.S., has sold out to F. T. Mumford.

Francis T. Mumford, machinist, Dartmouth, N.S., has removed to Oxford.

Jessup & Rusk, general merchants, Cache Bay, are starting into business.

Moncrief & Bryson is the name of a new store and tinware firm that is starting up in Kingston.

SALES MADE AND PENDING.

The assets of T. L. Clarke, nickel plater, Montreal, have been sold.

Andrew McArthur, carriage maker, Dundalk, is advertising business for sale.

The stock, etc., of J. T. Chant, Mono Road Station, is advertised to be sold by auction.

The business of the late J. J. Campbell, general merchant, Iona Station, is advertised for sale.

The stock of J. C. Mallette, general merchant, Bedford, Que., has been sold at 45c. on the dollar.

General stock of B. Grennan, general merchant, Orillia and Aurora, is advertised for sale by auction 10th inst.

The stock of A. C. Fraser, wholesale and retail hardware and coal, is advertised to be sold by auction on the 10th inst.

FIRES.

The Bryan Manufacturing Co., Collingwood, has been burned out.

The stock of D. G. Cooper, saw mill and lumber, Collingwood, was burned.

Joseph Riley's grain elevator at Cypress River, N.W.T., has been burned; loss, $9,000 ; insured.

Clarke & Lomsbury, commission and agricultural implements, Bathurst, N.B., have been burned out.

The stock of C. Nicholas, general merchant, Cedar Springs, was damaged by fire to the extent of $400 the other night ; cause, lamp explosion ; insured.

These general merchants have been burned out in Bathurst, N.B.: James Buttimer, Jacob White and Samuel Williamson. The first-named was uninsured.

DEATHS.

George McSherry, plow manufacturer, Ingersoll, is dead.

Robert Adams, general merchant, New Glasgow, is dead.

SITUATIONS WANTED.

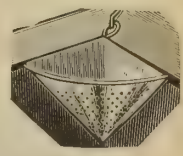
Advertisements under this heading, two cents per word each insertion, payable in advance.

WANTED, BY A YOUNG MAN WITH SEVeral years' experience, a situation in a hardware warehouse. Best of references. Apply to J. A., HARDWARE Office.

SITUATIONS VACANT.

HARDWARE CLERKS—INCREASE YOUR INCOME by showing The Hardware Dealer's Magazine to your local hardware merchants and manufacturers. Subscription $1.00 a year. Liberal commission. For sample copy, terms, etc., address D. T. MALLETT, Publisher, 78 Reade St., N.Y.

Pickard's Pat. Sink Strain



Has been a great seller with agents. We manufacture agents' specialties.

Address ARMOUR MFG. CO.

342 Yonge Street, TORONTO, ONT.

OUR SALES OF

"BURHAM" Portland Cement

For the past 8 months have been

25,499 CASKS.

"BURHAM" Brand outranks all other Try it and be convinced. . . . .

Sole Consignees for Canada,

McRAE & CO., OTTAWA



"BUILD TO-DAY THEN, STRONG AND SURE, WITH A FIRM AND AMPLE BASE." —Longfellow.

DO YOU?

WISH THUS TO BUILD, an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors.

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price)

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS

Sent, postpaid, on receipt of price.

HARDWARE MERCHANT
TORONTO.

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.



For Iron Fencing Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.



W. & S. BUTCHER, Sheffield, England, Makers for over *ONE HUNDRED YEARS* of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND.

OR



OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
M.L.S. equal to Bradley		
I.C., usual sizes	$5 50	$5 75
I.X., "	6 75	7 00
I.X.X., "	8 00	8 25
Raven & P.D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½ x 17	3 50	3 75
D.X.,	4 50	4 75
D.X.X. "	4 75	5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	3 35	3 50
I.C., special sizes	3 60	3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	6 50	6 75
I.X. Terne Tin	8 75	9 00
Old process I.C.	....	13 00
" " I.X.	....	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs	6c, 6¼c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½	6½
26 "	6¾	7
28 "	7½	7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 85	1 90
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 25	2 30
Hoop " "	2 25	2 30
Swedish " "	4 00	4 25
Sleigh Shoe Steel	.....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

⅜-inch	10½c
½-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 50
22 to 24 "	2 35
26 "	2 45
28 "	2 65

Canada Plates.

All dull	2 50	2 55
½ polished	2 55	2 60
All Bright	....	2 85

Iron Pipe.

Wrought 67½ to 70 p.c.
Galvanized, 45 to 50 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 4¾
28 " "	4¾, 5

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4⅜
" ⅜ " "	4⅛ 4⅛
" 7-16 " "	3⅞ 4
" ½ " "	3⅝ 3⅞
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15 ....
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10½ 0 11
Lake Superior	0 10½ 0 11

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square 1 to 2 in	0 19 0 21

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27
Braziers. (In sheets.)	
4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½
Boiler & T. K. Pitts	
Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04½ 0 04¾

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2¾ 0 02¾
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 13½ 0 14
Standard	0 12½ 0 13
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10 0 10½
Other makes "	0 9½ 0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4 50	4 50
No. 1 Do "		4 25
No. 2 Do "		4 00
No. 3 Do "		3 75

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	$1 00
2nd qualities "	....	0 90
Barn (in bbls)	0 80	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian " "	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0	69
Extra "	0	90
Brown Japan "	0	65
Brown Japan, Turpentine p. gal.	0	85
No. 1 Carriage "	1	30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal		0 53
Boiled "		0 56

Turpentine (in bbls)

Selected Packages, per gal	0 40	0 41

Castor Oil.

Best, per lb	0 06¾	0 07

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—	
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	4 00	4 25

Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70 and 10 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 50 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	500	4 23

Butts—*Brass*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 and 5 p.c.
Loose Pins, " 65 & 10 to 70 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 pc. } to 50 and 5
Plate dis. 50 pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots		2 70
Thorold "		1 10
Queenston "		1 10
Napanee "		1 10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0		1 35
" No 2		2 70

Compasses, Dividers, etc.

American, dis., 60⅓ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz		1 70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz 3 25 3 50
Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c:

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	11 5	2 20	1 50	....
26 to 40	1 30	2 50	1 75	....
41 to 50	....	2 90	....	3 90
51 to 60	...	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	.....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 88	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p.c

Heavy, per lb	03 3-5	0 04¾

Screw hook and hinge—

6 to 10 in., per set	0 00	0 03¾
12 up "	0 00	0 02¾

Per doz. set

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis 50 to 60 p.c

Per doz. pairs

Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mor ar, etc., discount 40 to 45 per cent.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails

Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " " ... 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread cake and paring knives $7.20 per doz. nett.
Hay Knives, spear point, L or T hdle 45 per cent. dis.
Lightning, per doz. 8 40 14 00
Heaths, 45 per cent. dis.

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis 00 to 25 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)
1. Either Canada or Amer. Pat'n.
Basis—50 to 60 dy..... 1 85 1 90
40dy..... 1 90 1 95
30 dy..... 1 95 2 00
20, 16 & 12 dy.... 2 00 2 05
10 dy..... 2 05 2 10
8 & 9 dy..... 2 10 2 15
6 & 7 dy..... 2 25 2 30
2. Amer. Pattern Only
from 4 to 5 dy .. 2 35 2 40
3 dy. (lath)..... 2 85 2 90
3. Canada Pattern Only
from 4 to 5 dy .. 2 35 2 40
3 dy. (lath)..... 2 75 2 80
3 dy. A.P. Fine 3 45 3 50
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.

Poultry, 65 to 65 and 5 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S R. Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... . 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 35 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 1½ 2
Tins, 1 lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3¼ 3¾
Lanes, 3½ to 4c. ft.

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.

Canadian dis. 30, 35 per c.

	Rope Sisal.	Per lb. Manilla.
7-16 in. and larger.. ...	.7¼	9½
¼, 5-16, ⅜ in..... ...	8	10
Cotton, per lb.....	18	20
New Zealand..... ...	8½	9
Russia Deep Sea, per lb.	12½	13½
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.

Sectional, per lb..... 1¾

Saws.

Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz..... ..... 7 50
Hand, Disston's, dis 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross-Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each 75 2 75
" frame only 75

Saw Sets.

"Lincoln" McMillan & Haynes, per doz 7 50

Scales.

Standard Manufacturing Co., 60 p.c.
Gurney Scales, 60 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent
B. & W. N. P., dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, " 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis. 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ¼ or ½ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3½
Wrought Iron, dis. 80 to 80 & 5 p. c.
Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enanelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman s, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 p.c

Thimbles.

Asbestos, filled, per doz., 35 to 40 p c.

Ties.

Cow, per doz 1 75 2 50

Tinner's Tools.

P.S.&W., net list.
Canadian 15 to 35 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33½ p.c. to 35 p.c.
Game, H & N., P. S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9 00

Twines.

Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 5b
Binding, Common Sense 6½
" Blue ribbon..... ..... 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8

On prison made twine freight is prepaid to any railway station in Ontario.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8,10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5¾ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } 3½ 3½
" 4 " 4 & 6 " "
" Plain twist, all deld 3½ 3½
" Steel thorn and ribbon..... 4½ 5
"Lock Barb," 4 point 4½
Ditto Glidden 2 point 4½
Galvanized Barb, "Lyman," 2 to 4 points 4½
Steel staples 3½
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1 9

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33½, 35 p. c.
Tower's Engineer, each .. 2 00 3 "
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

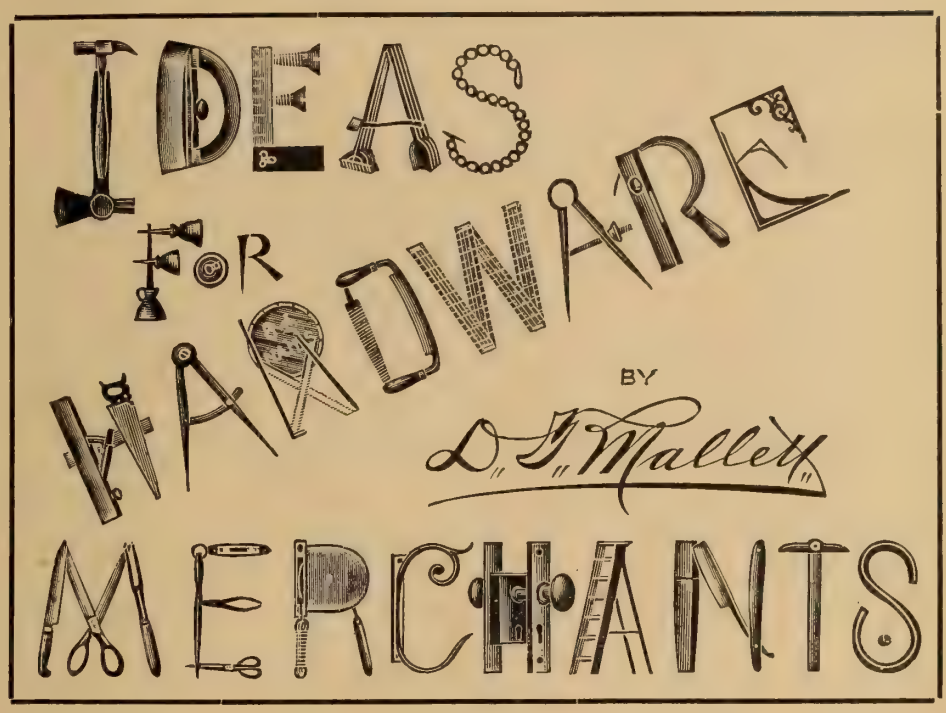
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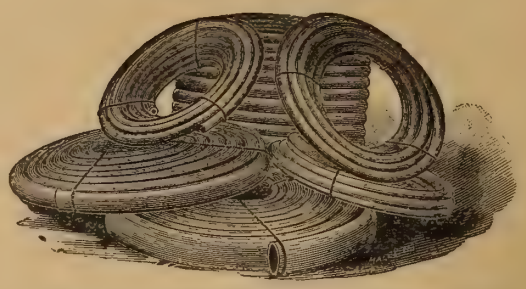
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VOL. VI. TORONTO, OCTOBER 13, 1894. No. 41.



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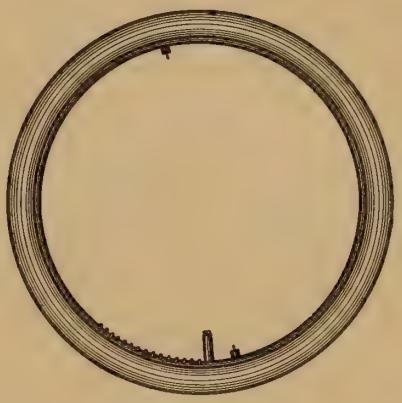
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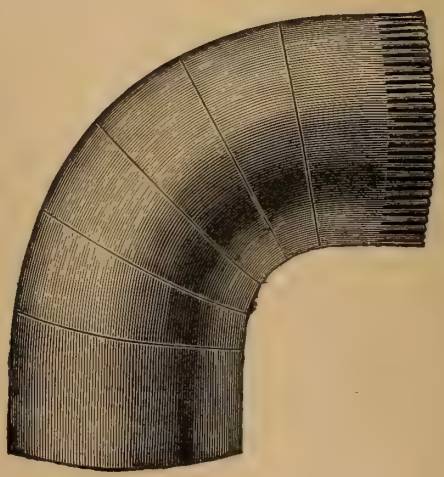
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CONSERVATIVE TRADING.

THE time is fast approaching when the two big railway companies will put up their rates on all kinds of freight going out of Montreal.

It is usually the case, owing to this circumstance, that an expansion in the movement of heavy materials sets in about this time.

This year it has as yet failed entirely in making its appearance, for buyers continue to buy on as conservative lines as ever.

The presumption is, therefore, that they either have enough supplies to work along on or they anticipate a smaller demand than usual during the balance of the season.

The latter assumption appears to be the more probable explanation of the small business doing in heavy iron, hardware, etc., at present.

Though stocks in Montreal, with a single exception, are fairly well, the same can hardly be the case with country dealers. The latter have been buying very sparingly ever since the opening of spring, and if the demand they have experienced has been anything like a normal one they can hardly have any great accumulations of stock on hand.

Pig iron, it is just possible, may be an exception, for in Western Ontario many consumers no doubt took advantage of the low American offers and stocked up to a considerable degree.

This is one of the causes to which Montreal dealers set down the restricted demand for pig iron this fall.

But it does not apply on other lines, and the cause has to be sought for elsewhere.

The shrewdest traders at Montreal hold that it is due to a strong feeling of caution induced by the backward business conditions of the past year. For this reason, though it may restrict their account sales, they do not grumble very much, rightly arguing that careful navigation of this sort will keep the commercial bark off rocks that might otherwise give it considerable trouble.

MR. WILSON'S ATTACK ON CANADA.

THE statement made by a Mr. Wilson in the Investors' Review of London to the effect that Canada's financial position is perilous, emanates from a pen that is either ignorant of the Dominion's condition or that is actuated by malice.

Canada's financial position is not perilous. No nation to-day occupies a better position in the financial world than does the Dominion of Canada; and if her position is perilous, what must that of other countries be? We may as well put sackcloth and ashes on for them at once.

The premier position of Canada in a financial sense was evidenced, during the recent panic that swept over the globe, more than ever before.

Great Britain, the United States, Australia were all in the throes of a struggle with Hard Times; while Canada pursued the even tenor of her way, interested, but not materially affected.

The managers of the Canadian banks, men who ever have their fingers upon the pulse of the country, at the last annual meetings dwelt upon, in glowing terms, Canada's immunity from the financial panics that were sweeping over the world, and the refrain was taken up and sung by the financial press and by public men both in Great Britain and in the United States.

The solidity and utilitarian character of the banking system particularly came in for remarks of approval.

Further proof that the opinion of Mr. Wilson is not the opinion of financial men generally in England is evidenced by the high standing of Canadian securities on the London market.

The wheels of commerce are not revolving as rapidly as desired, but little else could be expected with a cloud of depression hanging as it now is over the civilized world.

But that is a different thing from being in a "perilous state."

Canada's position was never unhealthy. And whatever quietude there may have been during the past few months, evidences of a re-awakening are not wanting.

The country has been blessed from one end to the other with abundant cereal and fruit crops, while of cheese and butter the output was never so large.

Then, with regard to the storekeepers, the outlook has improved for them.

First of all, the farmers' ability to buy, in view of the abundant crops, is better.

Next, the merchant has been pursuing a more careful policy with regard to his purchases and to his credits; and the result is that both the amount he owes and the amount he has on his books is probably smaller than ever before, while, to crown it all, better business methods are gradually developing.

Turn which way one may, none of the evidences denote a "perilous state." The banks are Gibraltars of strength, while the manufacturers, the merchants, the farmers are all putting on new life. And all we want now to make the trade of the country brisk is a little more confidence as a lubricant.

But perhaps, after all, Mr. Wilson may be laboring under the impression that Canada is a part of the United States. Other English journalists have been guilty of equally ludicrous mistakes regarding this country. Perhaps this may explain the why and the wherefore of his attack on Canada's financial standing. But in any event, he did not know what he was writing about.

THE BOWMAN HARDWARE CO. IN TROUBLE.

THE Bowman Hardware and Sporting Goods Co., Ltd., of Hamilton, Ont., are in financial straits, and a meeting of creditors has been called. The circular calling the meeting bears date of October 10, and reads :

"We have decided to ask the creditors of the company to meet at its offices on Thursday, 18th inst., at 3 p.m., to lay before them the position of its affairs. We look upon the assets of the company as ample to pay all liabilities, but owing to the existence of a chattel mortgage given for money borrowed, we may find it necessary to ask our creditors to give us time for the payment of their claims."

The chattel mortgage referred to bears date of the 3rd inst. It is in favor of T. W. Lester for the sum of $22,000, and covers the entire stock-in-trade of the company.

The mortgage bears interest at the rate of 6 per cent., and, according to the conditions, $5,000 of the principal is payable in twenty-five consecutive weekly payments of $200 each, the last of such payments falling due March 20th, 1895, and the balance seven days afterwards.

The conditions further provide that the stock shall be kept up to double the actual cash value of the money secured, and if stock is sold by public auction, as to which the mortgagee shall be sole judge, then the money shall immediately become payable.

The general creditors express a good deal of indignation at the condition of affairs, and to make matters worse for them, word comes from Hamilton that the mortgagee took possession of the stock on Thursday morning.

They are now talking of combining to set aside the mortgage. It is said that the greater part of the money raised on the mortgage was paid over to the bank.

The liabilities of the firm, it is understood, are not large, and it is credited with having surplus nominally over $30,000.

AN ELECTRIC WEEDER.

Electricity is, indeed, utilitarian. In New York state it is employed in "weeding" out criminals, and now it is being used by the Illinois Central railroad to weed out grasses and other plant life growing on its roadbed.

The apparatus consists of an ordinary flat car, to which is attached a circular brush suspended at right angles to the track, and of sufficient length to extend over the ends of the ties. This brush is thickly studded with fine copper wire, which comes in contact with the weeds and grasses on the track as the car passes over the road, and thus killing them. The electricity is conveyed to the brush from a generator on board the car.

When electricity is applied to weeding out "dead beats," the business world will be happy indeed.

THE SITUATION IN CASTOR OIL.

NOT altogether satisfactory, to Canadian dealers at least, has been the market for castor oil so far this year.

In the early part of the season, when oil, like wheat, was thought by many to have touched rock bottom in regard to price, considerable speculative purchasing was done.

But although values were pretty well down among the rocks, they had to go a strata or two lower ; and with them, of course, went the anticipated profits.

To make matters worse, dealers began to slaughter prices until, it is claimed, they were selling at less than cost.

Within the last few weeks prices have had a hardening tendency, an actual advance of ½c. per gallon being asked. But in spite of this, however, there are still some holders who are selling at old figures; and there is still wanting a feeling of confidence.

THE ROBERT HAMILTON CASE.

ROBERT HAMILTON, the Toronto retail grocer found guilty of defrauding Eby, Blain & Co., was Friday last sentenced to the Central prison for three months.

Judge McDougal, in sentencing the prisoner, intimated that his term of imprisonment would have been made greater had it not been for his previous good character.

But the humiliation and degradation of being branded a criminal is greater punishment to Robert Hamilton than can the mere incarceration be, whether the term be three years or three months. The ends of justice have, therefore, been as well served by the shorter as they would have been by the longer term.

The fall of Robert Hamilton one cannot help regretting. It would be inhuman to do otherwise. For more than a score of years he has been in business in the city of Toronto, and during that time, although he has changed his store once or twice, he has never gone out of Queen street or out of the block in which he started. He was, therefore, well known, and by the general public was thought to be prosperous. His store was clean and attractive ; his delivery wagon was kept busy ; his private house was better than that inhabited by most merchants ; and he had a nice private vehicle in which, with wife and children, he was accustomed to take regular drives in and about the city.

For a man who had been in business twenty years or more these things were not surprising.

But if the surface was pleasant the interior was rotten. This, to the surprise of everybody, was learned in August last, when Hamilton assigned. Of all the assets that the estate could scrape up, the nominal value was only $700, against liabilities of $3,000.

The $4,500 house he said he owned was not his. It was his wife's.

And it was because he misrepresented in this particular that he got both $1,100 worth of goods on credit from Eby, Blain & Co. and a three months' sentence in the Central Prison from Judge McDougal.

What he got he deserved ; and he has only his previous good record to thank that he did not get more than he did. For him to plead that when he told the firm that he owned the house in question he did not do so with the intention of defrauding it, neither "washed down" with the jury nor with the public. He falsified, and with the undoubted object of getting the goods that he could not otherwise have obtained.

Eby, Blain & Co. are to be congratulated upon the steps they took to prosecute Hamilton. It is better for the wholesale, it is better for the retail trade, that this man should be weeded out of the business world, for there is all too much of misrepresentation of assets, not among retailers only, but among all classes of business men.

THE WAR AND COPPER.

The China-Japan war is inducing an increased demand for a good many things in the metal and hardware trades. One line in which this is noticeable is copper. This feature is more marked in Europe than on this side of the Atlantic, it being from there that the belligerents get the greater part of their war material. But, of course, the copper market the world over is experiencing a better feeling in consequence.

Japan herself, however, is a copper producing country of no mean order. Last year she produced some 18,000 tons, or 6 per cent. of the world's product.

That country's best customer for copper has heretofore been her present antagonist, China. Although Japan has lost this customer for the time being, it is likely that in the satisfying of her own abnormal wants stocks will be prevented from accumulating unduly, and thus, "after the war is over," having a bearish effect on the market.

MARITIME BUSINESS MEN.

Conference of Boards of Trade held at St. John.

SUBJECTS CONSIDERED.

PEDLARS AND HAWKERS.
RAILWAY FREIGHT RATES.
STANDARD TIME.
CANADIAN WINTER PORT.
INSOLVENT ESTATES.
TERMS OF CREDIT.
WHOLESALE SELLING CONSUMERS.

THE conference of Maritime Boards of Trade, held under the auspices of the St. John, N.B., Board, on Thursday last, was a great success. Representatives were present from the leading Boards in New Brunswick, and so were Mr. Troop, President of the Halifax Board, and Mr. Curry, of the Amherst. A number of important questions were discussed, many of which are of equal interest to business men in other parts of the Dominion, such, for instance, as licensing pedlars and hawkers, railway freight discrimination, insolvency, terms of credit, wholesalers selling to consumers.

Standard time was a subject which created much discussion. For the information of readers in other parts of Canada, it may be said that there are several times in the Maritime Provinces. The railways all work on eastern standard time, while every city and town has also a time of its own, based to some extent on the sun. Halifax is, according to the sun, 52 minutes ahead of railway time; but, for convenience, it has been enacted that it should be exactly one hour ahead. In all the hotels throughout the Provinces, there are two clocks—one labelled "Standard Time," and the other "Local Time." In some places there are two local times, and when engagements are made they always specify which time, and there is much confusion. There was so much difference of opinion as to which time it would be advisable to adopt, that a decision on the matter was postponed indefinitely. The majority seemed to favor "Standard," which means that there would be but one time in Canada, East of Port Arthur and Detroit.

Pedlars and hawkers, with waggons and packs, infest New Brunswick, especially the border and northern parts. They are usually of the very worst class, being the scum of European and American cities. They pay no taxes; the authorities have no control over them; they commit crime, and easily evade arrest by skipping over the border; they cheat; they sell shoddy goods to the unsophisticated farmer, fisherman or laborer. Mothers frighten their children by telling them a pedlar is coming. There are two remedies: High licence fees and every pedlar wearing a badge, or to prohibit them entirely. There is a Provincial law for regulating this traffic, but it is inadequate, and a resolution was adopted asking the Legislature to give municipalities power to license and collect $40 annually from non-resident pedlars and $10 from residents, and to compel each pedlar to wear a badge and not to cry his wares on the street. Some of the St. John merchants opposed the proposition, on the grounds that it was an interference with trade and that it was degrading to wear badges, but the outside representatives were solid in their opposition to them. It was pointed out that the Local Legislature had no power to pass an act of this kind which would interfere with trade; but, while admitting this to be the case, it was felt that it was worth taking chances on, especially as the hawkers were not likely to carry the case to the courts. The resolution does not, of course, apply in any way to commercial travelers, though it was stated that some of the Montreal and Toronto travelers were not far removed from pedlars.

The town of Woodstock having but one railway, and consequent arbitrary freights, the Board of that town asked the Conference to support them in an effort to obtain redress, which they did. The Conference also gave its support to the Newcastle Board in its efforts to secure more equitable rates to and from Northern New Brunswick points.

Two of the strongest speeches of the meeting were made by the mover and seconder of a resolution requesting the managers of the C. P. R., I. C. R., and G. T. R., and the various Boards of Trade throughout the Dominion to support the Maritime Provinces in their efforts to make a Canadian port instead of Portland, the winter terminal point for the subsidized line of steamers. This is the most important question agitating the Maritime Provinces, and especially in their relations with other parts of Canada. They hold that it would be advantageous to the Dominion generally; and that as the provinces had made sacrifices in entering Confederation and in afterwards paying their share of the subsides for building railways and canals in the west and for ocean steamers, western Canada should assist them, especially as they had so far received no direct benefit from the monies thus spent in developing the west. Some pretty strong things were said of the selfishness of the Montreal and Ontario Boards of Trade, and the scant courtsey with which they had treated the representatives of the Maritime Boards; at other times during the conference the speakers rather harped on the disadvantages of Confederation. When the Government decide, as no doubt they will, that the terminus must be on Canadian soil, the question will then be whether Louisburg, Halifax, St. John, or St. Andrews shall be the point. The feeling seemed to be that the trade would be divided between St. John and Halifax.

There is no Insolvency Law in New Brunswick, and it was decided to ask the Legislature to adopt one similar to the Ontario Act for the equitable distribution of insolvent estates.

The long credit system was condemned and wholesalers and retailers were urged to curtail credits.

It was decided to organize a Maritime Board of Trade, composed of representatives from New Brunswick, Nova Scotia and Prince Edward Island Boards, to meet semi annually.

The practice of wholesale houses selling to consumers was severly condemned, and it was recommended that in future the name of any firm doing so should be reported to the different Boards of Trade. The mover and seconder of the resolution considered that hotels were consumers. This, in brief, was what the Conference did.

The conference idea originated with Mr. Hatheway, President of the St. John Board, whose portrait is given. He is a young wholesale grocer, possessing the elements that should lead to more than ordinary success. While watching the details of his own business carefully, he takes a great interest in affairs generally. I do not think he took the presidency of the Board for the honor, though he must appreciate that, but because he felt that in forwarding the interests of the business men of St. John he was doing a duty, and at the same time indirectly helping himself. He thus sets an example to many business men who cannot see beyond their nose. They do not see that in promoting the interests of the community they help themselves. If they did, there would be more successful. Boards of Trade, and practical men would be at the head of affairs in many towns where there are now fadists. Mr. Hatheway is a shrewd business man, and if I am not much mistaken St. John will one day have reason to congratulate herself on having made him president. He makes a good chairman; says but little, and displays more than ordinary tact.

He has a very capable assistant in Ira Cornwall, the secretary. His training in newspaper work on the Hamilton (Ont.) Spectator,

under the late Hon. Tom White, and on the Montreal Gazette, fitted him for his present work. He knows how to advertise St. John and its advantages, and he does it well. He represented New Brunswick at the Indian and Colonial Exhibition and as agent general of the Province made it much better known in Great Britain. It would have paid the Government to have kept him there. He could do more to advertise Canada—because he knows how—than half the present representatives, because they were appointed f r political services, and as a rule do not.

The Mayor of St. John, George Robertson, is an ex-president of the board. He is a different stamp of man from many mayors. He was elected not by ward-heelers, as is frequently the case, but because he was well fitted for the position. He is a very successful retail grocer, but he has a good partner, and most of his time is devoted to civic affairs. He is an excellent speaker; always thoroughly posted on his subject, he places it before his audience in clear, concise sentences and in a way which carries con-viction.

Portraits of others will appear later.

WHO WERE THERE.

The conference was held in the Mechanics' Institute. W. Frank Hatheway was elected to preside, and Ira Cornwall acted as secretary.

The following were present:

Lieut. Governor Fraser.

NEWCASTLE—J. D. Creaghan, P. Hennessey, D. Morrison.

WOODSTOCK—J. T. Garden, vice-president; W. A Saunders, T. C. Ketchum, secretary; Jas. Carr, Hon. W. Lindsay, V. P. Agricultural Society.

MONCTON—J. C. Harris.

ST. STEPHEN—A. S. Teed and Hon. James Mitchell.

FREDERICKTON—J. I. Neill, H. H. Pitts, M.P.P., J. W. McCready.

HALIFAX—G. J. Troop.

AMHERST—M. Curry.

ST. JOHN—J. J. Bostwick, Brock & Patterson, Baird & Peters, Hon. A. G. Blair, E S. Carter, A. L. Calhoun, R. Cruikshank, Jas. Hanney, F. W. Daniel, J. V. Ellis, W. S. Fisher, Jos. Bullock, Jos. Finley, Ed. Fairweather, G. S. Fisher, Thos. Gorman, J. C. Robertson, W. Frank Hatheway, T. H. Hall, Geo. W. Allen, H. C. Drury, Thos. R. Jones, W. M. Jarvis, Jas. Jack, A. J. Lordly, C. E. Laechler, J. A. Likely, Manchester, Robertson & Allison, T. H. Somerville, J. McMillan, Andrew Malcolm, Jos. Merritt, J. J. McGaffigan. D. J. McLaughlan, Chas. M. Donald, I. H. Northrup, W. Pugsley, W. C. Pitfield, Geo. Robertson, T. B. Robinson, D. V. Roberts, W. E. Raymond, J. DeW. Spurr, S. Schofield, T. S. Simms, R. C. Scott, John Sealy, A. C. Smith, J. Willard Smith, C. N. Skinner, E. Smith, R. Sullivan, W. H. Thorne, Vivian E. Tippet, W. E. Vroom, C W. Weldon, John White, C. H. Warwick, E. L. Whittaker.

J. B. MacLean, of HARDWARE MERCHANT, was present as a guest of the St. John Board.

WHAT THEY DID.

In opening the Conference, Mr. Hatheway said he would like, as chairman of the St. John Board of Trade, to extend a hearty welcome to those delegates who had come at their request. To the delegates from Newcastle he extended the kindliest greeting, and recognized them as a capable band of merchants who are anxious to advance the interests of the province, in every way possible. To the delegates from Moncton he also extended the kindliest greeting. They felt that Moncton, being the centre of the railway system of New Brunswick, and also increasing rapidly in manufactures, added to the influence of the business men of that city. He extended a welcome also to Fredericton and Woodstock, the centre of lumbering and dairying industries. They were not here to ventilate any particular grievance. Whatever the future of Canada was, the desire was that New Brunswick should have a foremost place. It remained largely with them whether laws would be enacted that would help to give the Province its foremost place.

Mr. Hatheway asked that a President and Secretary be appointed, and Mr. Hatheway was elected chairman, and Ira Cornwall secretary. The first topic:

Railway Freight Rates.

Was then discussed, and W. A. Saunders, in moving a resolution, felt that the rates of freight charged to merchants in Woodstock have been too high in comparison with what have been charged in other places. He felt that they had not had that chance of competing with their neighbors that they should have had. He then moved the following resolution:

"Whereas, the town of Woodstock has a population approaching 4,000 souls, and contains a number of manufactories, and is the centre of one of the finest agricultural sections of Canada;

"And whereas, said town is served by but one line of railway, and is practically a non-competitive point, from a railway point of view;

"And whereas, an arbitrary tariff is charged on freight going to that town, which is a source of great grievance to the manufacturers, merchants, business men and citizens of Woodstock, in their opinion impeding business;

Therefore be it resolved, that in the opinion of this conference the Board of Trade of the town of Woodstock has just cause for dissatisfaction with the arbitrary rate on freight carried by rail between McAdam Junction and Woodstock;

"And further resolved that this conference support the Woodstock Board in its efforts to obtain redress of this grievance."

J. T. Garden, of Woodstock, in seconding the resolution, said that there was no competition whatever with the C.P.R., and that they had simply to grin and bear it. They were charged 24 cents per 100 lbs. on small quantities of freight, and he thought it a mistake for the railway company to take advantage of any town, or any section of the province, to which a large volume of freight was daily being sent.

T. C. L. Ketchum cited cases where excessive freights had been charged, and instanced a car of flour taken to Edmundston through Woodstock at $24 cheaper than one could be delivered at Woodstock for. The freight from Liverpool to St. John via Halifax was $12 90, while the freight from St. John to Woodstock was $22.78.

W. H. Thorne asked if there was not a regular tariff of rates from all the different points of Canada and New Brunswick to Woodstock direct, and did the same complaint arise as to shipments from Woodstock to other points?

J. T. Garden said that he believed the rate for 100 lbs. from Montreal to St. Stephen, St. Andrews and McAdam was 54 cents per 100 lbs. and freight to Woodstock 79 cents. Hay could be shipped from a point on the new railway to Boston and Bangor very much cheaper than by the C. P. R. from Woodstock.

James Carr pointed out that the expense of shipping by the C. P. R. was nearly one third more than by other railways.

A. I. Teed also quoted instances of excessive rates.

J. J. McGaffigan said that the railways charged these excessive rates because of non-competition. They want all the freight they can get, and where there is competition they bring down their rates and get the freight.

J. S. Neill said that in Fredericton they were in the same position a few years ago. They were at the mercy of the C.P.R. Now they had the Canada Eastern Railway connected with the I. C. R. at Cha ham Junction, and to-day they got the same rates as St. John. The difficulty now could be got over by building a railway from Woodstock to Fredericton and then on to St. John and have a competing line. They would then have the C.P.R. by the horns, as they now had Woodstock. There was water communication by summer, and when the winter came on up went the rate of freight to Fredericton, the winter competition being removed. He thought the three cities should co-operate and get a line of railway from St. John to Woodstock direct. If the river were dredged through to Woodstock, they could have summer competition.

W. S. Fisher asked if the Woodstock Board expected any relief from the new line of railway from Bangor to Houlton. He thought a line from Houlton to Woodstock would be better. The C. P. R. said: "We will meet all competition that may arise and exist, and propose to do so, and where we have a corner we propose to utilize it to our advantage."

Hon. Mr. Lindsay thought the people of St. John might see that there was a fair rate between St. John and Woodstock. It looked to him dishonest that railways should take advantage of a town's position.

President Hatheway agreed with all that had been said and that the arbitration rate was from McAdam to Woodstock.

Mr. McGaffigan remarked that the people of the North Shore had been complaining about the arbitrary rate charged on deals in the winter time over the I. C. R. to St. John. At the request of Mr. Hatheway this was left for a separate resolution.

W. A. Saunders regretted he was not in a position to give details. The rate from St. John to Fredericton on dry goods was 15 cents, from St. John to Woodstock 42 cents. The freight rates affected the exports to a great extent. The new line from Houlton to Woodstock was being surveyed, and they would soon be able to ship freight from other ways. Being so close to the border it was very hard to keep the volume of trade.

The resolution was carried unanimously, and it was agreed that a copy be sent to the Canadian Pacific.

P. Hennessey wished to move a resolution. The rates charged by the I. C. R. taxed the North Shore people very unjustly. The

tariff was 5 cents more per barrel of flour between Campbellton and Berry's Mills than to Moncton and St. John. They asked for a uniform rate of delivery of goods all along the line. He was sorry to find that the Government were ready to take advantage and make discriminating charges against the very people who were to reap the greatest benefits from the building of the I. C. R. It was this advantage held out to them that induced them to agree to confederation. It was a breach of faith on the part, of the Government. He moved, seconded by D. Morrison :

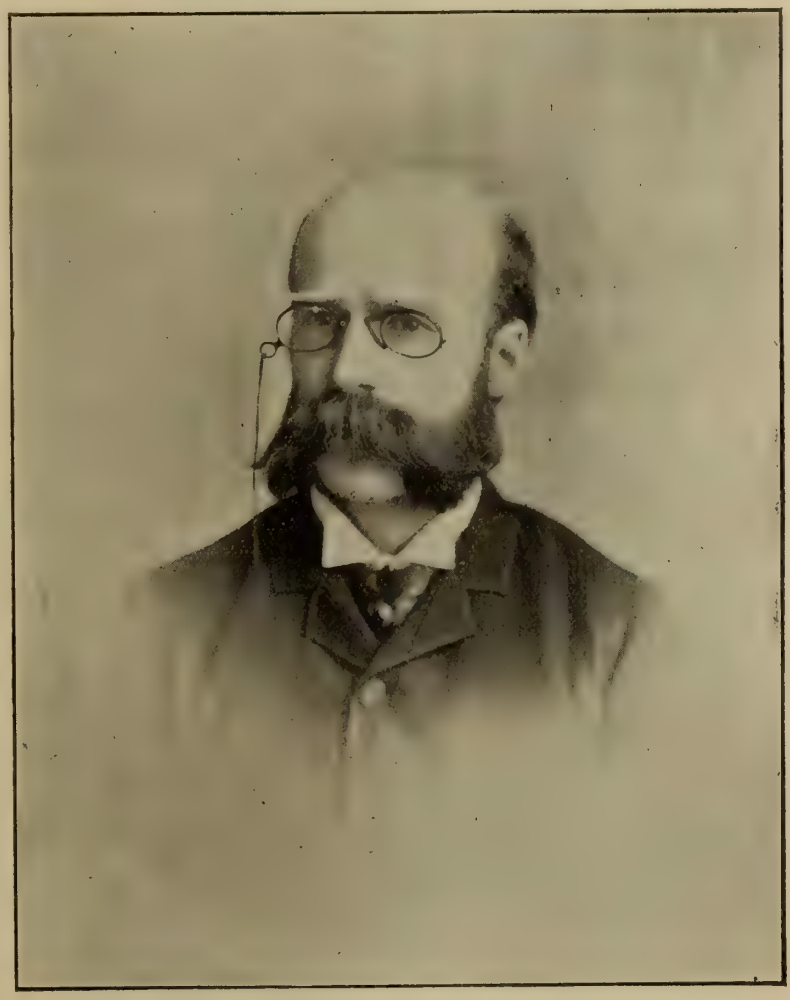
Resolved, "That the meeting, composed as it is of the several Boards of Trade of the Province of New Brunswick and convened in the city of St. John, its commercial centre, view with disfavor the discriminating policy of the Grand Trunk and Intercolonial Railways in freight matters against the northern portion of the Province which the I. C. R. runs through;

"And whereas the I. C. R. charges 5 cents per barrel more freight to deliver flour and meal at the north shore stations, viz., from Campbellton to Berry's Mills than at Moncton, St. John or Halifax: Therefore this meeting wishes to express its disapproval at the present tariff of the I. C. Railway simply because it discriminates to the advantage of its customers in one section to the disadvantage of those in another section ; and be it

"Further resolved, That copies of this resolution be mailed to Hon. Mr. Haggart, Minister of Railways and Canals, and to the manager of the G. T. Ry. for the purpose of bringing before their notice the injustice under which the north shore section of the Province is suffering by so unfair a freight tariff, and that this Board of Trade ask that a more equitable freight tariff be introduced in place of the unjust one now in existence."

Mayor Robertson remarked that it was difficult for any railway under the control of a government or corporation to arrange their tariffs, because railways, like all other enterprises, must, if they are going to live, take into consideration competition and the competitive points. It was almost impossible for any railway to have an equalizing rate per mile. He took much pleasure in endorsing the resolution asking the Government to take steps to do ample justice to the North Shore. The northern part of the province was closed to navigation during the winter season, and if a fair rate were given to St. John and other Bay of Fundy ports it would receive the advantage of this water communication during the winter time, and great advantages accrue to the whole of the province. The shipments of lumber to the Argentine Republic are constantly increasing, and the class of lumber that we furnish will always find a market there. A better rate would enable us to ship all the year round.

The resolution was carried unanimously.



W. FRANK HATHEWAY

(President St. John Board of Trade).

Pedlars and Hawkers.—Should License Fees be Increased, and should the Legislature be Dominion or Provincial ?

D. Morrison, in moving the following, seconded by Mr. Hennessey, remarked that the pedlars were becoming so numerous that they were a nuisance :

"Whereas the present Pedlars Act of this province is inadequate to regulate the sale of wares by pedlars or hawkers ;

"Be it therefore resolved—That this conference shall influence local legislation to so amend the Act whereby county municipalities shall be empowered to deal with pedlars or hawkers by causing each pedlar or hawker before entering on business to register his name with the Secretary-treasurer of the county in which said pedlar or hawker proposes to do business, and that the said Secretary-treasurer be empowered to issue licence duly numbered and collect from each non-resident pedlar or hawker the sum of $10 as a yearly licence tax.

"And further resolved—That every licensed pedlar or hawker under this law shall, when receiving his licence, be provided by the secretary-treasurer with a badge, on which shall be displayed the number of his licence, and he shall wear the same in a conspicuous place upon his hat, or on the outside of his outer garment, at all times when prosecuting his business as such pedlar or hawker ; and he shall not cry out his wares to the disturbance of the peace and comfort of the inhabitants of the municipality."

Mr. Morrison remarked that there was great difficulty in tracing these pedlars, being foreigners. It was difficult to have them registered unless they paid a licence. Collectors of rates of each parish should look after this and prosecute pedlars who have no licence and who are selling contrary to the Act.

J. V. Ellis would like to hear some argument in support of the resolution. It carried to his mind an idea that a St. John commercial traveler would have to go round the country with a badge on his back. Was a line to be drawn between people who sold by samples and the men who sold goods which they carried about with them ? The law in St. John was inoperative ; he never saw a man wearing such a badge.

Mr. Morrison said the resolution applied to pedlars, chiefly foreigners. It was difficult to keep trace of them. All that was asked was that the different municipalities should have some law relating to them ; the cities and incorporated towns already having such laws.

Mayor Robertson said there was a special by-law in St. John to take charge of these gentlemen. The reason Mr. Ellis had not seen any of the badges was because the Mayor and the Chief of Police kept such men out of the city. The last year, owing to the dull times in the United States, there has been a vast number of these hawkers. One class of men got a licence and established headquarters and sent out an army of pedlars. These are charged $20 for residence and $40 for business licence, and the full amount was exacted. Notwithstanding, there was a number of complaints of the pedlars cutting out the small shop-keepers who pay rates and taxes and are good citizens. It was only fair for the taxpayers and property-owners that these outsiders, who have no intention of being citizens, should pay handsomely for the privilege of remaining in the city. It does not apply to representatives of commercial houses who come here with samples and are in the legitimate trade of the country.

J. J. McGaffigan said he knew Mr. Morrison's resolution did not aim at the commercial travelers. He was well acquainted with the class of people referred to. He met them frequently as he travelled through the country. Only the other day, he saw several teams at one time at Boiestown.

W. A. Saunders said this matter came before the municipality of Carleton, and they found it was a pretty hard thing to handle. These pedlars carried every conceivable kind of merchandise with packs, carts and teams. As they did not carry any great stock on hand, if they were seized it was all right. When the matter came before them, they found it was necessary to get a licence from the Secretary-Treasurer. It seemed to him that the licence was too small, and that it should be increased. It seriously affected legitimate business.

H. H. Pitts said this matter had been before the Legislature. There ought to be a general law of the Province, and any community could take advantage of it if they desired. It would be conceded that the thing had become a nuisance. The wording of the resolution did not leave the responsibility on anybody. Let it be more definite, and word the resolution so that there would be somebody to carry it out.

In answer to Mr. Hatheway, Mr. Pitts stated that the law should be a Provincial one, and should give each community the privilege

of adopting it or not. There was a discussion in the House last year as to whether it should be general or not. He thought next year it would be made a general thing. As to commercial travelers, he thought there were some whom it would be well to put a badge on, as they were going beyond legitimate business. It has been suggested that commercial travelers who sell small parcels and do a retail trade should have a tax put on them.

T. H. Hall said that every person had a right to go into business if they kept within the law. He did not see why a pedlar should be obliged to put a band on his hat to distinguish him and show him everywhere as a pedlar. If he had paid his licence had he not the same right as a retailer or a wholesaler? If anyone doubted him when he was going round, all that was necessary was to ask him to show his licence.

Hon. T. R. Jones asked whether in case this resolution were adopted by the Board of Trade, they intended to apply to the Dominion Legislature or the Provincial Legislature for the remedy they were seeking.

Mr. Morrison replied that the resolution stated the Provincial Legislature.

Mr. Jones, continuing, said the Provincial Legislature had no power to pass a law affecting trade and commerce. It was a matter for the Dominion Parliament. If there was Provincial legislation, there would be endless litigation and trouble and parties prosecuted.

J. D. Creaghan said the objection was not so much that these people interfered with the local trade, but they were all foreigners, Polish Jews and all conditions of men, and it was desirable that they should be taxed and their names should be registered. As to Mr. Jones' argument regarding the powers of the Provincial Legisleture, the Attorney-General had disproved that by passing an Act precisely as this one here.

Mr. Lindsay contended that it was a matter for the municipalities to deal with. An Act providing for that was passed before confederation. There had been no legislation since then, except the Act of 1894, which makes it the duty of the collector to collect the fees.

W. S Schofield asked whether the substitution of a clause requiring pedlars and hawkers to produce their licences when demanded, would not be better protection than the clause that they should wear a badge. It seemd to him that in any class of people who were authorized to do business, and the law recognizing their business, it was hard that any particular man should be picked out and marked with badges. He suggested that the clause be removed in order to secure an unanimous vote.

H. H. Pitts hoped the mover of the resolution would not alter that. The officials of the I.C.R. wore badges. The pedlar was not better, nor as good. The pedlars should be as marked as possible as the business was not a legitimate one.

J. D. Morrison said the matter was purely a local one, and he did not see why the board or the local Legislature could not deal with it. The County of Northumberland brought the matter up and passed a measure in the Lower House, but it was thrown out by the Upper House. They only asked for the same powers and rights that they had in incorporated cities to deal with pedlars and hawkers.

Mr. Jones said if the bill was passed in the local Legislature they would have more law on that account than they ever had before. The proper way was to apply to the Dominion Government for a bill that would regulate all these matters.

Vivian H. Tippet thought it highly desirable that these men should were badges and as a matter of protection to our wives and families they should be looked after. They were generally Polish Jews of the very lowest description; they looked so much alike it was hard to tell one from the other.

C. A. Everett: If these men are such a bad class of pedlars, why license them? Why not put and end to them? (Hear, hear.)

J. V. Ellis agreed with Mr. Jones as respects the powers of the Provincial Legislature. He failed to see any difference between commercial travelers and men who carry their stock on their backs and on teams. Pedlars were not all Polish Jews, and it was entirely a matter of trade. If it aimed at Polish Jews, it should be so expressed; it took even our own people. If narrow lines of legislature were allowed to go on, we would come back to the old system of living.

J. D. Creaghan thought the resolution was comprehensive and covered the whole scope. A commercial traveler was not a Jew, nor a Greek, nor a Pole. He was established in the country.

James Carr, of Woodstock, was not aware that any part of the Province was harassed as much as the border, but he could not say he was in favor of badges. If pedlars did not produce a licence they could be prosecuted at once. They might have a badge and that be overlooked.

Mr. MacLean, of HARDWARE MERCHANT, gave a resume of the city of Toronto's experience with pedlars. He said that a few years ago the city council had passed a by-law excluding the pedlars from plying their avocation on certain central streets. To oppose this, the pedlars had organized. They carried the matter into the courts, and in the Supreme Court they succeeded in getting the by-law declared ultra vires. The civic authorities, however, he said, were still of opinion that the by-law was intra vires, and had carried the matter before the Privy Council, where it still rested. Regarding badges, he said that largely through the instrumentality of the Retail Grocers' Association, the pedlars in Toronto were now compelled to wear badges, although they at first fought hard against doing so.

Mr. Morrison thought it important to have a badge to show who these pedlars were. There was an unanimous opinion from the counties that are not incorporated that these pedlars should be controlled. It was the duty of St. John people to protect legitimate trade. These Poles, Jews and foreigners came here and contributed nothing whatever to the internal taxation of the country, and we had to compete against these people and contribute to taxation. Therefore it was not unfair to ask them to contribute a licence fee towards the revenue of the country. The complaints came not only from the mercantile people, but from the people that were trading with them.

G. W. Allen said that if the pedlars were guilty of criminal offences, surely the criminal laws should deal with them. If they could sell goods cheaper than other people, why not let them? If the charges made by Mr. Tippett were correct, those were matters for the criminal laws. This resolution did not go far enough, one way or the other. If a resolution was brought to prosecute these pedlars we might look into it; but a measure of this kind, neither protectionn or free trade, he for one should oppose.

Mr. Jones said if the gentleman would offer in his resolution, to apply to the Dominion Government for the relief sought instead of to the local Government, he would support the resolution. If a bill were passed by the local Legislature it would not hold water, it would only get the small traders of the country into the courts and the lawyers would reap the benefit. The bill would be ultra vires. The amendments that had been passed to the old Act, passed before confederation, did not interfere with the fundamental principles of the bill. They were only as to the penalties.

The Chairman then put the resolution, which was carried, and it was agreed that a copy be sent to the Provincial Secretary.

The Adoption of Standard Time.

Robert Cruikshank proposed the following resolution:

"Whereas, very great inconvenience, annoyance and loss have been caused, and are now being caused throughout the whole of the Province of New Brunswick by the use of so many different methods of reckoning time;

"And whereas, a uniform time would greatly add to the comfort and convenience of the traveling community and the general public; therefore,

"Resolved, That it is the opinion of this joint conference that the general adoption of Eastern standard time, as now in use on the Intercolonial Railway, should be substituted and used all over the Province of New Brunswick, and that the use of what is now known as St. John, or local, time should be discontinued, and only one time known and used, and that steps be taken to secure its adoption by legislation or otherwise.

Mr. Cruikshank said that the adoption of standard time arose from several conferences on the subject of time. It was decided that Greenwich, England, should be the starting point for this time. The longitude of St. John was 66 degrees. It was found necessary by men who had considered the subject in connection with railways that time should not be altered in going from one place to another. It was also found necessary to adopt a certain parallel to regulate the time for this country. The Intercolonial Railway had adopted a time of its own. It was then decided that the 75th parallel of longitude should be adopted. The change had caused much loss of time and it was decided that something should be done at this conference to have one time for all general use instead of two or three. In Moncton and other places where standard time was used, it was found to be greatly in the interests of the people. The present system of time caused a great deal of inconvenience and annoyance, and so far the only objections to the change had been made on the score of inconvenience. At the time the change to decimal currency was made, a great outcry was raised, but a provision was made for a certain day in the year for the change to come into operation, and no one would now think of going back to the old currency. There was no reason why the same plan should not be adopted in regard to this time.

Mr. Harris was quite in accord with the resolution. It had been found to work well at Moncton.

T. S. Simms said it would be better if they all adopted the same time as Halifax.

W. H. Jarvis said if that were done they would still have two times, and the railways would still retain the eastern standard time.

It would be better to adopt the eastern standard time which all the local railways now use.

C. A. Everett said if we had eastern standard time we would have one time from Detroit to the Atlantic Coast, and favored the mover of the resolution putting in the word "eastern" standard time. This was agreed to.

Hon. Wm. Lindsay opposed any change. Did the railways want to rule them in the matter of time? It would mean confusion to the laboring men.

J. V. Ellis was not in favor of changing the time. If adopted, it would be very uncertain in its operation, especially to men who were employers of labor. There were economic reasons why work should be done by the sun.

Geo. W. Allen was in favor of the adoption of standard time, on the ground that there were only two days in the year when the sun was right.

H. A. Drury said from his experience eastern standard time should be universally adopted in the Maritime Provinces. Ninety per cent. of the people visiting the Maritime Provinces were familiar with the eastern standard time.

S. Schofield said that a change was not advisable All legislation on matters of this kind ought to be directed in the interests of the largest number of people. This change was suggested simply because the railways had adopted a different time. It would only benefit the traveling portion of the community, which was a very small percentage of the population as compared with the resident population. It was undesirable that the larger portion of the population should be inconvenienced for the smaller. They had no evidence as to the working of the system. Moncton was a town where standard time was used, but the representative from Moncton did not give them any information with regard to the practical working of the system there.

J. W. McCready, of Fredericton, did not think there was any evidence before the conference that there was any annoyance, confusion, loss or damage to any person or class of persons by the present system of time. The resolution should state facts so there should be some evidence behind it to support it. If they passed a resolution at all they should pass a resolution adopting standard time after reciting some evidence. There was no necessity for such a thing; there was no demand for it by the country or the city.

J. V. Ellis thought there was no reason in this resolution, except that the local time did not agree with the sun time. The present time of the sun was most convenient.

Andrew Malcolm thought more inconvenience would be caused be the eastern standard time than by the sun time; they would have 36 minutes less sun during the work day.

H. H. Pitts suggested the mover withdraw the resolution altogether. There was evidence of strong feeling against it.

J. F. Merritt said that Halifax, Yarmouth and other places had adopted a time one hour ahead of the railroad time here, and they found it worked admirably. If a change were made it would suit the people of the city better to adopt the same time as Halifax and Nova Scotia ports had adopted.

T. S. Simms thought if every town would adopt the 60th parallel, or the Atlantic standard time, then the railroads would come to it.

Mr. Spurr moved that the question be given the "three months' hoist" as there seemed to be a disagreement; which Mr. Pitts seconded.

On being put to the meeting it was decided on vote of 15 to 10 in favor of postponing the question.

Maritime Board of Trade.

Mr. Troop, President of the Halifax Board, said that as they had been successful in bringing together the local boards of trade of this Province, and what he had seen convinced him that to widen the circle could not fail to be of the greatest importance to the Maritime Provinces, he therefore moved, seconded by Mr. Everett:

"Resolved, that in the opinion of the delegates here assembled, it is desirable that a Maritime Board of Trade should be organized, representing all the local Boards of Trade in the Maritime Provinces

"Resolved that a committee of five be appointed from among the delegates here assembled, whose duty it shall be to report to the meeting this evening a brief scheme for the immediate organization of such Maritime Board."

Messrs. Troop, Halifax; Everett, Morrison, Newcastle; Teed, St. Stephen; and Mayor Robertson were appointed the committee.

Mr. Troop submitted the report later in the session, saying he did so all the more readily because the Governor had endorsed the action of the Board in anticipation, and he congratulated the chairman on having a gentleman presiding over the affairs of the Province who expressed views that they were all delighted to hear.

The report was as follows:

"The committee appointed to prepare a scheme of organization for a Maritime Board of Trade respectfully recommend adoption of the following constitution:

1. This body shall be known as the Board of Trade for the Maritime Provinces.

2. It shall be composed of delegates selected by the various Boards of Trade throughout the Maritime Provinces.

3. It shall deal with all matters of trade and commerce affecting the interests of the Maritime Provinces or of any section thereof, as well as matters affecting the interests of the whole Dominion.

4. The officers shall be a president, a vice-president for each of the Maritime Provinces, a secretary, a treasurer and a Board of Directors, upon which there shall be at least one member from each Board of Trade affiliated with the body.

5. Meetings of this board shall be held semi-annually, in the month of————, at such places as may be selected by the board at its meeting.

Your committee recommend that the first meeting be called by the president of the Halifax Board of Trade at such time and place as he finds will be likely to best accommodate the various boards.

The report was adopted, and a copy will be sent to each Board in the provinces.

Mr. Thorne moved, seconded by Mr. Spurr, and carried, that the session adjourn until 8 o'clock.



IRA CORNWALL
(Secretary St John Board of Trade.)

The Lieutenant-Governor.

On resuming in the evening, the President introduced the Lieutenant-Governor of New Brunswick, Hon Mr. Fraser, who said he had much pleasure in being present. The gathering together of so many of the intelligent business men of the country could

not but produce results beneficial to the commerce and industry of the province. Many years ago he was a member of the Board of Trade at Frederic on. At one meeting a delegation was appointed to visit the city of Detroit, where there was a great meeting of delegates in reference to commercial matters between the United States and Canada, and among the delegates from the city of Fredericton were the late Judge Fisher and the late John Pickard. The greatest speech made at that meeting was that of the late Joseph Howe, and Canada came out with honors. Coming back to the present meeting, his Honor said that he was present in his representative capacity, because he thought it proper and right in an assembly of this kind to do so after rece ving an invitation, and that he would by his presence give every countenance possible to the gathering of the intelligent minds of the country. "It is only by rubbing against each other, by the interchange of thought and business opinion, that one can arrive at a satisfactory result with regard to anything. One Board of Trade may take one, and another may take another view. Where a large majority of the Board of Trade of any community approve and pass any resolution with regard to any particular subject with which they have been dealing, it ought to carry great weight, and if you call together Boards of Trade, as you have done here, nothing but good can result."

Shortening Terms of Credit in the Interests of Legitmate Trade.

Mr. Joseph Finley moved the following resolution:

"Whereas the long credit system at present in vogue in this country is a serious drawback to healthy business;

"Therefore, resolved, That in the opinion of this meeting it would be greatly in the interest of the country at large if credits were curtailed and goods sold on shorter time by both wholesaler and retailer."

Mr. Finley said the resolution should be supported on four grounds: 1st. On the ground of economy. The short time buyer could buy goods considerably less than on the long-credit system. 2nd. It was strongly in the interests of legitimate trade. The shortening of credit would reduce a great deal of undue competition. The resolution should be sustained on this ground if on no other. The shortening of credit would revive legitimate trade. 3rd. It was the best help towards the collection of accounts. A short credit account was more easily collected than a long one. 4th. It would avoid accumulation of stock. The short time buyer was a most careful man, and it was seldom, if ever, that they would find an accumulation of stock when the short-time buyer knew he had to pay in 30 or 40 days.

Ward Pitfield, in seconding the resolution, said if anybody wanted a reduction of credit it was the dry goods people. While Mr. Finley's terms were 3 to 4 months, their terms were from 3 to 9 months. It would be beneficial if the terms of credit were shorter, but the difficulty was to carry it out, as St. John only controlled a small portion of the trade of the Dominion. There was a pernicious system in the dry goods business of dating ahead, such as taking an order in June and dating the goods 1st November. Similar resolutions to the one moved were on the minutes of the Boards of Trade of Canada, not once but many times. It would do no harm to vote on this subject, and to vote unanimously, but at the present time, he thought, it was impracticable. The trade of Great Britain was run on long terms of credit, such as six months from 1st April for goods shipped in January to Canadian clients, from nine to twelve months to people engaged in the Australian trade, and in South Africa credits extended as long as fifteen months. He seconded the resolution, and asked the conference to unanimously place it on the minutes.

Mr. Pitts favored the resolution.

W. S. Fisher was pleased with the resolution. As Mr. Pitfield said, the carrying out of the matter was a different thing. They could not stand on their own merits; they had to be guided by and follow the people of the Upper Provinces. The cause of failure, as a rule, was not that the man had been extravagant or not done sufficient business, but heavy losses, because he did not collect promptly. The trouble was not so much as between the wholesaler, manufacturer or capitalist and the retailer as between the retailer and the consumer. The retailer felt compelled to give unlimited credit to his clients. If the country merchant were more careful, not so anxious to give credit, he would be the better able to pay the jobber or merchant promptly. We should follow the method of trade adopted in the United States, which is on the short-time principle.

J. J. McGaffigan said the root of the question was the consumer. The consumer had to do with lumbering and farming interests. This took up a large portion of 6, 8 and 12 months, and while these people were waiting for returns, the jobbers in the cities had to suffer. They had to compete with English and Western credit, and if a man could buy for cash he would do so, and take the discount. It was not a question of ability to pay, it was inability to pay. He had to wait until the material grew. The lumberman had to go into the country with materials, pay for supplies, pay for materials to bring logs to market, and as he had to wait until he made a return, he was not able to meet bills in 30, 60 or 90 days The men who labored with him did the same thing and got their support out of the store. They had to take more risks than the jobber in this country. If the jobbers were to identify themselves more with the people they would know that there were in the country honest, straight, upright men, who took more risks than the jobber and did all they could to pay their bills, but it was impossible.

The chairman then put the question which was carried.

The Treatment of Insolvent Estates.

W. H. Thorne, in moving the resolution, said the want of an Insolvent Act for the equitable distribution of the assets of insolvent estates was a great disadvantage to the legitimate traders throughout the province. In insolvent estates an agent for the insolvent came to St. John, asked them to accept a compromise of 25 cents or so, as the case might be, in the dollar. The majority to whom this appeal was made, with a leniency toward the trader, were inclined to accept the compromise without looking into the affairs of the insolvent at all. This had militated against the interests of the traders throughout the province, as well as creditors in other parts. These traders who came to grief asked for a compromise, and then put their goods on the market at a lower rate than any legitimate trader could buy them. In the absence of an Insolvent Act it was incumbent upon them to find some means of removing these difficulties. If there was an Insolvent Act it would be unnecessary to ask the conference to commit themselves to any such resolution as proposed, but it was desirable to have an expression of view upon the question. Mr. Thorne then read the resolution, as follows:

"That in the interests of legitimate traders it is desirable that we have an Insolvent Act, or an Act for the equitable distribution of insolvent estates."

Geo. A. Schofield seconded the resolution, and said that the present position of the matter in the Dominion was that an Act was passed by the Senate, would be introduced to the House of Commons at the next session, and would probably go through in some form or other. It was not worth while to press upon the Executive of the Dominion Parliament to pass an Act to provide for equ table distribution. If it did not, the Provincial Legislature should take the matter up, and not leave them as they had been, to the injury of the good name of this province and of Nova Scotia.

The resolution was carried unanimously, and it was agreed to forward a copy to the Provincial Secretary

North Shore Lumber Freights.

J. J. McGaffigan then proposed the following:

"Resolved that in the opinion of the conference of these New Brunswick Boards of Trade, a special lumber rate on the I.C. Railway from the North Shore ports during the winter season to the open winter ports of the Maritime Provinces would add greatly to the business of the railway, and would largely develop the xport lumber trade and enable that section of our province to participate in the Canadian export lumber trade to the United States, West Indies and South American ports in the winter season."

Mr. McGaffigan said that some time back they had tried to bring the matter before the Intercolonial Railway, and they were told that they could get no satisfaction from the parties at Ottawa who then managed the railway. Since then, however, there was a head of the railway at Moncton, and he knew that the interests of that section of the country had suffered in the years gone by. He understood that in order to get the lumber to British markets they were giving excessive rates to steamships and sailing vessels, and if they had anything like a fair rate on the I.C.R. they would not force a market in Great Britain, and in certain seasons of the year, owing to several sections of the country being closed to navigation, they could largely develop that trade through the open winter ports.

Mr. Hatheway said he knew personally of large quantities of shingles that had left by the way of Grand Trunk, and railways of the States of Vermont and New Hampshire, to Boston and other ports.

Mr. Thorne, in seconding the resolution, said that although there had been considerable discussion on this subject, there had been but a slight concession made, and it was not sufficient to induce them to ship. It was acknowledged on the part of the department that while the through freight rates from Halifax to all points in Canada and Ontario was at a rate that did not pay them, the rate proposed by the North Shore lumber merchants would give them a profit. There would seem to be no reason why concessions should not be made by the railway to enable the merchants to ship during the winter season a great deal of their lumber through the port of St. John.

Mayor Robertson said it was a very hard case that the whole lumber country on the northern shore should be deprived of the United States market.

J. D. Creaghan thought it was proper for the I.C.R. to give a special, low rate, the duty on the logs, etc, being now taken off. It would increase the traffic to St. John, and serve the city especially.

The President put the question, which was carried unanimously.

To What Extent may a Wholesale House do a Retail Trade, and Would it not be to the Mutual Advantage of the Wholesale Merchant and Country Storekeeper that the Retail Trade be Left to the Latter?

J. D. Creaghan moved, seconded by Mr. Hennessey, the following:

"Whereas the practice of selling merchandise at retail by the wholesale trade is detrimental to the mutual interests of both the wholesale and retail trade of this Province, tending to increase the cost of selling and commercial risk of the former, while compelling the latter to seek business advantages outside this Province which might naturally be expected from the wholesale firms of Canada if a different system of trading be established;

"And whereas the practice of selling goods to private persons by wholesale firms has been going on for a long time;

"Be it therefore resolved that this conference disapproves of this manner of doing business and recommends that any wholesale firm in Canada who shall hereafter do a retail trade as above described, in the Province of New Brunswick, shall be reported to the different Boards of Trade of this Province by the agrieved merchant to be dealt with at their next meeting."

Mr. Thorne sympathized with the mover and seconder. It was one of the most difficult problems that he had to deal with in his business, where the consumers were very often the largest purchasers of many lines of goods that were never kept amongst the traders in the country districts. That was the difficulty that lay in the way of supporting the resolution from his own standpoint. He protected traders as far as possible, but a very large number of articles that were kept in stock in St. John were not kept by the retailers throughout the country, and people were forced to send to St. John for the purpose of finding exactly what they wanted.

H. H. Pitts said there were three words that should be omitted in this resolution—"in St. John." This thing was not in St. John. It was not the travelers from St. John, but those from Montreal and Toronto, who sold goods to wholesale merchants, and then went up through the little villages taking their samples and showing them to people, and selling them at the very same cost as they sold to the wholesale merchants. "In St. John," should be "in Canada."

Mr. Creaghan accepted Mr. Pitts's amendment.

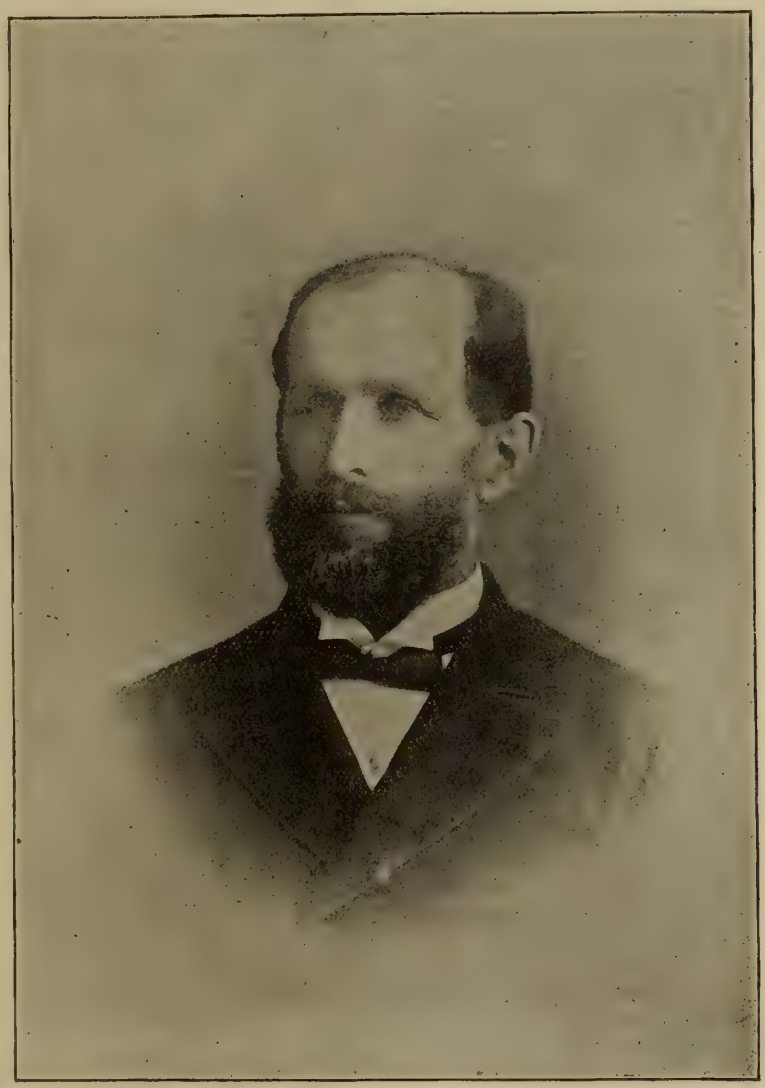
J. F. Merritt said his own firm gave strict orders to their travelers only to sell goods to dealers.

Mr. Schofield would like to ask how it was proposed to deal with the case of a wholesale merchant who had no customer in, say, the town of Newcastle. Would their idea be to go so far as to say that, the wholesale merchant doing no business in the town, it would be right to debar him from doing any business at all in the town, there being no shopkeeper willing to buy goods from him?

Mr. Creaghan replied that if a wholesale house came into a town and it did not suit anybody there to buy from them, would that drive the wholesale house into a retail business, to sell goods to a private party? Some time ago he had sold a small party six suits of clothes, and then a large wholesale and very respectable firm in Montreal quoted these same goods 50 cents or so less than he had sold them for. The customer was a lumberman, and not recognized in business at all.

Mr. Ellis asked what difference there was between this and selling a barrel of flour to the city trade.

Mr. Hatheway would be glad if the wholesale merchants would agree not to sell any goods to consumers at all. It was simply a matter of agreement. If the wholesale merchants would agree not to sell to consumers he, for one, would be glad to fall in with such an arrangement. He had often advocated this.



GEORGE ROBERTSON
(Mayor of St. John).

Mr. McGaffigan said this matter had been brought up in the northern part of the province and they had threatened to boycott St. John and other merchants in the province who sold goods in this way. Fishermen clubbed together and got their nets at wholesale prices. The wholesale men did not know who they were dealing with, did not know the people and were not familiar with the section of the country. The merchant heard of the transaction and made a complaint if his own orders were filled with the house who had sold the goods. It was a hard matter to settle. He would like to see the merchants of St. John take the matter in hand themselves and show their determination not to sell goods to consumers in the country.

Andrew Malcolm remarked that in buying goods in Boston, where he was not known, his name was always looked up in the directory to see who he was before prices were even quoted on goods.

Mr. Troop, of Halifax, asked whether it was the intention of the mover of the resolution that it should extend to persons who do a wholesale and retail business at the same time.

Mr. Creaghan replied, "Not at all."

The question was then put to the meeting and carried unanimously.

The Exportation of the Products of Canada Through Canadian and not Through United States Ports was then Discussed.

Mr. S. Schofield introduced the subject by moving the following resolution:

"Whereas it is manifestly the duty, as well as the interest, of each section of the Dominion to assist in promoting the welfare and prosperity of the whole countty;

"And whereas it would be advantageous to the Dominion generally that its import and export trades should be conducted over Canadian railways and through Canadian sea ports;

"Therefore resolved that the Managers of the Grand Trunk, Intercolonial, and Canadian Pacific Railways, as well as the various Boards of Trade throughout the Dominion, be requested to promote the foregoing idea so far as practicable, especially by utilizing the Maritime Province sea ports during the winter season when the St. Lawrence is closed to navigation.

"And further resolved that the Dominion Government also be requested to co-

operate in every possible way, more particularly when arranging future steamship subsidy contracts, which should always stipulate for the use of Canadian ports only, and thus carry out the policy of 'Canada for the Canadians.'"

Mr. Schofield proceeded to say that it might seem strange that such a resolution should be proposed 27 years after the Confederation of the Canadian Provinces, and 7 years since the opening of the Canadian Pacific Short Line to this City. They certainly, he said, had very great expectations with regard to the benefits that would flow to these Provinces from the establishment of Confederation, and from the opening of that great railway, but they had suffered a very great deal of disappointment, and it was because of that, that the feeling existed to-day that some movement was desirable, and the matter was brought before the Conference in order to obtain its opinion and support that greater benefits might come to this Province than had been realized. Proceeding, he said, that the C. P. R since it had been opened and in operation to this city, was known to have carried very large quantities of the products of Canada to United States ports, and very litt'e had to come to St. John or Halifax. The Grand Trunk Railway had carried nearly all the products that are exported over its road to Portland, Maine, and from that city it had been carried to the old country by steamers subsidized by our own Canadian Government, which was the greatest disappointment of all. A change was demanded, and he might fairly say not only by New Brunswick but by Nova Scotia. These Provinces had rights. They had paid, and were still paying and would always have to pay their share of the interest on the public moneys of the country which had been invested in the C. P. R. and canals and other improvements to the country to the west, and it was natural and right that they should claim to enjoy some of the benefits which resulted from these great public undertakings. He claimed from the Government more particularly, that they should assist this demand and movement in every way they could by subsidies, and, if possible, by Provincial tariff arrangements, so as to encourage the importation and exportation of goods to and from Canada through our own ports. In asking that assistance from the Central Government they were strengthened by the fact that there way a great principle underlying the whole principle of the Government, that is protection which was afforded the manufacturers and all kinds of industries throughout the Dominion. Surely it was only the same principle when he asked for protection for the sea ports and their proper business, handling the imports and exports of their country. He asked the railways for their support. The Intercolonial Railway had been built entirely by the public money of the country, and there could be no doubt that the management of that railway should do all they possibly could to do what he asked. The Grand Trunk and Canadian Pacific Railways had also been very largely aided by the public money of the country, and he was justified in asking the management of these railways to do something for the benefit of all sections of the country. As regards the people of the country generally, they were asked to support this movement on the ground of self-interest. It was to the interest of everybody in every part of the Dominion that the whole should prosper. The Martime Provinces could not possibly prosper as they should do if they were deprived of this trade. The idea was a national one, and on that ground, and on patriotic grounds, they appealed to the public generally throughout the Dominion. The next consideration would appear to be the practicability of the scheme. The most important point in that connection was the distance between the Old Country and, take Montreal. The shortest distance between Montreal and Liverpool was via Portland, Maine, next came St. John, next Halifax, and next New York, that was taking the railway and steamship distances together. From Montreal to Liverpool, via Portland, was 3,147 miles ; via St. John, 3,181 miles (only 34 miles more) ; via Boston, 3,290 ; via Halifax, 3,319, and via New York (which controlled the largest part of the trade), 3,375 miles. Between the longest mileage, via New York, and the shortest mileage via Portland, there was only a difference of 228 miles. It was a mere nothing in the consideration of the total and it is quite evident that it was not a question of mileage which would cause the province to gain the trade and hold it.

In regard to the ports, Nova Scotia had Halifax and Louisburg both capable of prosecuting business. He was not claiming on behalf of the Board of Trade of St. John that this business should only go through New Brunswick. They were claiming that the Maritime Provinces and Nova Scotia had at least as good ports. New Brunswick had two good ports, St. John and St. Andrews. In a general way there was no question of the practicability of the scheme. They required assistance from the Boards of Trade in order to accomplish this object. They wanted the assistance of their Parliamentary representatives, and if the people were in earnest and laid the matter before their Parliamentary representatives, it followed as a matter of course that they would get their assistance and the matter would be urged upon the Government. Whenever that point was reached, that the object was accomplished or within reach, there was no doubt there would be a friendly rivalry as between the different provinces and the different ports. St. John would like to have as much as possible of the trade, and the same with Halifax. It was wanted for the Maritime Provinces first, and then they could do what they could for their own respective interests.

In regard to St. John, a great deal had been said as to the capabilities of the port, and they had found it necessary to present a great many facts on that subject to the public from time to time, and on one special occasion the Board of Trade, in order to remove a great many erroneous ideas conveyed in regard to the Bay of Fundy and the harbor and port of St. John, appointed a special committee to look into the matter and get all the information possible and report to the Board. That committee performed its work satisfactorily, and at great length. They had prepared a pamphlet on the Bay of Fundy and the port of St. John. This showed that the port, so far as navigation went, was one of the safest north of the Hatteras. There were deep water wharves on each side of the harbor, with 27 feet of water at low tide. The C.P.R. grain elevator was the best in America. He made these remarks with regard to St. John, as Mr. Troop and others had an erroneous idea of the port. He asked that each Board of Trade take a copy of the pamphlet containing the report of the special committee on the subject.

Mayor Robertson said he had the honor to second the resolution. Since 1882 this question had been at various times discussed by the Dominion of Canada and by the mother country. Those who had voted for the confederation of the provinces did so because it was represented that it would benefit the provinces, and those in the Maritime Provinces had been grieviously disappointed. The Lower Provinces were to have the handling of the import and export business, but they had not got it. Neither the Intercolonial nor the Canadian Pacific Railway short line had brought the business as they should have done. St. John had done her part and expended a quarter-of-a-million of dollars upon her harbor, etc. He confessed it was the most difficult problem in the Dominion of Canada. He feared that unless the Government took hold of it with the determination of subsidizing freight lines and giving rates of freight to those who were running the lines to compete successfully with their rivals, that it could not be done. There was not only a Canadian aspect, not only a Maritime Province aspect, but there was an Imperial aspect. There was an Imperial aspect to it from the time that the Intercolonial Railway became a part of the contract. It was guaranteed by the British Government, and the money was raised by that guarantee. He held the Mother Country was to-day more deeply interested in this matter than she was in uniting the different provinces of Canada. At the Intercolonial Conference held at Ottawa the other day, this great question came up, and it was one of, if not the, principal question that came before the conference. Already the Canadian Government had granted a considerable subsidy to a line of steamers from Vancouver to Australia, and an enormous amount of money had been put in the C.P.R. At the discussion of the great question in Ottawa the British Government had a representative in the Earl of Jersey, and he is to report to the British Government, and he (the speaker) judged that the Government of Canada and the people of Canada were waiting with considerable interest as to the result of the report of the Earl of Jersey. They had to consider the possibility of the British Government taking hold of this thing and putting it through and making it a success. The cost of a six months' war with France would give the steamers and divert the trade that goes through the American ports. Mr. Robertson proceeded to read an extract from a paper to the effect that it was as much to the interest of the Australian Government as to the Canadian Government that a subsidy should be granted and a fast line established. The mails would gain several days by the Canadian route from Australia. The present contract for carrying the British mails, and vice versa, by the Peninsular and Oriental and other lines via the Suez Canal would expire in the year 1896, aud in that year it would be available for re-distribution and then the Canadian route would become a powerful competitor. The mails from Australia can be delivered at Vancouver in 18 days, carried across the continent by the C. P. R. in five days and across the Atlantic in six days, making twenty-nine days in all. Mr. Robertson thought it was too much for the Government of Canada and the people of Canada to undertake. With all the energy, perseverance and determination of this country, it was sometimes, and he believed in this case it might be, far too much to undertake this tremendous service unless supported by the Imperial Parliament and by the Government of Australia. When the report of the Earl of Jersey came in they would come to the end of the question and know whether they were to have an Imperial highway across the Dominion of Canada or not. He had dwelt at some length upon that aspect of the affair as it was the only aspect that held out any hope for the future. The C.

P. R. had bowed to the strong feeling in Winnipeg, but Mr. Van Horne said it was absolutely necessary to make American connections. The C. P. R. had gone to American ports and had hauled our freight without reference to the national idea and purely on the principle of dollars and cents.

There was still another aspect to the question. The Maritime Provinces had a right to ask the Canadian Government to give the Maritime Provinces' view of the question more consideration than they had yet given it. The other day they had a deep water convention to carry the St. Lawrence route through to Chicago. He did not believe that there was a thought in the minds of the western Canadians about the importance of the Maritime Province to the Dominion of Canada. He regretted to say that he found a great deal of indifference, showing that we were not, with all our Maritime ports, in their thoughts at all. He had said in Montreal latterly : "Canadian as I am, strongly as I have faith in Canada and the Imperial idea, if the present state of affairs continue, if the trade of Canada continue to pass through American ports, I fear that the people of the Maritime Provinces will come to the point not use United States ports, that they must discharge their cargo at either St. John or Halifax, or both. The Government were giving public monies away to support a foreign port.

Hon. Mr. Lindsay said the Government should give a large subsidy to the railroad to carry cheap. Every man would ship by the cheapest route. The freight on the Intercolonial Railway should be so low, that by shipping by this route would be to the advantage of the people to do so.

Mr. Hatheway then put the question, which was carried unanimously.

Delegates at Luncheon.

The St. John Board never does things by halves, and when they decided on a conference they also arranged a luncheon which was a most delightful one. The chair was occupied by Mr. Hatheway, and the vice-chairs by W. H. Thorne, C. A. Everett, W. S. Fisher and W. M. Jarvis. After the bounteous repast, and Her Majesty's health had been toasted, the Chairman proposed "The Governor-General," to which J. V. Ellis, of the St. John Globe,



Farmers Don't Read

it. They would find little to interest them if they did, but all the live Hardware and General Dealers in Quebec, New Brunswick, Nova Scotia and Prince Edward Island do, because it contains information which they must have, and which they can get from no other source.

HARDWARE MERCHANT

Toronto and Montreal.

and say that it must not exist any longer." Were we going to stand by and see our seafaring men go to American ports, our greatest interest of ship-building passing away.

A great problem laid before the Canadian Government unsolved, and it would have to be grappled with and solved if they were going to build up a great Canadian nationality. It was the duty of the City of Halifax and of every county of the Maritime Provinces to join St. John in this common object, that the Canadian trade that is being largely developed in American ports shall be diverted to the proper route, and if it could be done by the hands or money or energy of man, it should be done, that we might become in very truth a Dominion from the Atlantic to the Pacific.

Hon. Mr. Lindsay said he would like to ask, if in shipping to the Old Country or importing back, the Government were to make the people ship by the dearer route ?

Mr. Schofield said that in arranging subsidies with the Dominion and Allan lines of steamers, the Governmsnt should say they must

responded, saying he was not sure how far the Governor-General would approve of his answering the toast on this occasion. His Excellency was here, and we found him a gentleman in every sense of the word. We had never a Governor-General who made le ss distinction among all classes than the present one. Everyone had been deeply impressed with his wife, who had taken such a deep interest in the people. (Applause.)

W. S. Fisher proposed "His Honor the Lieutenant-Governor," to whom he paid a glowing tribute. He was a lawyer and a citizen, and one of whom all had felt proud.

Hon. James Mitchell responded on behalf of the Lieutenant Governor. It gave him a great deal of pleasure to do so. He would say very little in addition to what Mr. Fisher had. Every man, woman and child knew the name of Governor Fraser, and no man was more popular than he. The newspapers, which delighted to say the very best of a man, told of what a reception he had had on his recent visit to the North Shore. He expected that

he would have been at the conference. He felt that he was echoing the feelings of everyone in New Brunswick when he said the present Government occupied a warm place in the hearts of all. Since Governors had been selected from men of New Brunswick we have had men of whom we have felt proud. If Governor-Generals were selected from men of Canada, we could produce as good men as can be sent from England. The gift of John J. Fraser as Governor of New Brunswick was one of the best that could have been given this fair province of ours.

The next toast was "Our Guests from Nova Scotia." The president spoke of the mines of Nova Scotia, its agricultural advantages, and the many other things which made it what it was.

Mr. Troop, president of the Halifax Board of Trade, was received with three cheers and a tiger. He said that if an eloquent speech was expected from him those assembled would be surprised. It was the forte of merchants to do and not to talk. There was a profession whose members could do and talk also. The president's kind references to Nova Scotia had entirely overcome him. Nova Scotia had great capabilities as he was aware, and he could safely say it had the most kindly feelings towards the adjoining province of New Brunswick. When he received the invitation of the St. John Board to attend the conference, an honor was conferred upon him that he had not anticipated, and would not soon forget. The interests of the Maritime Provinces stood in a peculiar position in this Dominion. We had the great Western Provinces in a measure eclipsing and overshadowing our Maritime Provinces. For 15 years the press had been pointing towards the great western country and "Go west, young man," was the advice given. We felt now that we had interests in the Maritime Provinces. The St. John Board of Trade had struck the keynote in calling together here representatives from the various Boards of Trade, and in showing that the interests of St. John were not different from those of the outlying districts. The question of having such a conference had been discussed by the Halifax Board. He spoke very much in favor of these gatherings, and showed the advantages of them to the cities and towns of a province. As the cities advanced, so must the rural districts, and when representatives from them met the city men, prejudices were torn down and more was thought of the interests of New Brunswick. What would we give in Halifax, he continued, if we had a noble river such as you have behind you! We boast of having a good harbor, but Providence gave us that, and did not give us a river of such grandeur as St. John. The first trip he had made from his home was up the St. John river to Fredericton. He had since traveled the whole continent, but had found nothing of such beauty and with such scenery as the St. John. He saw around the table gentlemen who had been born in the same village in Nova Scotia as he. He had no sectional feelings, but believed in the possibilities of the Maritime Provinces. "But one word of warning. That is, a determination that country must be before party. We have a good country, and have spent a good deal of blood and money. We of Nova Scotia didn't take kindly to the union that made us citizens of Canada. The past is forgotten, and now we are to make the country what it can be. We will work in the interests of trade, and let us do what is best to advance its interests. You have so well undertaken the work of bringing around you gentlemen of the Boards of Trade, that let us hope that from this time forward the circle will be enlarged, and that hereafter we will have Maritime Province Boards of Trade. If ever we have the pleasure of inviting the Boards of Trade to the city of Halifax, we will give them a right royal welcome; and I will tell the board of your sister city of the welcome you have given their president to-day. I wish you every prosperity. Let us remember that we have an important office to fill, a duty to perform. If we respect ourselves, we will be respected by the people who at present overshadow us. Our integral rights as a population can only be secured by a determined purpose of the people of the Maritime Provinces."

Mr. N. Currey, of Amherst, was glad to be present and hear the debates, which he had listened to with pleasure and profit. The Amherst Board of Trade was established only a short time ago, but they had been grappling with such things as freight rates, pedlars' rights, etc. He agreed with Mr. Troop that it would be well to have a Maritime convention. The Insolvent Act was something that might well be dealt with by the Boards of Trade and the merchants of New Brunswick before it was passed by the Government. He didn't like the bill as it stood. A good Insolvent Act was a good thing, but a bad one was worse than none at all. Referring to freight rates that affected the people of the North Shore, there was one thing that should be thought of, and that was the ship railway, which, when completed in two years, would greatly cheapen the rates between the North Shore and S. John.

Mr. W. M. Jarvis said he had been asked to propose the toast of "Delegates from New Brunswick Boards of Trade." Some day he hoped to see a hearty reunion of all Maritime Boards of Trade. This move of the St John Board of Trade was experimental, and some day likely they would call together all the boards. We wanted to see that we were working together for the common good of the province. He spoke of the hospitable and hearty reception the Church of England delegates—of which he was one—had received at Woodstock. Following up along the lines of an editorial he was very much pleased to see in one of the morning papers, we should try to develop a public spirit.

Mr. J. S. Neil, of Fredericton, thanked the St. John Board on behalf of the Fredericton Board for the way they had drunk the toast. He acknowledged the success of this conference. He had learned much during his visit to St. John. Since the Fredericton Board had been organized, some four years since, it had done much and endeavored to show the capabilities of their city. He referred to the beauty of the River St. John, and advocated an improvement in navigation Thought the river should be given some necessary dredging.

Mr. H. H. Pitts, of Fredericton, said that just as the Boards of Trade understood their strength and usefulness the more would the people recognize them. In commercial union was what was wanted with the Old Country, and he told them that during his visit across the water, he had the privilege of going up the Rhine a short time since. We had just as good country here, but we didn't appreciate it. We have the greatest country in the world, and New Brunswick and Nova Scotia were the best of it. There was nothing like advertising it. New Brunswick and Nova Scotia were self-contained. We had no use for the rest of the country if they had none for us. Send over some of our young men to the Old Country and let them see poverty and vice there, and there couldn't be any better advertisement than that.

Mr. J. W. McCready, of Fredericton, thought he was safe in saying Frederictonians were a happy and prosperous people who lived in a beautiful city. Their business laws were sound and the city was enjoying a fairly substantial growth. The newspapers had quit talking about the west and had learned something of their own country, and the people were beginning to do so also. The west had had so much attention since the formation of the country, because it was necessary. If our young men could be taught to stay home it would be the best thing for the country. There were plenty of room for them and plenty of work.

Mr. Teed, of St. Stephen, said he would like to make a speech but couldn't. He congratulated the St. John Board on the movement it had inaugurated, and could not see why a further movement should not be made. The St. Stephen Board of Trade was formed four years ago, and had reason to congratulate themselves on what they had done. He could not see why a Maritime Board of Trade could not be formed and be a success. While we must appreciate and feel proud of the west, the success of business in the Maritime Provinces must first claim our attention. We must be liberal and willing to give and take in matters of business. The interests of the different sections of the province were identical. If the united Board of Trade could be formed, we would have a body that must make itself felt in the councils of the country. The St. Stephen Board of Trade, as soon as they got accommodation, would be only too glad to have a convention of the boards there.

Hon. James Mitchell was glad to be present as a representative of the St. Stephen board. They lived down on the border, where they could hear the American eagle scream every day. They were proud of their town, and proud to be under the broad old flag of Old England. Perish the day that they should wish for anything better. They were not provincialists down there alone, but Canadians, who wanted to see the whole country prosper, and it would be felt among the nations of the earth.

Mr. Hennessey, of Newcastle, spoke of that portion of the country, whose people were chiefly occupied in lumbering and fishing. The St. John river was the first river in New Brunswick, but the Miramichi was the second. Immense quantities of lumber were shipped from it during the year. A great deal of their money found its way to St. John, as the people of this city did a big business with them. He spoke of the excellent treatment he had received this time in St. John.

Mr. Creaghan, of Newcastle, said it was a pleasure to be in St. John and receive the information he had got at this conference. He was peculiarly struck with the remarks of Mr. Troop, of Halifax, about the St. John river. He thought the Miramichi was the first river of Canada. He had seen 200 sails of vessels anchored in the Queenstown of Canada in the Miramichi. It was a splendid summer port but unfortunately not a winter one. He regretted very much that the people of the North Shore had thought the merchants of St. John were crowding them politically and otherwise as in the matter of stumpage. He thought the agricultural implements, carloads of which came to the North Shore, should be manufactured in St. John instead of Upper Canada.

Donald Morrison, of Newcastle, said that although the Miramichi river was closed in the winter, thousands of dollars' worth of fish were got out of it. He referred to the good feeling that should exist among the people of the Maritime Provinces.

Mr. Saunders, of Woodstock, thanked the St. John Board on behalf of the Woodstock Board for inviting them to this conference. Some fifteen years ago he went into business in Woodstock. He used to come to St. John two or three times a year, but now travelers went through the country, and the merchants did not come to St. John. He thought that was a mistake, as he and others would like to come here and renew acquaintances. Although much had been said of Lieutenant-Governor Fraser, he had found among the St. John Board of Trade many a man who would make a capable Lieut.-Governor.

Hon. Wm. Lindsay, of Woodstock, said our country was a good deal as we made it. Some of the gentlemen had told of the large quantity of lumber that was sent away. They had seen Americans taking the lumber across from this country and manufacturing it, and then bringing it back to us and selling it. He strongly advocated home manufacture. Woodstock was the garden of New Brunswick. He spoke of the good crops, good horses, etc., of Carleton county. He was the oldest trader in the room, having been in the business fifty-five years, and knew this country was what the people make it. In Woodstock they had three sash and door factories, three carriage factories and three machine shops. He was glad to see the young men coming back to this country. He hoped all would study the interest of the country and do all they could for its prosperity.

Mr. Ketchum, of Woodstock, joined with Mr. Saunders in the hearty congratulations on the success of the conference. The Woodstock Board of Trade was only a few months old, but was a lively infant, and had done considerable kicking to remedy grievances.

Mr. Troop, of Halifax, was fully aware, and appreciated that he was in the city of St. John. He proposed the health of Mayor Robertson, who was highly esteemed, and whose reputation was established not only in the Maritime Provinces, but in the far west. At Montreal he uttered a sentiment of which every man in the Maritime Provinces should feel proud. He spoke in plain language on the winter port question. He did not think a foreign port should be built up as the winter terminus, that was, Portland, Me. He thanked Mayor Robertson for what he had said. Lord Aberdeen was present and heard Mayor Robertson say that when the St. Lawrence was closed a Maritime Province port should be chosen for the winter port.

Mayor Robertson thanked Mr. Troop for the kind reference he had made to him. He felt, he was going to say, almost jealous of the privilege his warm friend, the president of the St. John board, had in arranging the grand gathering of to-day. To him should be given all the credit. St. John could boast of an antiquity, being incorporated in 1785. Not more than 40 years afterwards, the Chamber of Commerce was inaugurated, and now, as the St. John Board of Trade, it had taken an active interest in its city. The extent of St. John's commerce and her history gave her a noble position. There was a time in the commercial history of New Brunswick when St. John was more to the rising towns of the province than she was to-day. Now the cities of Fredericton and Moncton competed with St. John, and although there was competition underlying there was a sentiment of good feeling and brotherly love. He had had an opportunity in Montreal of saying a word for Halifax. Halifax had some advantages. St. John had some advantages, that entitled each to the winter port. It was, after all, a matter of competition, and let the best one win. He favored the establishment of a Maritime Board of Trade. In speaking of the success of the New Brunswick men, he said that to those who were trying to rise to the heights of the mercantile trade, a vast amount of the knowledge of the country and the laws was necessary. Honesty was the backbone of trade. Many of the merchants commenced life by carrying a pedlar's pack through the country, but those days had gone by. He spoke of that, as the question had been discussed in the morning. He closed by thanking Mr. Troop for the kind remarks he had made to him and to the city of St. John.

Mr. Teed, of St. Stephen, on behalf of the visiting brethren, proposed the toast of the president and St. John Board of Trade.

President W. F. Hatheway made a short reply of thanks, and also made a short reference to trade matters. A great many years ago he heard a gentleman remark on a railway train that trade was hard and selfish. He had since learned that it was no more hard and selfish than any other vocation in life. The complete success of cities and their happiness lay at the foundation stone of labor and then trade. Rome, Athens and Alexandria rose on the heights of their military forces; but where were they to-day? Where was Venice since it had lost its trade? To-day, England the nation of shopkeepers, stood at the head of the world, and Canada was a part of it. He was proud to be a Canadian, and hoped that no one would ever be able to point with scorn at a resident of this country, but always look on one as a man of probity and honor.

The Most Advanced and Perfected Powder

FOR **LONG RANGE.** FOR

GAME SHOOTING.

Subjected to the most vigilant tests before issue.

An unrivalled record for safety.

The most pleasant to shoot with.

Manufactured solely at Barwick Works, Herts, England, by

The Smokeless Powder Co.
(LIMITED)
Dashwood House,
New Broad Street, London.

SMOKELESS
HARDENED **SS** EQUALIZED
WATERPROOFED

SPORTSMEN.

The most perfect process of manufacture in the world.

Steady and hard hitting.

Always alike and stands all climates.

The most satisfactory of all Powders to Sportsmen.

James Darling & Co.
Sole Agents for the Dominion,
1698 Notre Dame St., Montreal.

Who also manufacture Rifleite '303—Rifleite '450—S R—S K—and S V, all of which shoot to perfection.

ELECTRICAL MEASUREMENT.

The Board of Trade of London has received a report on the standard of electrical measurements and has recommended the following :

A standard of electrical resistance denominated one ohm, being the resistance between the copper terminals of the instrument marked " Board of Trade ohm standard, verified 1894," to the passage of an unvarying electrical current when the coil of insulated wire forming part of the aforesaid instrument, and connected to the aforesaid terminals, is in all parts at a temperature of 15.4 C.

A standard of electrical current denominated one ampere, being the current which is passing in and through the coils of wire forming part of the instrument marked " Board of Trade ampere standard, verified 1894," when on reversing the current in the fixed coils the changes in the forces acting upon the suspended coil in its sighted position is exactly balanced by the force exerted by gravity in Westminster upon the iridioplatinum marked A and forming part of the said instrument.

A standard of electrical pressure denominated one volt, being one hundredth part of the pressure which when applied between the terminals forming part of the instrument marked " Board of Trade volt standard, verified 1894," causes that rotation of the suspended portion of the instrument which is exactly measured by the coincidence of the sighting wire with the image of the fiducial marked A before and after application of the pressure, and with that of the fiducial marked B during the application of the pressure, these images being produced by the suspended mirror and observed by means of the eye-piece.

In the use of the above standards the limits of accuracy attainable are as follows :

For the ohm, within one hundredth part of 1 per cent.

For the ampere, within one-tenth part of 1 per cent.

For the volt, within one-tenth part of 1 per cent.

REGARDING THE TARIFF.

Few people are there who have anything like a wide acquaintanceship with the tariff of the country in its bearing on different articles which they buy and sell. This is inexcusable. The lists which the Government issue all cannot get, but if all cannot get the Governmental list everybody can Irwin's Hand-book to the Canadian Tariff. At the last session of Parliament, it will be remembered, the tariff was changed materially. These changes have all been taken note of by Mr. Irwin's book which has just been issued ; and not only that but the latest rulings are duly chronicled. A feature of the hand-book in addition to its bearing upon the tariff is a resume of the Ontario Commercial Law. Then there are " Hints for Importers," and many tables and other information of value to business men. Every merchant and manufacturer, and in fact everybody, should have a copy of C. W. Irwin's "Hand-book to the Canadian Tariff" in his possession.

JELLSTONE.

The new wall-coating now being placed on the market by the Alabastine Co., Paris, Ont., is attracting the attention of painters as an article destined to supersede the use of whiting and glue, so invariably used as a cheap wall finish, from the fact that it is ready for use by simply mixing with cold water and has a better covering capacity than kalsomine and is sold at 3c. per lb., the mere cost of whiting and glue, while saving all labor of papering. Mr. Church, the inventor of Alabastine, is the compounder of Jellstone, which is a guarantee of its excellent properties. Mr. Church, who has spent a life-time in the study of wall coating line of manufactures, does not expect Jellstone to supersede Alabastine in the demands of the general public, but rather to enable painters to have a first-class coating always ready for use at a price equal to that of raw material. How he has succeeded is obvious. Sanderson, Pearcey & Co., Toronto, are agents both for Alabastine and Jellstone.

BROOM CORN SITUATION.

Wm. S. McDonel, manager of the Windsor Patent Brush Co., Sandwich, Ont., has returned from a purchasing tour of the Western broom corn growing States. He found that the condition of affairs at the source of of supply warranted the large advance of broom corn by the dealers and commission houses. There is not enough on hand to go around, at last year's rate of consumption ; besides, ordinary years one-half of the crop is carried over. The manufacturers in the States have advanced prices 60 to 75 cents a dozen, hardly the difference of price of the raw article in brooms. The Canadian manufac urers have advanced 25 to 40 cents a dozen, being satisfied to do business at a loss till the trade gets used to the advance.

A BIG LOG.

What is understood to be the heaviest and largest log of mahogany that has ever been brought to Liverpool was landed the other day. The log in question was brought from the West Coast of Africa in Messrs. Elder, Dempster & Co.'s steamer, the Matadi. The leviathan weighed no less than 15 tons, and, on account of this weight, the Mersey dock officials would not allow it to cross the bridge at the Coburg Dock, where it had been landed. It became, therefore, necessary to obtain the services of the steam floating crane Atlas, which brought the log from the Coburg Quay, and placed it on two large timber carriages. The log is now in Messrs. Alfred Dobell & Co.'s yard at the Canada Dock. It took five powerful horses to pull the log along the streets, and, during its progress, it was an object of much interest. The Atlas can lift 100 tons weight, and, had it not been for this crane, the log could not have been removed.

MAKING MANGANESE STEEL.

A method lately patented in England by R. A. Hadfield is described as follows : A heat of ordinary steel is made in any convenient manner ; this steel is preferably low in carbon. The steel is then transferred to a ladle. Another ladle is hung from a Denison suspended weighing machine, and has poured or placed into it the necessary quantity of molten or heated ferromanganese of suitable percentage, according to the percentage required in the steel to be produced. There is then added to this as much of the ordinary steel as will increase the contents to that of the required quantity of manganese steel. In this way, thorough admixture may be effected, but, if desired, there may be additional stirring. The admixture will then be ready for pouring into ingots or castings.

W. H. Rowley, of the E. B. Eddy Co., of Hull, was in Toronto this week.

At Hartney, Man., Sunday night burglars entered Hartney & Dickson's general store and broke open the safe. The firm lost about $1,000, the Ogilvies $800 and the Lake of the Woods Milling Company an unknown amount.

A. N. C. Black, private banker of Dutton, is in financial difficulties, and he is away. He was treasurer of the High School Board, and was asked to pay the money, $2,200 over, but failed to do it, and his surety, Mr. J. B. Crawford has paid the money. Mr. Black was one of the best-known men in West Elgin, was clerk of the Division Court and formerly licence commissioner, and was highly respected. He had carried on a banking business in Dutton for twelve years, coming there from Strathroy.

The work of prospecting along the Seine River has now been carried far enough to demonstrate that the gold deposits found there are marvellously rich. Not only has the famous Wiggins mine set prospectors wild, but the discovery of the Last Chance mine, and a dozen or more properties equally as good, have caused a rush to that locality that reminds one of the old '49 days in California. Over 200 prospectors are now said to be at work in that vicinity looking over every foot of ground.—Colliery Guardian.

The following persons compose the syndicate which has been formed to construct the Toronto, Hamilton and Buffalo Railway : S. E. Peabody, Boston, Mass., president American Loan and Trust Company ; Henry D. Hyde, Boston ; W. N. Coler & Company, New York, bankers ; John N. Beckley, Rochester, N.Y., president Rochester Street Railway Company ; Gilman H. Perkins, Rochester, N.Y., Smith, Perkins & Company ; William S. Kimball, president Union Bank, Rochester, N.Y. ; A. Erickson Perkins, Rochester, N.Y., cashier Union Bank ; Frank S. Upton, Rochester, N.Y., vice-president Central Bank.

CUTLERY

Largest Assortment
Closest Prices

G. WOSTENHOLM & SONS, Ltd. GEORGE BUTLER & CO., Ltd.
JOSEPH ELLIOT & SONS THOMAS ELLIN & CO.
JOHN ASKHAM & SON And other reliable makes.

WE OFFER OUR ENTIRE STOCK OF

Joseph Rodgers & Sons' Goods at Special Prices.

H. S. HOWLAND, SONS & CO.,

37 FRONT STREET WEST - TORONTO.

POWER DEVELOPED AT NIAGARA.

The total fall between Lakes Erie and Ontario is 329 feet, and is made up as follows: From Lake Erie to the head of the falls, 70 feet; the falls, 161 feet, and below to Lake Ontario, 98 feet. Consequently, says E. A. Le Sueur, in Science Monthly, the total power running to waste is more than double the 5,000,000-horse power on the falls. An idea of the proportion that this total bears to what may be called the world's consumption of power may be had from the fact that it is computed to be equal to the total of all the steam-generated power in the world.

The geographical situation of the falls with respect to nearness to the at present great power consuming centres is, as hinted above, not quite all that could be desired; but there are, nevertheless, several cities within reach, electrically speaking, which will use an enormous amount. Buffalo may be said to be next door, and Rochester is within easy reach. In the not too far distant future we may expect to see the great electrical manufacturing works in Schenectady operated, as is most, by electrical power from Niagara.

The power company has, however, made branch track connections between the territory owned by it and the three important railway lines, which all pass within a few miles of the property. These connections and the good freight rates which have been contracted for in various directions, together with the cheapness of power, will in all likelihood, attract to the spot manufactures, besides those which have already undertaken to go there, to an extent that will make it the foremost power-consuming centre in the world.

ROYALTY AND BOLTS AND NAILS.

The commercial benefits of Royal visits are evidently not confined to hotel-keepers and railway companies. In connection with the recent visit to Birmingham of the Duke and Duchess of York, I learn, says Vulcan of Ironmonger, that some £500 was spent on the erection of street-barriers alone. Four miles of single barrier were constructed, with a nut-and-bolt fastening every 3 yards, and four 6-inch spikes for driving into the wood paving every 9 feet—say 2,400 of the former and nearly 10,000 of the latter fastenings. This is exclusive of the bolts and spikes and nails required for the erection of stands and hoardings for the protection of shop-windows, and it leaves out of account also the tons of fastenings required for the construction of the staging for the accommodation of 3,500 visitors in the huge tent which covered the cite of the stonelaying ceremony in St. Mary's. Very similar statistics, I believe, might be given of the ironmongery supplies necessitated by the Royal visit at Liverpool on the following Monday.

Works: St. Helens, England

PILKINGTON BROS. LIMITED

MANUFACTURERS OF

Polished Plate
AND
Window Glass
Bevelled Plate
and Mirrors
Rolled Plate, Ornamental Cathedral, etc.

Depots: Busby Lane, Montreal. Mercer Street, Toronto.

WINDOW GLASS

OF EVERY DESCRIPTION.

GLAZIERS' DIAMONDS.

PUTTY...

A FULL STOCK.

Sanderson Pearcy & Co.
130 to 140 Bay Street
Toronto

Prompt Shipment Guaranteed.

TRADE CHAT.

THE Niagara District Fruit Growers' Joint Stock Company, Ltd., has been given power to increase its capital stock from $10,000 to $20,000.

Thirty-two pound cauliflowers are grown in Penetanguishene.

Goderich will soon have an incandescent electric light and power system.

The Manitoba Patrons of Industry propose shipping their wheat direct to England.

A new electric firm has started business in Ottawa. It is named Garrioch, Godard & Co.

The car shops at Perth are almost shut down, only fifteen men being at work, on half time.

According to the "Woman at Home" the Duchess of Fife is an admirable butter-maker.

While this may be an unappreciative world, a man generally gets credit for paying his debts.

The Crown Pressed Brick Co., Ltd., of Ottawa, have obtained a charter of incorporation.

The Buckingham Electric Railway, Light and Power Co., of Buckingham, Que., is applying for incorporation.

Freight is being hauled by wagon between Winnipeg and some distant Provincial towns to save high railway charges.

Merchants throughout Great Britain are still complaining about the large proportion of underpaid letters from Canada.

The eleventh annual fat stock show of the Province of Ontario will be held at Guelph on December 11th, 12th and 13th.

John Lewis, hardware merchant, of Belleville, father of J. L. Lewis, city editor of the Hamilton Spectator, is dead, aged 74.

A merchant at Chesterton, Ind., set a trap for burglars. As usual in such cases, he walked into it himself and filled his legs full of shot.

Mr. Warner, near the Eau, thrashed and sold eight hundred bushels of beans from forty acres. The price realized was $1.20 per bushel.

The Gutta Percha and Rubber Manufacturing Co. have completed an extensive brick addition to their factory on Lansdowne avenue, Toronto.

A. T. Wood, of Wood, Vallance & Co., has begun suit against the Hamilton Bridge Company for $10,000, said to have been paid on an accommodation note.

The McClary Manufacturing Co., of London, have taken out a permit to erect their new establishment for the manufacture of graniteware. It will cost $2.000.

The Hughes Car Ventilating Co., of Toronto, to manufacture from the patents of Samuel Hughes, M.P., his system of car heating and ventilating, have been granted a charter with a capital of $500,000. The name of William Mackenzie, President of the Toronto Street Railway Co., is the first on the list of incorporators.

A charter has been granted to the Crown Pressed Brick Co., of Ottawa. The company propose to manufacture brick and tile, with a capital of $100,000.

It is reported that John McDougald, M.P., has sold his gold mine at Fifteen Mile Stream, N.S., to J. D. McGregor, of New Glasgow, for $10,000.—Colliery Guardian.

Again the story is revived in Quebec that the Vanderbilts have an option of the Quebec, Montmorenci and Charlevoix Railway, and that it will be extended to Labrador, with all that implies.

Geo. E. Bertram, of Toronto, in a letter to the City Engineer, says a civic electric light plant could be so operated as to save $20,000 annually on the amount the Toronto Electric Light Company ask for lighting the city.

The Colonial Telegraph and Telephone Co. have been granted a charter to operate and maintain telegraph and telephone offices in Canada. The capital stock is $25,000, and the incorporators are all Americans except two, who reside in Niagara Falls, Ont.

It is not generally known that when a person falls into the water a common felt hat can be made use of as a life-preserver. By placing the hat upon the water, rim down, with the arm round it pressing it slightly to the breast, it will bear a man up for hours.

A branch of the Canadian Association of Stationary Engineers has been organized at Brockville, with W. F. Chapman as president; George Whitney, vice-president; A. Franklin, treasurer, and J. Atkins, secretary. Rooms have been secured and a committee appointed to furnish them.

The Ontario Gazette contains notice of the incorporation of the Mattawa Electric Light and Power Company, with capital stock of $10,000, in $100 shares, the incorporators being C. Rankin, Dr. C. W. Haentschel, R. Shanks, A. F. Hurdman, Alex. Ross, L. H. Timmins and R. G. Plaw, all of Mattawa.

The Hungarian Metal Worker says that an extraordinary tough luting for pipes which have to stand pressure is made by mixing five parts of Paris white, five of ochre, ten of litharge, five of red lead and four of black oxide of managanese, very thoroughly, together, and then adding a little asbestos and boiling oil.

L. Richards, president of the Tin Plate Workers' Union, Swansea, Wales, states that the revolution in the oil trade must injuriously affect the Welsh tin plate manufacturers. Oil had hitherto been carried in tins, but now tank steamers are beginning to carry it in bulk. This, he says, will make a difference of 1,000,000 boxes a year in the Russian trade alone, and another 2,000,000 boxes in the American trade. This loss, however, might be recovered if they could only get tea from China and Ceylon carried in chests made of tin instead of in wooden chests as at present.

A consignment of 1,000 bales of sisal has been received at the Kingston penitentiary from the West Indies for use in the manufacture of binder twine. A heavy consignment of manilla left the Philippine Islands a few days ago for the penitentiary binder twine factory. It will be three months on the journey.

Advices from Washington say that natural gas, piped into Buffalo from Canada, is to be free of duty, classed as an unenumerated, unmanufactured article. The Treasury Department recently placed a 20 per cent. ad valorem duty upon it. This caused much dissatisfaction, and in a short time the rate was reduced to 10 per cent. ad valorem, and now it is to be taken off entirely.

A valuable lode has been discovered at the Montague gold district, upon the property of the Salisbury Company. Width of the lode is six inches, and the average value of two buckets of specimens was three ounces to the ton. Several Kentville and Cornwallis men are interested in this mine. —Advertiser.

Sir W. C. Van Horne, in an interview in Winnipeg, stated he could not account for the continued low price of wheat. It must go up. Times, hard though they were, were better in Canada than in the States. Speaking of freight rates, the C. P. R. president justified the existing conditions on the ground of long hauls for "empties" and the idleness of the rolling stock part of the year that was specially made for grain traffic.

The total production of coal in the United States in 1893 was 162,814,977 tons. The production in Great Britain during the same period was 164,325,795 tons. The United States, during the same period, produced 11,587,629 tons of iron ore, while the United Kingdom produced 11,203 476 tons and imported 4,000,000 tons. The United Srates turned out 7,124,502 tons of pig iron, and the British Isles produced 6,976,990 tons. There is a remarkable correspondence between the relative production of the two countries in these respects during the last year.—Shareholder.

THE ONTARIO TACK CO.

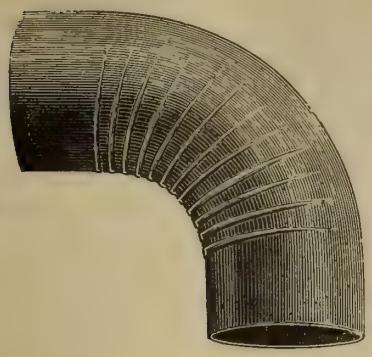
MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton. Ontario.

SP



STOVE PIPE ELBOWS

One Piece
Four Piece.
Six Piece.

Dampers of all makes. Lanterns of all makes.
Stove Boards—our own make—**the best.**

If a traveller does not call on you from our house let us know.

AND ALL LINES OF TINWARE.

THOS. DAVIDSON & CO.

MONTREAL, QUE.

MARLIN RIFLES.

M. & L. Samuel, Benjamin & Co. have to hand a shipment of Marlin rifles. The accompanying cuts show the 1891 and 1893 models. The 1891 model may be used on any or all of the following rim-fire cartridges: 22 short, 22 long, 22 long rifle and 22 shot. For shooting at moving objects, for ladies' rifles, for hunting small game and for the gallery, the Marlin Safety Repeating rifle, Model 1891, is held to have no equal, and is the only repeater that can be cleaned without tools. The Marlin Safety Repeating rifle, Model 1893, is a strong shooting and accurate repeating medium weight. Samuel, Benjamin & Co. have this rifle in octagon and round barrel. Illustrations of other rifles will be given next week.



Model 1891.



Model 1893.

WHERE TIME IS NOT WASTED.

MANY boys, remarked an exchange, start out in a business which they do not expect to follow for life, because in that line an opening occurred just when they wished for a place. They are apt to look upon the years thus spent as "time just wasted," when they are at last settled in their chosen calling. But if they have done their duty in it such is very far from the case. The knowledge of business and of men which they have gained, and the working habits they have formed, will be of the greatest service. As the late Mr. Lawson Valentine once remarked: "The great thing to do for a business boy is to throw himself into something; I should not be particular what, so that it gives him chance to begin, and made him understand that he was to make his way from that point. I should tell him to 'get to work in the quickest possible way,' and I should emphasize this to him, thinking it more important that he should go at it, than that he should go at it in any particular way. Go-at-it-iveness is the first condition, and stick-at-it-iveness the second."

Peter Cooper was a working boy who did not pick and choose a great deal in the matter of what work he should do in his early years. He tried his hand at many crafts before he settled on one which made his fortune, yet he picked up information of great value in each place, which told on his life business. A man who does nothing all his life but make button-moulds or shoe pegs, may make them exceedingly well, but he is apt to be but little in advance of the machine he employs, and the smaller his specialty the narrower in general is his prejudice, in its favor. The man who has mixed intimately with people in their several walks in life is apt to look much more respectfully upon their callings. Mr. Valentine considered a boy's "place" the best business school, yet many who cannot avail themselves of their advantages have been able to pick up among their fellow-clerks a knowledge that served them well instead.

A boy can establish a reputation for himself, even at carting bricks. Someone will know whether he is faithful or not. He is making a reputation for himself even though his toil seems to be in a very obscure corner. It is astonishing how soon a superior boy is known—one of sound principles and thoroughly industrious habits. Such boys are so scarce that the supply is always less than the demand, and people keep a a sharp look-out for them and bid them take a higher seat.

A MATTER OF QUALITY

In buying a safe, one always does so with the idea of getting some kind of protection either against fire or burglars, or both. This cannot be had with a cheap and flimsy safe: you must have quality to give strength and security.

Safes of good quality do not rank lowest in price, but they are cheapest in the end.

J. & J. TAYLOR

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, October 12, 1894.

HARDWARE.

THE movement in general hardware continues much the same as it was. During the first few days of the week trade was rather quieter, but toward the middle it again commenced to pick up, and the aggregate turn-over is quite equal to that of the previous week. The chief activity, so far as shelf and light hardware are concerned, still centres in cutlery, skates, guns, ammunition, etc., and winter goods. In other lines there is nothing special. A fair movement is to note in cut nails, wire nails, etc. Payments are about as usual, with room for improvement.

WIRE—There is no special change in wire, business ruling about the same, with a fair demand for hay-baling, fencing and stove-pipe wire, which is going out in a moderate way. The basis of cost is unchanged.

ROPE—A fair jobbing trade is doing in rope at unchanged prices. We quote : Sisal at 7 to 7½c. for 7-16 in. and upwards, and 14c. for deep sea line. Pure Manilla, 9¼c. for 7-16 in. and upwards, 9¾c. for smaller sizes.

CUTLERY—Trade in this branch continues satisfactory, some nice orders going out during the week.

SPORTING GOODS—A good brisk demand is still to note for guns, rifles and ammunition of all kinds.

WINTER GOODS—Activity in sleigh bells is on the increase, good orders coming in from travelers, while the demand from the warehouse has also been satisfactory.

SKATES—Orders for skates are on the increase, and a brisk trade has been transacted since our last.

CUT NAILS—Demand for these is rather better, but no large quantities are being moved. We quote as before, $1.75.

WIRE NAILS—A good fair jobbing demand is experienced for these. Discounts are unchanged as before.

HORSE NAILS—A fair demand is experienced for these at unchanged prices. There is no special feature to note.

TACKS—The changes in the list already referred to have not led to any special change in business. The movement is a moderate one.

WARE—Conditions are unchanged from a week ago, a fair trade passing in peerless ware, etc., being noted.

CHAIN—Cow ties and coil chain continue the active features in this line, and are moving out in good-sized lots.

TOOLS—There is nothing special to report in this line. A few small lots of forks, shovels, spades, etc., have been called for, but movement has not assumed important dimensions.

PLUMBING AND BUILDING SUPPLIES—Trade in these moves along quietly without any special feature to report.

LEAD PIPE—There is nothing to report in this which rules quiet with discounts unchanged.

HORSE-SHOES—There is a steady trade doing in both steel and iron horseshoes at the rates last quoted.

HINGES—A good, active jobbing trade is doing in T, strap and barn-door hinges, the demand for which seems destined to last for some time yet, though it has been active throughout the fall.

CLOTHES-WRINGERS—A quiet movement in these is to note.

TAR, ETC.—The firm feeling in resins noted in our last is well maintained. We quote as follows : Resins, $2.75 to $5.25 as to brand ; coal tar, $3.25 to $3.75 ; cotton waste, 5 to 7c. for colored and 7 to 10c. for white ; oakum, 5¼ to 7½c., and cotton do. 10 to 12c.

TURPENTINE—There is no change in turpentine, but the feeling is firmer under a stronger disposition to values at primary centres. Prices, however, are not quotably changed, and we quote 44 to 45c.

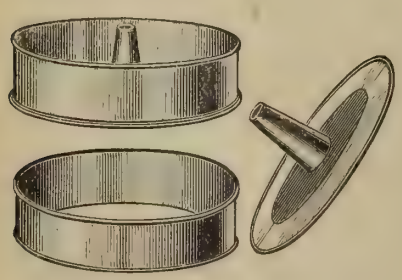
CEMENT—Demand for cement is not active, and only a few car-lots have been moved during the week. We quote spot prices at $1.95 to $2 for English, and Belgian at $1.85 to $1.90.

FIREBRICKS—Receipts of these have been large during the week, and have met a slow demand. We quote $15 to $22 per 1,000.

METALS.

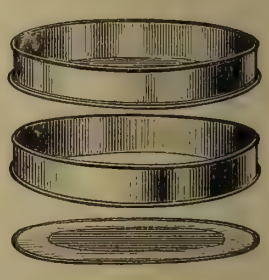
There has been no improvement in the heavy iron and metal market since our last report. Buyers are operating as cautiously as ever, and positively no desire is manifested to operate ahead of current wants. The low level of ocean freights no doubt has a good deal to do with this disposition. No important change is to note in values, but though this is the case there is an easy disposition on one or two of the staple lines which would, no doubt, mean concession in the case of an important order.

PIG IRON—The pig iron market rules quiet, and no new feature is to note. The scarcity of Scotch pig on spot leads to great firmness in values, and as there is little on the way, no change may be looked for. No further news is noted in connection with American pig, while in domestic Nova Scotia the movement is of a very moderate character. We quote : Summerlee and equal brands, $21, ex store, and Carnbroe



ACME

CAKE TINS



Something new to the trade in Canada, though thoroughly tried and endorsed by the most celebrated cooking schools.

Sold in sets of four pieces. No greasing of tins required. Directions and Recipes with each set. Perfect success guaranteed when used with these tins. Try them.

THE McCLARY MFG. CO. LONDON...TORONTO...MONTREAL WINNIPEG...VANCOUVER.

M. & L. SAMUEL, BENJAMIN & CO.

26, 28, 30 Front Street West

ENGLISH HOUSE:

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164 Fenchurch St., London, E.C.

. . . . Toronto

Cross Cut Saws

Maple Leaf, Racer,
Toledo Blade, etc.

Axes . . .

American (Mann's)
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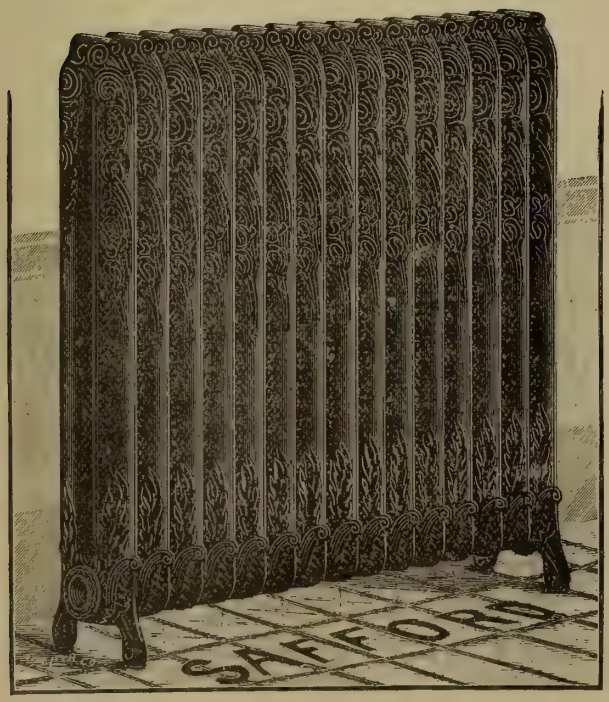
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LARGEST manufacturers under the British Flag

SAFFORD PATENT RADIATORS

— FOR —

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NO Bolts
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GREATEST VARIETY OF PATTERNS AND LARGEST STOCK IN CANADA

The only Radiator on the market embodying all latest Improvements in Art and Mechanics.

Eastlake Steel Shingles

FIRE, LIGHTNING AND STORM-PROOF

Beware of Cheap Imitations. Special Prices to the Trade.



Metallic Roofing Co., Ltd.,

MANUFACTURERS, 84 to 90 Yonge St., **TORONTO**

MONTREAL MARKETS—Continued

and Eglinton, $19.50; Ferrona, $17 to $18, and No. 1 Siemen's, $17 to $17.50.

BAR IRON—There is a moderately fair demand for bar iron, carload lots changing hands at $1.65, while smaller quantities are obtainable at $1.70.

SHEET IRON—There is no activity to note in this line. Prices remain the same on the basis of $2.30 to $2.35 for No. 28 guage.

TIN PLATE—The tone of the tin plate market is easy, and though no quotable change on ordinary-sized lots is noted, it is quite likely that our inside would be shaded if the order was sufficiently large. We quote: Cokes, $2.75 to $3, and charcoal, $3.35 to $4, according to grade.

TERNE PLATE—There is no special change to note in terne plates, which, however, rule easy in their tendency at $5.75 to $6.25, according to quantity.

CANADA PLATES—There is little or no demand to mention for these, and holders complain that if they want to do business prices have to be shaded. Sales of round lots have been effected at a cut of 5c., so that our range has to be lowered a trifle, and we quote $2.05 to $2.15 as the range.

INGOT TIN—The demand for this line is small, and the tone is inclined to be easy at 18 to 18½c.

COPPER—There is little to report in the case of copper, which rates dull, at 9¾ to 10c.

LEAD—Continues quiet at $2.70 to $2.85.

SPELTER—Rules dull and unchanged at $4.50 to $4.75.

ZINC SHEETS—No change to report with business dull at $4.75 to $5.

ANTIMONY—Featureless at 10 to 12c.

STEEL—Round lots of sleigh shoe steel have changed hands at a considerable reduction, viz, $1.85 to $1.90, but other lines remain about the same.

HOOPS AND BANDS—Demand moderate and prices about the same at $2.30 to $2.35.

GALVANIZED IRON—Stocks are large and demand inactive. Some import orders for special sizes have been placed during the week, but on the whole supplies here are well assorted. We quote: 4¼ to 4½c. for ordinary brands; Morewood, 5¾ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

GLASS.

The change that some people expected in the glass market has not transpired as yet, so we repeat last week's quotations, viz.: First break, $1.25; second break, $1.35 per 50 feet; putty in bulk, $1.85.

PAINTS AND OILS.

There is no special improvement to note in this line, trade ruling rather backward, in fact. Demand is principally for small lots. Linseed oil is 1c. higher, and recent sales of round lots have taken place at 57c. for boiled. We quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, raw, 57c., boiled, 60c.; seal oil, 40 to 45c.

CHEMICALS AND DYESTUFFS.

The heavy chemical market is fairly active and steady. Cream of tartar is on the upward, and glycerine is also hardening in price. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 20 to 22c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2.00; ditto roll, $2.00 to $2.10; sulphate of copper, $4.50 to $5.00; white sugar of lead, 7½ to 8½c.; bicarb. potash, 10 to 12c.; sumach, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2.00 to $2.10; castor oil, 6½ to 7c.; and Norwegian cod liver oil, $25 to $26.

PETROLEUM.

Demand for petroleum has continued good, and prices on Canadian are firmer by ¼c. than they were at the date of last writing. We quote: Canadian refined at 11¾c. in shed in Montreal for round lots, and 12¼ to 12¾c. for smaller quantities, with a discount of 2 per cent. for cash in thirty days. American petroleum is quoted at 15c. in car lots and 16c. for smaller quantities.

HIDES.

The hide market is steady and about the same as it was last week. We quote: 4½ to 5c., for No. 1; 3½ to 4c. for No. 2, and 2½ to 3c. for No. 3, Lambskins, 55 to 60c. and calfskins 5c.

TALLOW.

The market for tallow has been quiet and steady at 5½ to 6¼c. as to quality.

WOOL.

There has been a fair movement in wool during the week and some good-sized lots of Canadian stock have changed hands on American account. We quote: Greasy Cape, 14 to 16c.; Canadian fleece, 17 to 20c.; B. A. scoured, 26 to 32c.; Canada pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. North-West wool, 11 to 12c.

ASHES.

The market for ashes was quiet but steady. We quote: Firsts, $4.25 to $4.30; seconds, $3.85 to $3.90; pearls $8 per 100 lbs.

MONTREAL TRADE NOTES.

Linseed oil is two cents higher than it was this time last week in Montreal.

Reports from Savannah speak again of a combination being formed on resin.

The low rates of ocean freights lead to import orders for goods to sort up supplies

with. A. C. Leslie & Co have received some large import orders for galvanized iron this week in this connection.

Prices have been shaded 5 cts. during the week on round lots of Canada plates.

Receipts of firebricks at this port, for the week ending Saturday 6th, were 90,000.

Firmer advices on turpentine may possibly lead to an advance in that article also.

Receipts of cement to date this season, at Montreal, have been 72,200 casks English and 40,000 casks Belgian.

A. C. Leslie & Co. placed, recently, a round lot of 100 tons Ayresome pig iron on the basis of $18 ex wharf.

Receipts of English and Belgian cement during the week aggregated 2,000 odd casks less than for the previous week.

A steady demand is reported for the well-known brands of Lydbrook and Allaway's tin plate by A. C. Leslie & Co.

A meeting of the trade is likely to be held here this week to consider the question of marking up prices on window glass.

There is an active demand for ammunition of all kinds now, and James Darling & Co. report a brisk call for the S.S. Smokeless Powder.

The statistical position of resin is very firm, there being 60,000 barrels less in sight at four leading points than there was this time last year.

Practically no large imports of Scotch pig are coming forward to this port, and it looks as though stocks were going to be very small in store this winter.

The stock of sleigh-bells carried by Caverhill, Learmont & Co., this fall, is a remarkably large and varied one. This firm never depend on the manufacturers to carry supplies for them.

TORONTO MARKETS.

TORONTO, Oct. 12, 1894.

HARDWARE.

BUSINESS is not as brisk as it was a week ago. Winter goods are not showing much life yet, except in skates, a good many orders for which are being booked. In wire, ordinary annealed and galvanized are the only kinds in which much business is being done. Wire nails are more active, but other kinds are quiet. In ware the chief feature to note is an improved demand for white ware. Plumbing business is keeping good and improvement is even noted on city account. Trade is being fairly-well maintained in builders' supplies, and the same may be said of belting. Payments have still plenty of room for improvement, although they are getting better rather than worse.

WIRE—Demand for barbed wire is increasing, although it is but slightly. Ribbon wire is not to be had in the country. Plain twist wire is quiet. The kinds most enquired after are annealed and galvanized for fencing and hay-baling purposes. We quote barbed and plain twist at 3¼ to 3½c. per lb.; steel staples, 3¼ to 3½c.

ROPE—Trade keeps steady at firm prices. Nothing special is to be noted beyond the fact that the demand is mostly for small sizes. Deep sea line and bleached cord for plow line purposes are fairly active. We quote: Sisal, 7-16 in. and larger, 7½c.; ¼, 5-16, ⅜ in., 8c. Manilla, 7-16 in. and larger, 9½c.; ¼, 5-16, ⅜ in., 10c.

CUT NAILS—There is very little doing, and no carload lots appear to have changed hands for some time. Prices remain firm, at $1.80 to $1.85, according to quantity.

WIRE NAILS—Trade exhibits a good deal more life, and the demand is still principally for half-ton lots. Discounts are unchanged at 75, 10 and 5 per cent., shipments of 10 keg lots being prepaid.

HORSE NAILS—Business keeps good, with demand about equally divided between "C." and "P.B." and "M." The preference is chiefly for the last two, they being 2½ per cent. cheaper. Discounts, 60 per cent. off "C." and 60 and 2½ per cent. off "P.B." and "M."

TACKS—Business is still holding its own. Demand is principally for carpet tacks. We quote: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37 per cent.

CHAIN—There is no further improvement to note in either coil or trace chain. Cow ties are, however, being called for in fair quantities.

HORSESHOES—Trade is fairly brisk in iron shoes at $3.65 Toronto. Steel shoes 15c. per keg advance on Montreal prices.

WARE—Peerless and Eclipse are in steady demand, and white ware shows a little more life. Prices on the whole are being well maintained, although a few large lots have been shaded on the present discount of 50 and 10 per cent.

PLUMBING SUPPLIES—Some fairly good orders have been received during the week from the country, and city trade is showing some improvement.

LEAD PIPE—A few ton lots changed hands during the week, but the demand is principally for small lots of two and three coil shipments. We quote: Toronto and west 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

HINGES—Trade is still good, especially in barn door and heavy T and strap. Prices remain firm.

BUILDERS' SUPPLIES—A large number of locks are being called for regularly, and trade generally in this line is good.

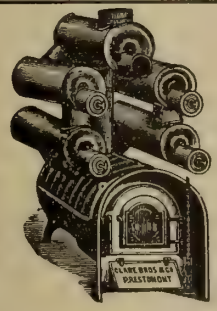
TOOLS—A number of scoops are going out. Draining tools are not moving as freely as anticipated, but an improvement is looked for as the season advances.

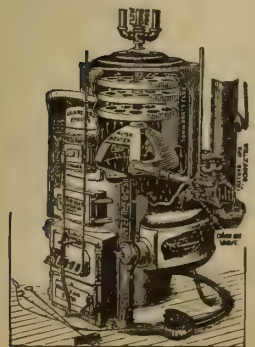
CLOTHES WRINGERS—The improvement noted last week has been maintained.

CUTLERY—Trade keeps active without any new features to note.

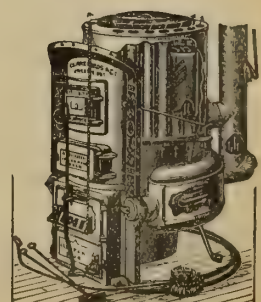
SPORTING GOODS—Are going out in large quantities, demand being especially good for Winchester and Marlin rifles. Loaded shells, shot, powder and cartridges are all selling well.

LAMP GOODS.—Business keeps fair for lamps, and quiet in gas fixtures and globes.

Best Value  on Earth.



These are the Furnaces that secure the trade for dealers who handle them.
They have no rivals but many imitators.



Clare Bros. & Co. ....Preston, Ont.

MARKETS—Continued

TINWARE—Trade is fairly satisfactory, although no specialties are going out yet.

BELTING.—A number of orders have been received for endless rubber belting, but leather belting is quiet.

TAR, ETC.—We quote: Roofing pitch, $2.50 per brl.; pure coal tar $4 per brl.; refined coal tar, $4.50 per brl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per brl. and 75c. per doz. pint tins; pine pitch, $2.75 per brl.

CEMENT, ETC.—Much as before. We quote: Portland cement (English), $3 per brl. for best grades; New Brunswick plaster Paris, $2 per brl.; Canadian water lime, $1.25 per brl.

FIREBRICK, ETC.—Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

There is not much that is new to note. Tin plates are getting more lively, and there is a little more doing in hoops and bands and sheet iron. In other lines there has been no new development.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: The demand for foundry and mill iron does not increase but seems to be maintained to the full capacity of furnaces to supply. No boom was looked for, and no boom has come, but there is a very fair business going. It is well distributed as to territory and variety of iron called for. We quote for cash f.o.b. cars Toronto in bond: No. 1, Foundry strong coke iron Lake Superior ore, $13.05; No. 2, Foundry strong coke iron Lake Superior ore, $12.55; Jackson County silvery, No. 1, $16.80 to $18.30; Lake Superior charcoal, $14.05; Southern soft, No. 1, $11.75; Southern soft, No. 2, $11.50.

BAR IRON—There is a fair trade doing at the unchanged base price of $1.70 to $1.75.

SHEET IRON — Demand is increasing again for 24, 26 and 28 gauge principally. There is, however, a fair demand for the heavier gauges. We still quote: 8 to 16 gauge, $2.50; 18 ditto, $2; 20 ditto, $2.10; 22 to 24 ditto $2.20; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Manor's, 26 gauge, 7c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

SHEET STEEL—Is going out steadily, and the demand seems to be about equally divided among the different gauges. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2 65; 22 to 24, $2.85; 26, $3.10.

IRON PIPE—Trade keeps fair at steady prices. Demand for galvanized pipe is increasing. Discounts are virtually as before, being 70 to 70 and 5 per cent. for iron pipe, and 50 to 50 and 5 per cent. for galvanized pipe.

GALVANIZED IRON—There has been a good demand for heavy gauges, especially 24 gauge, of which there is a scarcity; 26 and 28 are still going out well in case lots as well as in amall shipments. Gordon & Queen's Head brands are still quoted at $4.25, 28 gauge in case lots.

INGOT TIN—Prices are firm, but there is very little doing in Lamb and Flag, and Straits is only going out in small quantities. We still quote 18½ to 19c.

ZINC SPELTER—Trade is quiet and featureless. Domestic is quoted at 4 to 4¼c., and imported at 3¾ to 4c.

GALVANIZED BOILERS—There is still a fair business doing at unchanged prices. We quote 30 gal., $6; 35 gal., $7; 40 gal., $8.

INGOT COPPER—Quiet and featureless continues trade to be in this line. We quote as before at 10 to 10½c.

SHEET COPPER—Braziers' sheets are in good demand again, and ordinary sheeting is being called for in case lots, but very little is being booked for import. We quote: Untinned, 14 to 16½c. according to weight and size; brazier sheets, 14 to 17c. according to quality.

BOILER TUBES—There is no material change to report either in regard to business or prices. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—Trade in this line is getting more active, a good deal of the M.L.S. quality being wanted. We quote: Coke, 14 to 20 gauge, at $3 10; for sizes 15 to 25c. per box, basis more; "I.C." charcoal, $3.50 to $3 75.

TERNE PLATES—A fair business has been doing in "I.C." Quotations are unchanged at $6.75 to $7 for box lots.

SHEET ZINC—Trade is fairly active, although there is no particular rush to note in business. Prices are unchanged, quotations still being 4¾c. for cask lots and 5c. for small lots.

HOOPS AND BANDS—A little improvement has developed during the week, although no large lots have changed hands. Prices continue firm at $2.25 for ordinary lots and at $2.20 for ton lots.

CANADA PLATES—A number of dealers throughout the country have already used up their import lots, and are now compelled to make fresh purchases. On this account there is naturally a little more activity in trade. The quotation given last week on 66 sheets should have read "60 sheets." We quote half-polished at $2.25 to $2.35, according to quantity; 60 sheet boxes, 10c. per box advance; 75 sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

CORRUGATED IRON—Business remains fairly good at unchanged prices. We quote galvanized, 26 gauge, at $4 per square, and steel shingles from $2 up.

SOLDER—During the past ten days a number of large orders have been forwarded. Prices are firm at 12½ to 13½c.

PIG LEAD—A few large lots have changed hands, but generally speaking trade on the spot is quiet. Prices are unchanged at $2.90 to $3.

ANTIMONY—Remains quiet and featureless at 10 to 10½c.

GLASS.

Activity is still characteristic of the window glass trade, and some sizes are running short, especially in "Stark."

Generally speaking, however, stocks are large. Prices are unchanged at $1.10 to $1.15 for first break. Some of the German manufacturers have withdrawn prices this week. There is an active demand for plate glass, but reports of cutting are still rife.

PAINTS AND OILS.

LINSEED OIL—As predicted last week, the Canadian crushers have advanced prices this week. The gain is about 1c. per gallon, and at the higher price manufacturers will not book orders. An advance is also announced on the English market. Locally, however, there is no change, 52 to 53c. still being the ruling figures for raw and 55 to 56c. for boiled, f.o.b., Toronto. Demand is brisk.

TURPENTINE—Demand is brisk at 39 to 40c. f.o.b., Toronto. The market in the South is a little easier than it was.

WHITE LEAD—Dulness still obtains, and although 4½c. is still the ruling quotation, this figure, it is understood, is being cut.

PREPARED PAINTS—Quiet at $1 for pure.

CASTOR OIL—An improved demand is reported, but the recent advance is not, it is said, being well maintained. We quote 6¼ to 6¾c. in cases, and 7 to 7¼c. in tins.

PUTTY—Is still in good demand at 2c. for bladders, in barrels.

VARNISHES—There is a good demand for stove pipe varnish, but other kinds of varnishes are quiet.

OLD MATERIAL.

Trade is a little better with scrap rubber ½c. higher. We quote as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 30 to 35c.; No. 1 wrought scrap, 40c. per

THE CONSOLIDATED
PLATE GLASS
COMPANY OF CANADA (Limited)
HEAD OFFICE:
73 and 75 Wellington Street West, TORONTO
BRANCHES:
MONTREAL, 338 St. Paul St. LONDON. OTTAWA
FRANK J. PHILLIPS, Toronto, President.
WM. R. HOBBS, London, ALEX. RAMSAY, Montreal, } Vice-Presidents
Correspondence Solicited. Estimates Given
Special Discount to the Trade

MARKETS—Continued

cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 7 to 7½c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3½ to 3¾c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10c.

SEEDS.

Chief interest is still centred in Alsike, but the market is weak, and liable to drop below present quotations at any moment. Timothy is fully 50c. per bush. lower, the fall demand being over, and seed now held will have to be carried over. In regard to red clover, there are no offerings, and in the absence of these quotations are nominal. We quote, f.o.b. points of shipment: Alsike, $3.50 to $5 40; timothy, $1.50 to $2.25; red clover, nominally $5 per bush.

PETROLEUM.

Trade is brisk, with a good many large lots moving. Prices are still unchanged. We quote in 5 to 10 brl. lots, imperial gallon, Toronto: Canadian, 12c.; carbon safety, 15c.; Canadian water white, 16 to 17c.; American water white, 17½c.; photogene, 20c.

The Petrolia Advertiser, in its weekly report, says: "Petrolia crude, $1.01 per brl.; Oil Spring crude, $1.02½ per brl.; refined, 6¾c. in bulk, 9½c. in brls. in car lots, f.o.b. here. There is every indication of an early boom in the crude market, for although the price on 'Change has only reached $1.01 as we go to press, there is a remarkably strong upward feeling and a feverish tendency to wait for the rush which it is thought by those "in the know" must soon come. Since August refined has advanced one cent per gallon, which makes a difference of 16 cents a barrel in the value of crude to the refiner. The Imperial Oil Company are paying a dollar a barrel delivered into their own tanks. Other refineries, speculators, and the P.C.O. & T. Co. are paying $1.01 for receipts, so that the Imperial Oil Co., who are the largest buyers, must either advance its price or come to the legitimate market—The Exchange—to buy. Now is the producer's chance."

MARKET NOTES.

W. H. Hambly is opening out in Kingston with a stock of hardware.

H. S. Howland, Sons & Co. report large sales of lanterns, lantern burners and lamp wicks.

The stock of G. A. McMurtry & Co., hardware merchants, St. Thomas, has been sold at 65c. on the dollar.

H. S. Howland, Sons & Co. are just in receipt of a large consignment of "Perfection" and "Novelty" horse clippers.

H. S. Howland, Sons & Co. report large sales of "Dead Shot" powder; also all kinds of cartridges, of which they have a complete assortment, both in the U. M. C. and Dominion make.

HIGHEST AWARD at the WORLD'S FAIR

FOR Catalogue and Prices Address



The Christy Knife Co.

30 Wellington St. East Toronto

Saunderson Pearcey & Co. have in stock a full line of glaziers' diamonds, specially selected, which they have just imported.

Mr. Wilcox, representing The Mallory Wheeler Co, New York and New Haven, was looking up business in Toronto this week.

H. S. Howland, Sons & Co. now have their stock of English cow chains complete in open ring, close ring and three chain in all weights.

M. & L. Samuel, Benjamin & Co. report that their stock of Pigou, Wilkes & Laurance's English black gunpowder is almost exhausted.

The Canadian Woodenware Manufacturers' Association held a meeting in Toronto a few days ago, but no changes were made in prices.

The Toronto Silver Plate Co. are very busy. They are not only running full time, but have found it necessary to add eight more men to their already large staff.

Rice Lewis & Sons, Ltd., have in one of their windows a mantel of antique pattern with grate and gas attachments. The attractiveness of the display is increased by a couple of fierce-looking lances that are leaning against the mantel, one on either side.

UNITED STATES MARKETS.

NEW YORK, Oct. 12, 1894.

PIG TIN—There was very little change in prices here, although London wired still lower quotations, and, besides showing somewhat steadier tone, the market was rather livelier. Better sales were made to the out-of-town trade and to consumers, while speculative deals were quite numerous. As far as supplies are concerned the position is without radical change, and the indications are that market manipulation has been the chief barrier to a greater decline than has taken place within the past two weeks. The transactions recorded on 'Change included 10 tons February delivery at 15.25c., 10 tons March at 15.25c., 10 tons January at 15.25c., 10 tons Feb. at 15.25c., 10 tons March at 15 25c., 20 tons April at 15.25c., 25 tons November at 15.35c., 50 tons Dec. at 15.25c.

COPPER—The market remains very quiet. Orders come in slowly at present, and they are invariably small. Some producers give a fancy quotation on Lake Superior ingot, but needy buyers would not be obliged to look far to secure a few lots at 9¾c. delivered this month or next. For electrolytic 9½c. is asked, but the market is not strong at that price. Common casting stock is quoted at 9¼ to 9⅜c., as to brand, and some sellers reported a very fair business for the day.

PIG LEAD—Business is still on a moderate scale. Large consumers manifest no interest here, and the smaller ones buy in a hand-to-mouth way only. Dealers purchase very moderately. Prices are rather weak at 3.10c. bid and 3.15c. asked. St. Louis wire to the Metal Exchange was 2.85c. London cable £9 18s. 9d. for soft Spanish.

SPELTER—The demand in this quarter does not expand. Orders for more than single carloads are extremely rare. In other quarters it is advised quite good, purchases being made that serve to tone up the primary market somewhat. At present, early shipments of ordinary Western brands do not appear to be obtainable at less than 3.45c. laid down here; 3.50c. is generally asked. St. Louis quotation to the Metal Exchange was 3.30c. London cable £15 5s. for good merchant brands.

ANTIMONY—Prics remain quite steady at 7½c. for Hallett's and 9½c. for Cookson's, but there is only routine business and no vigor to the demand.

TIN PLATE—Buyers are operating very much as they have been for several days, and, while considerable stock is passing into the hands of distributors and consumers, it is not up to the average for the season, despite the very low prices current.

IRON AND STEEL—Reports generally were a repetition of those that have been given daily for some little time. Business is uneven, and in most branches rather dull. Prices throughout continue weakish.

GREAT SCOTT!

The last issue of the Official (Quebec) Gazette contains a notice of an application to Parliament at its next session, by the E. B. Eddy Manufacturing Co., Ltd., of Hull, Que., for necessary powers for the issuance of a series of debentures. We learn from a reliable source that the issue will amount to $500,000 (half-a-million of dollars) to be used in the further expansion of their business and establishment of more and larger branches and agencies throughout the Dominion. We further understand that they have already leased a very large warehouse on Front street, this city. They evidently intend to maintain their claim of "The largest works of the kind and comprising the most unique establishment under the British flag."

THE LAKE ORE SITUATION.

SINCE it is the key to the situation in the steel trade, the developments in the Mesaba ore range are watched with the keenest interest by producers all over the country, says Iron Age. In magnitude the resources of the range have grown steadily, until now it seems certain that the manufacturers west of the Allegheny Mountains and north of the Ohio River will have relatively cheap ores for many years to come. It has been asserted by men who are closely identified with one of the leading Mesaba interests that prices for ore for next year will be about at the level at which they now are. That seems to indicate that the tremendous struggle for supremacy now going on between some of the great interests will continue for some time to come.

One point has been raised in connection with the Mesaba ore supply which has been the subject of much controversy among furnacemen. It relates to the percentage in the burden which the fine ores of the Mesaba may be allowed rise to. By some of the furnace interests identified with mining enterprises records have been brought forward of successful furnace work with 75 per cent. up to all Mesaba ore. One of the largest plants in the country was known to have placed the limit at 25 per cent. of the ore mixture. But it is understood that new experiments are going on with a precentage rising considerably above 30 per cent. Of course, it takes a protracted period of work to get at data which will allow of safe comparisons, and they could not be available in the case referred to until the close of the year. One of the best managed group of two furnaces in the Pittsburgh district is reported to be doing successful work on a mixture carrying over 32 per cent. of Mesaba ore.

The question is one of the most serious import. It determines how wide the market for this class of ore is to be in the near future, and to what extent this grade will control the situation. The ores of the Gogebic, Menominee and Marquette ranges cannot be sold at anything like the figures at which the product of the new range can be landed at the furnaces. A certain quantity must be mined. It will not be taken out of the ground unless the producers get a little more than cost. Every ton more of Mesaba ore which the furnacemen can use displaces so much of the dearer product of the other ranges and narrows down the number of mines in them who can live. Every addition to the percentage of the cheaper ores which the pig iron makers can make lowers the cost of the producers in that section of the country which employs Lake ores and Connellsville and West Virginia cokes as raw material. It means that the steel works of the Central West have an enormous advantage over their rivals east of the Allegheny Mountains, and confirms the dominating position which they now occupy. To the Eastern steel makers there could be no greater blessing than a cessation of hostilities on the Mesaba range and a smart advance in the prices of Lake ores.

YE ANCIENT BALLAD OF JACK AND JILL.

Jack and Jill went up the hill
To fetch a pail of water,
Jack had great admiration for
Jill's mother's blue-eyed daughter.

"How tiresome it used to be,"
Quoth lovely, laughing Jill,
"To carry those old wooden pails
For water up this hill.

That pail! with cracks twixt every stave,
We could not pause a minute,
But had to hurry all the time
To save the water in it.

So badly balanced! If you gave,
A single glance at me,
A dreadful spill upon the hill
There straightway sure would be.

Until that day! that happy day,"
Here Jill gave way to laughter,
"When you fell down and broke your crown,
And I came tumbling after.

Then mother bought an Eddy's pail
Of Indurated Ware,
A perfect dream! No hoop or seam,
And balanced true with care."

"Why, yes," quoth Jack, "my darling Jill,
In June when we are mated,
We'll buy with care our household ware,
Of Eddy's Indurated."

An American firm is negotiating with the C.P.R. officials with a view to establish a creamery in Arnprior.

Evanville has a bunch of potato onions containing seventeen separate ones all growing from one seed sown.

Tell me not in mournful numbers
That I mustn't eat green fruit;
What is life without cucumbers,
Salt and vinegar to suit!
For enjoyment, and not sorrow,
Is our destined end and way;
Just to eat, that each to-morrow
Finds us fatter than to-day.

In one part of England recently wheat had reached a point the lowest it had touched in 200 years.

COST OF PATTERN BOOKS.

Few ironmongers, I fancy, have any idea of the cost of some of the pattern books which are sent out by manufacturers. I was shown the other day a handsomely-got-up volume, in which all the goods were represented in their natural colors, and I was told that its production had cost not less than £2,500, being at the rate of 10s. each copy. To this must be added the postage, and what this would be can be imagined when I tell my readers that the total weight of the books was nine tons, and that over four miles of tape were used to tie up the volumes. No wonder manufacturers are anxious that great care should be taken of their patterns, and hesiate about issuing new editions.—Vulcan, in Ironmonger.

AN ELECTROSTATIC PAIR.

He was the gallant engineer
Of a giant dynamo;
She sang to the wires all day long,
With the chorus of "Hello!"

He loved this telephonic maid,
Till his heart's vibrating plate
Was magnetized and polarized
At milliamperic rate.

His love he expressed in ohms,
And amperes, or even in volts;
In voltaic expressions, and dynamo figures,
Or currents, and arc-lights, and bolts.

Said he: "By the great broken circuit,
Or more, by the Ruhmkorff coil,
Your negative answers will drive me
To some subway under the soil.

"Not a spark of inductive affection—
Not a positive 'Yes' have I had;
I'm afraid the wires have grounded
In favor of some other lad."

Then regret, like a galvanometer,
Or an astatic needle, it smote her,
And she said: "Of love I have ions
As strong as an Edison motor."

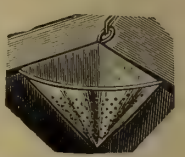
So he opened the circuit, and clasped her
In arm-ature, and held her there—
And she was the belle electric
Of this thermo-electric pair.

J. H. K. in N. Y. Hardware.

SITUATIONS VACANT.

HARDWARE CLERKS—INCREASE YOUR INCOME by showing The Hardware Dealer's Magazine to your local hardware merchants and manufacturers. Subscription $1.00 a year. Liberal commission. For sample copy, terms, etc., address D. T. MALLETT, Publisher, 78 Reade St., N.Y.

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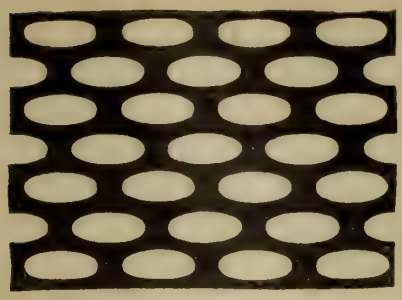
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McRAE & CO., OTTAWA

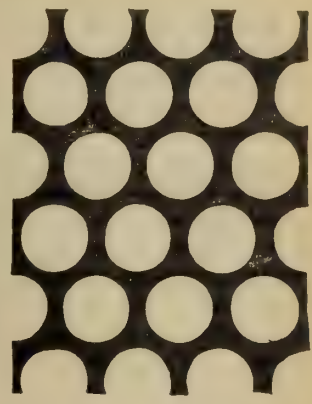


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Copper Zinc Tin

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We issue a special catalogue for this line with full-size cuts of perforations.

Write for Catalogue

RAMSAY'S

Pure Lead
Mixed Paints
Oil Stains
Varnishes

ARE AHEAD

BLACKSMITHS' TOOLS.



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Horseshoe Vises.

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" No. 2, - 7.50

Will save their cost in a week's sharpening. . . . .

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Essex Handle and Wood-Turning Works



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GARDNER BROS. & CO.,
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CHEAP FRESH RELIABLE

Thorold Cement

Should be kept in stock by all Hardware Merchants

By sending a

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Prices and full particulars will be given.

FOR MASONRY WORK OF ALL KINDS

ALL BRISTLES

used in BOECKH'S STANDARD BRUSHES are bought in the best markets and are of the very highest grade, and are all specially prepared to secure the best results.

CHAS. BOECKH & SONS

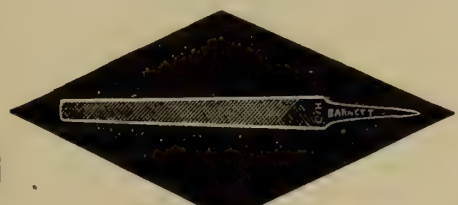
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G. & H. BARNETT,

MANUFACTURERS OF

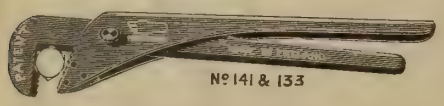
Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
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Climax Sawfiles.
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—AND—

EVERY OTHER DESCRIPTION OF SAW FILES.

PIPE FORCEPS.

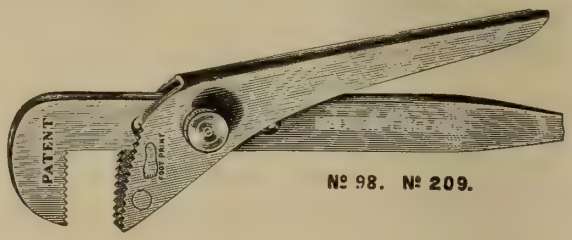
The accompanying cuts are illustrations of a line of pipe tongs, of which H. S. Howland, Sons & Co. have received a consignment. All these tongs are fitted with



milled-headed steel set-screws and all the parts made interchangeable. The hand presses on a round surface. Enlarging the grip does not shorten the leverage. It is



not necessary to remove this wrench from one face of a nut to the next (as in the ordinary spanner), but by simply releasing



the grasp, it will open sufficiently to allow the corner to pass, after the manner of a ratchet, which causes a great saving of time.

STRIKES AND SATCHELS.

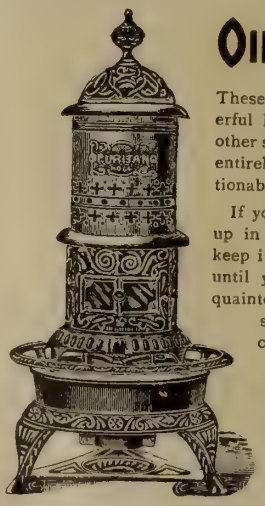
THE public idea of a strike is simply that of a struggle between two parties, one or both of which have a real or imaginary justification for the act, writes Fred. Woodrow in Age of Steel. There is also a vague and nebulous idea as to the general effect of a strike on business and public convenience. It is known that it costs more to bake a pie or boil an egg during a coal strike, and in the case of railway trouble, the delay of passengers or a firkin of butter, with divers mishaps to switches and bridges and scabs are all forcible reminders of the kicking powers of a strike. There is also some curiosity aroused among grocers, bakers and landlords as to whether the strikers have gained their point, in adding to their wages or in keeping the scissors off the pay roll. The professional agitator, the politician and the statistican have also their several fingers in the pie. The amount of revenue lost or gained, the duration of the struggle or the folly, whichever it may be, the cause as found out or guessed at, and the general damage done to business, are each and all the various phases of a strike on which the public looks with or without its colored glasses. It is in the home side of a strike, and not the shop side, where you can come in touch with humanity and forget your arithmetic, and you can learn more from a thin hand than from a big slate. There is more in the cold toe of a hungry child peeping through a worn-out shoe, and the pinched face of a mother sitting over a fireless stove, than in all your stump or platform oratory on the financial and economic sins and wrongs of man. It matters not whether these pallid cheeks and shrunken limbs are due to the sins of millionaires or the follies of toilers—not a cupboard without bread nor a child without shoes but has its dumb message to such as would search for what a protracted strike means in the homes of the people. We are convinced that an education of this kind would thaw out some of the ice of which we have too much in business, and might put a bridle in the mouth of the wild ass who finds his fodder in agitating strife.

We do not forget that in much of this unwritten history, in sufferings untold, in cold, famine and nakedness, in homes broken up, in families separated, and in tragedies unseen from the street side of a window curtain—there has been patience, fidelity and heroism to gild the cup that held the bitter drink. No man can deny this, but where this is needless and could be prevented, the sin of it is a brand on the brow of modern civilization. Looked at from all sides, the unnecessary strike is a curse to body, soul and spirit. In its sanitary phase, semi-starvation is hand in hand with disease and death. Epidemics find dry straw for the match where men are idle and children half fed. Morally many men are ruined by a spell of loafing. Idleness and the devil, as everybody knows, are in partnership, and many a man can date the day of his descent into vice from the time of a strike. No work and too much beer are too often synonymous. How many of our nomads, with thin shoes and dusty satchels, would never have left mother, wife or child, had they not been compelled to do so by their inability to obtain work after a strike. You can see these helpless pilgrims everywhere, to whom the name of home was once the sweetest on earth, and the love of mother, wife or child a deep and sacred joy. It is time that these phases of strikes should be studied and everything done that can be done to wipe them off the slate of industry.

PLASTER . .
Calcined and Land.
We are extensive manufacturers and use the best rock only. In quality and price we can beat the world. TRY US !
WINDSOR PLASTER CO.
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THE OAKVILLE BASKET CO.,

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1, 2, 3 Bushel
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OIL HEATERS
These are not only very powerful heaters, but unlike all other stoves of this class, are entirely free from any objectionable odor.
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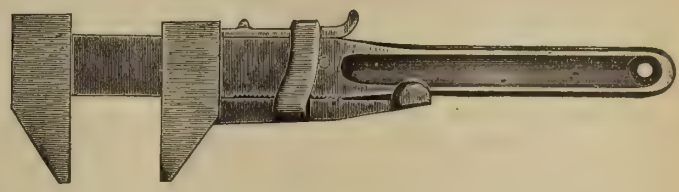
Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

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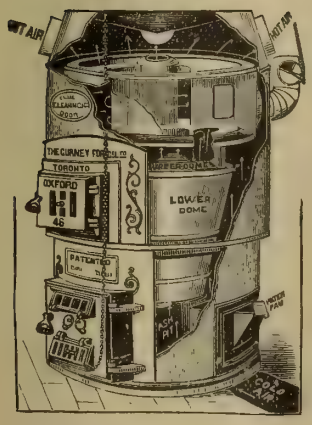
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TRIED AND TESTED. NEVER HAS ONE FAILED.

ARE THE MOST MODERN FURNACES IN THE MARKET.

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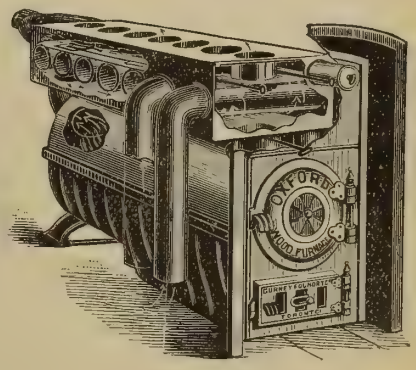
Coal Furnaces . .

Have Heavy Sectional Fire Pot. Extra Heavy Base and Ash Pit. Rotating Bar Dumping and Anti-Clinker Grate. Removable Grate Frame. Large Combustion Chamber. Heavy Steel Plate Radiator with Cast-Iron Top and Bottom.

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Have Ash Pit Section of Extra Heavy Corrugated Iron. Heavy Grate especially adapted for Wood Burning. Double Steel Radiator (of original construction) and Steel Fire Box Dome which heat quicker than Cast Iron.

FOR WOOD.



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BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE creditors of Withrow & Hillock have decided to close down the business of the firm, and advertise the estate for sale by tender.

A Montreal plumber named Napolean Turcat, has assigned.

Louis Rajotte, general store, Pembroke, is offering to compromise.

John Cameron, general merchant, Edmonton, N. W. T., has assigned.

Edward Ray, plumber, is offering to compromise at 15c. on the dollar.

R. O. Snyder, coal, etc., Brantford, has assigned to Robert Crysler.

Alfred W. Colley, lumber, Coldwater, has assigned to Thomas Lafferty.

Walter Langlais, general merchant, Barachois de Malbaie, Que., has assigned.

W. S. Loggie, general merchant, etc., has compromised at 40c. on the dollar.

John Dawson, general merchant, Gelert, Ont., has assigned to W. A. Campbell, Toronto.

A. Sweet & Co., general merchants, Winchester, Que., are offering to compromise at 40c. on the dollar.

N. Girrouard & Co., general merchants, St. Guillaume D'Upton, Que., have assigned to Kent & Turcotte.

Etienne Boucher, hardware, Sherbrooke, Que., has assigned. A meeting of creditors is called for 17th inst.

W. A. Mowatt & Co., general merchants, Campbelltown, N.B., are offering to compromise at 50c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Crosby Bros., general merchants, Mount Albert, have dissolved.

The Hurdon Hardware Manufacturing Co., of Toronto, has dissolved. W. B. Hurdon continues.

Jennie Mendelsohn has been registered proprietress of the firm of M. Mendelsohn & Co., general merchants, Cedars, Que.

J. S. Mitchell & Co., wholesale and retail hardware, Sherbrooke, Que., have dissolved, and J. S. Mitchell has been registered as proprietor.

A. Aubry, Sr., and J. B. Alphonse Aubry have registered a partnership in Montreal to carry on business as plumbers under the style of A. Aubry & Fils.

A. Depatie and Isidore Doust have registered a partnership in St. Cuengonde, Que., to carry on business as roofers under the style of A. Depatie & Co.

CHANGES.

Mills & Mills, bankers, Kingston, have been succeeded by Mills & Cunningham.

A new general store has been opened out at Lake Francis, Man. R. Kerr is the proprietor.

George Ellis, general store and hotel, Waneta, has sold hotel to Marion Davis.

The estate of A. A. Mabee & Co., planing mill, St. John, N.B., has been sold to A. A. Mabee.

Theo. Polito has been registered proprietor of the Dominion Glass Bending Company of Montreal.

Lazenby Bros., general merchants, Port Hammond and Hatzic, have sold out business at Port Hammond.

Wm. Geddes, general merchant, Sheet Harbor, N.S., has registered consent to his wife doing business in her own name.

SALES MADE AND PENDING.

The stock of Jules Hande, hardware, Quebec, is to be sold by auction on the 16th inst.

FIRES.

A. A. McDonald, general merchant, Peake's Station, P.E.I., has been burned out; no insurance.

R. J. Duffy, blacksmith, Moncton, N.B., has been burned out; insurance $1,400, John H. Marks, carriage maker, of the same place, has also been burned out; insurance, $5,100.

DEATHS.

Francis Wood, lumber, Welsford, N.B., is dead.

John Bennett, builder, Richmond, Ont., is dead.

John White, sawmill, North Saanich, B C., is dead.

R. T. Gross, general merchant, Hillsboro', N.B., is dead.

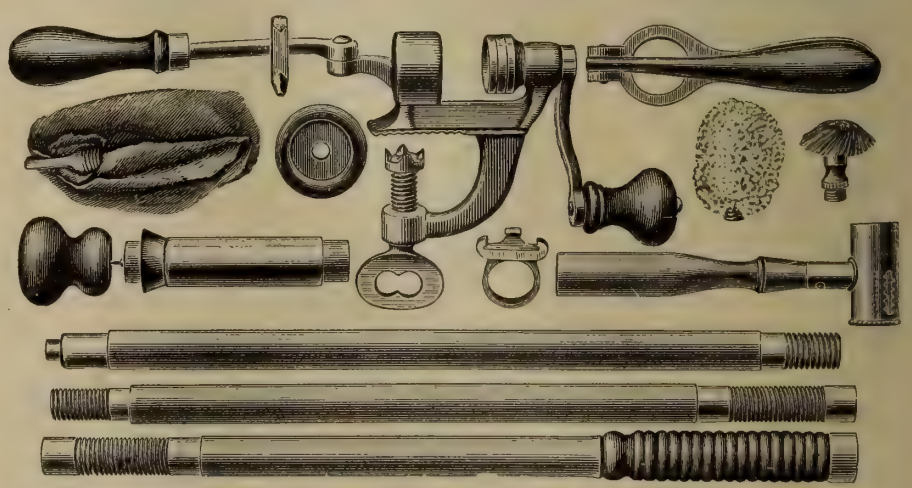
BUYING AND SELLING STOVES.

TRAVELING salesmen for stoves are always well versed on the talking points of the goods they are selling, remarks Hardware Reporter. If they were were not, there would be a great many vacancies in their ranks. They know the individual points of merit in their line, can point out the difference from other lines in all important details and are generally familiar with the methods of construction. Their information or knowledge is made necessary by the fact that they come in contact with dealers who are at least supposed to know all about stoves and ranges and who wish to be informed of the goods that are offered them before ordering even a sample. In short, the traveling salesman knows what he is talking about, and quite frequently takes an order from a competitor because he can bring out the points more clearly and can show his own line to a better advantage.

But this is not always the case with the dealer, who is too often a better buyer than he is a seller. That is, he has used a certain amount of discrimination in his orders and may have a line that is especially adapted to his trade, but, when it comes to the talking points, he is very apt to forget the example set him by the traveler and to speak of the stove or range as the best in the market, probably because he has bought it, has it for sale, and, being a dealer actively engaged in the business, is supposed to know all about it. "The best in the market" is a good term to use in attempting a sale, when no other can be found to take its place, but it is generally subject to an examination by a cautious buyer—and there are a great many of that class to-day—who wants to know the reason why it is the "best" and why the dealer prefers it to any other. If the reason is not given, and if each structural detail is not familiar to the dealer, so that he can point it out and make it clear to the customer's understanding, there is very apt to be a missed sale and a complaint to the manufacturers that their goods are not ready sellers. Most stove buyers have a general idea about their use. When this can be made specific and the buyer is thoroughly informed as to the methods of operation, the chances for a sale are naturally increased. But a dealer cannot impart to others what he does not have himself, and the first step toward a successful sale is a knowledge of the goods and how to describe them.

LOADING AND CLEANING SETS.

H. S. Howland, Sons & Co. are having a large demand for the Eagle loading and cleaning sets. The accompanying cut is an illustration of these sets. They are packed one set in a box, and are used both for brass and paper shells. The sets contain a loader, bench closer, re-capper, extractor, and rod with swab, scratch brush and wiper.





Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

MUNN'S LIQUID GLUE

Received the Highest Award

WORLD'S FAIR, 1893

In competition with

American Glues

THE ART METROPOLE, Agents.

131 Yonge St., TORONTO.

Pigou, Wilks & Laurence

Limited.

11 QUEEN VICTORIA ST., - LONDON, E. C.

Sole makers of the

"ALLIANCE"

PRIZE SPORTING POWDER

THE TRADE ONLY SUPPLIED.

GET OUR PRICES FOR



Calcined Plaster. Sewer Pipes.
Chimney Linings and Tops.
Mortar Stains. Fire Bricks and Clay.
Enamelled Porcelain Sinks.
English and Belgian Portland Cements

and General Builders' and Contractors' Supplies.

W. McNally & Co.

MONTREAL.

AMERICAN FENCING WIRE

Barb Wire, Annealed and Oiled Wire, Galvanized Wire, Staples, etc., from stock or for import. Prices right.

A. C. LESLIE & CO.
Montreal and Toronto.

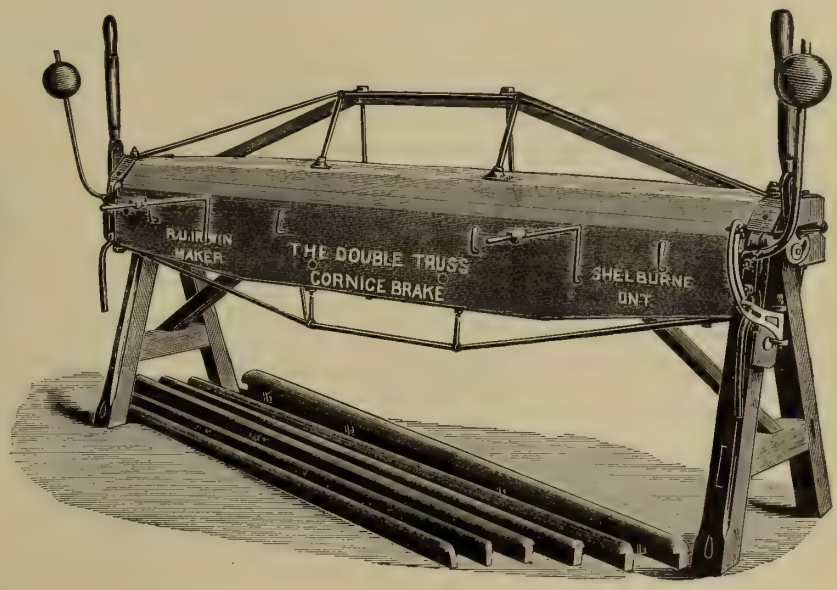
Our Specialty **PURE TURPENTINE** Our Customers Need fear no Adulteration

Every barrel guaranteed! We are headquarters for the Pure Article.
Remember these facts when placing your orders.

FRANCIS, FROST & CO., 33 Front St.W., TORONTO

The Improved Double Truss Cornice Brake

(CROCKER'S PATENT)



Circular and price on application

SOLE AGENTS:

The James Robertson Co. Ltd., Toronto

Montreal
St. John
Winnipeg

THE CELEBRATED . . . .

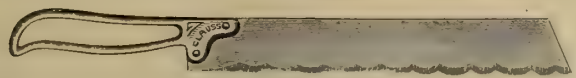
Clauss Knives.

We are the ORIGINAL INVENTORS and MANUFACTURERS of these knives.

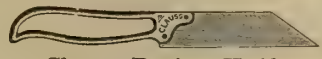
We are prepared to quote special low prices on these goods between now and Christmas.



Clauss Bread Knife.



Clauss Cake Knife.



Clauss Paring Knife.

ADDRESS CLAUSS SHEAR CO. **TORONTO.**

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.

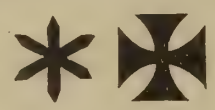


For Iron Fencing Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.

CORPORATE MARK



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
M.L.S. equal to Bradley		
I.C., usual sizes	$5 50	$5 75
I.X., "	6 75	7 00
I.X.X., "	8 00	8 25
Raven & P.D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½ x 17	3 50	3 75
D.X.,	4 50	4 75
D.X.X. "	4 75	5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	3 35	3 50
I.C., special sizes	3 60	3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	6 50	6 75
I.X. Terne Tin	8 75	9 00
Old process I.C.	....	13 00
" " I.X.	....	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½	6½
26 "	6¾	7
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 85	1 90
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 25	2 30
Hoop " "	2 25	2 30
Swedish " "	4 00	4 25
Sleigh Shoe Steel	....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 50
22 to 24 "	2 35
26 "	2 45
28 "	2 65

Canada Plates.

All dull	2 50	2 55
½ polished	2 55	2 60
All Bright	....	2 85

Iron Pipe.

Wrought 67½ to 70 p.c.
Galvanized, 45 to 50 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4¼, 4½
26 gauge, "	4½, 4¾
28 " "	4¾, 5

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4½ 4⅝
" ⅜ " "	4⅜ 4⅜
" 7-16 " "	3⅞ 4
" ½ " "	3⅝ 3⅞
" ⅝ " "	2⅞ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15 ....
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10½ 0 11
Lake Superior	0 10½ 0 11

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square 1 to 2 in	0 19 0 21

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft.	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04¼ 0 04½

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 02¾ 0 02⅞
Domestic "	0 03¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.	
Bar Half-and-half (guar.)	0 13½	0 14
Standard	0 12½	0 13
Wire	0 17	0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10 0 10½
Other makes "	0 9½ 0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4 50	4 50
No. 1 Do "		4 25
No. 2 Do "		4 00
No. 3 Do "		3 75

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	$1 00
2nd qualities "	....	0 90
Barn (in bbls)	0 80	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 30 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian " " "	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal		0 69
Extra "		0 90
Brown Japan "		0 65
Brown Japan, Turpentine p. gal.		0 85
No. 1 Carriage "		1 30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 52	0 53
Boiled "	0 55	0 56

Turpentine (in bbls)

Selected Packages, per gal	0 39	0 40

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 85
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—	
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's per doz	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	4 00	4 25

Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔		
Nickel 50 and 10 to 60 p.c		

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00
Blacksmiths' discount 35,40 per cent		

Belting.

Agricultural, 50 per cent.
No. 1, leather dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmcur's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70 and 10 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	500	4	23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 and 5 p.c.
Loose Pins, " 65 & 10 to 70 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair | 0 40 | 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 pc. } to 50 and 5
Plate dis. 50 pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross	8	50	11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*
American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.

Tanged Firmer per doz	0 85	4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.		
Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	1	35
" No 2	2	70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	2	00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50
P. S. & W., dis. 40 per cent.		

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p. doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c:

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	11 5	2 20	1 50	....
26 to 40	1 30	2 50	1 75	....
41 to 50	....	2 90	....	3 90
51 to 60	...	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	.....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 88	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis
Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair	9 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p.c

Heavy, per lb	03 3-5	0 04½

Screw hook and hinge—

6 to 10 in., per set	0 00	0 03½
12 up "	0 00	0 02½

Per doz. set

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		

Per doz. pairs

Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mor ar, etc., discount 40 to 45 per cent.		
Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.
Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails
Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,
F.O.B. Toronto & Hamilton.... $3 80
Snow, " " .. 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.
Star, per doz 3 00 3 25

Kettles.
Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys
Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.
Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Knives.
Clauss, bread, cake and paring knives $7.20 per doz. nett.
Hay Knives, spear point, L or T hdle 45 per cent. dis.
Lightning, per doz. 8 40 14 00
Heaths, 45 per cent. dis.

Ladles.
Melting, per doz..... 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*
Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50
Cabinet.
Eagle, dis. per cent, 40 to 42½ p.c.
Padlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter
Enterprise, American dis 00 to 25 per cent. dis.
Home, each ....

Mincing Knives.
American, per doz 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.
Cut Nails (Iron)
1. Either Canada or Amer. Pat'n. Basis—50 to 60 dy..... 1 85 1 90
40dy..... 1 90 1 95
30 dy..... 1 95 2 00
20, 16 & 12 dy.... 2 00 2 05
10 dy..... 2 05 2 10
8 & 9 dy..... 2 10 2 15
6 & 7 dy..... 2 25 2 30
2. Amer. Pattern Only from 4 to 5 dy .. 2 35 2 40
3 dy. (lath)..... 2 85 2 90
3. Canada Pattern Only from 4 to 5 dy .. 2 35 2 40
3 dy. (lath)..... 2 75 2 80
3 dy. A.P. Fine 3 45 3 50
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.
German & American.... 1 85 3 50

Nail Sets.
per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.
Poultry, 65 to 65 and 5 per cent.

Oil.
Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S R. Seal .....per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... . 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 25 per ct.

Pails.
Galvanized, per doz 2 25 3 30

Pencils.
Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks
Per doz..... 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.
Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.
English, per doz..... 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.
Corn, square, per doz.... 1 35 2 00

Pruning Shears.
Per doz..... 4 00 5 50

Pulleys
Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... .... 35 2 50

Pumps.
Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches
Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty
Bladder, per 100 lbs 1½ 2
Tins, lbs 2 50 2 75

Rail.
Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3¾ to 4c. ft.

Rakes.
Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.
Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.
Currier's, per doz 1 25 3 60

Rivets and Burrs.
4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.
Canadian dis. 30, 35 per c.

Rope	Per lb. Sisal.	Manilla.
7-16 in. and larger.. ...	7½	9½
¼, 5-16, ⅜ in..... ...	8	10
Cotton, per lb.....	18	20
New Zealand.....	8½	9
Russia Deep Sea, per lb..	12½	13½
Jute ..... " ...	06¾	07½

Rules.
Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.
Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord
Per lb..... 22 50

Sash Locks.
Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.
Sectional, per lb..... 1¾

Saws.
Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz 7 50
Hand, Disston's, dis 15 p. c.
S. & D, dis. 35 per cent. to 40 p c.
Cross Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.
"Lincoln" McMillan & Haynes per doz 7 50

Scales.
Standard Manufacturing Co., 60 p.c.
Gurney Scales, 60 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.
Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.
Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.
Sargent's, per doz 65 4 00

Screws.
Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes
Discount 40 to 45 per cent.

Scythe Snaths.
Canadian, dis. 35 to 40 p. c

Shears.
B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p c. off.

Sheaves
Sliding Door, per set ... 77 1 40

Shovels and Spades
Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.
Fenerty's disc, 45 to 50 per cent.

Sieves
Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps
Harness, German, dis 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio
In ¼ or ½ gross boxes, per grs. 11 30

Soldering Irons.
Per lb..... 0 28 0 30

Wrought Spikes
Discount, 20 per cent. to 25 per cent.

Spoke Shaves.
Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.
Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.
Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.
Fence, galvanized, per lb 3½
Wrought Iron, dis. 80 to 80 & 5 p. c.
Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).
Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " " 4 80

Stone.
Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 2
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.
Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.
English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman s, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.
Tin case & dairy, dis. 75p.c

Thimbles.
Asbestos, filled, per doz., 35 to 40 p c.

Ties.
Cow, per doz ..... 1 .. 2 50

Tinner's Tools.
P.S.&W., net list.
Canadian 15 to 35 per cent dis.

Tinware.
Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " "

Transom Lifters
Payson's, $2.60 to $5.00 per doz.

Traps
Game, Newhouse, dis 33⅓ p.c. to 35 p.c.
Game, H & N., P. S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.
Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.
Butter, per doz..... 6 25 9 00

Twines.
Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 5b
Binding, Common Sense 6½
" Blue ribbon..... ..... 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8
On prison made twine freight is prepaid to any railway station in Ontario.

Vises.
Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.
Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.
Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.
Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1 000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5½ to 6¼c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } " 4 " 4 & 6 " }	3½ 3½
" Plain twist, all deld	3½ 3½
" Steel thorn and ribbon.....	4¾ 5
"Lock Barb," 4 point	.. 4½
Ditto Glidden 2 point	.. 4½
Galvanized Barb, "Lyman," 2 to 4 points.....	.. 4½
Steel staples	... 3½

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth
Ordinary, discount 25 p.c.
Painted Screen, p.100 sq.ft 1 85 1 9

Wrenches.
Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

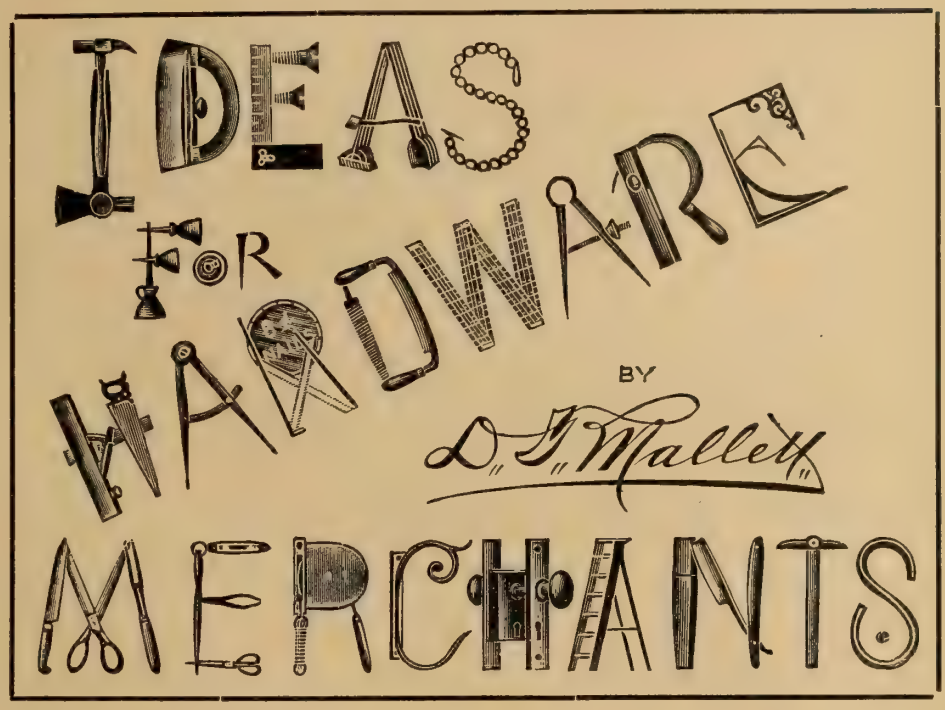
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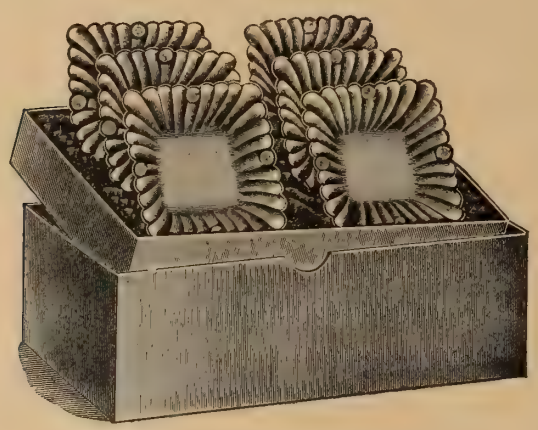
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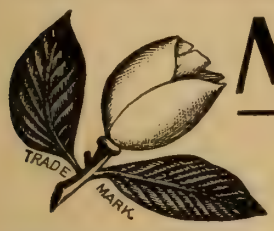
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CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VI. TORONTO, OCTOBER 20, 1894. No. 42.



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MAILING ORDERS TO TRAVELERS.

THE attention of HARDWARE has been again called to the annoyances that are often caused by merchants addressing their letter-orders to the travelers.

In the case in point the letter order did not reach the house till Monday morning, after the traveler had gone out on his route. It was the Saturday week following before the traveler reached the house again; and it was Monday before the order could be shipped.

By the time the goods reached the station of the customer nearly three weeks had elapsed since they were ordered. Then the merchant refused to take them.

The wholesaler in question thus not only lost a sale, but had to pay two freights besides.

The moral is obvious: If retail merchants want their mail orders filled promptly, they must address them to the firm and not to the traveler. It is the only proper way. It is the only safe way.

It might be suggested that the firm send the letter forward to the traveler. But the possibility of the letter and the traveler failing to meet is not certain enough to make it a rule safe to follow, for in the event of the traveler and the letter not meeting the last state would be worse than the first.

The onus for the inconveniences that are frequently occasioned through letter orders being addressed to travelers bears more or less upon the shoulders of all concerned—the traveler, the retailer and the wholesaler.

The traveler naturally desires to be accredited with as many sales as possible, and each retailer is, as a rule, quite willing that every order he places, whether it be in the ordinary way or by mail, shall be totalled up with the traveler's sales. And where there is a feeling of friendship between traveler and customer such desire will always obtain.

There are two ways in which the evil—and evil it is—can be abated. The one is for the retailer to address his letter order to the firm, accompanying it with the request that Mr. Blank, the particular traveler in the habit of calling upon him, be accredited with the sale. The other is for each wholesale house to make it a rule to enter to the credit of its travelers letter orders that come in from their respective regular customers. By this means not only would there be fewer annoyances, but it would also assist in the upbuilding of the letter-order department, something all progressive merchants are now trying to do.

DISPOSING OF OLD GOODS.

ENDED is the summer; and retail hardware merchants there doubtless are who find themselves with goods appertaining to that season on their hands, that they would gladly be excused from carrying over if possible.

Garden tools, hammocks, awnings, garden-seats, sprinklers, swings, etc., are probably among the list.

The season may be over, but the merchant need not carry over all the summer goods that he finds at this date lumbering his shelves and storerooms.

There are always some people who are ready to buy at bargain prices; and all that is wanted in order to induce them to do so is to bring the matter before them in an attractive manner.

The first thing that the retailer should do who has unseasonable goods on hand which he wants to get rid of is to sit down and figure out to a nicety the lowest price at which he can afford to sell this or that article, allowing, of course, for interest that would be lost on the idle capital should he carry the stock over for a year.

Next decide upon a day or certain number of days, which can be termed "bargain day"—a fashionable term in these latter days.

On these stipulated days dress the windows appropriately for the occasion. Ticketing the goods with catching phrases and prices will assist in the premises.

Not by any means the least important part of the arrangement is the advertising. To be effective the advertisement needs to be attractive; and in order to this care and thought must be exercised. The fact that the first essential in an 'ad" is the property to interest the public demands that its arrangements should be something more than hap-hazard. Put what you have to say in as few words as possible; and say them well.

With the goods marked at bargain prices, the windows well-dressed and the advertising judicious and attractive, the dealer ought to find an outlet for much of the goods which he would otherwise be compelled to carry over.

IMPROVED DOMESTIC PIG IRON.

"We are now using Ferona iron entirely," said A. E. Peters, of the Record Foundry Co., Moncton, to the HARDWARE MERCHANT, "and we find it very satisfactory. At first it was irregular, but what they are sending out now is running very even and giving us good stove plates.

"It often happens an iron is blamed when it runs uneven, when it is really due to the atmosphere. One day it is bright, clear, and dry and the iron runs nicely. The next day is damp. For instance, the moulders may have wet down the sand for a very dry day. If it be damp, it may not have dried out and it gives an imperfect casting. It is the iron, not the weather, that is blamed. Foundrymen should study this phase of their work more than they do."

CUTTING IN PRICES.

FREQUENTLY during the fall HARDWARE has intimated in its regular Montreal market reports that cutting has been indulged in pretty freely both on cut nails and bar iron.

This fact was scoffed at by many jobbers at the time, notably those of Toronto, but recent events have only endorsed the information given by this paper in its market reports.

Competition in both bar iron and cut nails has been extreme all through the fall season and has grown even more so of late.

The war was, in fact, started many months ago, when the agreement on bar iron was severed by the makers, and now matters have reached a really acute pitch.

The principal elements in the competition are the largest firms in Canada, and all have announced that they are in the fight to the bitter end.

As a result of this nails have been cut fully 15c., and though nominally the old price of $1.75 is retained, there is no doubt that with some sellers in the present temper practically any quantity can be had at the cut above mentioned.

The same circumstances are to note in bar iron, only more so, for it is claimed, with good ground for belief, that five ton lots can be had at a cut of 25c. per ton, viz., for $1.50 instead of $1.75.

It remains to be seen who will be victorious in the battle, the Montreal or the western battalion, for they are the two contending forces.

CHEAPENING PRODUCTION.

TO the devising of cheaper methods of production is what manufacturers and inventors are in these latter days devoting much time and attention.

In pursuance of this, improved machinery has been invented, wages have been cut down, and methods for economizing fuel devised.

One of the most successful in the last-named particular appears to be that known as the Otto-Hoffman coke-making process, by which the by-products are saved and a reduction consequently effected in the production of coke.

The process has been tried in both England and Germany, although it appears that it is in the latter country that its utility has been more extensively tested, and with satisfactory results.

Now some of the large manufacturing concerns, satisfied with what has been done in England and Germany, are preparing to adopt the Otto-Hoffman process. One concern, the Ohio Steel Co., will in January next start up its new plant at Youngstown, Ohio, using this process. The firm will have a capacity of 1,000 tons of rails per day, and will aim to compete with the steel rail combination.

The Iron Trade Review and the N.Y. Journal of Commerce, both speak encouragingly of the Otto-Hoffman invention. In a recent article the latter paper said :

"It has been too generally assumed in discussing the future of all lines of production that the limit of economy had been reached. There is no excuss for such an assumption. There is no reason for supposing that while reductions in the cost of production have thus far been effected by chemical and mechanical improvements, they can hereafter be effected only by wage reductions. Decreased wages are inevitable in the general readjustment of industries going on here and abroad, though they will probably be offset by the reduced cost of everything the wage earners have to buy. But it is absurd to suppose that we have reached the point beyond which science and invention cannot reduce the waste of manufacturing processes. We have already in four or five years, by a combination of nature and art, cut the cost of iron ore in two, and we are now to learn from the Germans how to make coke more cheaply by saving what we have been wasting in the process."

UNFAVORABLE RETURNS.

"THE iron and coal situation in Great Britain," said a leading Montreal iron broker to HARDWARE on Saturday, "is not one whit more encouraging than it was at the same time last fall. The stocks in store at the three principal public stores in Great Britain on the 1st of October were larger than at the same date last year, being 544,084 tons, against 499,300 tons for the same date in 1893. The shipments to the 1st October this year from Scotch, Cumberland and Middlesboro' districts fall behind those of last year by 20,000 odd tons, being 1,125,024 tons, against 1,150,451 tons in 1893.

I have some official statistics also from the British Board of Trade returns for 1893, which are interesting as upholding my contention. The chief point about them is the remarkable decline for the year 1893 in the estimated value of the British pig iron production. The estimated value of an output of 7,904,000 tons in 1890 was £24,140,000, while the estimated value of an output of 6,976,000 tons in 1893 was only £15,898,000. In other words there was a decline of £8,242,000 in the value of this one branch of the iron industry between these two years. The decrease, however, though serious, is not without precedent, for between the years 1882 and 1888 there was a decrease against the latter year. The respective figures were, 8,586,000 tons in 1882 valued at £24,042,000, and 7,998,000 tons in 1888 valued at £14,798,000. Therefore 1,012,000 tons more of iron in 1888, realized £1,100,000 less in 1888 than the smaller quantity did in 1882. These figures show that during the last decade the British iron trade has not furnished great encouragement."

GOODS NOT SOLD UNTIL PAID FOR.

JOSEPH Finley, St. John, who introduced a resolution at the request of the committee at the Conference of Boards of Trade at St. John, N. B., is putting his business on a cash basis.

He disagrees entirely with those who think that a cash trade should begin with consumers, and that it cannot begin until the latter have more money.

Wholesale merchants, he says, should first insist on cash in 30 days. This would compel retailers to insist on the same terms. When they do this they will have fewer failures.

Speaking to HARDWARE, Mr. Finley said that his first experience in cash was many years ago when, as a buyer for a millionaire St. John firm, he was on his way to Europe. In New York he called at one of the wholesale dry goods houses, where for the first time he saw very cheap printed calicos. Thinking they would take well he gave an order, stating that he had not the funds, but mentioning the name of his firm, which he thought a sufficient guarantee.

The salesman replied that he knew the firm was good for anything their buyer might order, but drew Mr. Finley's attention to this sign :

GOODS
NOT CONSIDERED SOLD
UNTIL PAID FOR.

He went out and readily got the cash from a friend, bought the goods, and afterwards did an excellent trade in them. He learned that the wholesale house had at one time given extensive credit. They failed in consequence. They were then just starting to do a strictly cash business. They are now among the wealthiest business firms in New York.

WANT THE TARIFF AMENDED.

THERE is at least one part of the Dominion of Canada that is not satisfied with the United States tariff on lumber. That is British Columbia, and the particular cause of dissatisfaction is the 25 per cent. duty on cedar lumber.

Cedar is in British Columbia what pine is to eastern Canada—common lumber, and the imposition of a duty of 25 per cent., 10 per cent. more than under the old tariff, hits the lumberman on the Coast rather hard. At first it was proposed to make cedar free, but there was such a hubbub raised in certain sections that the Senate ultimately put cedar in the clause relating to cabinet wood, and subject to the aforesaid duty.

The lumbermen of British Columbia are now petitioning the Dominion Government to ask the Government of the United States to reconsider the imposition of the 25 per cent. duty on Canadian cedar going into the United States.

THE ONTARIO FORGE COMPANY'S AFFAIRS.

THE creditors of the Ontario Forge and Bolt Company, Ltd., which is now in process of liquidation, met on Tuesday last at Osgood Hall before the Master.

The statement presented showed liabilities of $104,860, of which $36,148 are direct, $2,743 indirect, $57,499 secured, and $8,469 preferred. The encumbered assets aggregate $371,048, and the liquidator's assets $73,784. The latter include merchandise, $57,239; book accounts, $9,652; promissory notes, $2,802, and cash deposited in the Bank of Montreal, $3,940. The machinery and plant, together with the buildings in which they are situated, are valued at about a quarter of a million nominally. Then there is considerable real estate.

The creditors, in conference with the Master, decided to advertise for tenders for the assets, en bloc and seperately, tenders to be received up to November 6.

It is expected that the creditors will get about 75c. on the dollar, but this is largely problematical in view of the character of the assets, and the more or less difficulty that will be experienced in realizing upon them at present.

When an advertiser has learned what not to do, he has mastered half the business.—Printers' Ink.

MARITIME STOVE-MAKERS GOING WEST.

Some years ago Ontario, Quebec and United States stove and hollow-ware makers did a good trade in the Maritime Provinces, but this has been gradually declining and the ground has been taken by local manufacturers. It is true there are still a great many brought east, but they are makes advertised extensively and retailers want them. Maritime manufacturers now find that they can more than cover their own field and in consequence are pushing west. Last year two of them established branches in Montreal. More will follow next year, and one of the largest manufacturers informed HARDWARE that he would probably have agencies in Toronto, and one or two other Ontario cities during the coming season. They have an advantage over Western makers for their iron and coal cost them less—they get it at their doors—and so does their labor. Most of them are now using domestic pig which is giving much more satisfactory results.

MOULDERS' STRIKE AT SACKVILLE.

Chas. Fawcett, the extensive stove manufacturer at Sackville, N.B., informs HARDWARE that the moulders' strike in his foundry is practically over. Nearly all the vacancies have now been filled.

The trouble arose shortly after he began work in his new building. He had in agreement with the moulders to go out at 10 per cent. reduction when he resumed work. They worked for three days, thus keeping, as they said, the letter of their agreement. They then struck and waited on him to demand 10 per cent. advance on the original wages paid, i.e., 10 per cent. and 10 per cent. on the wages against which they struck. All the best men are now at work again, and he says he will under no conditions take the ringleaders on again, and they will have to seek work elsewhere.

A QUEBEC MATCH FACTORY.

An industry worthy of note is the large plant of Hardy & Dubord, at Beauport, Quebec. Their factory is now complete, and millions of matches are turned out every day. The best pine wood is used. It is kiln dried and free from knots After being cut into suitable blocks, a rapid cutter, working about 150 strokes a minute, is used to form them into double-length strips, making 3,600 strips a minute. These strips are then packed in frames and well tightened up. Then they are put in the drying room, and, after a time, are placed in other frames, the strips being separated to avoid adhesion while dipping. After being coated with sulphur on the ends, they are drawn over the phosphorus roller and dried. Finally, an army of girls get at them and they are cut and packed, when you have the Phœnix and Dominion match ready for use. Hardy & Dubord report rapidly, increasing sales, and duplicate orders in nearly all cases—the best guarantee of success.

TWO PROVINCIAL EXHIBITIONS.

THE provincial Exhibitions held recently at Halifax and Charlottetown give some idea of the progress and resources of Nova Scotia and Prince Edward Island. The former shows important advances in manufacturing, and the latter marked progress in agriculture. The Island especially bids fair to very shortly stand at the head of the agricultural districts of the Dominion. In fact, it may be said that in dairying they are there already, for their cheese has sold to exporters at better prices than Ontario and Quebec makes. Horses, cattle and sheep show improved breeding. Fruit growing is also being developed. The climate seems specially adapted for plums, and P.E.I. plums are making a distinct name for themselves. In apples they have not yet found the varieties most suitable, though there was a rather good show of cooking stock. Small fruits, such as strawberries and gooseberries, do well, and before very long these products in cans will be a feature on the mainland markets. Both oats and potatoes, for which the island has long been famous, show no deterioration in quality. In manufacturing, outside of cheese, butter and starch-making, there is very little done, excepting in woolen milling, in which much of the wool is used up.

Nova Scotia is naturally the richest province in Canada. It has better and more varied resources than any other district in the Dominion. It is easier to make a comfortable living there than anywhere else. This is why the development has not kept pace with the Island. The Islander must work or starve. He works and does well. A Bluenose need exert himself but little. The farm, the mine, the sea, the woods, are all equally rich, and he makes an easy living, but does not save much. Those who work hard are putting by more wealth than they are in any other part of Canada. The live stock and dairying displays were below the mark and did not show the best the Province has. In fruit and vegetables, however, they had as fine a display as has ever been seen in Canada. Apples came first, King County alone showing 120 varieties. Potatoes and other roots, it will be difficult to beat anywhere. From the partial display of manufacturers of all kinds it is evident that Nova Scotia has before it an important future. It has cheap coal, cheap labor and cheap raw material. Where the latter is imported it costs less to lay it down here than at interior points, because most places are accessible by water.

DELIVERY OF GOODS.

THE satisfaction of customers depends so largely upon the prompt and proper delivery of good purchased by them as to make it important that this department should be in charge of one who is prompt and methodical in his habits. He should also be well acquainted with the location of the streets of his city.

Promptness.

As soon as an order is filled, which should be with as little delay as possible, the packages should be marked and given in charge of the delivery clerk, for although the goods are not to be delivered for several hours, some annoyance and inconvenience may be saved the delivery department if notified at once instead of only a short while before the time they were promised, and perhaps a few minutes too late for a load that has just gone in the same direction they are to be sent.

Delivery Tag.

For marking goods to be delivered, a tag printed as shown in Fig. 1 is convenient :

—FROM—

SMITH & BROWN,

Hardware, Paints, Etc.

247 to 249 Main st., Early, N.Y.

For _____

No. _____ St.

Sold by _____

Paid [Collect

Charged [C. O. D.

MEMORANDA OF GOODS.

_____

_____

_____

_____

_____

_____

_____

_____

Deliver _____

FIG. 1.—DELIVERY TAG.

It will be noticed that blank spaces are left for the purchaser's name and address, the salesman's name, the amount to be collected, if any, the enumeration of articles or packages, and time for delivery. In case the goods are paid for or exchanged, it should be indicated by a check-mark opposite one of these words.

Convenience of Customers.

In the largest cities, of course, it is necessary to have stated hours for delivery; but where it is practicable I think it is best to arrange as far as possible for the convenience of customers. The time agreed upon is written on the bottom of the tag, after the word deliver. When it is necessary to take receipts for goods delivered, a form similar to that shown in Fig. 2 may be used.

When a large number of goods are sent a bill may accompany the receipt. The following system has been tried with satisfactory results, and I think will be found to have some advantages in towns and cities of moderate size :

As soon as possible after the goods are received by the delivery clerk, he makes an entry in a book kept for the purpose of entering the writing on the tag, and an additional space is given for the name of the person who delivers the goods. After being entered, such packages as are not too bulky are placed in bins, which are devoted to different sections of the city. When wishing to make a delivery a driver is called and given such goods as in the judgment of the delivery clerk should go out first, together with whatever can be taken on the same trip. The next team available takes another route, and so on throughout the day. Each teamster is required to keep an account of his own deliveries in a book which he carries with him. The teamsters' books, as well as the general delivery books, when filled are put away for future reference.

Not only is the record of deliveries valuable for reference in case of a complaint, but it has been of service to the bookkeeper in a number of instances in showing neglect on the part of salesmen to charge goods. —Chester G. Ambler, in Iron Age.

DATE_____189

Received in good order from **SMITH & BROWN**

For *Mrs. Mary Jones*

Signed _____

Delivered by _____

Fig. 2—Form of Receipt.

SOUVENIR COINS IN CIRCULATION.

A NEW method of replenishing the gold reserve was put in operation in Washington on Thursday of last week by the offer of Secretary Carlisle to exchange the souvenir half-dollars issued for the World's Fair for deposits of gold coin. These half-dollars have accumulated in the hands of the Treasury to the amount of $1,795,980, of which $745,100 are in Washington, $480,000 in Chicago and $570,880 at the Philadelphia Mint. Those at Philadelphia have never been issued, but the others were paid over to the World's Fair managers and have drifted back into the treasury in current receipts. The officers of the Fair proposed at one time to pay the cost of transportation and recoinage of the half-dollars which had not been sold to the public, in order to protect the rights of those who had bought the souvenirs at a premium. The sum of $41,000 was deposited with the Treasurer last December for these expenses, but this romantic sense of justice to the original holders of the souvenirs evaporated when the Government insisted on a further deposit of $17,000 to pay for the recoinage of the souvenirs which had never left the Philadelphia Mint. The director of the Mint had considerable correspondence on the subject with Mr. James W. Ellsworth, the Chairman of the Finance Committee with the result that the deposit of $41,000 was withdrawn and the entire mass of souvenirs left to be treated as the Secretary of the Treasury might see fit.

Secretary Carlisle has decided that he will not recoin them at the expense of the Government, but will comply with the popular demand which frequently reaches the Department for the possession of some of the pieces. It is expected that considerable amounts will be taken by the big retail stores in the large cities and paid for by deposits of gold. Shipments will be made to New York, Boston, Cincinnati and St. Louis, in order to meet demands at these points, as well as in Philadelphia, Washington and Chicago.

The news that the souvenir pieces were available brought quite a demand at the counters of the Treasury on the 11th, and about two hundred dollars were exchanged for gold. The amount of souvenir pieces disposed of during the Fair was about a million-and-a-half, representing a face value of $750,000, out of five million pieces, with a face value of $2,500,000, which were issued. The amount received for the pieces sold at the Fair averaged about a dollar for each half-dollar piece, but the remainder were disposed of by the Fair management at their face value, and many of them were paid into the Sub-Treasury at Chicago during the panic of last summer in exchange for paper currency.

The exchange of the entire amount for gold would carry the gold reserve close up to $62,000,000, for the point attained to-day was $60,048,544, the highest point reached since the latter part of July.

AN ESSAY ON ADVERTISING.

IRONMONGERY recently offered prizes for essays on "Advertising an Ironmongery Business." The following took the first prize :

"I propose to deal with this topic, supposing I have just taken a new business in a strange town. My first proceeding would be to have my shop front attractively and neatly painted, and my windows fitted to suit my requirements. After having the necessary repairs and alterations executed, I should at once hasten to make myself known. This can only be done by advertising and associating with the people. I should endeavor to form a fair estimate as to their wants and requirements. Consequently I should buy and stock my shop accordingly.

"Advertising, to have the desired effect, must be well done. Every house in the town would receive from me a circular brightly written and terse, calling attention to what I intended to do and what I intended to stock. The circular should be tastefully set up, and printed on tinted paper of good quality. None of your waste paper style for me. It is most important to have circulars of the first class. Large posters would prominently appear at every good street corner, calling attention to my large and varied stock, and also to the repairing department. Our friends, the sandwich men, would be proudly parading the principal thoroughfares on the opening day, supplying the eager passer with a circular respecting my shop and work. In the principal thoroughfares, on the hoardings, I should prominently erect my name and title, as the leading man for all ironmongery requirements, on a well-proportioned enamelled plate. The local papers would be furnished with the tidings of my arrival, in the form of an attractive advertisement, and the style and language of this I should change as often as possible, endeavoring to make it as interesting as my taste would allow. In due time my name would be quite a household word once this is done ; for a retail tradesman it is an important stepping-stone to success.

"Soliciting custom would be my next step. I should send my leading hand to all the principal houses to supply full particulars, and introducing in a polite manner the firm he represented, calling particular attention to the repairing department, and taking all orders small or great. He should also leave an addressed envelope for any further enquiries the prospective customer might wish to make. This would necessarily take time, but I am sure it would pay. When once you get a customer, see well that you keep him.

"My windows should contain the best goods, and every article should be plainly marked, and a special cash discount should be offered. I should vary my display frequently, thus informing the public of the variety inside. No pains should be spared in this respect. My ambition would be to make them the windows of the town. A few special lines is often an inducement, and such would distinctly appear, with a neatly-written ticket calling attention to the fact. All goods I should buy from the best known makers, using my trade journal to help me in the selection. Each district has a fancy for a particular maker, especially so in cutlery, tools, etc., and are satisfied with no other. I should therefore put aside my own judgment in these particular matters, and study the whims, if I may so call them, of customers. The thing is to have for the public what the public want.

"I should do my utmost to give value for money, avoiding any 'cheap Jack' transactions. 'Order' would be the word of the day ; everything would have a place, and there it would be. Every article would be so placed to come under my customers' notice as far as possible. Every customer would receive the strictest attention with small orders as with large.

"To properly introduce the repairing department, it would be wise to issue a list of the prices for all repairs, such as new bottoms to hot-water cans, re-lining, etc., etc., and if well circulated it would aid the business considerably. I should forward the articles repaired to the owners as promptly as possible. I should be most careful to engage a competent man for this work.

"My concluding sentiments are : Be courteous, attentive, up-to-date, and upright in all your dealings. By following the above remarks, the ironmonger in opening his shop need fear no foe."

A DAWDLE CLERK.

Did you ever notice the unbusinesslike movements of a dawdle clerk ? The writer in Trade called recently at a large wall-paper house in Brooklyn. The establishment deals in shades, paints, etc., and sends out elegantly-printed circulars calling attention to their special line of goods and inviting a personal call, and assuring the customer of prompt service and courteous treatment.

Upon entering the store, which is elaborately decorated, I waited at the counter some minutes before I had any evidence that my presence was known to anyone within. Presently an uncouth form came wagging slowly along with shuffling feet, as if he was trying to polish the floor. His hair was daintily brushed ; his immaculate collar, which looked as if it might have changed places with his cuff, encircled his neck and endangered his ears ; his tie was bedecked with a big diamond that flashed like French plate-glass, and his broad face was wreathed in a conventional smile as he asked, in an uninterested manner, "What will you have?"

I stated that I came to get a dark blue shade. He handed down one of a light blue color. Seeing that it was not satisfactory, he slowly brought one shade at a time so as not to soil his dainty fingers or impose too great a strain upon his strength.

Failing to find what I wanted, I dropped into a store near by kept by a sturdy German, and here I found shades of every color and size, and received such treatment as induced me to become a regular customer. I related my experience in the other store, and urged the proprietor of the smaller establishment to advertise. He adopted my suggestion, and has since added many customers who formerly patronized the other store.

A good advertisement must be supplemented by good clerks, or you will be set to wondering why your advertisement does not pay.

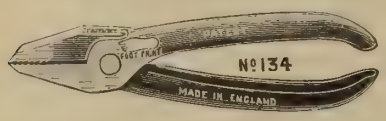
HARNESSING THE OCEAN.

A stupendous scheme has recently been seriously suggested for the utilization in British waters of the energy of ocean currents for the purpose of distribution of power and light by means of electricity to centres of population at distances up to hundreds of miles from the source, says Popular Science Monthly. This is nothing less than a proposition to dam the Irish Channel at the Mull of Cantire, where the distance between the Scotch and Irish shores is only fifteen miles, and where the energy of the current from the north is, so far as human requirements go, infinite—that is, would have to be expressed in scores of millions of horse power. That this proposition is being regarded with some degree of seriousness may be gathered from the fact that a series of hydrographic surveys of the bottom of the channel has been made and charts prepared of the coasts and of the highlands on both sides from which materials might be conveniently got for building the dam. The report of an engineer detailed for the purpose is to the effect that there are no engineering difficulties in the way ; by which is meant that, given the means to proceed, it is a possible thing to do, and is compared, for instance, with the erection of the Brooklyn bridge — a piece of work requiring merely enough brute force.

Works : St. Helens, England
PILKINGTON BROS. LIMITED
MANUFACTURERS OF
Polished Plate
AND
Window Glass
Bevelled Plate
and Mirrors
Rolled Plate, Ornamental Cathedral, etc.
Depots : Busby Lane, Montreal. Mercer Street, Toronto.

PLIERS.

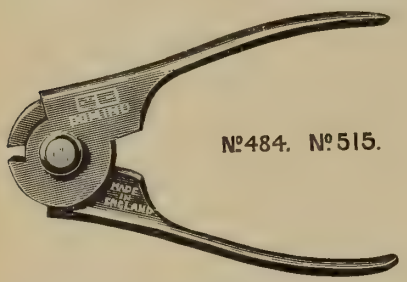
The accompanying cuts are illustrations of some lines of pliers of which H. S. Howland, Sons & Co. have just received a consignment. They are made with strong double box-joints and light hollow handles.





Every pair is warranted. Besides lightness and strength, a most important advantage about these pliers is that, having handles moulded to fit the hand, the user can do more work in less time and with less fatigue than with the comfortless old-fashioned tools.





PNEUMATIC SKATES.

Pneumatic skates are on exhibition in London, on which the skatestrian can spin along much more rapidly than on the old-fashioned wooden wheeled rollers, says House-Furnishing Review. The idea is a distinct embezzlement, of course, of the idea of the pneumatic tire as used on bicycles. The first pair was sold to a woman of "pluck and title," who lives in Scotland and who does her shopping on the skates, followed by all the inhabitants of the town who are well enough to be out. The craze has infected Glasgow, where pneumatic skaters go along at the rate of twelve miles an hour, the beginners mowing down anything and everyone in their path. It is specially adapted to country doctors, letter carriers, drummers, highwaymen, and, in fact, to anyone whose interest it is to move rapidly from one place to another. The skates cost in England from $17 to $26 a pair. It is said that $2 worth of arnica and sticking plaster is enough for the learner, and after that he can keep his balance and make good speed. It isn't necessary to have a smooth floor, the best sort of ground being a gritty, macadamized road. Under the laws of England, a bicycle must be equipped with a bell, a brake, and a lantern at night. This expense to the bicyclist is saved to the skatestrian, who, when he sees that there is danger of a collision, can avoid it by throwing himself forward and alighting on his nose. It is suggested that the pneumatic skates will be useful for military purposes. A retreating army that knows how to skate can get away from trouble three times as fast as by the ordinary heel-and-toe method.

HARDWARE AT HALIFAX SHOW.

THE display of articles that would especially interest the hardware trade at the Halifax Exhibition was not as large as might be expected from the amount of manufacturing done in Nova Scotia. Still it brought out some distinctive features.

The Forbes Manufacturing Co. are best known by their skates, and they had their usual display of these. They are now working into an important side line, and if they continue to turn out as high a class of goods as at present it should prove a profitable feature. This is canners' supplies, such as dies, capping machines, bench rings, solder moulds, floats and plugs. There is a steadily increasing trade in such goods in every part of the country, as so many prodncts are now being put into sealed cans. E. P. Forbes, the mechanical superintendent, informed THE HARDWARE MERCHANT that they could undersell any of the American makers, but they themselves were being undersold by a cheaper quality made in Ontario. They had made up their mind not to reduce their qnality, but to guarantee it and maintain their prices.

The most extensive display was that of Henderson & Potts, Halifax, Canadian agents for Brandram's white lead, which was in charge of Al. H. Ellis. It was in the form of an immense pyramid, showing all their products. The base was barrels of Japans and varnishes, which they now manufacture themselves. In former years they had a good deal of trouble with these goods, the quality running uneven when they depended upon others, but now they are able to guarantee their stock.

William Stairs, Son & Morrow, Halifax, hardware and plumbers' supplies, had a complete bathroom—one of the most complete in every respect that HARDWARE has seen.

There were good electrical machinery and implement exhibits also.

A new style combination commode was shown, in which a small business might be done by the hardware and allied trades. It forms a centre table when closed, and a complete toilet stand when opened. It can be placed in offices, where space is a consideration, or in bedrooms it will go with the folding beds.

TREAT THEM POLITELY.

The philosopher of the Trade Register reminds his friends that they must not forget that it is the poorest kind of policy to discourteously treat the traveling salesman. Deal with him as promptly and pleasantly as if he were your best customer. Don't talk over prices and business with him in the presence of your patrons, but take him to your private office and do business with him promptly, even if you do not buy an order. Travelers will appreciate such conconduct, and even those who so treat them may depend upon getting all the favors that can be given, and they are not few, as dealers know. The traveler saves the dealer time and traveling expenses, and should be treated as a friend.

LOOK UPON THIS—AND THIS.

Broke, broke, broke,
By the sad grey sands of the sea
Is the man who failed to advertise,
As he surely ought to be.

Flush, flush, flush,
At the Normandie-by-the-Sea
We find the judicious advertiser
Up to his neck in glee.

Ah! well for the merchant man,
Wherever he may be,
If he pins his faith to printer's ink—
Of wealth and fame the key.

—Magnet.

THE CONSOLIDATED
PLATE GLASS
COMPANY OF CANADA (Limited)
HEAD OFFICE:
73 and 75 Wellington Street West, TORONTO
BRANCHES:
MONTREAL, 338 St. Paul St. LONDON. OTTAWA
FRANK J. PHILLIPS, Toronto, President.
WM. R. HOBBS, London, ALEX. RAMSAY, Montreal, } Vice-Presidents
Correspondence Solicited. Estimates Given
Special Discount to the Trade

CUTLERY

Largest Assortment
Closest Prices

G. WOSTENHOLM & SONS, Ltd. GEORGE BUTLER & CO., Ltd.
JOSEPH ELLIOT & SONS THOMAS ELLIN & CO.
JOHN ASKHAM & SON And other reliable makes.

WE OFFER OUR ENTIRE STOCK OF

☞ Joseph Rodgers & Sons' Goods at Special Prices. ☜

H. S. HOWLAND, SONS & CO.,

37 FRONT STREET WEST - TORONTO.

THE BUSINESS MAN.

The business man should be able to fix his attention on details and be ready to give every kind of argument a considerate hearing, says a writer in Business. This will not encumber him, for he must have been practical beforehand in the exercise of his intellect and strong in principles. One man will collect material together and it will remain in a shapeless mass. Another man possessed of method will easily arrange what the first has collected, but such a man as I would describe goes further and in addition builds with the material.

The business man should be courageous. True courage, however, required in civil affairs, is that which belongs rather to the able commander than to the mere soldier. Any kind of courage, however, is serviceable. Besides a stout heart the business man should have a patient temperament; he should likewise have a vigorous but disciplined imagination. Thus equipped he will plan boldly, and with extended view will execute calmly. He will never be reaching out his hand for things not yet within his grasp. Such a man will let opportunities grow before his eyes until they are ripe to be seized. He will think over every possible failure in order to provide a remedy or a retreat. There will be strength of repose about him. He will have a deep sense of responsibility. He will believe in the vitality of truth and in all that he does and says he will be anxious to express as much truth as possible. His sense of responsibility and his love of truth will inevitably endow him with diligence, accuracy and discreetness.

COFFIN SCREWS.

The following story is told by "Vulcan" in the Ironmonger: Over 20 Wolverhampton members of the Iron and Steel Institute attended the recent meeting at Brussels, and at the reception King Leopold shook hands with every visitor and inquired his name, business and place of abode. His Majesty jocularly remarked that Wolverhampton was well represented. Addressing the facetious member of a famous screw firm, the King asked, "What do you make?" "Finals," was the reply. "And what are finals?" demanded his Majesty. "Why," said the screw maker, "screws with which men are closed up after life's fitful fever is over." The King, with a smile, replied, "Ah! I hope it will be long before you receive an order on my account."

INTRADUISIBLES.

Le Moniteur du Commerce, of Montreal, speaks with approbation of an article in the Arena, by Dr. George Stewart, who argues that "it goes without saying" is not a faithful translation of the French phrase "cela va sans dire." In expressions of this kind, says Le Moniteur, the verb "aller" cannot be translated as the verb "to go." For instance, one would not translate "comment allez vous?" by "how do you go?" any more than one would render "le repos ne me va pas" as "rest does not go with me." These French expressions are untranslatable, concludes Le Moniteur; and suggests that "cela va sans dire" is best expressed by "as a matter of course," or, more concisely, "of course." Very good Moniteur; and how would you express the latent and subtle comprehensiveness of kindly interest conveyed in the idiomatic colloquial inquiry, "How goes it?" Is this "intraduisible"?

WE ARE IN THE SWIM

WHITE LEAD
AND
PUTTY...

Sanderson Pearcy & Co.
61, 63 and 65 Adelaide Street West,
Toronto

At lowest prices going, and quality second to none.

MINING IN CARIBOO.

MR. C. F. Law arrived in the city yesterday from Cariboo. Mr. Law is now the manager of the Willow River Mining Company, which is operating on the stream of that name in the neighborhood of Barkerville. This company is likely to play an important part in the revival of gold mining in Cariboo, having ample capital and adopting the most approved methods in carrying on its operations. Last spring Mr. Law took up to Cariboo a complete boring plant, which he purchased in Chicago, and, as soon as the plant could be set up, boring operations were commenced in order to ascertain the depth to bed rock on the company's property. After five holes had been bored, they struck the bottom of the channel about two weeks ago and found rich pay dirt on the bed rock at a depth of only 109 feet. This has caused quite an excitement in the neighborhood, local miners claiming that bed rock would not be struck at less than 200 to 250 feet. The company will immediately proceed with its operations. A shaft 12 feet by 4 feet in three compartments—one on either side for the pumps—will be sunk and drifting be commenced as soon as possible. The boring operations were begun on July 9th, and Mr. Law hopes that by January 9th, or in just six months from that time, the whole of the preliminary work will be completed and the actual extraction of the gold commence. The company has been fortunate enough to find the requisite machinery in Cariboo, and has thus saved two or three months as compared with what time would have been consumed had it been necessary to order it and ship it in. It will be of interest to old Cariboo miners to learn that the machinery used on the Vulcan and Vancouver companies' claims on Lightning Creek, has been purchased by Mr. Law's company, and will be at once removed to Willow Creek. The two companies referred to extracted a large amount of gold from their claims, and it is to be hoped that the transfer of the machinery will carry with it similar good luck. Although those two claims were worked out in 1876, the machinery has been kept in good order, a man having been paid to attend to it, and it is now both convenient and available for use on the Willow River mines. It includes a 60-horse-power engine and hoisting gear, a single valve 12-inch Cornish pump, to be used in sinking the shaft, and a double-action Cornish pump held in reserve. The results shown in the boring, Mr. Law says, are most satisfactory as regards the character of the soil, the ground being hard and light, and no "slumbering" met with. In the boring within four feet of bed rock, an iron cap was met with and the gold was got beneath it. All the rich mines on Willow Creek had the same iron cap, showing that should the shaft develop as well as is to be expected from what was ascertained by the bore, the company will have as fine a property as there is in Cariboo, and that is saying a good deal in such a rich district.

The advent of such companies as that of which we have been given some details, and the Horsefly and Cariboo companies, mark a new era in the history of the famous pioneer mining district of British Columbia. Not merely will such enterprises realize large returns to those who have invested their capital in them, but the results of the systematic exploration and prospecting of the country by those who have the requisite capital and knowledge, will undoubtedly result in the development in the mining industry of the Province within a few years that will bring with it a period of general prosperity which will stimulate enterprise in many other directions.—News, Vancouver.

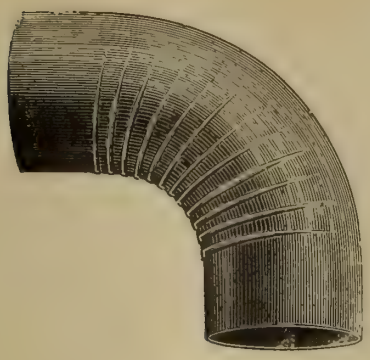
EVILS OF CARELESSNESS.

NOTHING tends to bring an establishment into disfavor with the public sooner than habitual carelessness or indifferent service behind the counter, remarks House-Furnishing Review. A customer may think that a poor article is an accident or a high price a mistake, but boorishness or inattention is a personal affront which she will resent all the more because she has no direct redress. The next time she wants anything she will go to another store for it, and will have a feeling of satisfaction in the thought that her money isn't going into the hands of the man who offended her, particularly if she meets in the second store with the deference due to one who has money to spend. If she stops to reason the matter out, she will do it thus: "When I have a want to fill and money to spend, I represent in my person the purchasing public and am entitled to consideration as a patron. To the man whom I address, my desires should be, for the moment, of paramount interest, whether I want to stock an entire kitchen or to buy only a few house-furnishing articles. I choose to buy and he is there to serve me. I cordially dislike the time-server who waits upon me with an I-wouldn't-if-I-didn't-have-to air, and the little "tin god," who condescends to fill my need with a manner that implies that he is rather above that sort of thing. My order is not of much consequence to either of them, and the chances are before I get what I need something of more importance to them diverts their attention and I am left to await their good pleasure. It takes longer than is necessary to get what I want, and my self-esteem suffers at their hands. Ten to one their stock is in bad shape, and if the article I want is at all special or out of the ordinary I can get no information from them about it." There is a great deal in this kind of reasoning, and it is, beyond question, a mistake to have such kind of assistants about the store. The indifferent man and the one too big for his place should be superseded and replaced from the multitude of trustworthy young men eager for advancement.

CUSTOMERS' COMPLAINTS.

"CUSTOMERS never grumble either to me or my assistants without I make it a stepping-stone to future business." This remark was recently made to a writer in Ironmongery, London, by a country ironmonger who was relating how he, and some other smart business men, use the complaints of customers, which occasionally arise in the best-regulated shops, notwithstanding the most scrupulous care taken to avoid them, as a means of getting increased orders from the complainant. He explained it thus: "I have for years established it as a fixed rule that all complaints shall be immediately passed on to me. I then treat them as matters almost as important as orders. I drop a letter or post card at once to the man, saying that at the first opportunity I or one of my men will call and thoroughly go into the matter. This is promptly done. We, I must confess, sometimes magnify our contrition, and also our estimation of the customer's worth. The rest is easily told; he is flattered by the attention paid to him, and with very rare exceptions he is easily persuaded into parting with a further order. This is a species of hunting up that any ordinary tradesman can follow." Depend upon it, this man was unquestionably right. A complaint is much like a wound; the more it is left to itself the worse it will become. Make it your business, your mark, your pleasure, if you like to put it that way, to follow it to its very source, and let this man's rule incite you to overcome the incensed customer who has left your establishment in annoyance and anger, and so by skilful management convert him into a firm friend. Surely ironmongers cannot object to this easy method of showing to customers their anxiety for their business and satisfaction, and their very keen desire to make everything smooth and comfortable for them. No indolence or neglect should prevent that lively concern for the people by whom they live and upon whom all their good fortune depends.

THE ONTARIO TACK CO.
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton. Ontario.
SP



STOVE PIPE ELBOWS

One Piece
Four Piece.
Six Piece.

Dampers of all makes. Lanterns of all makes.
Stove Boards—our own make—the best.

If a traveller does not call on you from our house let us know.

AND ALL LINES OF TINWARE.

THOS. DAVIDSON & CO.

MONTREAL, QUE.

THE LUMBER TRADE.

THE effect of the Wilson tariff putting lumber on the free list is an interesting subject just now on both sides of the line. The interest which is being taken in it by the lumber trade in the Western States is shown by an inquiry which has been instituted in this country by the North-Western Lumberman, of Chicago. Mr. John E. Williams, of its editorial staff, has been spending some days in Ottawa and other lumber centres, with a view to writing some newspaper articles on the Canadian trade. He was in Toronto last week, and was interviewed by a Globe reporter as to the conclusions at which he had arrived.

"The opinion I have formed," he said, "is that there will be no appreciable effect from the Wilson (or, as I call it, the Gorman) tariff. This is owing to the dull times in the lumber business in the United States. For some time before the passage of the new tariff, shipments were delayed in anticipation of the abolition of the duty. When, therefore, the bill became law there was an abnormal activity for a few weeks until these detained shipments had been got out of the way. Then the trade fell to its normal volume, and there is now, as far as I have been able to discover, only a moderate movement. Of course that movement might have been smaller but for the removal of the duty."

Mr. Williams spoke with the predilection of a Republican, and one who, as he frankly admitted, regarded the proposal of free lumber as inimical to Western lumber interests. In all that he was saying, however, he was merely summing up the opinions given him by Canadian lumbermen. In good times he thought the Canadian lumbermen would get the extra dollar, and taking good and bad times together, it would be halved between the buyers and sellers. Just now, on account of the dull times, if he was to believe what was told him, the Canadians were not getting a higher price, although no doubt they were able to sell more lumber, and perhaps after all, this was as large a degree of benefit as could be expected under existing circumstances.

"I fancy," remarked Mr. Williams, "that your lumbermen are not disposed to show too much eagerness or jubilation over this matter. They may consider it wise not to feed the feeling which exists in some parts of the United States that free lumber is making Canadian mills hum, or even that it is much of a boon to the trade in Canada. Perhaps some allowance must be made for this cautiousness in considering their opinions. At the same time I am of the belief, after the enquiries I have made, that we rather over-estimated the importance of the Ontario and Quebec contributions to our market. When you consider that the total export to the United States from these provinces in the year ending June 30, 1893, was only 747,710,000 feet and the total export only something over a billion feet, while the Chicago market alone handles annually two billion feet, you will see that the effect upon the trade of the United States cannot be very disturbing.

"I inquired of some of the Ottawa lumbermen whether they were not looking for some trade in dressed lumber. But they seem to be in doubt as to the fate of the dressed lumber part of the new tariff if the Republicans win at the next election. In the meantime, while the uncertainty lasts, they do not care to incur the expense necessary to push that part of the trade. For myself I think there is good cause for caution, and that dressed lumber, as it was more than your lumbermen expected, will be found to be more than will meet the approval of the next Government in power at Washington. As for sawn lumber, it is a raw material, and in symyathy with the general feeling favorable to the free entry of raw products the Republicans would have put it on the free list, and now will leave it there."

WITH A MORAL.

A story is told in the Electrical Review which shows how even the greatest inventions are sometimes regarded by those who, afterward, are forced to realize their value. When George Westinghouse, Jr., invented his air-brake, he took it to Comodore Vanderbilt in the hope of getting him sufficiently interested in it to adopt it on the New York Central Road. The old Comodore went right on with his correspondence while Westinghouse explained how, by an air pressure of 30 pounds to the square foot, the brake was applied by the engineer, and when he finished he waited patiently for the verdict. The old Comodore raised his head long enough to jerk out: "What's that you say about air?"

Westinghouse told him.

Looking him steadily in the face, the old man replied in freezing tones: "That will do; I have no time to waste with a d——d fool."

Then Westinghouse went to President Tom Scott, of the Pennsylvania Railroad, and so impressed him that the road adopted the brake. Other roads followed suit and the inventor soon achieved fame and fortune. When that time had arrived, he one day received a letter from Comodore Vanderbilt, asking him to call at the Central's office. Mr. Westinghouse's reply was terse and to the point. He simply wrote:

"I have no time to waste with a d——d fool."

VALUE OF FOREIGN COINS.

The Director of the Mint at Washington has estimated and the Secretary of the Treasury has proclaimed the value of foreign coins, as required by Section 25 of the Act of August 28th, 1894. The changes made are as follows:

	Value July 1, 1894.	Value Oct. 1, 1894.
Bolivars of Bolivia	.457	.464
Peso of Central American States	.457	.464
Shanghai tael of China	.676	.685
Haikwan tael of China	.753	.763
Tien-Tsin tael of China		.727
Chee-Foo tael of China		.717
Peso of Colombia	.457	.464
Sucre of Ecuador	.457	.464
Rupee of India	.217	.227
Yien of Japan	.493	.500
Dollar of Mexico	497	.504
Sol of Peru	.457	.464
Rouble of Russia	366	.371
Mahbub of Tripoli	.413	.418

The estimate of the value of coins of countries having a single silver standard is made up on the average price of silver for the three months ending Sept. 29th, 1894, viz.: $0.64127. There have been added to the list the Tien-Tsin and Chee-Foo taels of China

THE BOWMAN FAILURE.

THE Bowman Hardware and Sporting Goods Co., of Hamilton, whose financial difficulties were announced last week, have since assigned. E. H. Ambrose and C. S. Scott are the assignees.

HARDWARE, it will be remembered, last week stated that the mortgagee for $22 000, T. W. Lester, had taken possession, but an injunction was issued the following day by Adam Hope & Co., and the mortgagee was compelled to discontinue the sale of the goods. "Besides stopping the sale by injunction, the writ was for the purpose of having the chattel mortgage declared invalid, it being alleged that the mortgage was a fraud on the creditors. It is said that if the case gets into the courts, which at present seems probable, there will be some interesting developments in connection with it." The petition is returnable October 22.

No figures have yet been adduced giving the firm's liability, but it is said that the assignees claim that there will be a surplus of about $20,000.

The principal creditors of the company are Old Country firms, but Adam Hope & Co, Joseph Hoodless & Son, and the Greening Wire Cloth Co. are also understood to be creditors.

The principal stockholders in the Bowman Co. are Wm. Bowman, J. W. Bowman, Alex. McLaughlin and J. B. Young.

A meeting of the creditors will be held Oct. 25th, and, judging from the hints that are being thrown out, it will be lively.

SECURING PROMPT PAYMENTS.

TO induce customers to pay up promptly by the offer of cash discounts is eminently desirable, as we have frequently urged in our columns, and although it is difficult of achievement no wise effort should be spared in this direction. A combination of constant attention and close watching is necessary to achieve the enviable distinction of realising in the quickest time on the goods not paid for at the time they are sold. "Wenton," writing on the subject in a contemporary, mentions some methods for obtaining prompt payments, some of which may be new to ironmongers in some parts of the country, and they should be studied with interest by our readers, who may get a hint which will be useful to them in their business and locality. Wenton writes as follows :—

"With all that can be said for or against long time credits many have looked upon them as an evil which could only be endured even in the worst forms because of the utter impossibility of shortening up the time so as to make it within the limit usually called time. Yet the short time sales are so desirable that many manufacturers have made a practice for many years of occasionally offering extra inducements for it in the way of cash discounts, a practice much more generally in vogue this season than ever before, as the exceptional may almost be said now to be the common discount.

"More would offer such liberal discounts were it not for the feelling, verified by experience to a certain degree, that those who have the thrift and enterprise to avail themselves of the discounts would do so even if they were small, and that the increased percentage is virtually thrown away.

"Irrespective of the amount of the cash discount, there is a great deal that may be done by the seller and his agents, clerks, and accountants towards inducing the buyer to avail himself of it. For instance, where goods are sold with the cash discount date set for October 1, a large percentage of the buyers will overlook the fact that they can save the percentage by paying at that time, untill it is too late for them to raise the amount of money necessary to enable them to meet their bills which mature on that date and also provide for the saving which can be effected by discounting the other bills.

"A statement of account, showing when the amount is due, and a notification that if it is remitted by August 1 there will be a saving of such and such a per cent., will go a long way towards bringing it to the memory of the customer. The bookkeeper and cashier may feel that they are risking giving offence to the purchaser by sending such a statement, but a neat little explanation will obviate any chance of misunderstanding, and at the same time, in not a few instances, make the buyer feel that the seller is not wholly selfish in his desire to have the bills paid at that time, but while looking sharply after his own interests does not forget that those of his customer are indirectly his own.

"Another method, and one which is regarded by many as being less commendable, is immediately after the date of discounting to write to all who have not availed themselves of it, stating that if they will remit within such a number of days they will still be allowed the discount, provided they pay interest on the net amount. This is, of course, undesirable where the customer is apt to form the impression that the only object of the regular price is to bleed him for a little more than the fair amount, and that the cash discount shows what that amount really is. Yet with all the cranks and 'isms' to be met, many a customer would never dream of such a conclusion, while those who take it on that ground might take it on other grounds with or without any special offer.

"Another use of the cash discount, as an incentive to prompt payment, can be obtained where there are past due accounts which should be cleared before the allowance of any such discount. In anticipation of the discount time there is sometimes an excellent opportunity to urge this phase of the matter, and by presenting the matter tactfully often partial payments can be secured in advance of the discount dates, on the older matters, by those who are hopeful of paying in full and clearing the whole up with the allowance that the discount would obtain for them.

"Prompt payment is desirable, urgently so, but the price of it is eternal vigilance from year's end to year's end, to induce the customer to buy with a stipulated time for case discounts, then to gradually educate them to that point, where they will be prepared for the payment in due time."

THEY SELL AT SIGHT.

There are hundreds of people in search of a stove to heat some room or parlor where, for one reason or another, it is not convenient or possible to use coal or wood. Show any such one of the new "PURITAN"



OIL HEATERS

and your sale is assured.

They throw out an immense heat, are entirely free from smell, and are very attractive in appearance.

They are in no way an experiment, as there are thousands of them now in successful operation throughout the U. S. and Canada.

WRITE FOR CATALOGUE.

McDONALD & WILLSON
Canadian Agents,
187 Yonge St., Toronto.

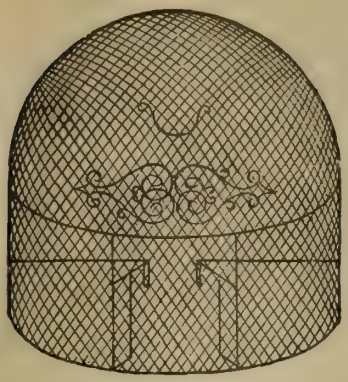
Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C.I.F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

New. Clean. Good.



MEAT CUTTER
White Enamelled Inside and Brown Japanned Outside.
H. BOKER, Manufacturer.
For sale by leading houses.



Spark Guards

Brass and blued, open or closed top. Standard sizes in stock ; special sizes made to order.

Barrel Cinder Sifters

Full line in stock.

MANUFACTURED BY

The B. Greening Wire Co., Ltd.,

HAMILTON, CANADA.

WRITE FOR CATALOGUE.

TRADE CHAT.

SOME of the directors of the Hamilton, Grimsby and Beamsville Railway took a trip over the road last week. The formal opening will take place about October 20th.

The Sydenham Glass Co., Wallaceburg, is applying for a charter

The Seaforth Electric Light, Heat and Power Co., Ltd., has been incorporated.

A charter of incorporation has been obtained by the Ontario Wind Engine and Pump Co., Ltd.

A number of Quebec capitalists are applying for letters patent to enable them to run an electric railway in that city.

Kemptville citizens have decided not to give a bonus of $6,000 to an Ottawa man to start a factory in the former place.

The bicycle clubs of Toronto have decided to ask the Dominion Government to enact special penalties for bicycle stealing.

The Citizens Gas Control Co., Ltd., Montreal, F. C. Henshaw, President, has registered a declaration of its incorporation.

Welsh manufacturers have offered the British tin plate who went to America, free transportation and employment if they return.

How is this, from Coleridge, for a description? "It was dark ; it was pitchy dark —so dark that the very cats ran against each other."

The purchase of the St. Thomas Street Railway by the Everett syndicate has been completed. The new owners took possession yesterday.

An iron box containing a metal plate has been unearthed among the ruined temples of Upper Egypt which scientists declare was a camera and lens.

A Canadian patent has been granted to Wm. Anthistle, of London, for a pipe mould for the manufacture of concrete stone culvert and sewer pipe.

Some of the English as well as the German cutlers are making razors by the drop forge method. In this way a remarkably cheap razor can be produced, but as the quality of the work in so fine a piece of cutlery has to be considered, the remark of Ruskin that there is "no such thing as cheapness" would seem to apply in this instance.—Ex.

Louis Vermette, contractor, Montreal, has assigned on demand of Herbert Sanche, advocate. Liabilities about $5,000. Principal creditors: J. B. Vermette, $1,860; Cyrille Gervais, $1,512.

H. L. Bloss, one of the traveling repretentatives of the Standard Oil Co., will shortly take up his headquarters for the company at Regina. Mr. Robt. Barclay will take Mr. Bloss' place in the city and district.

Henry Banwell, the Page Woven Wire Fence Co.'s representative for Essex County, has gone with a gang of men to St. Hyacinthe, Quebec, to erect 72 miles of fence ordered from the Page Co. by a railroad company.

The store of John Ruettel, merchant, Kincardine, was damaged to the extent of $4,000 early Tuesday by fire. Mr. Ruettel has $1,700 insurance. The building is owned by the Merchants' Bank of Canada and insured in full.

The use of crushed coke as a fuel is extending. It costs less than anthracite, and is said to give equally good results without producing as much smoke. It can be used in any form of heating or cooking apparatus without changing the grate.

D. B. McNab & Co., Ingoldsby, have their saw-mill finished and ready to run, a great improvement on the old one. Bruin came to see it was finished in good order and was seen in the mill-yard inspecting it, when she was chased by Messrs. Pringle Bros. into A. Hull's wood and shot; she was in good order and a large bear. A Pringle afterwards shot at a cub, but lost it. —Warder.

On account of the recent robberies the Pacific Express Co. has a notice posted in the offices throughout the territory to the effect that it will not receive any money or valuables for transportation, nor issue any money orders until further notice. There is a report that all Pacific express offices in the territory are to be discontinued. This is a sad commentary on the boasted civilization obtaining in the United States.

The corporation of St. John has passed a by-law making more rigid the regulations regarding nuisances on the streets, such as awnings, projecting signs, etc. Henceforward projecting or extension signs will not be tolerated, and awnings must be at least seven feet above the footpath. The penalty of infringement is $1 per day.

In the case of R. C. Jamieson and A. F. Higginson (the Bayles Manufacturing Co.), Montreal, against Pierre Pepin, Judge Doherty has awarded plaintiff $299 66, the amount of their action. The action was for goods sold. Pepin pleaded that it had been stipulated that he should have a delay of four months to pay. The court held that the preponderance of evidence was against Pepin. Judgment accordingly.

Thos. McClay's mill, Woodstock, was entered some time during Saturday night, an entrance having been effected into the office, and $14.50 extracted from the drawer of the safe. Besides the money stolen there are a number of papers and pass books missing. On the door of the iron safe was scratched the following : "Walter Peters is the name of the man who robbed this safe."

Marie Desneiges Marcoux, Quebec, doing business as a hardware merchant here under the name of Noel & Cie., has assigned, with assets of $5,325 and liabilities $16,000. The principal Montreal creditors are Caverhill, Learmonth & Co., $823 ; Canadian Paint Co., $422 ; Crathern & Caverhill, $232 ; McCaskill, Dougall & Co., $195 ; Rolland & Frere, $166. Mr. G. Darveau has been appointed provisional guardian, and the meeting of creditors was held on the 18th inst.

There must be something in the Athabasca oil country for a syndicate including one Toronto capitalist offered the Dominion Government $100,000 for the monopoly of the oil district not many months ago. If the oil is found in large quantites, as there is every reason to expect, Canada will own the largest oil fields in the world, and we will be able to supply oil from Athabasca to Manitoba, British Columbia and the Pacific States of the Union.—Petrolia Advertiser.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, Oct. 19, 1894.

HARDWARE.

THE movement of general hardware from second hands is on the increase in all lines of goods which are usually in demand at this season, but in other lines an unsettled feeling regarding values, though it has the tendency to lower figures, is causing uncertainty among dealers. Jobbers, however, are, it is understood, taking full advantage of the competition to place orders for supplies ahead of the cut rates. Cut nails have hitherto been the principal cause of complaint, but this week reports from their travelers to Montreal jobbing houses are to the effect that Western jobbers are ignoring the best rate on smooth wire right and left. As there is an agreement in this between the makers, the Montreal houses will no doubt take steps to bring the matter before them. In other lines values rule fairly steady, and there is a good brisk movement passing at the moment in cutlery, sporting goods, winter goods, skates and tools. Payments still give cause of complaint.

WIRE—The demand for wire here has been quiet, but reports from Montreal travelers now in the West state that the Western jobbing houses are completely ignoring the price list and offering all kinds of smooth wire at cut rates.

ROPE—There has been a good average movement in rope and cordage, and prices are steady. We quote: Sisal at 7 to 7½c. for 7-16 in. and upwards, and 14c. for deep sea line. Pure Manilla, 9¼c. for 7-16 in. and upwards, 9¾c. for smaller sizes.

CUTLERY—There is a good brisk movement in both table and pocket cutlery, the demand for which is well maintained.

SPORTING GOODS—Activity in guns, rifles and ammunition continues unabated and the week's turnover has been fully equal to that of last.

WINTER GOODS—Demand for sleigh bells is showing a satisfactory expansion. Every order now coming in asks for a good quota of these goods.

SKATES—There has been a remarkably active demand for these during the past week and the aggregate turnover must mean thousands of pairs since the date of last writing. These, in fact, have been the most active line of general hardware this week, as a glance at the orders laid out in the warehouses plainly demonstrates.

CUT NAILS—Prices on these are nominally quoted still at $1.75, but it is an open secret that buyers can fill their wants for less money. Attention was called to this fact some weeks ago, and the unsettled disposition has only become more marked. The fact, instead of inducing a freer movement, is creating uncertainty among buyers. As low as $1.60 has been mentioned.

WIRE NAILS—There is a fair jobbing demand for wire nails, and though no cutting is noted, some traders aver that if jobbers are successful in ignoring the agreement on wire, it will not be long before they will be doing so on wire nails as well.

HORE NAILS—There is a good, brisk demand for horse nails, the movement on which is on the increase.

TACKS—The tack market continues quiet—in fact, dull.

WARE—There is only a fair business doing in ware.

CHAIN—Coil chain and cow ties, especially the latter, continue quite active.

TOOLS—More activity has been to note in tools during the week, notably in the demand for carpenters' tools, planes, adzes, levels, etc. Axes and axe handles have also been going out quite freely.

PLUMBING SUPPLIES, ETC.—Nothing to report in this line of moment.

HORSESHOES—Both steel and iron horseshoes have experienced a good demand during the week.

HINGES—The activity that has ruled for the past month in these is still well maintained, and T, strap and barn-door hinges have been moving freely.

CLOTHES WRINGERS—There is only a quiet demand to report for these.

LEAD PIPE—Nothing to report and discounts unchanged.

TAR, ETC.—The firm feeling noted in our last in resins materialized at the close of last week in an advance of 25c., and values are firm in tone at the higher level. We now quote: Resins, $3 to $5.50 as to brand; coal tar, $3.25 to $3.75; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5¼ to 7½c., and cotton do. 10 to 12c.

TURPENTINE—The continued firmness at primary markets has up to the date of this writing failed in having any effect on spot values of turpentine, which we still quote at 44 to 45c, but it may go higher.

CEMENT—There is no change in the cement market, which we quote as before at $1.95 to $2 for English, and $1.85 to $1.90 for Belgian.

FIREBRICKS—There is nothing new to report in firebricks. Business is quiet and prices unchanged at $15 to 322 per 1,000 as to brand.

METALS.

The week has witnessed no improvement in the heavy iron and metal market, while the unsettled feeling of values on many leading lines to which reference has been made from time to time previously, has contributed to a still more unsatisfactory state of affairs. The most striking example of this is bar iron, and matters are in such a

THE SPLENDID OIL HEATER

Will heat a room 20 feet square.

No soot. No. smoke. No odor.
Requires no more care than an ordinary lamp.
Just the thing before the stove or furnace is started.
We can supply a three-hole extension top, making it a perfect oil stove.

The McClary Mfg. Co.

LONDON--TORONTO--MONTREAL
WINNIPEG--VANCOUVER.

M. & L. SAMUEL, BENJAMIN & CO.

26, 28, 30 Front Street West

ENGLISH HOUSE:

SAMUEL, SONS & BENJAMIN
164 Fenchurch St., London, E.C.

.... Toronto

SLEIGH BELLS, SHAFT GONGS, Etc.

SNOW SHOVELS, Wood and Steel.

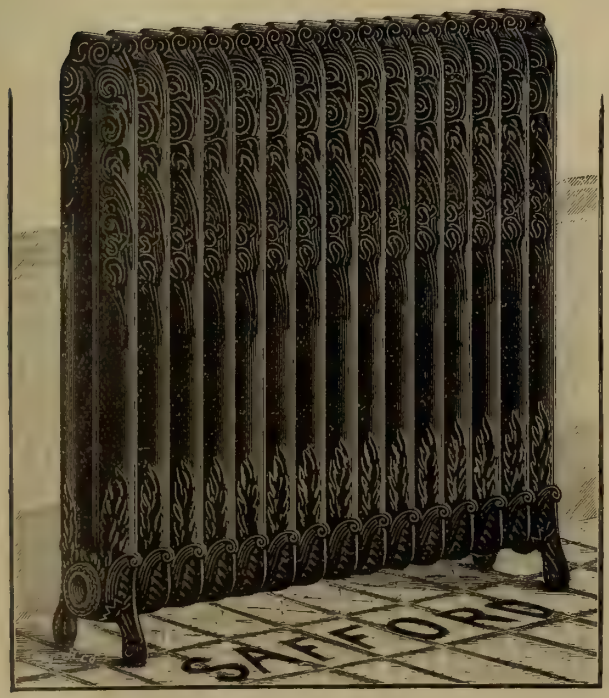
SKATES, "ATHLETIC."

SKATE SHARPENERS, "BANNER."

CINDER SIFTERS, M.L.S. and ordinary.

The TORONTO RADIATOR MFG. CO. Ltd.

TORONTO · ONTARIO



LARGEST manufacturers under the British Flag

SAFFORD PATENT RADIATORS

— FOR —

Hot Water and Steam Heating

NO Bolts
Packing
Leaky Joints

GREATEST VARIETY OF PATTERNS AND LARGEST STOCK IN CANADA

The only Radiator on the market embodying all latest Improvements in Art and Mechanics.

Eastlake Steel Shingles

FIRE, LIGHTNING
AND STORM-PROOF

Beware of Cheap Imitations. Special Prices to the Trade.



Metallic Roofing Co., Ltd.,

MANUFACTURERS, 84 to 90 Yonge St., **TORONTO**

MONTREAL MARKETS—Continued

state that buyers hardly know what to ask. Values on all other lines of iron and metals, with the single exception of pig iron, show the same easy disposition. This accommodating feeling, strange to say, does not appear to induce any freer demand, for buyers continue as cautious as ever, and it would seem as though they had the impression that they can secure even better terms by holding off. It is hardly possible, however, with navigation approaching its close, that we will see much lower prices.

PIG IRON—The pig iron market presents the only genuine firm spot in the heavy iron trade. In fact, it is doubtful if supplies could be had on as favorable terms as a week ago, for we know of 15-ton lots of Nova Scotia pig having been placed at an advance of 25c. per ton, and accordingly quote our range higher. Scotch pig is scarce and firm as ever, except that some forced sales of Carnbroe were made re wharf at $18.50 for No. 1. This sale, however, is hardly a fair criterion, and we quote ex store: Summerlee and equal brands, $21; Carnbroe and Eglinton, $19 to $19.50; Ferrona, $17.25 to $18; Siemen's, No. 1, $17.25 to $18.

BAR IRON—Prices are so unsettled on this article that buyers hardly know what to do. However, though $1.70 is still the nominal price, it would be ridiculous to give it as the market basis. Sales have been made away below that. In one case that came under our notice the seller refused to sell at $1.65, and the buyer had no difficulty in filling his order which was for a round lot at a substantial concession on that price. Accordingly we quote $1 65 as a fair market basis.

TIN PLATE—There is an easy tone in this article though no quotable change can be cited. We quote cokes, $2.75 to $3, and charcoal, $3.35 to $4.

TERNE PLATE—Nothing special to report in these, quotations for which can be repeated at $5.75 to $6.25.

CANADA PLATE—These rule easy in tone at the decline noted in our last. Business has been effected on moderate-sized lots at $2.05, so that our range of last week ($2.05 to $2.15, as to grade) is a fair one.

INGOT TIN—There is no life in this line which we quote unchanged at 18 to 18½c.

COPPER—Cables are rather easier on copper, but there is no change here, and very little business doing at 9¾ to 10c.

LEAD—Quiet but rather steadier as to its range at $2.75 to $2.85, for nothing could be had this week under the inside figure.

SPELTER—Dull and featureless at $4.50 to $4.75.

ZINC SHEETS—Business dull and prices the same at $4.75 to $5.

ANTIMONY—There is no change in antimony, which is quiet at 10 to 12c.

STEEL—An ordinary movement to report with prices unchanged since our last.

HOOPS AND BANDS—No great change to note, but round lots have been placed somewhat lower, and we quote $2.25 to $2.30 as to quantity.

GALVANIZED IRON — Stocks of these in jobbers' hands are large and there is little doing in a large way. No change is to note in prices which we quote as follows: 4¼ to 4½c. for ordinary brands; Morewood, 5¾ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

GLASS.

Prices in window glass are firm on the basis of $1.25 for first break, as a result of the compromise of the trade last week. Putty in bulk is quoted at $1.85.

PAINTS AND OILS.

The advance noted last week in the price of linseed oil is firmly maintained, and a fair demand has been experienced. Enquiry for paints and leads also is picking up. We quote: Choice brands white lead, Government standard, $4 75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, raw, 57c., boiled, 60c.; seal oil, 40 to 45c.

CHEMICALS AND DYESTUFFS.

The demand in this line though limited to small lots is showing an increase in its aggregate volume, and the week has been fairly satisfactory one. We quote as follows: Bleaching powder, $2.50 to $2 75; bicarb soda, $2.25 to $2 35; sal soda 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 20 to 22c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2.00; ditto roll, $2.00 to $2.10; sulphate of copper, $4.50 to $5.00; white sugar of lead, 7½ to 8½c.; bicarb. potash, 10 to 12c.; sumach, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2 00 to $2.10; castor oil, 6½ to 7c.; and Norwegian cod liver oil, $25 to $26.

PETROLEUM.

The advance in petroleum noted by us last week is well maintained, and demand during the week has been more active. In fact, prices are upward in their tendency. We quote Canadian refined at 11¾c. in shed in Montreal for round lots, and 12 to 12½c. for smaller quantities, with a discount of 2 per cent. for cash in thirty days. American petroleum is quoted at 15c. in car lots and 16c. for smaller quantities.

HIDES.

Receipts of hides have been larger this week, and though demand is good, prices are lower than a week ago. We quote: 4c. for No. 1; 3c. for No. 2, and 2c. for No. 3.

MONTREAL MARKETS—Continued

Round lots of lambskins have sold at 50c., but we quote 55 to 60c., and calfskins are unchanged 5c.

TALLOW.

There has been a decline of ½c. in the tallow market, and we now quote 5 to 5½c. as to quality.

WOOL.

The wool market continues much the same. We quote: Greasy Cape, 14 to 16c.; Canadian fleece, 17 to 20c.; B. A. scoured, 26 to 32c; Canada pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. North-West wool, 11 to 12c.

ASHES.

The market for ashes is quiet but firm. We quote: Firsts, $4.25 to $4.30; seconds, $3 85 to $3.90; pearls $8 per 100 lbs.

MONTREAL TRADE NOTES.

Stocks of linseed oil in Montreal are estimated to be smaller than they have ever been at this season for a number of years back.

There have been no arrivals of cement at all since the date of last writing, but there are steamers expected this week with large lots on board.

Glycerine has been advanced 2c. per cwt. at primary markets, and some makers of the article, according to recent cables, refuse to quote altogether.

Bellhouse, Dillon & Co., 30 St. Francis Xavier street, have been cabled that the Condor brand of Portland cement which they represent has been awarded the "Grand Prix" at the Antwerp Exhibition.

The barque Carrie L. Tyler arrived at Boston from Algoa Bay, South Africa, on Monday, with a large cargo of Cape wool for A. F. Patterson & Co., wool salesmen, St. Francis Xavier street, Montreal.

A. C. Leslie & Co. have booked further large forward delivery import orders this week for both Lydbrook and Allaway's tin plate and the well-known leading brands of galvanized iron which they represent.

Probably one of the largest and most comprehensive stocks of skates shown by the hardware trade is that of Messrs. Caverhill, Learmont & Co. This stock of goods has to be seen for its size to be thoroughly appreciated.

The fact that the entire staff of one of the oldest and largest houses in the iron trade, Frothingham & Workman, have received notices of dismissal, caused some comment in the trade this week. Enquiry elicits the fact that this course has been adopted by the firm as a means toward placing their staff on a more economical basis, as it will enable them to prune it down, etc., etc.

TORONTO MARKETS.

TORONTO, Oct. 19, 1894.

HARDWARE.

NOTHING materially new has developed in the hardware trade during the week. In volume, business is much as it was at time of last review. What changes there may be in this respect is towards a larger movement rather than otherwise. Payments on country account show some slight improvement, but city payments are much as before. The principal articles in demand at the moment are axes, axhandles, saws, cow ties, rope halters, snow shovels, sporting goods. But nails show some improvement, and the same may be said of horse nails. A little better business is to be noted in white ware.

WIRE—Outside a demand for No. 11 gauge for fencing, and No. 14 gauge for haybaling, there is not much doing. Copper wire is moving a little more freely, especially in the better grades. We quote barbed and plain twist at 3¼ to 3½c. per lb.; steel staples, 3¼ to 3½c.

ROPE—Business is rather quiet. Demand if anything has fallen off during the week with the exception of deep sea line, cotton rope and bleached cord for plow line purposes. We quote: Sisal, 7-16 in. and larger, 7½c.; ¼, 5 16, ⅜ in., 8c. Manilla, 7-16 in. and larger, 9½c.; ¼, 5-16, ⅜ in., 10c.

CUT NAILS—If anything these are a little more active, price having been reduced 5c. per keg. No large lots are, however, changing hands. We now quote $1.75 to $1.80 according to quality.

WIRE NAILS — Demand keeps fairly active for half-ton lots. Discounts are unchanged at 75, 10 and 5 per cent., shipments of 10 keg lots being prepaid.

HORSE NAILS—Trade remains fairly satisfactory at unchanged prices. Discounts, 60 per cent. off "C." and 60 and 2½ per cent. "P.B." and "M."

TACKS—Trade is still fairly good, especially in cut and carpet tacks. We quote: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37 per cent.

CHAIN—Coil chain remains quiet. Cow ties, on the other hand, are lively.

HORSESHOES — Business is improving daily, and is now reported to be fairly satisfactory. We quote iron shoes at $3.65 Toronto, and steel shoes at 15c. per keg advance on Montreal prices.

WARE—Peerless and Eclipse ware are moving freely, and a more active demand is reported for white ware. Discounts 50 and 10 per cent., with large lots shaded.

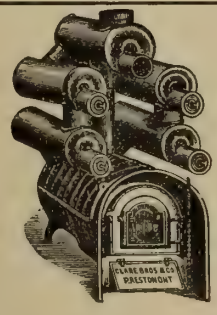
PLUMBING SUPPLIES—Trade is steadier than it has been for some time, especially on country account. A slight improvement is also to be noted in city trade.

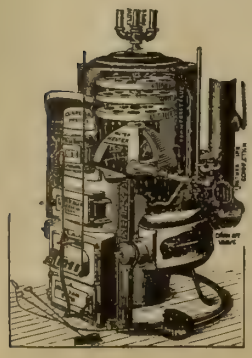
LEAD PIPE—Is being called for more regularly, but only in small quantities. We quote: Toronto and west 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

HINGES—A continued brisk trade is reported in all lines.

BUILDERS' SUPPLIES—Country trade is fairly good, some nice quantities having changed hands during the week.

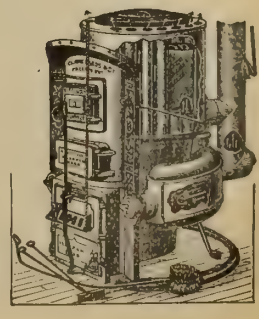
TOOLS—There is not much doing in this line at the moment. In the line of spades and shovels the demand is principally for grain, furnace and vegetable scoops.

Best Value  on Earth.



These are the Furnaces that secure the trade for dealers who handle them.
They have no rivals but many imitators.

Clare Bros. & Co. ....Preston, Ont.



MARKETS—Continued

CLOTHES WRINGERS—There is no feature to note, business being only fair.

CUTLERY—Continues fairly active, particularly in pocket knives.

SPORTING GOODS—Trade is brisk. Rifles are going out briskly, and there is a good demand for ammunition.

LAMP GOODS—The activity previously noted still obtains, and jobbers anticipate that it will for another month.

TINWARE—There is a fair sorting up demand with business in fall specialties brisk.

BELTING—Orders are few and far between this week, the season now being practically over.

WINTER GOODS—Snow shovels are now going out daily. Skates are being freely booked. Very few orders have so far been received for sleigh bells.

TAR, ETC.—We quote: Roofing pitch, $2.50 per brl.; pure coal tar $4 per brl.; refined coal tar, $4.50 per brl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per brl. and 75c. per doz. pint tins; pine pitch, $2.75 per brl.

CEMENT, ETC.—Much as before. We quote: Portland cement (English), $3 per brl. for best grades; New Brunswick plaster Paris, $2 per brl.; Canadian water lime, $1.25 per brl.

FIREBRICK, ETC.—Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

In the metal market the articles receiving the most attention are galvanized iron, tin plates, black iron and Canada plates.

PIG IRON—We quote nominally ex cars Toronto: Carnbroe, $19.50; Summerlee, $21 to $21.50; Nova Scotia, $18 to $18.50.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: Considerable activity is to be noted in general, but consumption is fully 25 per cent. below normal. The stove manufacturers are hesitating and uncertain about their future policy, and are, as a rule, not driven at present. The agricultural implement makers have hardly started the season as yet. More iron is being used, however, than during the summer. We quote on the cash basis f.o.b. Toronto in bond: No. 1, Foundry strong coke iron Lake Superior ore, $13.05; No. 2, Foundry strong coke iron Lake Superior ore, $12.55; Jackson County silvery, No. 1, $16.80 to $18.30; Lake Superior charcoal, $14.05; Southern soft, No. 1, $11.75; Southern soft, No. 2, $11.50.

BAR IRON—Some good orders have been received during the week. We still quote base price at $1.70 to $1.75.

SHEET IRON—There has been quite a demand for the heavier gauges, of which there seems to be a dearth in the market. The lighter gauges are going out steadily. We still quote: 8 to 16 gauge, $2.50; 18 ditto, $2; 20 ditto, $2.10; 22 to 24 ditto $2.20; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Manor's, 26 gauge, 7c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

SHEET STEEL—Is moving more freely than for some time, some fair quantities having changed hands during the week. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2 65; 22 to 24, $2.85; 26, $3.10.

IRON PIPE—A satisfactory trade, as far as volume is concerned, is reported in iron pipe. Prices are, however, being cut fine. Galvanized iron pipe is not going out as freely as it was. Discounts are virtually as before, being 70 to 70 and 5 per cent. for iron pipe and 50 to 50 and 5 per cent. for galvanized pipe.

GALVANIZED IRON—The heavier gauges, in which there was a shortage for some time, are now arriving freely, and jobbers are in a position to fill orders. The lighter gauges, especially in the Gordon Crown and Queen's Head brands, are going out freely. We still quote these particular brands at $4.25 for 28 gauge.

INGOT TIN—Although a few good sales have been made in Straits, quantities moving are not as a rule large. We quote 18½ to 19c.

ZINC SPELTER—Continued dullness is all there is to report in this line. Domestic is unchanged at 4 to 4¼c., and imported at 3¾ to 4c.

GALVANIZED BOILERS—Remain much as before. We quote 30 gal., $6; 35 gal., $7; 40 gal., $8.

INGOT COPPER—A few good sales are reported, but quantities moving are generally small. Prices are unchanged at 10 to 10½c.

SHEET COPPER—Business in this shows quite an improvement, both in ordinary sheeting and braziers'. Some fair import orders have also been booked. We quote: Untinned, 14 to 16½c. according to weight and size; brazier sheets, 14 to 17c. according to quality.

BOILER TUBES—Business is much as before. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—A continued improvement in the volume of business being done is to be reported. For quantities present quotations have been shaded a little. We quote: Coke, 14 to 20 gauge, at $3 10; for sizes 15 to 25c. per box, basis more; "I.C." charcoal, $3.50 to $3.75.

TERNE PLATES—There has been quite a demand for "I.X," of which there is very little in the market. "I.C." is not being called for as freely as it was a week ago. We quote box lots a little lower at $6.50 to $6.75.

SHEET ZINC—Trade is fairly good, but there are not the number of cask lots being called for that jobbers would wish. We still quote 4¾c. for cask lots and 5c. for small lots.

HOOPS AND BANDS—Business is a little more lively in this line, but stocks are heavy, while quantities moving are not so large as during the same time a year ago. We still quote $2.25 for ordinary lots and $2.20 for ton lots.

CANADA PLATES—Judging from the demand, the dealers throughout the country did not book for sufficient quantities to keep them going, and they are now compelled to buy from stock. City dealers are exceedingly busy, being compelled to put in extra time. We quote half-polished at $2.25 to $2.35, according to quantity; 60 sheet boxes, 10c. per box advance; 75 sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

CORRUGATED IRON — There is a fair demand for the "Owl" brand.

SOLDER—Demand is fair at 12½ to 13½c.

PIG LEAD—Demand is little better. No carload lots have, however, changed hands, the demand being for small quantities. Prices are unchanged at $2 90 to $3.

ANTIMONY—Is still without change, either in regard to business or prices. We quote 10 to 10½c.

IN THE MATTER OF

The Ontario Forge and Bolt Company of Swansea (near Toronto), Limited, in Liquidation.

Tenders will be received by the undersigned at his office, No. 26 Wellington St. East, Toronto, up to twelve o'clock noon of

TUESDAY, NOV. 6TH, 1894,

for the purchase, in one parcel, as a going concern—or for any of the undermentioned divisions—of the assets of the above-named company.

Lot 1.—The Company's extensive Iron Works, with new foundry, cupola, travelling gear, boilers and engines just erected, twenty acres of land situated at Swansea, on the Lake Shore Road, between Parkdale and the Humber River, and 12 rough-cast cottages, 2 rough-cast boarding houses, 1 brick store erected thereon, valued by the Company at $104,100

Manufacturing Plant, Machinery Plant Tools, Belting, Fire Service, Stable Stock, Patterns and Flasks, Factory and Office Furniture, valued by the Company at 125,290

$229,390

Lot 2.—The stock of manufactured goods comprising Bolts, Nuts, Rivets, Carriage Hardware, Castings, etc., amounting as per Inventory to.. $41,731

Lot 3.—Iron, Steel and Wire, per Inventory.. 11,633

Lot 4.—Scrap Iron, Brass and Copper, per Inventory 3,874

Lot 5.—11½ acres of land lying north of the Company's works and north of the prolongation west of College Street, near Toronto Junction, and close to High Park.....

Lot 6.—80 acres of land south of above.....

Lot 7.—66 Mortgages received in part payment for lots adjoining above lands, sold by the Company, aggregating 38,658

Terms of Sale.—If credit is desired those tendering must state the time required and the nature of the security they propose to give. The credit portion shall bear interest at at 5% per annum. One-fourth of the purchase money, less the deposit, must be paid in cash within thirty days from acceptance of tender. A marked cheque for 5% of the purchase money, payable to the order of the liquidator, must accompany each tender. These cheques will be returned at once to those whose tenders are not accepted. Conditions of sale and forms of tender may be had on application to the undersigned. Plans of the properties and inventories of the other assets, with list of mortgages and full particulars in regard to same, with permits to inspect the works and other assets, on application to the undersigned.

E. R. C. CLARKSON, Liquidator.

SMITH, RAE & GREER, Solicitors for Liquidator.

Toronto, 17th October, 1894.

MARKETS—Continued

GLASS.

Business is still brisk in window glass, and if anything is better than a week ago. Demand is principally for "Star," but there is still a good deal of enquiry for sizes of double diamond that no one has in stock. We still quote $1.10 to $1.15 for first break. A good business is reported in plate glass.

PAINTS AND OILS.

Trade if anything is a little better than a week ago. Payments, while not up to the mark, are more satisfactory than they were a few weeks ago. The feature of the trade is a decline in white lead and putty.

LINSEED OIL—The firmness in the English market noted last week has been maintained, and some dealers here are asking 1c. per gallon more, but it is not general, most houses still quoting 53c. for raw, and 56c. for boiled, f.o.b. Toronto. Demand is good.

TURPENTINE—The southern market shows increased weakness. On the local market 39 to 40c. is still the idea as to price, and sales are free at these figures.

WHITE LEAD—The base price has been reduced to 4¼c. A local house was the prime mover in the matter. It sent out post cards to the trade two or three days ago announcing the fact, and the other grinders fell into line immediately on learning of the move.

PUTTY—This too is 25c. per 100 lbs. lower, and the circumstances leading to the drop are the same as in white lead. We now quote $1.75 per 100 lbs. for bladders in barrels.

PREPARED PAINTS—Business is still quiet, being confined to a few sorting-up orders. We still quote $1 for pure.

CASTOR OIL—The market is still unsatisfactory, and the efforts to maintain the recent advance appear to have met with failure. We quote 6¼ to 6¾c. in cases, and 7 to 7¼c. in tins.

SHELLAC—Business is about as unsatisfactory as ever, owing to the cutting of prices. The demand, however, is good.

OLD MATERIAL.

There is a fair business doing at unchanged prices. We quote as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 30 to 35c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 7 to 7½c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3½ to 3¾c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10c.

SEEDS.

The Alsike market is still dull with prices 20c. per bushel lower. Timothy is practically unchanged, although the feeling is easy and samples are closely scrutinized, while not any but choicest samples bring the outside figure quoted. Red clover, in the continued absence of offerings, is purely nominal. We quote, f.o.b. points of shipment: Alsike, $3.30 to $5.20; timothy, $1.50 to $2.25; red clover, nominally $5 per bushel.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Market quiet. Dealers are paying 3½c. for green and selling cured at 4¼ to 4½c.

AMERICAN FENCING WIRE

Barb Wire, Annealed and Oiled Wire, Galvanized Wire, Staples, etc., from stock or for import. Prices right.

A. C. LESLIE & CO.
Montreal and Toronto.

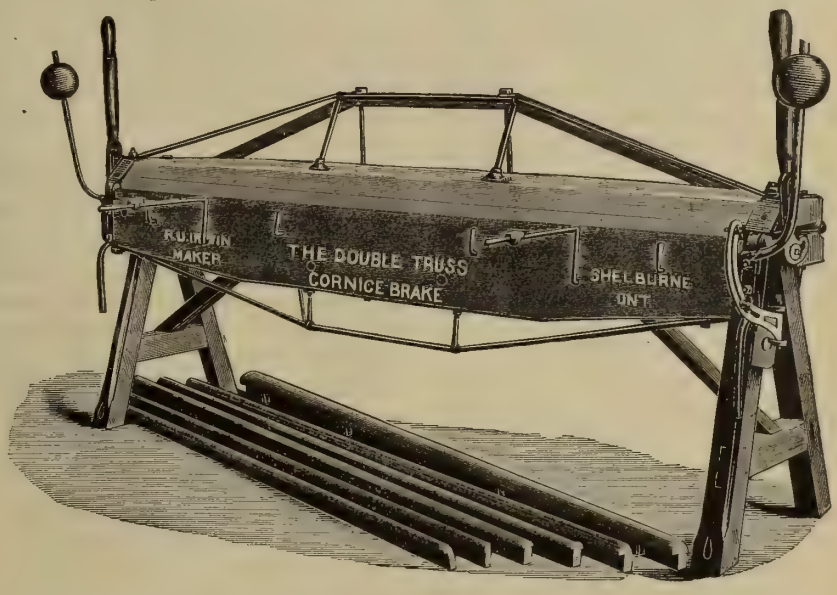
Our Specialty **PURE TURPENTINE** Our Customers Need fear no Adulteration

Every barrel guaranteed! We are headquarters for the Pure Article.
Remember these facts when placing your orders.

FRANCIS, FROST & CO., 33 Front St.W., TORONTO

The Improved Double Truss Cornice Brake

(CROCKER'S PATENT)



Circular and price on application

SOLE AGENTS:

The James Robertson Co. Ltd., Toronto

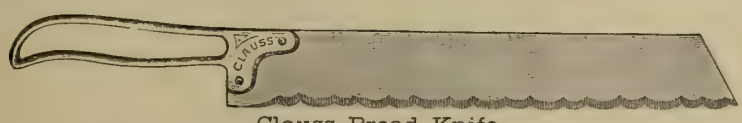
Montreal
St. John
Winnipeg

THE CELEBRATED . . . .

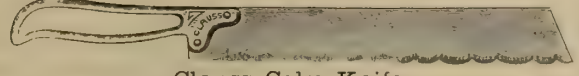
Clauss Knives.

We are the ORIGINAL INVENTORS and MANUFACTURERS of these knives.

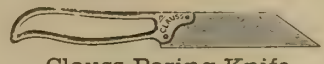
We are prepared to quote special low prices on these goods between now and Christmas.



Clauss Bread Knife.



Clauss Cake Knife.



Clauss Paring Knife.

ADDRESS CLAUSS SHEAR CO. TORONTO.

MARKETS.—Continued

SKINS—All offerings are taken readily at 50c.

WOOL—There is scarcely any demand from the mills, and the market generally is quiet. We quote: Supers, 18 to 19c.; extra, 21 to 22c.; fleece, 18c.; fleece combing, 18c.; clothing, 19 to 20c.

TALLOW—Is scarce; 5¾c. would be paid for rendered delivered here. Dealers are selling at 6½c.

PETROLEUM.

There is a good trade doing at unchanged prices. We quote, in 5 to 10 brl. lots, imperial gallon, Toronto: Canadian, 12 to 12½c.; carbon safety, 15c.; Canadian water white, 16 to 17c.; American water white, 17½c; photogene, 20c.

The Petrolia Advertiser in its weekly report says: "Petrolia crude: $1.05 per barrel. Oil Springs crude: $1.06 per barrel. Refined, 6¾c. in bulk; 9½c. in barrels. In carload lots f.o.b. here. There are so many ways of quoting crude prices these times that it is difficult to convey an idea of the prices in a general way. The Exchange, which should be the only authentic source, is but a branch so to speak. We are informed that oil has been sold as high as $1.08 on the street. $1.05½ was freely offered on 'Change yesterday, but there were no sellers. In quoting Petrolia crude at $1.05 and Oil Springs at $1.06 we may say that these are the minimum of Exchange values, and very firm at that. The horizon is getting brighter every day, and producers will do well to hang on to their crude as long as they can. The stocks on hand are not a month's consumption."

MARKET NOTES.

Cut nails have been reduced 5c. per keg.

Both white lead and putty is 25c per 100 lbs. cheaper.

H. S. Howland, Sons & Co. are in receipt of a large consignment house furnace scoops.

The Metallic Roofing Co. has received 43 first prizes at the different fall fairs held this season for fireproof building material.

H. S. Howland, Sons & Co. have to hand another consignment of English cow chains, and their stock is now complete.

M. & L Samuel, Benjamin & Co. report that they have in stock a good line of furnace scoops, which are selling rapidly.

H. S. Howland, Sons & Co. are in receipt of a large consignment of Hiller & Bros.' horse rasps and blacksmiths' tools.

The "Athletic" is the name of the latest improved skate that is on the market, and M. & L. Samuel, Benjamin & Co. have all sizes and qualities of finish in stock.

The extent of inter-provincial trade is shown by the shipments of one New Brunswick plaster manufacturing firm to Ontario and west which amounted to 4,500 carloads in one season.

M. & L. Samuel, Benjamin & Co. are (this week) in receipt of another large shipment of cutlery, razors, etc., from George Butler & Co., Ltd., Sheffield, England.

Clarence H. Dimmock, Windsor, N.S., at one time the manager of the stove foundry at that place, has purchased a property in Albert county, New Brunswick, and will go into gypsum mining and the manufacture of plaster.

M. & L Samuel, Benjamin & Co. have to hand another shipment of window glass, probably the last for the season. They report that their stock is complete, and that they are now able to fill all orders promptly.

The Record Foundry Co., Moncton, N.B., are pushing "Good Luck" ranges this year. The style is practically the same as Buck's "Happy Thought." There are several improvements, however. They have a steel oven, direct draft, and a damper which gives use of all six holes, a feature which is lost in many of the new style ranges.

These are among the contracts which have recently been closed by the Metallic Roofing Co.: Additional contract for corrugated ceiling for Brockville Asylum; Eastlake galvanized shingles for new creamery, Unionville and Presbyterian Church at Winchester; Empire Patent shingles for the Mission Church at Montreal; Eastlake Patent shingles for Christ's Church, Marshville; sheet steel pressed brick for the new skating rink at Lindsay; Hay's Patent lathing for St. Gabriel's Church, Montreal.

UNITED STATES MARKETS.

NEW YORK, Oct. 19, 1894.

PIG TIN.—There was very little change in the tone of the market and only slight movement in prices. Speculation seems to have momentarily halted, as though awaiting some new move on the part of leading operators or other incentive to action. Consumers, it is understood, are well stocked since deliveries have been heavy thus far this month, and jobbers evidently have enough in stock or under engagement to meet present and immediate future wants. On 'Change sales were recorded of 5 tons October delivery at 15.40c.; 25 tons spot at 15.35c., and 15 tons January at 15.15c. At the close there were sellers of spot at 15.35c. and October at the same price. December was quoted at 15 15c. bid, 15.20c. asked, and February and March at 15.15c. asked. Arrivals were 95 tons, making a total of 1,090 tons this month to date. There are 2,015 tons afloat, including 885 tons from Europe. Straits shipments first half of October were 100 tons to the United States, 580 tons to London and 625 tons to the Continent, against a total of 1,450 tons during the corresponding period last year.

COPPER—Reports as to business for the day were uniformly tame, noting absence of other than small orders and comparatively few of those. The offering is still spiritless. Most producers are well sold up for the balance of the year, and those who have some surplus are not urging sales. Hence prices keep quite steady at about 6.95 to 6.97c. for Lake Superior ingot, 9½c. for electrolytic and 9¼ to 9⅜c. for ordinary casting stock.

PIG LEAD—Buying interest was tame. The only approach to animation was one speculative bid for 50 tons. The call otherwise was almost wholly for single car loads, and moderate at that. Common Western was quoted at 3.15 to 3.17½c. on the spot, and for delivery this month. On the Exchange 3.15c. was bid for later deliveries. Outside, however, there were offers direct to consumers at 3.10c. for late October and November shipments. St. Louis wire to the Metal Exchange was 2.92½ to 2.95c. London cable, £9 18s. 9d. for Soft Spanish.

SPELTER—Consumers' orders are still running rather small and come in slowly. The demand from other quarters is slow also, and purchases make a moderate showing all told. Prices are barely steady on the basis of about 3.40 to 3.45c. for ordinary western brands laid down here. St. Louis quotation to the Metal Exchange was 3.27½c. London cable £15 3s. 9d. for good merchant brands.

ANTIMONY—The market remains quiet, with prices at about 7½c. for Hallett's and 9½c. for Cookson's.

TIN PLATE—There continues to be a very good run of orders for spot stock, and arrivals are taken up closely. Stocks are thus kept moderate, while assortments remain broken, with some lines of 20 x 28 charcoals very scarce. In futures there is some business, but consumers and jobbers alike seem disinclined to anticipate future wants far ahead.

IRON AND STEEL—American pig iron prices are still somewhat uneven, and rather weak. It is the exception in fact that other than small lots realize any advance on our quotations. Dealings are chiefly on the hand-to-mouth order. The only exception is where some inducement in the way of a specially low price may be made. Old material is without change, the sales being moderate and chiefly at former prices.

Railroad patronage is still very slim in this quarter. Orders for rails that do go through are captured chiefly by Western manufacturers, and the purchases of fastenings, spikes, etc., are very moderate. Quite a good business is doing in structural shapes and plate, but other heavy material is slow and prices remain easy all along the line.

LOOK TO YOUR STOCK.

COULD all my powers of persuasion be brought into play, and were I able to draw my readers aside from all other considerations, I would do it in this month's friendly chat, urging their earnest attention to the question of stock. Of all the subjects I have dealt with, weighty as they have been, this one outstrips them all in its immense importance. Were it possible to dive under the surface of business history, getting out the true record of trade careers, they would invariably find that here lies the philosopher's stone for success in our trade. At their hand, indeed, is the key to the commercial mystery of success or ruin in business life.

The alpha and omega of the whole retail business is the right, appropriate, and proportionate management of stock. The keeping or not keeping, displaying or not displaying, pushing or holding back of goods. It needs not such a long experience as I have had of departmental phases and ups and downs of the ironmonger's life, to inculcate the lesson that the stock is life. The quotation that "the blood is the life" has been utilized by some in setting forth in an advertisement the necessity of their article. Likewise in our case the statement that "stock is life" is in nowise too strong. The

very existence of the place you are holding, your life's health, the ends, ways, and means of your business life are made up by the way the ironmonger wisely or unwisely manipulates this great life essence of trade. My brother ironmongers can take the suggestions I have previously offered them at their discretion. They may adopt or reject the idea of studying their customers' whims or looking into their assistants' failings, but I say that though they may do that, they cannot, except at their extremest peril, neglect the question of stock or the things which are concomitant. They may have features that will overbalance any little omission of the hints already given in the detailed treatment of shop management. Their politeness may atone for not calling sufficiently or even not at all upon customers. Furthermore, their assistants, by assiduous skill, may rectify the master's churlishness. In spite of all this, if they let the stock go, as we say, "to the dogs," I will defy them or their smartest assistants, their clean and attractively-arranged shop, to make up for this great and deplorable fault.

Let me ask you to be infused for a short time with the same enthusiastic business fire I claim to possess in dealing with the question before us. Do not be half-hearted, but give me a whole-spirited attention to the subject. As usual, I must point out the wrong, and then submit to your patience what I affirm is the right course in arranging this gigantic fulcrum of trade.

The case of small retail places will furnish us with an excellent start. It has been noticed by keen spectators, in small shops where the right knack of stocking has been happily held, that these places have been those from which some of our colossal concerns have grown. There are few of us who will deny that many of the great drapery establishments to be found in every suburb of London, and also in our large provincial cities, which after a time couple with their drapery trade every other conceivable form of business, own their growth almost entirely to the splendid adaptation of their stocks to the wants of the customer, and so from the one tiny shop window they have reached the huge size we now see them. The secret, I have often been told, of this success, is also the demand regulating the precise supply. On the contrary, in our trade, at our small ironmongery shop, frequently when a man asks for an article he is told that though they have not just what he wants, they have something else. This is all very well for a start, but if that same man is told, and if there is the slightest chance of his coming back he should be told, that the place will certainly stock his requirements, and if when he turns up he is again sent off without the article, do we not at once see the error? Yet this is the fault of our smaller ironmongers. They fancy when a man demands a gouge he will take a chisel, or vice versa.

It is better always, and this is the moral, to stock many things that are likely to be asked for in small quantities, than to keep a large stock of one particular line and a very meagre quantity or perhaps none at all of

HIGHEST AWARD at the WORLD'S FAIR

FOR Catalogue and Prices Address



The Christy Knife Co.

30 Wellington St. East Toronto

others. A man only had in his little place one chisel of a size, yet when a customer came in and enquired after a particular size he would say, "Certainly, I stock every size made in the trade." How barely true this was, yet how sensible? Convinced often you must have been of the degenerating effect a refusal must have on a man who wants to buy, and also you must know that he frequently turns away persuaded that you keep comparatively nothing. That a man cannot keep up his stock, no matter how small he is, is quite untenable in these days of parcels post and cheap rapid passenger parcel tariff.

Another violently-offensive failing with regard to our small shopkeepers is the frequent inability, when a client turns up, to find what he wants without keeping him waiting until he blesses—or otherwise—you and your stock, and starts wishing he had purchased at a place he passed in coming. This gives the idea that you do not sell much of the article wanted, especially if it takes so long to find it and bring it to the light—at least so, frequently, is the expressed opinion of customers.

I have not much sympathy with the man who is always allowing his stock to keep at its lowest ebb, to study, as he says, the fluctuations of the market: supposing money is saved by following the rise and fall of prices, does it, with the retail men, compensate for customers and money lost by having no stock? Decidedly, in my opinion, No. Better far to pay a little more and keep selling, and so secure a large turnover, than to allow things to remain dead and slack with your stock, so that customers can never be certain that it will not be the waste of valuable time to come to you. Keeping stock in small places is so frequently left to improper and inexperienced persons, who cannot be expected to understand what a run on a particular line means, or how to judge the season's requirements, and so order accordingly. No place is too small to allow this sort of thing; the stock should always be in the hands of someone really responsible and capable.

There is peculiar delay in most places in replenishing stock. This statement is applicable to both large and small houses of business. Indeed, the sin may be said to be more generally found in the larger houses. The person deputed to buy will wait till he can "make up an order," and will continue to keep out of a particular thing, because he wants so to make up, waiting until the necessity for other goods enables him to make the order larger. No harm can come, of course, from delays in making the order up, as long as you have enough to go on with. But remember, no regular-going sale should be absent from stock at the utmost longer than a day. It is better to buy of a business friend, or even of an enemy for all that, than let your precious customers depart empty-handed, because you are waiting to complete your order. I am always anxious to see men enlarging their sphere of action. For a man who is a professed furnishing ironmonger by degrees to add to his acquirements till he can call himself also builders' ironmonger is a grand ambition. That this should be so I have pointed out before, but do not forget what you are supposed to stock; and see, moreover, that you stock it. Do not let a man who has asked for a lock be told that you have not the lock, but can show him a splendid new pattern stag-horn carver. Stock requires much watching. Walk round it. "These parcels are going quickly. Why, I only stocked that hole a few days since." These are the mental notes which should flash through your brain, resulting in your sensibly keeping the stocking still ploughing ahead. Conformity in stocking to time and season is a great thing, and must be carefully cultivated. I knew a firm who made it a feature every winter to have their place crowded out with floor nails and studs. This, of course, became known, and while other firms were cleared out, they always had enough and to spare. "That is the beauty of our goods," said a stockkeeper to me the other day; "you see they neither eat nor drink anything, and few of them spoil. Always keep a good stock."

Parcels in dirty paper are often an eyesore to a purchaser. When a man is buying a new commodity, he has the idea, and it is hard to expel it, that if the article is not newly done up, that it, like the paper, is not new, but old. A friend of mine instituted a three-monthly survey, when all parcels that had covers soiled or faded were freshly done up and re-sorted.

I have had it suggested to me with regard to makers' numbers, that are so perplexing to our customers, and which involves us in endless questions and answers, that we should discard them immediately the goods are landed into our places, and should use letters and numbers of our own; then acquaint the customers of these, and let them order accordingly. It might give you some standing for your numbers to be quoted in your little or large circle of clients.—By "Ironmonger," in Ironmongery.

PERSONAL MENTION.

T. B. Lee, of Rice Lewis & Sons, Ltd., returned Wednesday from a trip to some of the leading manufacturing centres of the United States.

J. L. Drainie, one of Fergus' old and respected hardware merchants, was in Toronto this week.

Buchanan Bros. have returned from Terra, Nova Lake, Newfoundland, where they have had a very profitable season in the lumber trade. They had a rough passage, but arrived safely in Paris after ten days of wearisome traveling.—Review, Paris.

Galvanized iron is coming into such general use that most of the dealers are carrying it among their staples, even in places where there are no metal working shops. A number of cases have recently been reported where the dealers had added a shop of this kind to their store and found considerable new business by so doing.—Ex.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

James Sanders, hotel, Windsor, has assigned.

A. Sweet & Co., general store, Winchester, are offering 50 cents.

J. Cameron, general merchant, Edmonton, N.W.T., has assigned.

Thomas Roberts, mattress manufacturer, has assigned to W. A. Campbell.

Joseph Conrad, general merchant, Three Fathom Harbor, N.S., has assigned.

O. Germain, furniture, Montreal, is offering to compromise at 25c. on the dollar.

Louis Rajotte, general store, Pembroke, has compromised at 40 cents on the dollar.

Oswald Chaput, lumber, L'Assomption, Que., has assigned to Charles Desmarteau.

C. Chauinard, hardware, St. Henri, Que., is offering to compromise at 25c. on the dollar.

A. Methven, Man., firm of general merchants, named Fox & Hobbs, have assigned.

John Hubert & Co., general merchants, Pilot Mound, Man., have obtained an extension.

L. A. Hogle & Son, general merchants, Pike River, will meet their creditors on the 20th inst.

Mondeau & Perras, hotelkeepers, Sudbury, are offering to compromise at 50 cents on the dollar.

Israel Defresne, general merchant, St. Emelie de Levergie, Que., has assigned to Kent & Turcotte.

A demand of assignment has been made upon A. A. Cantin, hardware, etc., Quebec. A similar request has been made to L. J. Michand, a St. Raymond, Que., general merchant.

At a meeting of the creditors of Aaron Sweet & Co., general merchants, of Winchester, the merchandise liabilities were stated at $23,000, besides which there was a liability of some $12,000 to the Broder estate, mainly representing a loss in butter and lumber speculations dating back eight years ago. The assets, after allowing $4,000 on the book debts, and some other contingencies, showed a deficiency of about $8,000. Mr. Sweet made an offer of 45 cents on the dollar, which was not acceptable to the meeting, and he was allowed time in which to amend his offer.

CHANGES.

Geo. Piper, general store, Crumlin, has sold out to S. E. Clark.

A. Dagg, general merchant, Selkirk, Man., has sold out to Roderick Bros.

Keating & Co., general store, Kemptville, have sold out to Davison & Chester.

Joseph Alden, general merchant, South Roxton, has sold out to E. Bradford.

R. Morrison, general merchant, Boissevain, Man., has been succeeded by Morrison Bros.

SALES MADE AND PENDING.

The general stock of W. Nightingale & Co., Alliston, has been sold by auction.

Assets of E. A. Manny & Co., foundry, Montreal and Beauharnois, have been sold.

The estate of J. J. Campbell, general merchant, Iona Station, has been sold to J. E. Gage.

PARTNERSHIPS FORMED AND DISSOLVED.

Bazinet & Richard, is the style of a new firm of plumbers that have registered in Montreal.

Steacy & Wilson, Grand Union Hotel, Winnipeg, have dissolved. T. G. Wilson continues.

E. Donohue & Co., general merchants, Farnham, Que., have dissolved, and E. Donohue has been registered sole proprietor.

C. Guimond and Charles F. Lalonde, general partners, and J. Leduc and J. Baptiste Ray, special partners for $2,500 each, have registered a partnership in Montreal to carry on business as founders under the style of the Star & Iron Co., Montreal and Beauharnais.

FIRES.

A. F. Pook, blacksmith, Selkirk, Man., has been burned out; reported uninsured.

Wm. Todd, blacksmith and carriage-maker, Goodwood, has been burned out.

The stable and horses of W. H. Eaton & Co., general merchants, Selkirk, Man., have been burned; uninsured. Another general merchant in the same place has also had his premises damaged by fire. He, too, was uninsured.

DEATHS.

James Forrest, of the firm of Farquhar, Forrest & Co., bankers, dealers in teas, etc., is dead.

ALUMINUM FOR COOKING UTENSILS.

In a paper on "Aluminum Articles of Utility" in the Aluminum World, a writer says:

"While making experiments with aluminum for cooking utensils some four years ago, I was surprised to find I could not, under fair and ordinary conditions, scorch milk, and continuing the same exhaustive experiments, I found that a single illuminum utensil accomplished all that was done in a double rice boiler in about half the time, and with much less trouble and annoyance.

"The speed and activity of cooking, also, manifested themselves in much better tasting food, without a symptom of scorch, let the cooking be forced as much as I liked. Proceeding further I found that oysters, all farinaceous foods, lemons, piquant sauces, vinegar, tomatoes, fruit of all kinds, cooked in aluminum were equally successful, and that tea and coffee did not stain the metal. Assuredly, here was a practical use for aluminum at last! When all the good qualities I found out were added together, they formed a combination very hard to be beat, and seemed strong enough to overcome the drawback of high cost."

"EVANGELINE" HARDWARE.

A New York tourist who spent a few weeks in Nova Scotia recently tells of a practical joker in that region who for years has been having lots of fun with gullible Americans, says the New York Advertiser. The joker's name is Edwards, and he was for years a conductor on the Windsor and Annapolis railroad, which runs through Grand Pre and other historic spots in the "Land of Evangeline." Sentimental New England schoolma'ms have found him a mint of information on the local associations of Longfellow's great work, and many are the "relics" which he has presented to them as special marks of esteem. These include real nails from Evangeline's house—enough of them to put together a summer hotel—keys made by Basil, the blacksmith, but bearing a good many indications of the modern hardware factory, and a host of similar souvenirs, all of which are being religiously treasured by the delighted recipients.

CALCINED LAND.. **PLASTER**

When United States manufacturers want plaster for their best trade, they import Windsor, N.S., Rock. It costs more, but it is so much superior to any other they must have it.

We make our plaster from the same rock, and can give you best quality and lowest prices going. Wire or write for quotations.

WINDSOR PLASTER CO., Windsor, N.S.

IRWIN'S

CANADIAN CUSTOMS TARIFF

— AND —

ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables (Sterling, Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law o Ontario, prepared by the most eminent firm of commercial lawyers in our country. This book is **up-to-date** and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

GET THE NAME STRAIGHT.

IMPERIAL

FRENCH

GREEN

JOHN LUCAS & CO.

THE OLD ORIGINAL AND ONLY RELIABLE.

HARDWARE IN THE STATES.

HARDWARE REPORTER, referring to the condition of trade in the United States, says: "The movement is wider but prices are lower, thus setting defiance to the laws of supply and demand. Prices on iron and steel are lower and labor costs less than two years ago, but the two items are not sufficient to make up the loss in price on the finished goods. The tariff and its uncertainties had a tendency to depress values, but with the exception of cutlery, these are no lower now than they were before the bill was passed. General conditions, low prices in other markets, and an unquiet feeling throughout the business world had an expected effect on hardware, but all these conditions have been improved without bringing the desired relief to the makers and sellers. Attempts have been made in various lines to advance prices by an agreement among the producers, but this has not met with any considerable success. Screw manufacturers marked up their prices 10 per cent. some time ago, but have now withdrawn them because the jobbing trade could not stand the advance, and other instances might be noted that would show how difficult it is to move values after they have become heavy under unfavorable conditions and even after these conditions have been improved. As the matter now stands, it looks as if we shall have a continuance of low prices and a wide movement until such time as confidence is more fully restored. It is in very active force to day as compared with even one or two months ago, but until it is willing and able to pay a higher price for its goods it cannot be said to have been regained in full."

A WELCOME DEVICE.

It is a common custom for housewives to place the milk-can on the door step over night to be filled by the early milkman, and in some cities it is a frequent sight to see the morning sun gleaming on rows of small cans and pitchers snugly reposing in the corner of the doorway. It is decidedly annoying, and it frequently happens, for the housewife or servant to find that during the night some mischievous person has stolen the can or thrown it somewhere beyond the reach, or that the wandering tramp has got there first and drunk the morning milk supply. Recently a device to do away with the possibility of such an occurrence was invented, says House-Furnishing Review, by George McDermott, of New York. It consists mainly of a letter drop with a spring arrangement inside, fitting over two small holes, one at each end of the metal plate. A niched bar is fitted to the neck of the bottle or can, and in the night the empty receptacle is placed on the door, being held in place by the bar, which is held by the spring inside. When the milkman comes along he sticks the bar of a full bottle in the other hole and the empty milk holder is released, while the spring at the same time fastens itself to the bar last thrust in place.

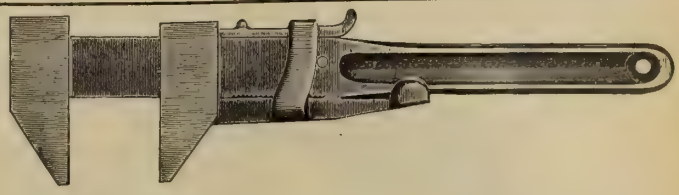


SS. SMOKELESS POWDER Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.
429 Board of Trade Building
MONTREAL, Agents.

SEND FOR PRICE LIST.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

CHEAP FRESH RELIABLE

Thorold Cement

Should be kept in stock by all Hardware Merchants

By sending a POST CARD to

Estate of John Battle
Thorold
Ont.

Prices and full particulars will be given.

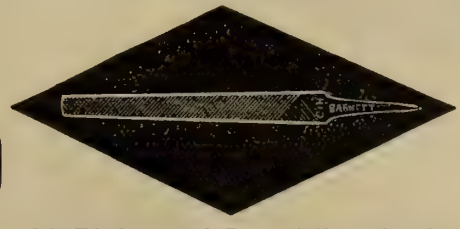
FOR MASONRY WORK OF ALL KINDS

ALL BRISTLES used in BOECKH'S STANDARD BRUSHES are bought in the best markets and are of the very highest grade, and are all specially prepared to secure the best results.

CHAS. BOECKH & SONS
Sole Manufacturers
Office and Warerooms: 80 York St.
Factories: 158 to 168 Adelaide St.
TORONTO, ONT.

TRADE MARK.

BLACK DIAMOND



FILE WORKS

21 to 43 Richmond St., Philadelphia, Pa.

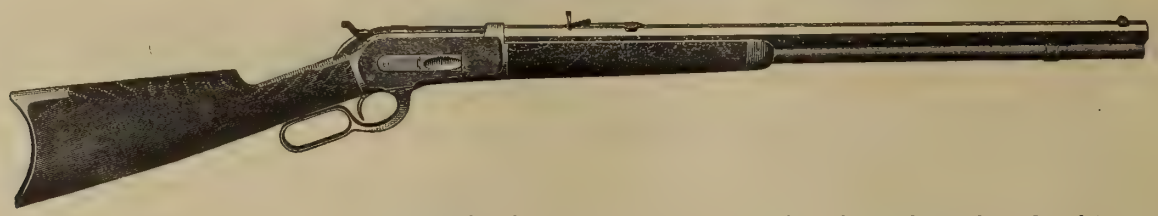
G. & H. BARNETT,

MANUFACTURERS OF
Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. Gulletting Sawfiles.
Climax Sawfiles. Lightning Sawfiles.
—AND—
EVERY OTHER DESCRIPTION OF SAW FILES.

WINCHESTER RIFLES AND GUNS.

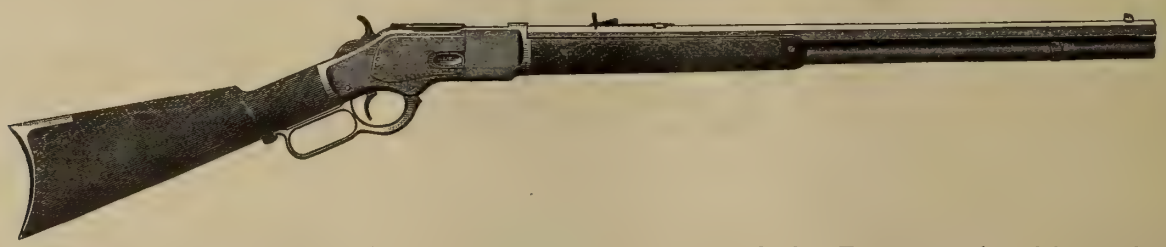
M. & L. Samuel, Benjamin & Co. have to hand this week shipments of Winchester repeating rifles and guns. The accompanying cuts show some of the lines. The cuts Nos. 2 and 3 illustrate calibres 38-56 and 40-82, model 1886, both of which the firm have in stock. These rifles are manipulated by a finger level, enabling easy and rapid firing from the shoulder. The gun is lock by two bolts, having a motion like the old Sharp or breech-block, which show on the top of the gun when it is closed. In this position the tacking bolts one on each side of the breech bolt, each fitting into its slot in the frame on the one side, and into a similar slot in the breech bolt on the other. The first open motion of the lever withdraws and locks back the firing-pin until the gun is again ready for firing. A hook attached to the finger lever draws the cartridge out of the magazine into the corner block. This enables the use of a weak magazine spring, which permits the magazine to be easily filled. The carriage is forced from the carrier into the chambers by the forward movement of the breech bolt. The arrangement of the breech bolt, finger lever and locking bolts gives power to put in and take out a cartridge, and to withstand any charge.

No. 1.

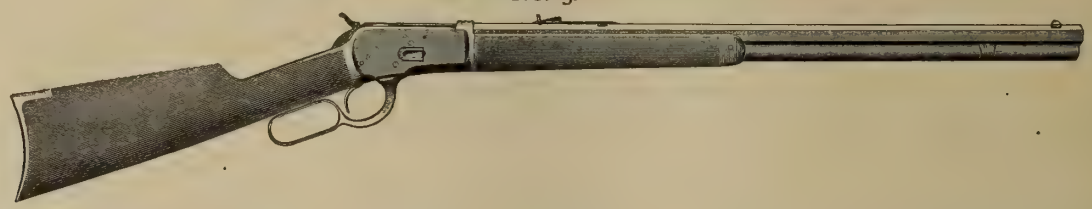


The magazine is closed while the gun is closed, through a spring cover at the side, and is provided with a stop which permits the use of cartridges, having the same shell of varying lengths less than the standard. The rifle shown in cut No. 3, Samuel, Benjamin & Co., have in models 1873 and 1892, and in calibres 32-38-44. The barrel of this gun is attached to the frame by an interrupted screw, so that one-quarter turn will detach the barrel from the frame. The magazine, barrel and fore-end are attached by a ring at the breech, so as to form but one piece. The magazine can be screwed out and withdrawn entirely from the barrel, leaving the latter to be washed with water, if desired, without wetting the action or magazine. Cut No. 4 shows the Winchester repeating shot gun, model 1893. This gun is operated by a sliding fore-arm below the barrel. It is locked by the closing motion, and can be unlocked only by pushing forward the fire-pin, which may be done by the hammer or by the finger. When the hammer is down, the backward and forward motion of the sliding fore-arm unlocks and opens the breech-block, ejects the cartridge or fired shell, and replaces it with a fresh cartridge.

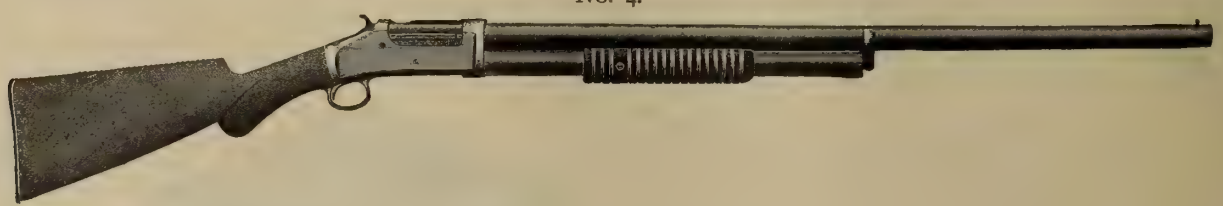
No. 2.



No. 3.

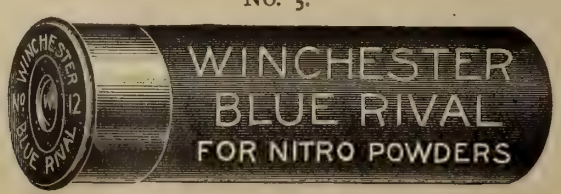


No. 4.



The construction of the arm is such that the hammer cannot fall, or the firing-pin strike the cartridge, until the breech-block is in place and locked fast. The trigger touches the sear only when the gun is closed—that is, the hammer cannot be let down except when the gun is locked. Having closed the gun and set the hammer at half cock, it is locked against both opening and pulling the trigger. While the hammer stands at the full-cock notch the gun is locked against opening. To open the gun, lift the hammer to full cock and push forward the firing pin, pulling back the action slide. Cut No. 5 shows the "Rival" shell primed with Winchester's No. 3w primer. This shell is colored blue to distinguish it from the old "Rival."

No. 5.



The directors of the Bank of Montreal have declared a half-yearly dividend of 5 per cent.



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

Clarkson & Cross
ACCOUNTANTS . . .
Established 1864.
26 Wellington St. East, TORONTO

MUNN'S LIQUID GLUE
Received the Highest Award
WORLD'S FAIR, 1893
In competition with
American Glues
THE ART METROPOLE, Agents.
131 Yonge St., TORONTO.

GET OUR PRICES FOR



Calcined Plaster. Sewer Pipes.
Chimney Linings and Tops.
Mortar Stains. Fire Bricks and Clay.
Enamelled Porcelain Sinks.
English and Belgian Portland Cements
and General Builders' and Contractors' Supplies.
W. McNally & Co.
MONTREAL.

1879—ESTABLISHED—1879
Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.
GARDNER BROS. & CO.,
ESSEX, ONT.

AMERICAN STOVES IN THE EAST.

"The reduction of the duty has permitted the importation of American stoves and ranges, and we have brought in several so far this year," said Mr. Sheraton, of Sheraton & Whittaker, stoves and house-furnishings, St. John, N.B., to THE HARDWARE MERCHANT. "There are some people who will have them, and would have had them before the duty was reduced, thinking they are better than Canadian, but I cannot agree with them. Canadian foundries should have no difficulty in competing with a protection of 27½ per cent. We sell a great many of Clark Bros.', Preston, and McClary Manufacturing Co.'s, London, stoves and ranges, and they are giving every satisfaction. Business is rather ahead of last year, but collections have not been good though they are improving now."

COMPILING CIRCULARS.

The construction of a paying circular requires care. For those who are interested in the problem, remarks House-Furnishing Review, we make the following suggestions: Don't try to be funny; a pun or racy headline is apt to be resented as facetious, or at best flippantly regarded. Never offer things free; every sensible housewife knows that no one can give something for nothing. Never quote goods below cost; everyone regards with suspicion an article advertised below cost. Let your circulars be dignified and attractive; remember that a circular is rarely kept for reference, and unless you present an idea worthy of repetition or comment in the headline, the fine print is apt to be overlooked. Talk about quality, promptness and general reliability; never send out a trashy-looking circular, better send half as many well-printed ones; convey the impression that you are well-stocked, and that your goods are the best and your prices moderate.

IRON ORE ON THE COAST.

Mr. Anderson, the freight agent of the C. P. R., is one of the busiest men in Slocan these days, says the Slocan Times. He is booking contracts for the shipment of ore. The C. P. R. means to hold the trade if he has to transport the ore by sleigh road for a part of the winter. The present arrangements are to run the Nakusp and Slocan road right along through the winter from Three Forks to Nakusp. The route from Nakusp to Revelstoke will be kept open by steamboat and railways so long as the boats can make the end of the Arrow Lake track. If the lower part of the Columbia should freeze connections will be made by a snow road until such time as the river opens again. The only interruption to continuous traffic into and out of the country will be a week or two in spring when the ice is breaking and the snow is melting, and before the river opens for a steamboat traffic.

DOWSWELL BROS.
HAMILTON, ONTARIO
MANUFACTURERS OF
Clothes Wringers, Mangles, Churns, Washing Machines, and Household Specialties
Prices are low but you will find our goods first-class. Send for Catalogue. . . . .
EASTERN AGENTS
W. L. HALDIMAND & SON, - Montreal

RAMSAY'S
Furniture Varnish
Brown Japan
Inside Varnish
Outside Varnish
In Handy Cans
IS THE PROPER LINE.
A. RAMSAY & SON
MONTREAL.

Pigou, Wilks & Laurence
Limited.
11 QUEEN VICTORIA ST., - LONDON, E. C.
Sole makers of the
"ALLIANCE"
PRIZE SPORTING POWDER
THE TRADE ONLY SUPPLIED.

Books for Retailers
Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price)
Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS.
Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS
Sent, postpaid, on receipt of price.

HARDWARE MERCHANT
TORONTO.

BURNING GAS.

IT is deemed by some who undertake the manufacture of gas-burners for fuel purposes to be advantageous to heat the gas and air in an atmospheric burner before it reaches the point of ignition, writes "Novice," in Metal Worker. The object is to avoid a reduction in the power of the flame by the introduction of a cold mixture, but there are other important points to be considered. One man claims that that he would prefer that the burner should never rise in temperature above that at the time when it is lighted and has arranged as far as possible to accomplish this result. The explanation given is on this basis : All burners are arranged to consume one part gas and several parts air. The orifice through which the gas is fed is regulated at 1 part gas to, say, 6 of air at the point of mixing. The gas being under pressure the quantity will be maintained and will drive in with it, at first lighting, the quantity of air arranged for, when there will be 1 part gas, 6 parts oxygen and 24 parts nitrogen. If the mixture is heated all of the constituents will expand, and as the gas is under pressure its quantity will be maintained, when its expansion will fill the chamber and prevent the full quantity of air from entering. A double reduction in the air supply will result from the expansion of the air, so that it is quite possible that the 6 parts oxygen, mentioned for illustration, may be reduced as low as 4 parts, or lower, when the flame changes in character and efficiency. Where the burner is used by an experienoed man and has a regulating device, the regulator may be opened and the quantity of air properly adjusted. Should such a burner light back and it become necessary to shut it off and relight it while it is hot, it would be necessary to reduce the air supply very low and let the gas on full before attempting to relight. Most of the burners in use do not have an air regulator and the change in the character of the flame is due to the cause just described. To prevent a radical change in the flame after the burner has become hot, the gas office is made to insure a proper flame when the burner is heated. This gives a very small quantity of gas in proportion to the air when the burner is cold and consequently the lighting back occurs. The remedy then applied by many, instead of being to let the gas flow a bit before trying to light, is to enlarge the gas orifice, often in this way spoiling the burner.

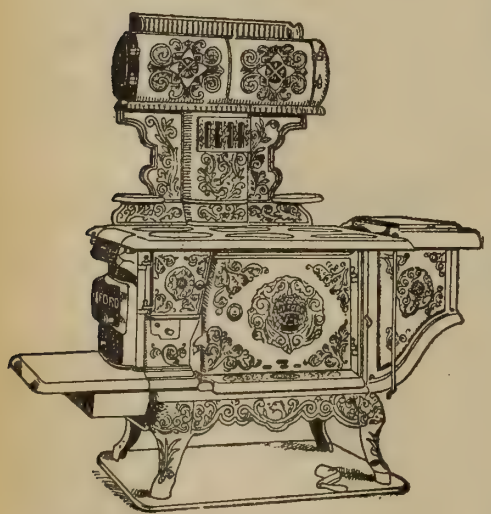
STILL THE MOST POPULAR STOVE.

Forty years ago a foundryman in Moncton, New Brunswick, conceived the plan of what he thought would be a popular stove. He whittled the patterns out of wood, and soon began casting them. He called it "The Star" cooking and heating stove. It took well, and soon every farmer and villager had one, for every foundry went into the manufacture of this style. It is simply the old style quick stove, with big fire-box ; with the cylindrical oven tacked on the top at the back. There is no damper, excepting in the pipe, and once started the fire burns so fiercely and gives out so much heat that the room is warmed and the breakfast cooked in fifteen minutes — an important consideration a cold winter's morning. Hundreds of other designs have come and gone since. All of them had advantages. The present fashionable stove, with its nickeled parts, numerous dampers, ovens, and other appliances is ornamental as well as useful. With all that, nearly every foundry has to make the ugly old "Star," and it seems likely to remain. Some of the foundries have modified it slightly, but they have not improved it. It is cheap and it is serviceable, and that is what many a farmer and working man want.

News, Vernon, B.C., Oct. 4 : "Mr. J. Cameron, representing HARDWARE MERCHANT and other trade journals issued by the J. B. McLean Co., of Toronto, was through the Okanagan district last week. Mr. Cameron was in Vernon two years ago, and naturally finds a wonderful growth since that time. The papers he represents are liberally supported in this Province—and deservedly so."

OXFORD LINE OF STOVES AND RANGES

The best selling lines in the market. See our lines before purchasing.



DUCHESS OF OXFORD

RANGES

Are of modern construction.
Are handsomely ornamented.
Are great water heaters.
Have large ovens.

COUNTESS OF OXFORD

BASE BURNERS

Every stove a double heater of unequalled power.
Large and quick-working ovens.
Modern and attractive in design.
Handsomely ornamented.



THE DUPLEX FLUE with which these Ranges are fitted ensures quick working and even heating of all parts of the oven, and **prolongs the life of the Fire Linings.**

Thousands of Oxford Stoves and Ranges in use and every one satisfactory

MANUFACTURED BY

THE GURNEY FOUNDRY CO., LTD., TORONTO ONT. **THE GURNEY-MASSEY CO., LTD., MONTREAL QUE.**

BICYCLES FOR WOMEN.

THERE is probably no better proof of the bicycle's growing popularity than is found in the statement that one-fifth of the wheels are designed for ladies' use, remarks Hardware Reporter. When old ordinaries were on the road, a woman on wheel-back was an unknown sight, outside of the variety stage or the circus, but when the safeties came into vogue and it was seen that a woman could ride one as easily as a man, the gentler sex caught on to the new idea and their presence on the road and the streets is so common that it does not attract more than a passing attention. They have even appeared on the race track, and in many of the Eastern cities there are one or more riding clubs whose membership is confined exclusively to women. Of course, there was considerable objection to women astride a wheel, and for a time it seemed as if they would be obliged to dismount, but the physicians recommended it as an exercise, and even Mrs. Grundy at last gave her consent, so that now bicycle riding for women is not only extremely proper but is most distinctly a fad, a combination that assures its popularity and indicates, as well, what a strong hold it has obtained on both business and social life.

This is a point that has a special bearing on the hardware trade. There is hardly a dealer who does not count a number of women among his customers, and who cannot build up a trade among those of riding age if he only makes a sufficient effort. It is said there are more women riders in and around the larger cities of the East than there are in this section, but, like all other fashions or customs, this one is bound to spread and is reasonably certain to go to the hardware trade for its mounts. This is all the more certain for reasons previously stated, namely, that the manufacturers are doing away with the agents and are making arrangements with retailers through the jobbers. An instance of this is found in a letter from one of the more prominent companies, from which the extract is taken: "We are firm believers that the hardware trade is the proper channel for wheels. We have advocated this for some time, and have been very successful. In fact, our most valuable accounts have been with that trade." Similar testimony has been received from other manufacturers, and these two statements may be accepted as facts: That woman's use of the wheel guarantees a continued popularity, and that their sale has found the right channel in the hardware trade and will keep on following it.

A NEW SPIDER.

A new spider, or more commonly called a frying-pan, is about to be placed on the market in England, says an exchange. It is constructed on an entirely new principle, which promises to become a successful novelty in house-furnishing goods. An outer plate of sheet iron and an inner plate of bright steel enfold a thin layer of asbestos, and it is claimed that by this arrangement the pan can never get overheated, and that the cooking can be "done to a turn" with small trouble, and with an entire absence of waste.

THE "HANDY BENCH WRINGER."

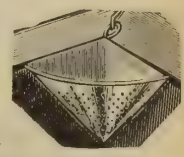
The "Handy Bench Wringer," herewith illustrated, is meeting with a good sale by H. S. Howland, Sons & Co. It can be folded into small space when not in use. It has steel and wood springs, double tooth cogs at both ends, reversible drip board to turn the water into the tub, and is substantial, compact and highly finished. The rolls are warranted, and all white rubber and vulcanized direct to the shaft. Length of rolls, 11 inches.



SITUATIONS VACANT.

HARDWARE CLERKS—INCREASE YOUR INCOME by showing The Hardware Dealer's Magazine to your local hardware merchants and manufacturers. Subscription $1.00 a year. Liberal commission. For sample copy, terms, etc., address D. T. MALLETT, Publisher, 78 Reade St., N.Y.

Pickard's Pat. Sink Strain



Has been a great seller with agents. We manufacture agents' specialties.

Address ARMOUR MFG. CO.

342 Yonge Street, TORONTO, ONT.

OUR SALES OF

"BURHAM" Portland Cement

For the past 8 months have been

25,499 CASKS.

"BURHAM" Brand outranks all other
Try it and be convinced. . . . .

Sole Consignees for Canada,

McRAE & CO., OTTAWA



"BUILD TO-DAY THEN, STRONG AND SURE, WITH A FIRM AND AMPLE BASE."
—Longfellow.

DO YOU?

WISH THUS TO BUILD, an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors.

BLACKSMITHS' TOOLS.



Horseshoe Vises.

Price, No. 1, - $4.00
" No. 2, - 7.50

Will save their cost in a week's sharpening. . . . .

A. B. JARDINE & Co.

HESPELER, ONT.

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

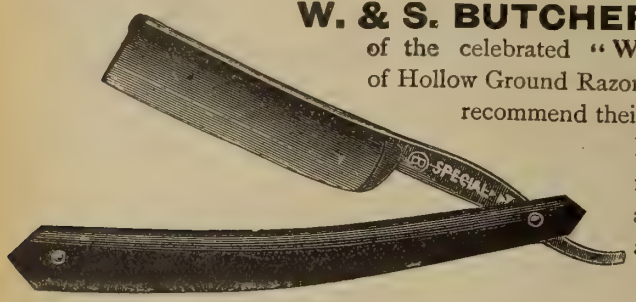
8 to 16 MORSE STREET, - - TORONTO, ONT.



For Iron Fencing Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.



W. & S. BUTCHER, Sheffield, England, Makers for over ***ONE HUNDRED YEARS*** of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND.

OR



OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
M.L.S. equal to Bradley		
I.C., usual sizes	$5 50	$5 75
I.X., "	6 75	7 00
I.X.X., "	8 00	8 25
Raven & P.D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½ x 17	3 50	3 75
D.X.,	4 50	4 75
D.X.X. "	4 75	5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	3 35	3 50
I.C., special sizes	3 60	3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	6 50	6 75
I.X. Terne Tin	8 75	9 00
Old process I.C.	....	13 00
" " I.X.	....	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½	6½
26 "	6¾	7
28 "	7¼	7½

Iron and Steel.

	Base Price	
Common Bar, per 100 lb	$1 85	1 90
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 25	2 30
Hoop " "	2 25	2 30
Swedish " "	4 00	4 25
Sleigh Shoe Steel	.....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

½-inch	10½c
-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
⅜ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 50
22 to 24 "	2 35
26 "	2 45
28 "	2 65

Canada Plates.

All dull	2 50	2 55
½ polished	2 55	2 60
All Bright	....	2 85

Iron Pipe.

Wrought 67½ to 70 p.c.
Galvanized, 45 to 50 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4¼, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5½
Gordon Crown—	
16 to 24 gauge, per lb	4¼, 4¾
26 gauge, "	4¾, 4¾
28 " "	4¾, 5

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4½
" ⅜ " "	4¼ 4⅝
" 7-16 " "	3⅝ 4
" ½ " "	3⅝ 3⅞
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15 ....
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10½	0 11
Lake Superior	0 10½	0 11

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	$0 20	$0 22
" round & square		
1 to 2 in	0 19	0 21

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14	0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½	0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16	0 17
" 35 to 45 " "	0 14½	0 15½
" 50 lb and above per lb	0 14	0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	....	0 19
Spun "	....	0 23

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge, up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	0 23	0 26
Sheets, hard-rolled 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 04¼	0 04½

Zinc Sheet.

5 cwt casks	.....	0 04¾
Part casks	.....	0 05

Lead.

Imported Pig, per lb	0 2¾	0 02⅞
Domestic "	....	0 02¾
Bar, 1 pound	....	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½	0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½	0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.	
Bar Half-and-half (guar.)	0 13½	0 14
Standard	0 12½	0 13
Wire	0 17	0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10	0 10½
Other makes "	0 9½	0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4 50	4 50
No. 1 Do. "		4 25
No. 2 Do. "		4 00
No. 3 Do. "		3 75

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	$1 00
2nd qualities "	....	0 90
Barn (in bbls)	0 80	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35	1 40
" " (J.F.L.S.) " "		2 75
" " Royal " "	1 10	1 15
Venetian Red, (best) " "	1 80	1 90
English Oxides per cwt	3 00	3 25
American " } " "	1 25	1 90
Canadian " }		
Paris Green, per lb	0 15	0 16
Burnt Sienna, pure, per lb	0 08	
Burnt Umber "	0 05	
do pure	0 08	
Drop Black "	0 09	
Chrome Yellows "	0 12	
" " Lemon pure, 8 lb. tins, per lb	0 19	
Chrome Greens "	0 12	
Golden Ochre	0 03½	

Varnishes (in bbls).

No. 1 Furniture,	per gal	0 69
Extra	"	0 90
Brown Japan	"	0 65
Brown Japan, Turpentine	p. gal.	0 85
No. 1 Carriage	"	1 30
Gold Size Japan	per gal.	1 00 1 20
Pure Orange Shellac	"	1 95 2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw,	per gal	0 52 0 53
Boiled	"	0 55 0 56

Turpentine (in bbls)

Selected Packages,	per gal	0 39 0 40

Castor Oil.

Best,	per lb	0 06½ 0 07½

Cod Oil.

Cod Oil,	per gal.	0 50 0 51

Glue (in bbls)

Common,		0 07½ 0 08
French medal		0 09½ 0 09½
Cabinet, sheet		0 11 0 12
White, extra		0 16 0 18
Gelatine		0 20 0 30
Strip		0 16 0 18
Coopers		0 19 0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's per doz	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing	per gross	0 65	1 59
Pegging,	"	0 65	1 25
Brad,		0 85	1 60
" handled	"	3 60	7 30
Saddlers'	"	0 45	1 60

Awl Hafts.

Patent Peg, per gross } 7 25 8 00
" Sewing, " }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 8 30

Axes.

per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 4 00 4 25
Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's,	per doz	0 65	0 90
Diamond, Shell	"	1 00	1 50
Nail and Spike,	per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking	9 00	
" 2, " "	4 50	

Blind Rollers.

Annex	per doz.	1 25	1 75
Mascot	"	1 35	1 85
Erminie	"	1 12	1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis, 70 and 10 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 5 00 7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8	"		6 00
" No. 9	"		7 00
Queen City		7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 and 5 p.c.
Loose Pins, " 65 & 10 to 70 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardin Scissors, per doz. 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards " 6 50

Carpet Sweepers.

Bissell, per doz		22	50
World "		21	75
Daisy, "		24	00
Star, "		18	00
Crown Jewel, per doz		29	00
Grand Rapids, "	30 00	33	00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots		2	70
Thorold "		1	10
Queenston "		1	10
Napanee "		1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz 0 85 4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13	00
Side	3 60	4	00
Enterprize, No. 0		1	35
" No. 2		2	70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	2	00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz 3 25 3 50
Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	11 5	2 20	1 50	....
26 to 40	1 30	2 50	1 75	....
41 to 50	....	2 90	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz 3 88 4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb 0 12½ 0 13

Ball Pean.

English and Can., per lb 0 25 0 30

Handles.

Axe	per doz	00	3 50
Store door	"	1 00	1 80
Chest, per doz pairs		0 40	2 50

Chisel.

Firmer	per gross	3 00	4 50
Socket Firmer	"	3 25	8 00
Socket Framing	per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p.c
Heavy, per lb 03 3-5 0 04¾
Screw hook and hinge—
6 to 10 in., per set 0 00 0 03½
12 up " 0 00 0 02½

	Per doz. set	
Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		

	Per doz. pairs	
Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mor ar, etc., discount 40 to 45 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage,	per doz	0 50	1 10
Clothes Line,	"	0 27	0 63
Harness,	"	0 72	0 88
Hat and Coat,	per gross	1 00	3 00
Chandelier	per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.
Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails
Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,
F.O.B. Toronto & Hamilton.... $3 80
Snow, " " .. 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.
Star, per doz..... 3 00 3 25

Kettles.
Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys
Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.
Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Knives.
Clauss, bread, cake and paring knives $7.20 per doz. nett.
Hay Knives, spear point, L or T hdle 45 per cent. dis.
Lightning, per doz. 8 40 14 00
Heaths, 45 per cent. dis.

Ladles.
Melting, per doz..... 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*
Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50
Cabinet.
Eagle, dis. per cent, 40 to 42½ p.c.
Padlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter
Enterprise, American dis 00 to 25 per cent. dis.
Home, each ....

Mincing Knives.
American, per doz 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.
Cut Nails (Iron)
1. Either Canada or Amer. Pat'n. Basis—50 to 60 dy..... 1 85 1 90
40dy..... 1 90 1 95
30 dy..... 1 95 2 00
20, 16 & 12 dy.... 2 00 2 05
10 dy..... 2 05 2 10
8 & 9 dy..... 2 10 2 15
6 & 7 dy..... 2 25 2 30
2. Amer. Pattern Only from 4 to 5 dy .. 2 35 2 40
3 dy. (lath)..... 2 85 2 90
3. Canada Pattern Only from 4 to 5 dy .. 2 35 2 40
3 dy. (lath)..... 2 75 2 80
3 dy. A.P. Fine 3 45 3 50
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.
German & American.... 1 85 3 50

Nail Sets.
per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.
Poultry, 65 to 65 and 5 per cent.

Oil.
Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R. Seal .....per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.
Galvanized, per doz 2 25 3 30

Pencils.
Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks
Per doz..... 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.
Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Star R & L Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.
English, per doz..... 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.
Corn, square, per doz.... 1 35 2 00

Pruning Shears.
Per doz..... 4 00 5 50

Pulleys
Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.
Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches
Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty
Bladder, per 100 lbs 1½ 2
Tins, lbs 2 50 2 75

Rail.
Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3¾ to 4c. ft.

Rakes.
Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.
Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.
Currier's, per doz 1 25 3 60

Rivets and Burrs.
4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.
Canadian dis. 30, 35 per c.

	Rope	Sisal.	Manilla.
7-16 in. and larger.. ...		7½	9½
¼, 5-16, ⅜ in..... ...		8	10
Cotton, per lb.....		18	20
New Zealand.....		8½	9
Russia Deep Sea, per lb..		12½	13½
Jute ..... " ...		06½	07½

Rules.
Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.
Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord
Per lb..... 22 50

Sash Locks.
Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.
Sectional, per lb..... 1¾

Saws.
Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz 7 50
Hand, Disston's, dis 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross-Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.
"Lincoln" McMillan & Haynes, per doz 7 50

Scales.
Standard Manufacturing Co., 60 p.c.
Gurney Scales, 50 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.
Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.
Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.
Sargent's, per doz 65 4 00

Screws.
Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes
Discount 40 to 45 per cent.

Scythe Snaths.
Canadian, dis. 35 to 40 p. c

Shears.
B. & W., japanned, dis. 75 per cent
B. & W. N. P., dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves
Sliding Door, per set ... 77 1 40

Shovels and Spades
Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.
Fenerty's disc, 45 to 50 per cent.

Sieves
Wood Rim, black, p. doz 1 15 1 35
" tinned, " 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps
Harness, German, dis 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio
In ½ or ¼ gross boxes, per grs. 11 30

Soldering Irons.
Per lb..... 0 28 0 30

Wrought Spikes
Discount, 20 per cent. to 25 per cent.

Spoke Shaves.
Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.
Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.
Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.
Fence, galvanized, per lb 3½
Wrought Iron, dis. 80 to 80 & 5 p. c.
Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).
Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " 4 80

Stone.
Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.
Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

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English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman s, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.
Tin case & dairy, dis. 75p.c

Thimbles.
Asbestos, filled, per doz., 35 to 40 p c.

Ties.
Cow, per doz 1 25 2 50

Tinner's Tools.
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Canadian 15 to 35 per cent dis.

Tinware.
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Japanned, Prices on application
Pieced, " " "

Transom Lifters
Payson's, $2.60 to $5.00 per doz.

Traps
Game, Newhouse, dis 33⅓ p.c. to 35 p.c.
Game, H & N., P. S. & W. or Steel, 60 and 10 to 67½ per cent.
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Rat " 2 00 4 50

Trowels.
Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.
Butter, per doz..... 6 25 9 00

Twines.
Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 50
Binding, Common Sense 6½
" Blue ribbon..... ..... 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8
On prison made twine freight is prepaid to any railway station in Ontario.

Vises.
Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.
Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

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Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.
Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1 000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5½ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

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Galv. 2 barb, 2½ & 5 in. apart } 4 " 4 & 6 "	3½ 3½
" Plain twist, all deld	3½ 3½
" Steel thorn and ribbon.....	4½ 5
"Lock Barb," 4 point	.. 4½
Ditto Glidden 2 point	.. 4½
Galvanized Barb, "Lyman," 2 to 4 points.....	.. 4½
Steel staples	... 3½

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Wire Cloth
Ordinary, discount 25 p.c.
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Acme, 35 to 37½ per cent.
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Diamond, dis. 33⅓, 35 p. c.
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" S., per doz..... 5 80 7 00
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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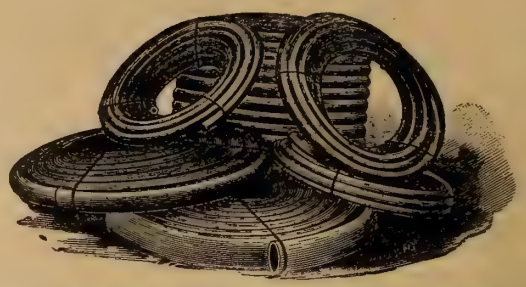
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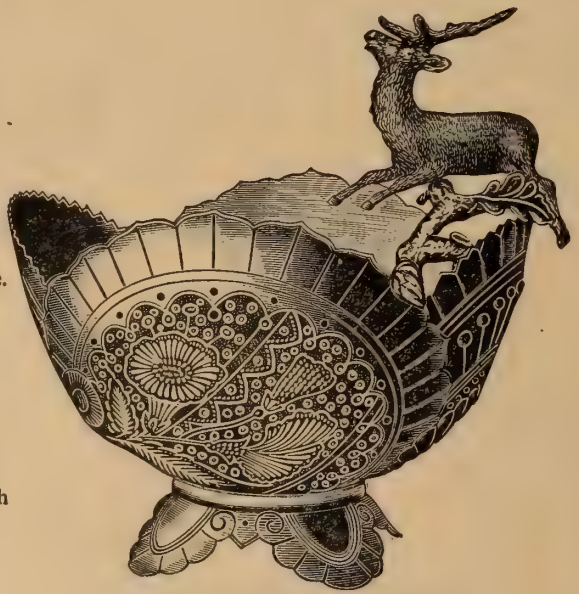
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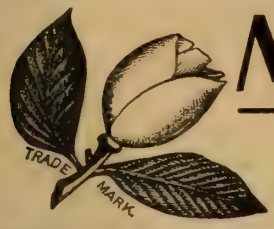
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VOL. VI. TORONTO, OCTOBER 27, 1894. No. 43.



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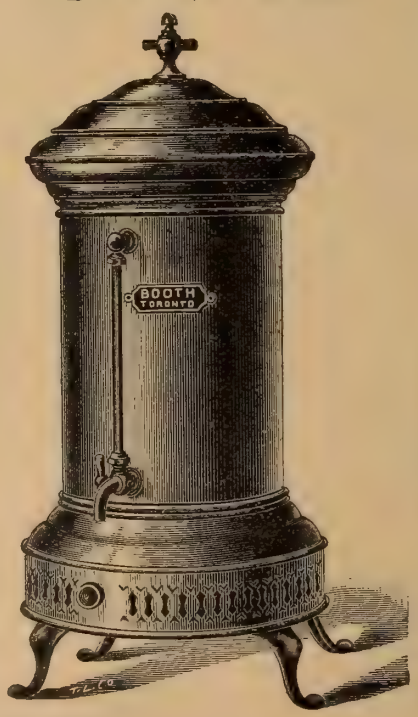
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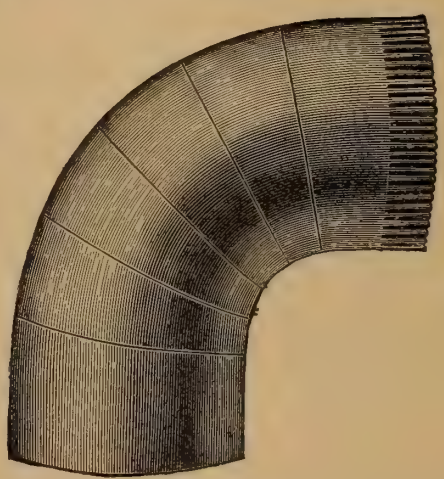
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Published Weekly. $2.00 a Year.

Vol. VI. TORONTO AND MONTREAL, OCTOBER 27, 1894 No. 43

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MUST CHANGE THE IRON DUTIES.

A CHARLOTTETOWN, P.E.I., firm —McKinnon & McLean—took the contract for heating The Queen hotel in that city with hot water. They wrote for terms to a Chicago manufacturer of radiators, as well as to the Gurney Co. and the Toronto Radiator Co, for which they were agents. When all the offers were in they found the American was 2½c. per foot lower. They preferred the Canadian makes ; in several features they are better than any of the American, but 2½c. on a 10,000-foot order is an important consideration, and they took the Chicago offer. This means a serious loss of trade to Canada.

Canadian manufacturers have 27½ per cent. protection. They are willing to work for a smaller margin of profit, and labor costs less. In the face of this they cannot compete, because their raw material costs them so much more. The American manufacturer buys his iron at $8 or $9 a ton, while the Canadian has to pay $16 to $20 for the same quality.

The Government will have to readjust the duties in the interest of the Canadian manufacturer. They must give free iron or increased protection for the manufactured product. There is a growing feeling in the country that the duties on iron should be reduced to such a figure that Canadian manufacturers can compete with Americans on all lines. This can be done and still leave a good profit to the domestic iron producers.

THE CUTTING ON WIRE.

HARDWARE, in its regular Montreal market report last week, referred to the fact that there had been cutting on certain lines of smooth wire in Ontario of late, in a material way. Since then representatives of both the makers and jobbers in that city have been spoken to and the fact fully verified.

A well-known Montreal maker, speaking of the matter, admitted that since cutting on the list rate for wire had been done by a Hamilton firm. He held, however, that the circumstances were not as aggravated as represented, and that the cutting had not extended outside of Hamilton.

A leading jobber, on the other hand, said that this might be all very well, but, as a large buyer of wire, he intended to see that the wire manufacturers either enforced the agreement or threw it up.

The fact of the matter in his opinion was, that the large jobbers did not receive fair treatment at all from the makers, not only on wire, but on many other lines, and if the latter were not prepared to do justice, the jobbers would have to take action themselves in self-defence.

In the present instance the difficulty originally arose from the fact that the makers had, in addition to the regular jobbers, a list of smaller dealers to whom they sold wire at list rates.

A well-known retailer in Hamilton applied to be put on this list, but as he was a sort of Ishmaelite, with his hand against every man, the privilege had been refused. He had then brought in American annealed wire, on which line the principal cutting had been done, and offered it around $1.90, while it cost him, at the very least, $2.28.

These freebooting tactics had compelled a large jobbing firm in Hamilton to sell at makers' prices, or nearly so. And, therefore, the matter from this small beginning promised to seriously affect jobbers both in Montreal and Toronto.

He contended that if in the first place the makers had sold only to jobbers, the difficulty could not have arisen, and that this was the secret of the whole difficulty in a nutshell.

What the outcome will be is easy to see, for the Montreal jobber spoken to means business ; and he, no doubt, will not allow his trade to be taken away from him, but will do his best to retain it.

Under these circumstances lively developments are likely to follow, unless the makers do something.

With trade as backward as it is at present, however, it is just possible that the latter will refuse to sell jobbers alone, and cut off their list of small dealers.

THE CEMENT SEASON.

THE cement season is now almost over, and from now out until the spring the the usual winter dullness may be looked for in that market.

The general expression of opinion among Montreal dealers is that the season has been unsatisfactory both in regard to the volume of business and the low prices which have ruled and made business unprofitable to them.

The turnover of English cement has been fully 50,000 barrels short of last season, and this will no doubt mean that much shortage in the stock.

The arrivals to date this season from the opening of navigation have been 74,5000 barrels English, and 40,075 barrels Belgian, as against 118,221 barrels English and 40,639 ditto Belgian for the same time last season. This is a decrease, to be exact, of 44,285 barrels. There is little or no stock on the way also, and as the season of navigation is to close earlier this fall than last at Montreal, the receipts between now and the close are not apt to be large.

Though there is still time to make one more trip, none of the vessels now in that port will do so, their ensuing departure being the final one this season. The chances are, therefore, that the stock of cement carried through the winter in Montreal this season will be much lighter than usual.

DISCOUNTS ON IRON PIPE.

The question of trade list discounts and how confusing they are to the ordinary lay reader had apt demonstration this week in connection with some information furnished to HARDWARE in Montreal. This information related to some exceptionally low offers on American block iron pipe, the multiplicity of discounts named in the case in question making a first-class qualified mathematician almost a necessity.

The offer in question was on a moderate sized lot of block iron pipe, and was 70 and 10, 10, 10, and 10 per cent. off, bringing the actual price down very low.

It is understood in this connection that quite a quantity of this American pipe has been imported by one or two Montreal firms at figures which compel a shading in prices on Canadian pipe, and that moderate sized lots of the latter have changed hands on the basis of 70 and 5 on block and 50 and 5 on galvanized, and that almost any quantity can be had at these figures.

A QUESTION FOR WHOLESALERS.

GENTLEMEN,—Believing it to be a fact acknowledged by all first-class dealers, whether by wholesale or retail, and also by Trade Journals in general, that consumers' stores, whether carried on under the name of a "Grange Store," "Patron's Store," "Consumer's Store," or "Farmers' Store," are detrimental to the best interests of not only the manufacturer and producer, but also to those of the wholesale and retail dealers, who must have a legitimate profit in order to succeed; and being satisfied that certain wholesale firms are in the habit of selling goods to such institutions, to the detriment of legitimate retail dealers, we, the undersigned merchants and business men of the town of Manitou, respectfully ask if it is your intention to supply such parties with goods, either directly or indirectly, in the future? This is not a question of mere local importance, but one affecting the whole Province of Manitoba, and if the practice is continued it will be necessary that the names of firms doing that kind of business shall be reported to the Secretary of the Provincial Organization of Retail Dealers, in course of construction, in order to protect their interests by patronizing only such houses as will answer the above question in the negative.

THE above is a copy of a circular that has just been issued by the business men of Manitou. It is addressed to the "wholesale merchants doing business in Manitoba," and is signed by C. R. Gordon, James Huston, Ruttan & Co., E. DePencier (for H. B. Co.), and John Wootton.

The merchants of Manitou evidently mean business in this matter. There is no verbosity or ambiguity about what they have to say. There is no beating about the bush. They tell in a few words what they want and what they intend doing if their demand is not complied with. And from what one can gather, not only the merchants of Manitou, but the merchants of Manitoba are organized sufficiently to carry out what they threaten to do.

While HARDWARE has yet to be convinced that leading and old-established wholesale houses sell to the kind of stores described in the circular, yet it is obvious that there are those who style themselves wholesalers or jobbers who do. And, in spite of the fact that some of them are well-known, it is equally true that regular and legitimate retailers, with these facts patent to them, deliberately place their orders for the whole or part of their supplies with these very houses.

Herein it is that is to be ascribed the reason why the retailers have not ere this been enabled to bring to time the offending wholesalers.

A house that is divided against itself cannot stand; neither can retailers obtain much amelioration of the evils that menace them unless they stand shoulder to shoulder.

Wholesalers can, if they choose, sell to Patron stores or the other Evil One. It would be arbitrary to say them nay. But the legitimate merchant is neither just to himself nor to his fellow business men when he deals with the wholesale house that makes it a practice of supplying with goods the vampires of the Patron store species.

Were these Patron stores born as legitimate competitors in the business world, the merchants of Manitou or any other place would have no right to issue such a circular as that at the head of this article. But they were not. They are illegitimate, and were born in hatred of the legitimate storekeeper and fashioned to accomplish his ruin.

True, most of the ruin has fallen upon the besiegers, but they have wrought enough evil to warrant those doing business within the legitimate circle refusing to patronize those wholesale houses that persist in supplying those who are their avowed enemies.

DRUMMERS ON FREIGHT TRAINS.

EXPEDITION is an all-important matter to commercial travelers; but many an hour are they often compelled to lose every week while waiting for a train to take them another stage on their route.

It would be impossible, of course, for the railways to run trains to suit the convenience of every commercial traveler, but they have it in their power, nevertheless, to give "drummers" better facilities than they now enjoy.

One way in which they could do this is by allowing travelers to take passage on way freight trains.

It would put the railways to no inconvenience; but, even if it did, they should not hesitate to accord this privilege, for many thousands are the dollars that are monthly put in their way by the army of travelers that are continually traversing the country.

Various attempts have been made to secure the desideratum. And now the Jobbers' Union, at a meeting held in Winnipeg, Friday last, have decided to take up the matter. The Canadian Pacific is the particular railway this organization purposes trying its persuasive powers on.

It is a rule of this railway that passengers shall not ride on its trains without first obtaining a special permit. This rule has been the cause of much inconvenience; and the Jobbers' Union, at the meeting referred to, instructed the President and Secretary to communicate with the C.P.R. officials, with a view to a relaxation of the objectionable rule.

The C.P.R. people have had the happy faculty of falling in with the views of the business men of the country in most things, and HARDWARE hopes that they will show their good sense in this instance.

THE PEDLAR NUISANCE.

"AMONG the passengers from Pt. du Chene last evening were seven Russian pedlars."

The above item is from the Charlottetown, P.E.I., Guardian, Oct. 12th. It shows how serious the pedlar nuisance is becoming in the Maritime Provinces, and the immediate necessity of an Act which shall impose such heavy licence fees that it will practically prohibit them.

No doubt many of our readers will not agree with this, considering it an interference with trade. If they lived in a district overrun with these people, they would probably see the matter in a much stronger light than we do. In this instance one daily trip of one of the boats which runs from the mainland of New Brunswick to Prince Edward Island has seven of these. Other boats and other trips no doubt carried over more of them.

Apart from the fact that a great number of the pedlars are objectionable characters, they contribute nothing towards the revenue of the country.

In nearly all instances they sell shoddy goods, and as they seldom ever visit the place again, the buyers have no means of redress. The regular dealer pays his taxes, and, as a rule, they amount to a very considerable portion of the entire taxation of each municipality. If he sold shoddy goods he would be brought up for fraud, or he would lose his customers.

INTERCOLONIAL MANAGEMENT.

AS it is now managed, the Intercolonial Railway of Canada is a credit to the Government. The majority of people are against the Dominion controlling any business of this sort, because the vacancies on it are usually given as a reward for party services.

In the case of a railroad, travelers would expect to find it in a poor state of repair, never on time, and with very impolite officials.

During the present season the thousands of tourists who have used it were much struck by the attention which they received from the conductors and train hands everywhere. "They are more like the employees of a road where competition is keen and where every official feels that the success depends upon himself," was a remark an American traveler made to HARDWARE.

The rolling stock and road bed are said to be in a better condition than they have ever been. The cars are always kept clean. They arrive at and depart from stations to the minute; in fact, the suddenness with which they stop and start is the only complaint HARDWARE hears among travelers. Should the tourist travel continue to grow as it did this year, the Intercolonial should show a good profit.

The management should aim to make it still more popular with the Canadians. Make us feel that we are each part owners and anxious that it should be a still greater success.

There is one American road which was so badly run down that the management could not raise money to retrack it. A Canadian took hold of it. He made himself popular with all the people along the route. They all took a personal interest in it and it prospered to such an extent that a canal which ran along side lost its traffic and closed up. When the road was on a paying basis the Canadian resigned to return to Nova Scotia. The new management had no interest in the people along the route—in fact, would not listen to any suggestion they made—and they soon lost all sympathy in the line. The road is now in trouble and the canal is again open and is prospering.

COMBINATION ON WINDOW SHADES

There will be one less manufacturer of blinds, shades, awnings, etc., in Canada after December. The MacFarlane Shade Co., whose factory is on King street west, Toronto, just beyond the subway, has been bought by the Geo. H. Hees Co. The MacFarlane Co. was organized by Mr. MacFarlane who was a partner in the MacFarlane, MacKinlay Co., also of Toronto. He showed the large profits to be made in the business and induced some local capitalists to go in. About $20,000 was invested, but the concern has never been profitable as it is said that Mr. MacFarlane has been too extravagant in his ideas.

This absorption will leave the Canadian field to two companies, and prices will be advanced to such a figure that both concerns, Hees & Co. and Menzie, Turner & Co., will make big profits. They have been working this year in combination and prices have been firmly maintained. Next year, as one of those interested remarked to HARDWARE, we will have the field to ourselves and the trade will have to pay our prices.

THE DOOR IN NOAH'S ARK.

TO get out of the wet and to escape drowning Noah and his family made a temporary residence in the Ark. It was a wise change in their lodgings. They were safe and dry. Their craft was watertight and sound, and it floated bravely through storm and destruction to its final haven, where once again the crust of the planet came out of its cold bath into the sunshine. The old craft has vanished and no museum has secured even a chip of its timbers, but the human race saved from extinction is still promenading on terra firma. It has survived other dangers more or less menacing. Every age has had its perils and its arks, and the age in which we happen to be temporary tenants is no exception to the rule from the days of Noah to the march of Coxey. The trouble now throwing its shadow over the civilized world is industrial rather than political. As to whether Japan will make a lunch of China, Maxim succeed in his flying machine, the Cramps build the fastest steamship, or McKinley be the next man to hold down the Presidential chair, are but manikins in comparison to the great Brobdignag of industrial troubles and dangers. In every commercial and manufacturing nation the throb of discontent, uncertainty and rupture can be seen under the skin of civilization. It is not that the world is relapsing into chaotic conditions, or halting in the march of intelligence and progress, but on the contrary it is the growth of intelligence that demands a larger suit of clothes for a bigger man. Strikes, boycotts, wage disputes, and all their attendant misfortunes are but the cracking of an old acorn to make way for a coming oak. We have to accept them for what they signify, and to set about the remedies they blindly and sometimes brutally suggest. It would be false to fact to say that the great question had been left to take care of itself, or that the conscience of the age had been sterilized or indifferent. The best of men with the best of brains and the busiest of hands have toiled and struggled in a patient, noble, and manful way to remove the troubles that have wrinkled the face of civilization and made hunger, misery, and nakedness familiar facts in every-day life. To lift men out of the mud, to brighten their lot, and to give them a fair chance in the race of life, there are probably more devoted and consecrated activities to-day than ever before in the history of human emancipation. In many cases it may be simply a tinkering of the old kettle, or stopping leaks with poor solder, or stitching new patches on an old coat, but all in all, wisely or unwisely, with good results and bad results, or no results at all, there has been no lack of carpenters working on Noah's Ark. To prevent trouble we have organized boards of conciliation, and to settle disputes we have boards of arbitration. The clock of labor has been shortened of its weary hours. Sanitary science has cast out the devils of dirt and bad air, and benevolent institutions have ministered like Sisters of Mercy to the poor and unfortunate; but the breach is still in the wall, and trouble, like a mountain, refuses to be levelled with our multitude of little shovels. Where, then, is the nearest door in the Ark? We are of the conviction that it is to be located in a practical and reasonable partnership between capital and labor. This is being outlined in profit-sharing and other kindred forms of equalizing the distribution of earnings. This may not accord with some fine-spun theories or old hide-bound prejudices, but the fact is, industrial relationships must work on these lines or continue in their present diseased and eruptive conditions. The only alternate with a drowning man is a rope or a coroner.—Fred Woodrow, in Age of Steel.

HARD ON U. S. PATENT OFFICE.

Everybody has been reading the accounts of the recent trial of Mr. Hiram S. Maxim's flying machine, but not everybody has seen his narrative of his experience with the Patent Office of the United States, arising out of his application for a patent for the machine itself. They appear to be sceptical in the Patent Office, or, at all events, have seen so many wonderful inventions for navigating the air that have never left the dull and sordid earth as to be on their guard against accepting any more as genuine without something more than the inventor's faith. Or, perhaps Mr. Maxim's past free criticisms of the working of the U. S. Patent Office have somewhat prejudiced the officials against him. Whatever the cause, the examiner who had charge of his application for the flying machine declined to pass it on the ground that the invention was incapable of practical operation, and that a model capable of ascension and propulsion must be submitted. Some idea of the absurdity of this request may be got if we reflect that to make a working model it must be capable of carrying three men to operate it, and to accomplish this the "model" must weigh some 7,000lbs. In fact, the only practicable working model is such a machine as Mr. Maxim has built, and, as he points out, this cannot be sent by parcel post to Washington, nor has the Patent Office a place to keep it if it could be.—Hardwareman.

BOY WANTED!

"BOY wanted!" Two short words! Much depends on how you read them. A boy is wanted, but that is not all. A heart, a will, a brain, a soul is called for, and the applicant may answer the call earnestly or carelessly.

A boy was wanted, and the great merchant handed one bright but quiet looking boy who applied a business letter which he had just written and asked him to copy it with a pen. The merchant's letter had the word "separately" in it spelled s-e-p-e-r, but the boy wrote it s-e-p-a-r, and fearing that he might be misjudged, he pointed out the difference he had made. The merchant laughed, but the quiet boy was so sure that a dictionary was consulted, and he got the place. That boy was Thomas Tileston, afterwards one of the merchant princes of New York.

To hold your place, put purpose in your work. Your schooling will be past; make this a new line of education. If you consider it a slavery, it will be so. If you will make it a stairway by which to ascend to better things it will be so. Lift your work up and you will mount with it. "Seest thou a man diligent in his business. He shall stand before kings; he shall not stand before mean men."

Do not measure your work by the wages. A bookmaker at the races is better paid than a clerk in a bank, and a bartender gets more than a shipping-clerk, but they are paid more only because their positions are undesirable. Work cannot in all cases be measured by the wages. Two opposing pickets in the late war were chaffing one another. It was an Irishman who was on this side. "What are you fighting in the Yankee army for, anyhow?" asked the Confederate. "I'm fighting for thirteen dollars a month, and I belave you're fighting for eleven," was the quick reply.

Don't read trash. The dime-novel boy who jumps up from a dream of Indians, of love, of ransoms and of pirates, to do plain office duty, is rarely a success. Life is real, life is earnest, and the best way to work in it is to get your own living and do your duty in whatever place it has pleased God to put you. If you are preaching at one end of the world's great cathedral, or playing the organ at the other end, do your work with your whole soul. It may in the end be your work to be a poor missionary or, on the other hand, to be a promoter of great public works. Do either well, and do not think that by merely despising the world's honors that you will merit the favor of heaven. It may be idleness, not piety. One of the greatest preachers of the day said: "Whenever I hear a young man despising the world's honors, I know that he is afraid of the world's work."

Put some excitement into your work. Do you know that the world is betting on your success or failure? Two-thirds at least say that you will not succeed. The other third, including your relatives and friends, have their money up that you will. Then don't get tired. A lazy little boy said: "Pa, haven't I sawed enough wood to-day? I'm tired!" "Tired!" exclaimed the father. "Why, I bet your mother ten cents that you would have the whole pile sawed before supper." "You did!" shouted the boy, as he grabbed the saw and spat on both hands. "You bet ten cents on me? If the saw holds out, dad, I'll win the money." It is easy to work the muscles when the mind is enlisted in the service!

Do not sit idle and wait for orders. Try to find some work to do. A boy sat at his desk drumming with his idle fingers. "I can tell you what tune you are playing," said the manager. The boy drummed on and asked, "What am I playing?" "You are playing the fool," was the reply.—Artemus Ward, in Fame.

B. C. MINERALS.

WE have many a time heard of the mountains of marble which awaited development in Nootka Sound, and small specimens were long since sent down here to show its fine colors and other qualities; but it is only now that one knows actually what there is in that country, the steamer Maude having brought in some specimens of blue granite, which is said to work well, and is in other ways likely to commend itself. So much for the marble on the Island of Vancouver, of which there are many varieties. Then, as for mineral, a considerable quantity of ore from the King Solomon and Golden Eagle mines at Alberni has recently been forwarded for treatment to the Tacoma smelter, while the miners up there are said to be most enthusiastic as to their prospects.

Coal is said to have been discovered in considerable quantity on the townsite of Vancouver, where numerous prospectors are boring for this important deposit. We are glad, in this connection, to note that large shipments of British Columbia coal are finding their way to neighboring American cities, the new tariff bill allowing it to be placed there in competition with the native product, to which we may remark that in quality it is superior. We ought to be able to do considerable with our native iron; but the course of the City Council upon a recent occasion has been such as to seriously delay, if not altogether prevent, the establishment of smelting works in Victoria, while Vancouver has decided, at any rate for the present, against bonusing the enterprise. But something must be done; we cannot expect outsiders to take hold of what we may term our national industries unless we encourage them. Gold, iron, marble and coal; we have lots of them. Why should we not turn them to greater advantage than we are now doing?—B.C. Commercial Journal.

ONE OF ELECTRICITY'S EVILS.

THE evil effect of electric current on subterranean metal pipe was demonstrated in Chicago last week, according to the Journal of Commerce of that city, in a test made by Major C. E. Bliven, chairman of the electric hazards committee of the union, before members of the several local board commissions. A piece of iron pipe was buried in a barrel of damp dirt and subjected to the action of an electric current for 133 hours. The test was made by running one end of a wire into the dirt and another one leading out of it. The current, taking the iron as offering the least electrical resistance, passed through it for some distance and then jumped to the wire leading out. At the point where the wire left the pipe and passed through the earth the effect of the current was shown in the badly-pitted iron, which was almost entirely destroyed.

The test was conducted in the laboratory of the electrical bureau of the Chicago Underwriters' Association, 176 Monroe street, and it was done to show the destructive effect of a current when passing through iron pipe which is buried, and to demonstrate the importance of devising means to regulate the current of trolley roads which use the earth as a return circuit. The result obtained showed this necessity. For some time complaints have been coming in of the destruction of water pipes by return currents of trolley systems. The current passes from the trolley wire down through the trolley and the motor underneath the car, then into the rail and the earth. The current in seeking the return route to the station where it was generated seeks the route offering the least electrical resistance, and this is usually the water pipes running down the street. No harm is done the pipe, except the spot where the current leaves it and passes into the earth. There it corrodes the pipe, causing disintegration, which often results in a big hole which renders the pipe useless and causes the city or the water company to put in a piece of piping. That is soon acted upon in the same way, however, and the whole trouble comes again. Pieces of iron piping are sent to the electrical bureau from small towns quite often which contain a dozen holes varying from one-quarter to one inch in diameter, the result of current passing through the points where the holes are located. A stand-pipe for the furnishing of water to an Illinois town was eaten so badly at the base by an electric current that it fell. Complaints are growing in number with the extension of electric street car lines using the earth for a return of current.

Tommy—"Say, paw, what is these 'movable feasts' the almanac tells about?" Mr. Figg—"Movable feasts? Movable feasts? I guess it has something to do with these traveling lunch wagons."

SILICA IN FURNACE SLAG.

P. W. SHIMER, in the Journal of the American Chemical Society, says that, when fluxing aluminous ores with magnesian limestone, spinel is very apt to be found in the slag, especially when the slag is basic, the alumina in this case acting as an acid, and combining with part of the magnesia to form magnesium aluminate. In the determination of silica in such a slag by the method of fusion with alkaline carbonate, the spinel seems to be almost wholly unattacked by the fusion and subsequent evaporation with hydrychloric acid, and is weighed with the silica at the end of the determination. In the case of one slag, the silica, before purification, was 34.25 per cent.; after purification with sulphuric and hydrofluoric acids, it was found to be 31.52 per cent. The bluish-colored residue left after the sulphuric and hydrofluoric acid treatment was found to dissolve easily in fused potassium bisulphate, and contained alumina and magnesia in the proportion necessary to form spinel. In the case of another slag, the silica, before separation of spinel, was 39.23 per cent.; after separation, 34.73 per cent. The points it is desired to bring out are, that spinel is not decomposed by the usual alkaline carbonate fusion, and therefore that it is never safe to omit the treatment of the silica with sulphuric and hydrofluoric acid. All the slags in which spinel was found were stony slags, and therefore had the usual time in which to cool and crystallize. It is quite possible that, if the same samples had been chilled, the elements of the spinel would have remained in decomposable combination with the silica. However, even in the case of chilled samples, the possible presence of minute crystals of spinel should not be ignored, especially in basic slags rich in alumina and magnesia. By successive and repeated treatment of 100 grms. of a powdered spinel slag with hydrochloric and hydrofluoric acids, and boiling solution of sodium carbonate in a platinum dish, it was found to be possible to separate 1 grm. of microscopic crystals of spinel quite free from all impurities.

FAWCETT'S NEW STOVE WORKS.

IT has not taken Chas. Fawcett, the stove and hollow-ware manufacturer, Sackville, N. B., long to rise from the dust and ashes to which his plant was reduced by fire. The change has been quite an addition to the manufacturing establishments of the Maritime Provinces. The new buildings give him about double his former capacity besides being much better lighted, and in every way better adapted for the work. Here is the ground plan of the principal buildings: The main building is two storeys, on the upper floor being the nickel, polishing, and carpenters' departments, and also a pattern room.

BUSINESS MANAGEMENT.

BUSINESS management is a distinct art in itself, remarks American Artisan. In the stove and tin trades, as in all others, there have been hundreds of able men, well up in their respective callings, who yet fail to make a "go" of the business they engage in, and risk their own and their friends' capital.

The trade of business as business has received but scant attention in the past. The brightest boys have been selected for the professions, and certain other portions of selection among the boys of the period have been made for the trades. What were left were considered good enough for business. Of late years business schools have come into existence. Boys are given the opportunity to acquire the art of bookkeeping; they are taught stenography, they pretend to be trained as correspondents, but, after all, the art of business, independent of the tools and methods of business, does not receive attention.

J. M. Fox, in an article in the Michigan Tradesman, has the following to say on the same question:

"To my notion the art of business management is progressive. Nothing short of constant study will serve to keep one abreast of it. A man may have natural ability as a business manager, but it is of no more use to him, relatively, than natural mechanical ability is to the boy or man who becomes a carpenter. Whatever the natural ability, the training is essential to make it serviceable in the highest degree. Business management is an art which may be acquired, in part, by the study of good examples. In fact, that is about the only way in which the art of business management may be acquired at the present time. A boy may be put into an office to perform some class of work, and in due course of promotion he becomes the head of the department. If he has natural ability as manager he succeeds in holding his place. He may be advanced to a more important position, and, ultimately, he may be at the head of the establishment. Without natural ability, without the training of practice, he would, of course, be compelled to stay in a lower position.

"So much about business management, which, if I mistake not, coincides with the general policy of our favorite paper. Let me say something now about business facilities. According to my way of thinking, good business facilities are required in modern offices quite as much as improved machinery in factories. The day has gone by when business men stop long to debate the expediency of putting in the very best mechanical facilities which money can buy in their factories and workshops. The latest improved machinery, labor-saving methods, and the highest grade of mechanical talent are absolutely necessary in order to keep abreast of competition. All that is necessary to-day for an inventor or machine builder to sell a manufacturer a new equipment is to show him that it is better than anything that has preceded it. The order follows as a matter of course. Now, I think the same principle ought to prevail in offices. There are improved ways of doing office work as well as improved operations in manufacturing goods. There are superior facilities for use in offices as well as improved machinery for use in factories. As well attempt to do business successfully with worn-out machinery, with out-of-date mechanical appliances, with old fogy workmen, as to attempt to run an office successfully with out-of-date desks, with old fogy bookkeepers, with played-out systems of office routine, without all the improvements which inventive ingenuity has brought forward in office work.

Old fogy methods in the counting-room, and antiquated office equipment, are as unsuited to modern business as obsolete machinery in the factory. There is progress everywhere, and, it seems to me, more progress everywhere than in the office. There are notable exceptions, of course, but according to my observations many offices are held back on the plane of the past, forgetting that they should be up even with the plane of the present. Compare the stage coach of a hundred years ago with the lightning express of to-day. Contrast a tallow dip with the electric light. Consider for a moment the spinning-wheel of our grandmothers alongside the machinery of the modern mill. Compare the slow handicrafts of the Colonial period and the manufacturing industries of the present day. All of these examples show how much advance over old methods has been made, and how much is necessary to improve in office work and office facilities to keep up with progress.

"The principles of accounting are eternal, but the variations in their application are innumerable. There is possibly as much improvement in accounting as in mechanical appliances. There is need for adaptation to ends in view as much as there is need of appliances in the office in keeping up with the progress of the day. Old systems in modern business lose money. It is necessary to adapt the system to the requirements of the hour. Successful business concerns employ methods in keeping with the times, and those who are unsuccessful are very frequently found adhering to old worn-out and superseded methods. As well manufacture by hand in competition with modern machinery as to run an office in the old way in competition with accounting plans up to date."

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Bevelled Plate
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Rolled Plate, Ornamental Cathedral, etc.
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SEPTEMBER TRADE RETURNS.

NOT altogether unsatisfactory are the trade returns for the Dominion of Canada for the month of September.

The total value of goods entered for home consumption was $9,358,440, of which $5,296,073 were dutiable goods, $3,578,986 free goods, and $483,381 bullion. During the same month last year the total imports were $12,193,226, of which $6,665,576 were dutiable, $3 779,870 free goods, and $1,747,780 bullion. Omitting the bullion in both instances, the imports last month were smaller by $1,570,287 than September of 1893.

The principal items of imports relating to the hardware and allied trades, together with a comparison of the same month last year, are valued as follows :

	Sept., 1894.	Sept., 1893.
Dutiable Goods—		
Brass and manufactures of	$ 30,842	$ 36,271
Bicycles, tricycles, etc.	6,390	6,289
Cars, railway and tram	208	749
Coal, bituminous	493,996	507,517
Copper and manufactures of	3,494	21,747
Earthenware, stone, and glassware	49,935	72,076
Glass bottles, jars, gas light shades, etc.	54,642	39,266
Window glass	24,308	43,712
Plate-glass	18,358	52,874
Glass, all other manufactures of	14,901	24,029
Gunpowder and explosive substances	15,327	12,469
Gutta percha, manufactures of	38,573	42,553
Band iron, hoop, sheet and plate	89,201	94,986
Bar iron and railway bars	34,149	38,677
Cutlery, hardware, tools and implements	97,901	159,168
Iron, machines, machinery and engines, including locomotives	134,403	159,284
Pig iron, Kentledge and scrap	77,657	129,446
Stoves and castings	11,783	11,800
Tubing	65,113	45,771
All other manufactures of iron and steel	168,930	230.941
Lead and manufactures of	11,520	29,684
Metals and manufactures of	22,662	24,134
Oil, mineral, and products of	40,517	50,897
Linseed oil, raw or boiled	29,424	16,432
All other oil	45,935	43,82
Paints and colors	39,270	57,058
Wood, manufactures of	59,620	106,894
Free Goods—		
Coal, anthracite	445,698	583,966
Hides and skins	151,536	237,223
India rubber and gutta percha, crude	21,060	66,304
Brass and copper	24,808	12,914
Steel rails for railways	137,139	165,824
Iron and steel, all other	153,575	72,272
Tin and zinc	70,810	90,809
Oils, vegetable	6,683	2,311
Sisal, manilla and hemp, undressed	29,966	13,670

Omitting bullion and coin, the exports, the produce of Canada, were :

	Sept., 1894.	Sept., 1893.
Produce of the mine	$ 478,660	$ 466,650
" " forest	3,110,546	3,271,618
" " fisheries	1,545,511	1,523,762
Animals and their produce	4,169,311	3,071,091
Agricultural products	1,052,719	1,064,293
Manufactures	545,022	758,018
Miscellaneous	13,282	18,854

WHY FOUNDRIES ARE UNSUCCESSFUL.

THE Pictou Foundry, which is owned by a joint stock company composed of capitalists in that town, does not seem to have been an unqualified success, and they are anxious to dispose of the business. Very few foundries and machine-shops run in this way have been, and THE HARDWARE MERCHANT is acquainted with most of them. There are too many managers, none of whom have any practical experience in the business. Frequently a friend of some of the directors is placed in charge, not because of his special fitness for it, but because he is a very nice fellow out of a situation, which is usually his chronic state. He has had no training or experience, either as a practical foundryman or business manager. He does not make a success, for there are leaks in the shops which he cannot check. For want of a practical knowledge he cannot get at the cost of the goods, and in this way arrive at a profitable selling price. He often sells at a loss and he does not make his collections, both of which are the direct causes of his want of success. In this way he often affects seriously other foundries which are running their business on a proper basis.

When foundries and machine shops do pay, and HARDWARE MERCHANT has many of them on its subscription list, it is when the proprietor or manager is a man who has a practical knowledge of every detail of the work; who can sit in his office and figure the exact cost and profitable selling price of every piece of work sent out ; who reads his trade paper, knows how the market is going, and thus buys right ; who collects his accounts systematically instead of running after them only when he has accounts to pay. The best partnerships are formed of a good mechanic and a good accountant. The former sees that the work is done properly and economically, and the latter buys, gets at the exact cost of manufacture and sells at a profit, and collects his accounts.

NEW POST-OFFICES.

The following new post-offices were established in Canada on the 1st October, 1894 : Bryon, Magdalen Islands, Gaspe, Q.; Cape Augnet, Island Madame, Richmond, N.S.; Crow Lake, Oso, Addington, Ont.; Deep Cove, Mira, Cape Breton, N.S.; Duck Creek (reopened), Queen's, N.B.; Fire Valley, Yale, B.C.; Fort Cudahy, on the Yukon river, N.W.T.; Greeley (reopened), Osgoode, Russell, Ont.; Guigues, Pontiac, Que.; Haddo, Matilda, Dundas, Ont.; La Barriere, Courcelles, Joliette, Que.; Meota, section 10, township 47, R. 17, west of third meridian, Sask.; Mitchellville, Lansdowne, Leeds, S.R., Ont.; Peardonville, New Westminster, B.C.; Pomeroy Ridge (reopened), St. James, Charlotte, N.B.; South Beach, Magdalen Islands, Gaspe, Que.; Stanley Section, Lunenburg, N.S.; Trilby, Lot 33, Queen's, P.E.I.

The following changes of name have been decided upon : Montreal Junction, county of Hochelaga, Que., to Montreal West ; Nissouri, county of Oxford, N.R., Ont., to Holiday ; Sand Banks, county of Prince Edward, Ont., to West Point ; Weldford, county of Kent, N.B., to Harcourt.

Alloa, county of Peel, Ont., is closed.

BUSINESS MAN AND POLITICIAN.

G. F. Marter, the new leader of the Conservative party in the Ontario Legislature, has been a successful business man as well as a politician. He is now senior partner of the spice manufacturing firm of G. F. Marter & Son, Toronto. Before that he was a general storekeeper in Gravenhurst, with branches in other towns. He removed to Toronto a few years ago. He was first elected to the Ontario Legislature in 1886. He was then a leading merchant of Gravenhurst, and had been reeve of that town and councillor of Waterford. He was re elected at the general election of 1890. At the last general election, having removed to Toronto, he successfully contested the north riding of this city, and now the high honor of leader of his party in provincial politics has been bestowed upon him.

WHERE THE 20 CENT PIECES COME FROM.

DEAR HARDWARE,—In the report of the meeting of the Toronto Retail Association, from the enquiry the secretary was instructed to make, I see that the 20 cent pieces are troubling the business men of Ontario as well as those in the Maritime Provinces. It is not the fault of the Finance Department but of the St. John Street Railway Company, which imported 5,000 of them from Newfoundland for the use of their conductors in giving change. A passenger frequently gives 25c. to pay a five-cent fare, and it is very convenient for a conductor to give back a 20c. piece.

These have gone into circulation in many places in New Brunswick. No doubt, those in the west are part of the same lot. They should be sent back. SUBSCRIBER.

Sackville, N.B., October 15th, 1894.

THE PHOSPHATE TRADE.

The Canadian phosphate trade, about which so much was written a few years ago, seems to have suddenly received its quietus ; and well it might when Carolina phosphate is being delivered on the continent of Europe at 7½d. per unit. Canadian phosphate cannot compete with this, as shippers had to abandon the trade after prices in London dropped to about 1s. per unit. Canadian phosphate formerly fetched as high as 1s. 4d. per unit in the London market for high grade. What with the large shipments of Carolina phosphate and the enormous output of the new Algerian mines, it would seem that the Canadian phosphate trade is doomed. Consequently the boom in Canadian phosphate lands is now a thing of the past, and the money invested in them it is feared will be locked up for a long period. It is surprising to think how rapidly the channels of trade change in these days. Only a few years ago the outlook for our export phosphate trade was bright, and looked upon as one of the most profitable industries of the future, and here it is to-day completely snuffed out by Carolina and Algeria.—Bulletin, Montreal.

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COLLECTING BILLS.

STRAINED relations, says Stores and Hardware, often exist between debtor and creditor in the retail trade. A customer may be too slow in paying his bills or he may have shown a disposition to avoid them altogether. Right here comes in the genius of the merchant who poses for the time as an insisting collector and who must use every proper method to enforce the payment of his claim, whether it be for a stove or a coal hod or for a hardware bill, of the ordinary dimensions. A professional collector of many years' experience advances the idea that very little is ever gained by recourse to force, or, as he puts it, to bull-dozing. He says that persistent efforts, with a proper regard for such courtesy as the debtor is entitled to, will do more toward collecting a bill than will all the brow-beating and personal abuse that any creditor is capable of using. He also says that a resort to legal measures to enforce a claim is always to be avoided, unless the matter is an extreme one or all the less vigorous means of obtaining the amount of the bill have been found unavailing. There are, he adds, some cases where harsh and forcible measures are not only necessary but justifiable, while admitting that such cases are rare and can frequently be gotten around without the use of methods that will stir up the debtor's wrath and make him more obstinate than ever.

There is a good deal of practical truth in what this collector says, and his views are entitled to credit because he always carries them into practice, and has made a success of his business. It may be stated, also, as a general proposition, that too many bills are put into collectors' hands—bills that would just as easily have been settled for if the merchant had used persuasion instead of bluffness in the effort. Collectors may be a necessary evil, but they should also be a last resort. They are supposed to exercise a talent that is possessed quite generally by the retail creditor and that could be made equally effective if he would use the same tact or judgment in collecting the bill that he employed in selling the goods. Some merchants seem possessed of the idea that there is but one course left after a debtor has shown an unwillingness to meet his obligations or puts the creditor off with excuses that may or may not be good. That course is the one that is found in the office of the sheriff or constable. It may be the only one in special cases, but it is still another general proposition that "going to law," however much it may benefit the lawyers and swell the official fees, is an expensive process that should be used only when necessary. "Patient continuance in well-doing"—a Biblical maxim that applies to both business and morals—is a better collector when personally employed than all the lawyers in the country, unless the debtor has so acted that patience ceases to be a virtue.

CLAIMS GAS IS STILL KING.

At the annual meeting of the American Gas Light Association held in Washington last week, President W. H. Pearson, of Toronto, read an address in which he said that electricity was making no inroads on the gas business and that gas would continue to be the principal illuminating power. He touched on the question of municipal control of gas plants, but expressed no opinion in the matter beyond that it was of great and growing moment.

WE ARE IN THE SWIM

WHITE LEAD
AND
PUTTY...

Sanderson Pearcy & Co.
61, 63 and 65 Adelaide Street West,
Toronto

At lowest prices going, and quality second to none.

KING OF MATCHMAKERS.

THE San Francisco Examiner publishes the following account of an interview with Mr. E. B. Eddy, the well-known match manufacturer of Hull, P.Q. :

Among the arrivals at the Palace on Monday was Mr. E. B. Eddy, the millionaire match manufacturer of Quebec, two or three terms member of the Canadian Parliament, and one of the best known men in the Canadian Dominion. He is a native of Vermont, where he was born on a rocky farm, and went to Canada over forty years ago. How and why he went, and why he became the greatest and richest of match manufacturers, form an interesting story.

It was when a mere boy, looking for employment, that he asked A. T. Stewart, the merchant prince, if he could not tell him something to do to get along.

"Go and sell matches," said Stewart, laconically.

The boy felt hurt, and turned to go. Stewart saw that he had hurt him and relented. "Come here, my boy," he said ; "you will get rich if you sell matches enough. There is money in the match business."

The youth from the Vermont farm turned away. At first he had been offended at the suggestion of selling matches, his idea being that his adviser had probably meant him to pedle them by the box on the streets. But when he thought it over he made a resolve that he would sell matches, and on so gigantic a scale that it would win the admiration of all men. The great factories which he built at Hull, in Quebec, in after years, started from the sale of a few boxes on the streets of New York.

The millionaire match maker, now probably the most potential of all men in Canada's great trade, talked about it in the Palace corridor last night. He said the story about the street was all right, but claimed for himself the credit of the idea of going to Canada and making matches.

Mr. Eddy now owns patents by the hundred, and can talk about matches in variety till one is lost in the terms used. As many as 3,700 people have worked for him at a time—many of them women and girls—and he glories in the fact that he never had a strike.

"For twenty-five or thirty years," said he "my factory has used from 70,000,000 to 80,000,000 feet of lumber a year. I have become a British citizen, and I must say I think Canada is the finest country on earth. I am not saying anything against my own country, for I revere it as my birthplace, and always will, but I think a man ought to like a country whose laws protect him, and where he has prospered."

Of late years the veteran match manufacturer, who is known all over the world, has extended his manufactures to all kinds of woodenware. He has also founded five paper-mills, employing 2,500 hands, and makes fifty tons of various kinds of paper a day.

"Notwithstanding that I was only a poor boy off a stony farm in the realm of Uncle Sam," he said, "I have probably done more to develop Canada than any other man in it. I have not been knighted, as General Manager Van Horne of the Canadian Pacific was reported to be. I do not believe in that sort of a thing, and would not have it, though I am a subject of the Queen."

Mr. Eddy came through on the Canadian Pacific to Vancouver and Victoria, and is now in California for pleasure. His wife accompanies him. To-day he will go to Monterey, and after visiting other points of interest will go home by way of Salt Lake and Denver.

NOTES ON VENTILATION.

NOW that the trade in warm air furnaces is improving and a number are being erected in places where they have not been used hitherto, says Hardware Reporter, the question of installing them, and particularly all matters relating to ventilation, are of present and continuing importance. In the first place, it may be taken as an accepted fact that revolving air, or that which moves about and is not replenished from the outer atmosphere, is anything but healthful. As is suggested by those who are experts on the subject, pure air can be assured by building a large flue in place of the usual smoke flue, and running up through it a tightly jointed terra-cotta or metal pipe to convey the smoke from the furnace. The space around this pipe can be utilized as a ventilating shaft by piping to it from the ventilating registers, which should always be located on or near the floor. The heat from the smoke pipe causes an upper current in the air surrounding it. Another and less perfect way is to build a double flue, using one-half as a smoke exit and the other half for a ventilating shaft. If the partition between the two flues is not too thick, the ventilating flue will be warmed sufficiently to serve the purpose for which it is intended. It should always be borne in mind, however, that the ventilating shaft must be warmed so as to maintain an upward current of the air in it. A cold flue is usually of no use whatever for ventilation.

The pure, warm air delivered through the registers is constantly displacing colder and impurer air. The warm air rises toward the ceiling, heating the room by downward radiation and forcing the cold air out through crevices at doors, windows, etc. It is often impossible to heat a large church or hall, where the ceiling is very high, without drawing off the cold air from the lower part of the room to be heated. In such cases, when there is no ventilating shaft, and the owner of the building wishes to avoid the expense of building one the desired result may be accomplished by supplying the furnace with cold air drawn through an ordinary cold air duct from the room above. When this plan is adopted, the usnal provision should be made for supplying the furnace with air from outside the building. The cold air duct from outside the building and the one from the room above should join each other before reaching the furnace, so that the damper can be used to shut off the supply of air from either source at will. This plan of supplying cold air is desirable, because it is not best to supply the furnace with air from the room above after the room is fairly heated, or when it is occupied.

SELDOM MISSES A SALE.

IT is told of a St. Louis dealer in hardware that he seldom misses a possible sale, and has never made a business enemy. This sounds like a fairy tale, but its actual fact is vouched for by a regular customer who talked in this way to the Hradware Reporter : "He is obliging to a degree, but his attention to the wants of a visitor are never oppressive in any way. He seems to know by instinct what is wanted. If he has it in stock, it is brought out at once and explained, if necessary. If he doesn't have it, he says so at once, and either offers to obtain it or else tells where it can be ordered. But the most unusual trait about the man is his ability to make friends out of the growlers. I was in the store one day when one of this gentry came in with a kick long enough to have been made by the seven-league boots. It was all about an oil stove that wouldn't work, and he brought it with him in a light wagon. My friend quietly received the kick, then went out to the wagon and brought in the stove, lit it, saw what was wrong, corrected it, explained the mistake to the kicker—who had made it himself—and then offered to give him another stove. It was done so nicely, and with such capital tact, that the kicker softened down, and even admitted that it was his fault and not the stove's. He was a stray purchaser then. Now he is a regular customer, and my friend the dealer says he has many more like him. There is a moral in this, and it is to read the gospel of courtesy and tact."

THE ONTARIO TACK CO.
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton. Ontario.
SP

California Spice Trays

Decorated by the Lithographic process for which we were

We make a large line of goods decorated in this manner.



Awarded Silver Medal

At the Toronto Exhibition, Sept., 1894

Mail orders receive prompt attention

THOS. DAVIDSON & CO.

MONTREAL

THE SOLAROMETER.

THE practical trial of Beehler's solarometer, which was described and illustrated in the Engineering and Mining Journal of August 18th, has resulted favorably. The instrument was placed on the North German Lloyd steamer Weimar, sailing from Baltimore to Bremerhaven and return, giving 25 days' trial, during part of which there was a rough, choppy sea.

The solarometer worked admirably throughout; the ship's latitude, longitude, and compass errors were determined 169 times by observation of the sun and stars at all hours of the day and night, with accuracy. The officers of the Weimar took 46 of these observations and Lieutenant Buhler took the remainder. The degree of accuracy was the same as they obtained with the sextant when they were able to use it for observations of the sun. At night the sextant could not be used to observe the stars because the horizon was not visible, so that at those times there was no check on the accuracy of the determinations by the solarometer, except that indicated by the instrument itself and the run of the ship as estimated; in Chesapeake Bay and the English Channel, where the lighthouses and known points on land also established the position of the ship, the results by the solarometer agreed perfectly with the bearings of those points, so that there can be no doubt of the accuracy of the instrument.

The instrument was taken to Paris and explained to Mr. Gautier, the French instrument maker, who has a contract to make them in Paris. It was then exhibited at the Ministry of Marine and Colonies to the French naval officers on duty there, and then at Hamburg, where it was explained to the German naval officers, professors, and astronomers at the German Naval Observatory, all of whom expressed their approval of its principles and their admiration of its mechanical design. The directors of the North German Lloyd Steamship Co. have ordered one made in Germany for their use.

The six solarometers being built by Mr. G. N. Saegmuller in Washington are nearly finished, and some of them will be delivered to the Navy Department by the end of October; one will be sent by the steamer Weimar to Europe to serve as a model for the construction of duplicates in England and other countries. It is expected that the other three will be mounted on trans-Atlantic steamers from New York.—Engineering and Mining Journal.

"GENUINE" HORSECLIPPER.

The accompanying cut is an illustration of the "Genuine" Horseclipper manufactured by Boker. M. & L. Samuel, Benjamin



& Co. have just got in a shipment of these clippers, and besides this have three other makes of Boker's in stock; also the "New market" horseclipper.

AT LAST.

A very important and interesting jury trial was commenced before Judge Archibald Saturday last in the case of the Hochelaga Bank v. F. D. Shallow. This is an action for $50,000 damages on account of an article published in the Moniteur du Commerce of November 18th, 1887. The allegation is that the article complained of insinuated that the plaintiff had acted without discernment and in a spirit of greed, and had accepted bills of the Central Bank of Toronto to the amount of $5,000 knowing that these bills were without value, and that it had in bad faith hastened to pass them on the public in the Province of Quebec by the medium of its agents. Another ground of complaint is that the plea to the action contained additional and still more damaging statements. The jury is asked to declare whether the publication of this article formed part of a system of blackmail adopted by the defendant with regard to plaintiff, to induce the latter to give advertisements, and thus to extort money from the bank.

SELLING SPECIALTIES.

In my rounds among subscribers to THE HARDWARE MERCHANT I met one dealer who has a very profitable way of employing his apprentice in his unoccupied time besides giving him useful experience. He sends him out selling hardware specialties from house to house. There are new devices coming out all the time, which sell from 25c. to $2 or $3, and give a profit of at least 40 to 60 per cent. As he visits every house in the locality he soon becomes personally acquainted with his probable customers. Always carrying a novelty, their curiosity is too strong to say "No" and send him off without examining it, so he is sure of a hearing. The salesman is made to understand that above all things he must be polite under the most trying circumstances. The dealer referred to also says that the polite salesman is an advertisement for his store, and he has secured new customers through him.

DO YOU CLOSE AT SIX?

The hardware dealers in Charlottetown, P.E.I., made an agreement three years ago to close at six o'clock every night. They have adhered carefully to it ever since. Other firms have begun business in the meantime, and they have, of their own accord, done the same, excepting one who keeps open later Saturday night. "We would not go back to the old system for anything," writes one of them, Mr. Crabbe, to HARDWARE MERCHANT. "We enjoy our long evenings, especially in summer, when we often go to the country. People now know we close at six, and they never think of going to a hardware store after that hour. A week or so before Christmas we all keep open late, as there is so much shopping which must necessarily be done then. Many stores in other lines now follow our example."

What the Charlottetown dealers have done, so can those in other parts of Canada, though many of them say to THE HARDWARE MERCHANT they cannot.

TRADE CHAT.

BURGLARS entered the general store of W. B. Sweet, Inkerman, the other night and carried off quite a lot of goods. The safe was drilled and powder put in it, but the fuse did not work. The postoffice was ransacked, but nothing was taken.

A Winnipeg despatch says that good coal is selling in the Edmonton country at 50 cents a wagon load.

Fire in the shops of the Intercolonial railway at River du Loup destroyed eight engines and caused a loss of about $200,000.

The electric-gas fixture contract for the Huron and Erie Bank has been awarded to Rogers & Doss, electric contractors, of London.

A. T. Wood, iron merchant, Hamilton, has signed judgment against the Hamilton Bridge Co. for $10,000 for money advanced to pay a note.

Immediately upon the announcement that tenders for the Canadian loan of £2,250,000 would be received until the 29th inst., at a minimum price of 95, the bonds were quoted at 2 per cent. premium.

Metal furniture is coming much into vogue in many parts of Australia, as it proves an effectual foil to the laborious effort of that insidious and persistent destroyer of furniture wood—the white ant.

The new steel bridge known as Gordon's bridge across the Trent, about a mile north of the limits of the town of Trenton, has been inspected by Warden Farley. The structure is said to be most creditable to all concerned.

A company is interviewing the people of Kingsville with a view of starting a factory there for the manufacture of bicycles and carbons. The agent wants exemption from taxation and free gas, and the town will likely give it to him.

The Hamilton Bridge Company's work is being carried on under an arrangement with the assignee, C. S. Scott, and it is probable that at the creditors' meeting next Monday, arrangements for the carrying on of the business will be made.

Don't let it worry you when some other mechanic speaks disparagingly of the "tinker." John Bunyan was a tinker, also the author of "Pilgrim's Progress," which is an evidence that the works of a tinker are appreciated and endure.

Capt. Carter, of Deseronto, has made arrangements with the Oshawa and East Whitby Councils for a bonus and right of way for an electric railway to run from the G. T. R. station around the town, and thence to Oshawa-on-the-Lake.

Donald McDermid is suing the G. T. R. for $2,347, the balance due on the work done on the new Union Station, Toronto. The company is retaining the amount pending the outcome of a suit brought against it by Mrs. Dr. Oldright for injuries received by falling into a pit dug during the construction of the building.

Certain goods can be shown to advantage upon the shelves, and should be arranged so as to stand out as prominently as possible; but where goods can't be seen to advantage, they should simply be arranged so as to harmonize both in color and shade.

The schooner Dominion has finished loading, at Bay City, a cargo of lumber for Windsor, and, after unloading, will return for a second cargo. This is the first lumber shipped from Michigan to Canada since lumber was placed on the free list.

James McCaffrey has been appointed to the chief clerkship of the Customs House, Toronto, made vacant by the death of Thomas McLean, and John Cowan was appointed to the vacancy made by Mr. McCaffrey's promotion.

At a special meeting of the Toronto Board of Trade on Monday, a resolution was carried endorsing the present policy of the Council of the Board in agitating for a fourteen-foot channel from the lakes to the ocean by the St. Lawrence.

James Worthington, the ex-president of the insolvent Ontario Forge and Bolt Company, is being sued by the Bank of British North America for $32,500. While president of the company Mr. Worthington is said to have endorsed notes aggregating that sum.

"The practice of using 'leaders' has several objections. One of the chief is that it gets the same article into too many shops and tends to make dealers cut prices among themselves. It is better to look over the stock, see what is short, and make some article a leader or nucleus for other sales."

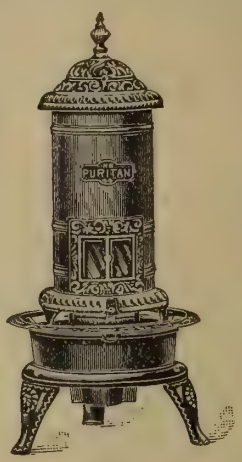
A reputation for prompt pay is worth more than a big bank account. No merchant cares for the trade of a dealer who must be importuned a number of times before he pay a bill, no matter how wealthy he may be. The preference is for the poor dealer, who, despite his limited resources, always pays promptly.—Ex.

C. R. McCorquodale, Oakville, has been appointed to take charge of the new diamond drill purchased by the Ontario Government, at a salary of $1,000 a year. The drill is to be used by mine-owners under the direction and control of the Mining Bureau for the purpose of testing the value of mineral prospects throughout the province.

J. S. Hossack, I. Beer and G. E. Mills are bringing an action against the assignees of the former W. A. Freeman Co., Hamilton, and W. A. Freeman, "to be declared partners in a brick business which was conducted by W. A. Freeman; for an order to take the accounts and wind up the said business, and that the assignees be restrained from intermeddling with the assets." The plaintiffs claim that $14,000 of the

THEY SELL AT SIGHT.

There are hundreds of people in search of a stove to heat some room or parlor where, for one reason or another, it is not convenient or possible to use coal or wood. Show any such one of the new "PURITAN"



OIL HEATERS

and your sale is assured.

They throw out an immense heat, are entirely free from smell, and are very attractive in appearance.

They are in no way an experiment, as there are thousands of them now in successful operation throughout the U. S. and Canada.

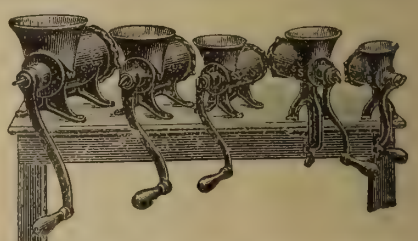
WRITE FOR CATALOGUE.

McDONALD & WILLSON
Canadian Agents,
187 Yonge St., Toronto.

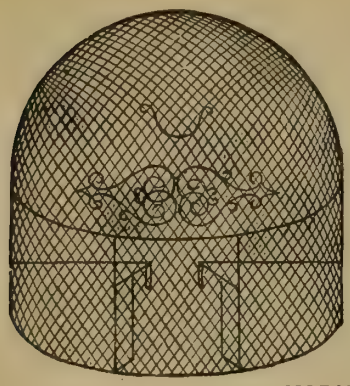
Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C.I.F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
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New. Clean. Good.



MEAT CUTTER
White Enamelled Inside and Brown Japanned Outside.
H. BOKER, Manufacturer.
For sale by leading houses.



Spark Guards

Brass and blued, open or closed top. Standard sizes in stock; special sizes made to order.

Barrel Cinder Sifters

Full line in stock.

MANUFACTURED BY

The B. Greening Wire Co., Ltd.,

HAMILTON, CANADA.

WRITE FOR CATALOGUE.

trust funds were wrongfully appropriated to W. A. Freeman's own use, and used in his business, which he has since assigned for the benefit of his creditors.

In a store on Broadway, New York, is an electric lamp about two feet in height. The upper half of the rod supporting the globe is made of aluminum rings or joints. The rod can be bent almost at right angle to itself, thus bringing the light close down to one's work, or it can be straightened up and the light thrown over the entire room. Owing to the use of aluminum, it is of light weight.

Nesbitt & Gauld have issued a writ, on behalf of J. J. Price, against James Patton, of Hamilton, to wind up their partnership business, and for an account of the business, and for the appointment of a receiver of the partnership assets. The plaintiff and defendant have been doing business under the firm name of the Hamilton Stone Company, and the defendant has been advertising a dissolution of partnership.

Don't stick to your store too closely. If you can't get away in fact, get away in imagination. Go out into the world and look at your store from the outside standpoint. If you keep your mind eternally on your shelves it will become shelfworn after a while.—Brains.

An exchange has the following sound advice which we commend to our readers: Whether you fight or work, don't make too much fuss about it. The hen cackles after she has laid her eggs. The noise and sizzle of the locomotive are not force. All force is silent. The hee-haw of the mule may startle you—but it is not nearly so dangerous as his hind legs. Bear in mind that it is the empty waggon that rattles most when in motion. The noise of the drum is due to the fact that there is nothing in it. Bear in mind that you can't startle the world by jumping up and hollowing—"Boo!" Thought is the great motive power, and don't you fall into the mistake of believing otherwise.

C. McArthur has opened up a general store at Durham, and, in the words of a traveler, "it is fitted up in good shape."

EXPLOSION OF HOLLOW PISTONS.

The fact, though an infrequent one, that hollow pistons, on being heated for removal from the rod, have unexpectedly exploded, has been the subject of special investigation in France, the fact appearing that, during the last twenty years, five such explosions have occurred in French workshops in the reheating of these hollow cast-iron pistons. It appears from the statement made in this connection, that, on examining into the interior of a piston which had been in use some eleven years, there was exhibited a brown substance which contained fatty matter, oxide of iron, peroxide of iron, and carbon; and, this being the case, it was supposed that a certain quantity of water had been forced into the cavity in service, either through the iron or through some imperfection in the plugs with which the original core-support cavities were filled. The water in forming oxide of iron, set free its hydrogen, which filled the piston cavity, and, as the recombination of this hydrogen with the oxygen at a low, red heat, would have the effect of producing an explosion of the character in question, the suggestion is put forth by the experts having this examination in charge that such a result may be prevented by tapping before reheating.

MESABA ORE.

The cheapness with which iron ore is produced in the Mesaba region is of evil omen to Eastern iron and steel makers, in the judgment of Iron Age. It has already made it impossible to operate furnaces on the coast that were built to run on imported ore, and the Iron Age finds it now threatens Eastern furnaces not on the coast. Experience shows that Mesaba ore may be used in larger proportions mixed with other ores than was at first supposed. A couple of furnaces near Pittsburg are running on 32 per cent. of Mesaba ore, but the Iron Age says: "By some of the furnace interests identified with mining enterprises, records have been brought forward of successful furnace work with 75 per cent. up to all Mesaba ore." The conclusion reached by the paper we quote from is that "Every addition to the proportion of the cheaper ores which the pig iron makers can make lowers the cost of the producers in that section of the country which employs Lake ores and Connellsville and West Virginia cokes as raw material. It means that the steel works of the central West have an enormous advantage over their rivals east of the Allegheny Mountains, and confirms the dominating position which they now occupy."

LABOR SAVING EXTRAORDINARY.

"My friend Meekin, although an inventor of some ability, is an abnormally lazy man," remarked one of Mr. Edison's assistants in the hearing of the Electrical Review. "He devotes his inventive genius chiefly to schemes for increasing his comfort and lessening his work. This summer he has had an electric fan on top of his roller desk. It was an exertion for Meekin to reach up and turn the switch to start the fan, so he rigged up an automatic switch which turned on the current when he rolled up the top of his desk. He had an arrangement of pulleys and weights which automatically opened his desk when he had unlocked it. His only exertions, then, in connection with his desk, were to insert the key in the hole, turn it, pull it out and sit down. The top rolled up, the fan started and the breeze was right on tap. He pushes an electric button and calls the office boy when he wants his desk shut, but he's working on a scheme now by which he hopes to be able to close his desk simply by pushing the button that calls the boy."



PAINCHAUD, SQUIRE & CO.
Agents, - Temple Building

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, October 26, 1894.

HARDWARE.

THERE has been a fair business doing in general hardware during the past week, the influence of the approaching close of navigation being felt more as the season advances. The same fact also has had the effect of making sellers rather firmer in their ideas, as with higher freights in view they can hardly afford to make the concession on some lines that they have been doing recently. Still values both on cut nails and wire remain more or less unsettled as already reported. The wire matter to which reference was made last week is referred to elsewhere.

WIRE—Nothing new to report in this. Makers here state that though some cutting on annealed wire has occurred in Hamilton, list prices on the whole are well maintained.

ROPE—A fair movement is to note in cordage, and prices are the same. We quote as follows: Sisal at 7 to 7½c. for 7-16 in. and upwards, and 14c. for deep sea line. Pure Manilla, 9¼c. for 7-16 in. and upwards, 9¾c. for smaller sizes.

CUTLERY—Activity in both table and pocket cutlery has been well maintained.

SPORTING GOODS—A good volume of business has been done in these, the demand keeping up well as noted in previous reports.

WINTER GOODS—Sleigh bells continue to move out well as ever, in fact, are one of the active spots of the hardware market.

SKATES—A large volume of business is doing in these, as already noted.

CUT NAILS—The unsettled condition of values on these has, to a certain extent, interfered with trade. The nominal jobbing figure is still $1.75, but no one is prepared to prove that it is being maintained in every instance.

WIRE NAILS—Quite a few 50-keg lots of these have been turned over during the week, a good fair demand being experienced.

HORSE NAILS—Business in these continues brisk.

TACKS—Quietness is the rule on tacks.

WARE—Nothing special to report.

CHAIN—Quite a fair movement has transpired both in coil chain and cow ties.

TOOLS—Carpenters' tools continue fairly active, also axes, axe-handles, etc.

PLUMBING SUPPLIES—Nothing special to note in these.

HORSESHOES—There has been a fairly good demand for these during the week. We quote: Steel shoes, 0, 1, 2, $5.75; 3, 4, 5, $5; 0, 5, $5.50, f.o.b. Montreal.

HINGES—A good business is still doing in T, strap and barn-door hinges.

CLOTHES WRINGERS—Quiet and without feature.

LEAD PIPE—The position is quiet and unchanged.

TAR, ETC.—There has been no important change in the naval store market. Demand for all kinds is fair for the season. Recent advices on resins are firmer, and prices are apt to go higher in the near future. We now quote: Resins, $3 to $5.50 as to brand; coal tar, $3.25 to $3.75; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5¼ to 7½c., and cotton do. 10 to 12c.

TURPENTINE—Turpentine is well enquired for, and some fair sized lots have changed hands at outside prices. We quote 44 to 45c.

The Splendid Oil Heater

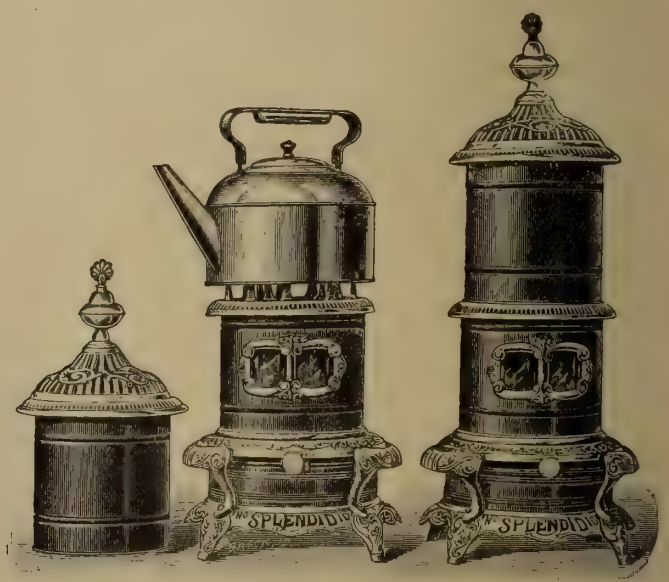
WILL HEAT A ROOM 20 FEET SQUARE.

No soot. No. smoke. No odor.

Requires no more care than an ordinary lamp.

Just the thing before the stove or furnace is started.

We can supply a three-hole extension top, making it a perfect oil stove.



The McClary Mfg. Co.

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M. & L. SAMUEL, BENJAMIN & CO.

26, 28, 30 Front Street West

ENGLISH HOUSE:

SAMUEL, SONS & BENJAMIN
164 Fenchurch St., London, E.C.

. . . . Toronto

SLEIGH BELLS, SHAFT GONGS, Etc.

SNOW SHOVELS, Wood and Steel.

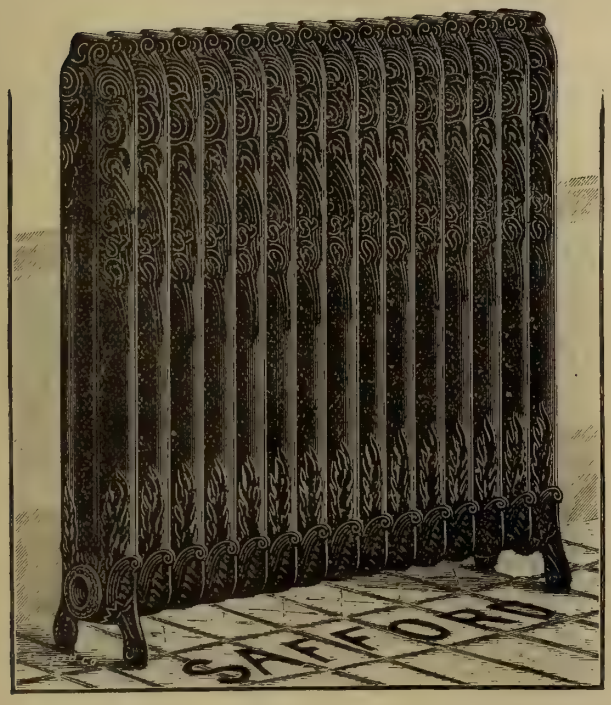
SKATES, "ATHLETIC."

SKATE SHARPENERS, "BANNER."

CINDER SIFTERS, M.L.S. and ordinary.

The TORONTO RADIATOR MFG. CO. Ltd.

TORONTO - ONTARIO



LARGEST manufacturers under the British Flag

SAFFORD PATENT RADIATORS

— FOR —

Hot Water and Steam Heating

NO Bolts
Packing
Leaky Joints

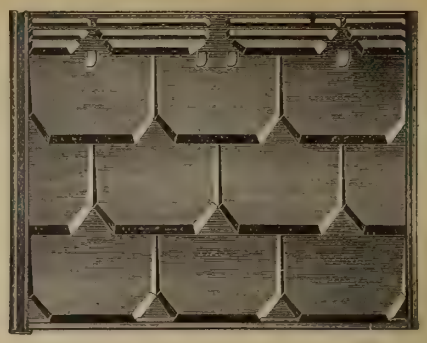
GREATEST VARIETY OF PATTERNS AND LARGEST STOCK IN CANADA

The only Radiator on the market embodying all latest Improvements in Art and Mechanics.

Eastlake Steel Shingles

FIRE, LIGHTNING AND STORM-PROOF

Beware of Cheap Imitations. Special Prices to the Trade.



Metallic Roofing Co., Ltd.,

MANUFACTURERS, 84 to 90 Yonge St., **TORONTO**

MONTREAL MARKETS—Continued

CEMENT—Demand for cement has been rather better during the past few days, and a good many carload lots have been moved in anticipation of the advance in freight rates. We quote English, $1.95 to$2, and Belgian, $1.85 to $1.90.

FIREBRICKS—Demand for firebricks continues slow. Prices are the same, $15 to $22 per 1,000 as to brand.

METALS.

Though there is a still more or less unsettled feeling in values on one or two lines of goods, the fact that higher freights will soon ensue is making holders firmer in their views on the great bulk of material. This is notably the case on pig iron, both for Scotch and domestic Nova Scotia pig. In the former, the last large round lot of Carnbroe has been moved ex wharf, and prices, in consequence, on that grade are rather firmer than they were. Other values, with the exception of bar iron and cast iron pipe, are steady.

PIG IRON—There has been a fair trade to note in this line, mostly in car lots ex store at firm prices. A round lot of Carnbroe has moved ex wharf at $19, but the price could hardly be repeated now, and we quote an advance of 25c. per ton on it. Quotations now are ex store: Summerlee and equal brands, $21; Carnbroe and Eglinton, $19.25 to $19.50; Ferrona, $17 25 to $18; Siemen's, No. 1, $17.25 to $18.

BAR IRON—Quite a fair quantity of this has, it is understood, moved from first to second hands at outside figures during the week. Prices are as unreliable as ever, but we report last week's quotation of $1.65.

TIN PLATE—There is no change in tin plate, which, however, is rather steadier in its tone at $2.75 to $3 for cokes and $3.35 to $4 for charcoal.

TERNE PLATE—Matters rule quiet in terne plates, and prices are steady at $5.75 to $6.25

CANADA PLATE—The feeling on these is rather steadier than it was at $2.05 to $2.15.

IRON PIPE—Discount rates are nominally unchanged, but it is understood that the basis has been shaded during the week both on block and galvanized.

INGOT TIN—Business rules quiet and prices unchanged at 18 to 18½c.

COPPER—A few fair-sized sales have transpired at 9¾c., and we quote 9¾ to 10c. as the range.

LEAD—Very little life is observable in this line, which we quote at $2.75 to $2.85.

SPELTER—No change, and prices are the same at $4.50 to $4 75.

SHEET ZINC—No activity to note, with values unchanged at $4 75 to $5.

ANTIMONY—Featureless at 10 to 12c.

HOOPS AND BANDS—Quietness prevails in these, and we report last week's figures of $2.25 to $2.30.

GALVANIZED IRON—No change, with business quiet. We quote as follows: 4¼ to 4½c. for ordinary brands; Morewood, 5¾ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

GLASS.

There is little change to note in this line which rules quiet on the basis of $1.25 for first break. Putty in bulk is quoted at $1.85.

PAINTS AND OILS.

There has been little change in this branch of trade which continues quiet for the season. Prices rule firm, recent advances in linseed oil being well maintained. We quote as follows: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do, No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, raw, 57c., boiled, 60c.; seal oil, 40 to 45c.

CHEMICALS AND DYESTUFFS.

The market has ruled quiet. Cable advices are firm on all lines of heavy chemicals, with the exception of bicarb. and caustic soda, which are cabled rather easier. We quote as follows: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 20 to 22c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2.00; ditto roll, $2.00 to $2.10; sulphate of copper, $4.50 to $5.00; white sugar of lead, 7½ to 8½c.; bicarb. potash, 10 to 12c.; sumach, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2.00 to $2.10; castor oil, 6½ to 7c.; and Norwegian cod liver oil, $25 to $26.

PETROLEUM.

This market continues active and firmer in tone, prices tending upwards. We quote: Canadian refined at 11¾c. in shed in Montreal for round lots, and 12 to 12½c. for smaller quantities, with a discount of 2 per cent. for cash in 30 days. American petroleum is quoted at 15c. in car lots and 16c. in smaller quantities.

HIDES.

Receipts of beef hides for the past week have been light, and, in consequence, the market has ruled quieter with no change to note. No. 1 steers' have sold as high as 5 to 6c., and No. 1 beef, 4½c. We quote: No. 1, 4c.; No. 2, 3c., and No. 3, 2c. Receipts of lambskins are liberal, and they sell at 55 to 60c. each. Calfskins are dull and unchanged at 5c.

TALLOW.

The tallow market rules quiet, the demand being only for small lots to fill actual requirements at 5 to 5½ per lb. as to quality.

WOOL.

The wool market rules much the same as it was last week. We quote: Greasy Cape, 14 to 16c.; Canadian fleece, 17 to 20c.; B. A. scoured, 26 to 32c; Canada pulled wool, 20

MONTREAL MARKETS—Continued

to 21½c. for supers, and 23 to 26c. for extras. North-West wool, 11 to 12c.

ASHES.

Receipts of ashes are light and the market is quiet and firm. We quote: Firsts, $4.25 to $4.30; seconds, $3 85 to $3 90; pearls $8 per 100 lbs.

MONTREAL TRADE NOTES.

Carnbroe pig iron has been advanced to $19.25 ex store, which is now the inside price.

Advices on resins continue firm, and an advance on spot prices in the near future is not improbable.

Some very low offers on American iron pipe are referred to elsewhere.

Arrivals of cement for the past week were 5,600 brls. English and 4,000 Belgian. This makes the total to date 80,100 English and 44,075 Belgian.

A. W. Glassford, plumbers' supplies, Craig street, has made an assignment at the demand of one or two Montreal firms.

The Montreal Saw Works were sold Wednesday. They were first put up at public auction, but the bids made were too low. Afterwards an offer in the vicinity of $19,000 was accepted.

Wm. McNally & Co. note the shipment of several carload lots of cement west during the past three days, in anticipation of the coming advance in freight rates.

Cables from Sicilly report the market for sumac as being excited and strong, prices having advanced $5 per ton, with prospects of a still further rise. The crop is reported to be a very short one.

TORONTO MARKETS.

TORONTO, Oct. 26, 1894.

HARDWARE.

TRADE generally is more active than a week ago, and a healthier tone prevails. The briskness has extended to all houses. All lines of fall goods are being bought with more or less freedom. Some nice orders have been received from the northern lumber districts for such goods as axes, saws, etc. Trade has fallen off materially in rope. Some good orders are reported for iron horseshoes, and a little better business is reported in steel shoes. In ware, the feature is an improved demand for white ware. Plumbing supplies show considerable improvement. Lamp goods are not as brisk as they were, while in tinware business is better than it has been for some time. Winter goods are reported upon favorably. The only change in price worthy of note is in harvest tools, a revised list having been issued. Payments appear to be gradually, although slowly, getting better.

WIRE—Coppered steel wire, especially "W W" brand, is being called for more frequently. In this line, and ordinary fencing and hay-baling wire, the bulk of the trade is being done. Barbed wire is slow. We quote barbed and plain twist at 3¼ to 3½c. per lb.; steel staples, 3¼ to 3½c.

ROPE—Trade has fallen off considerably in sisal and manilla, but there is still a fair business reported in deep sea line, cotton rope and bleached cord for plow line purposes. We quote: Sisal, 7-16 in. and larger, 7½c.; ¼, 5-16, ⅜ in., 8c. Manilla, 7-16 in. and larger, 9½c.; ¼. 5-16, ⅜ in., 10c.

CUT NAILS—While the demand is steady for small quantities, there is nothing going in carload lots. We quote $1.70 to $1 80 according to quality.

WIRE NAILS—Trade keeps brisk, principally in shipments of half ton lots. Discounts are unchanged at 75, 10 and 5 per cent., shipments of 10 keg lots being prepaid.

HORSE NAILS—Trade in this line shows some improvement, quantities asked for being larger than for some time. Discounts, 60 per cent. off "C." and 60 and 2½ per cent. "P.B." and "M."

TACKS—Business remains steady in cut, carpet, double point, and clout nails; shoefinders' supplies are also in fair demand. We quote: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37 per cent.

CHAIN—Coil chain remains as uninteresting as ever. Cow ties are in good demand.

HORSESHOES—Trade in this line is good, some large orders having been booked. Steel shoes are in better demand than they have been for some time. Shipments in the latter are usually made from Montreal, very few dealers in Toronto or Hamilton carrying stock. We quote iron shoes at $3 65 Toronto, and steel shoes at 15c. per keg advance on Montreal prices.

WARE—Peerless and Eclipse are going out well, and quite an improvement is shown in white ware. Discounts 50 and 10 per cent., with large lots shaded.

PLUMBING SUPPLIES—Trade has improved, especially on country account.

LEAD PIPE—Is being called for steadily, but nearly all in small quantities, not many ton lots being wanted. We quote: Toronto and west 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

HINGES—Activity is still a characteristic of trade in this line, and prices are steady and unchanged.

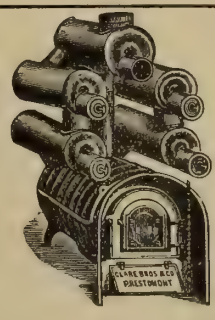
BUILDERS' SUPPLIES—Trade on country account is good, locks especially being in good demand.

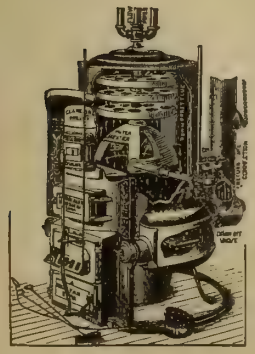
TOOLS—A new list has been issued on harvest tools, these now being offered at 52½ per cent. discount. In some lines the new list shows higher prices. The principal demand is for spades, shovels, grain, vegetables and furnace scoops. Draining spades are being called for a little more frequently than they were.

CLOTHES WRINGERS—There is very little doing and prices are as before at $28 per dozen, usual terms.

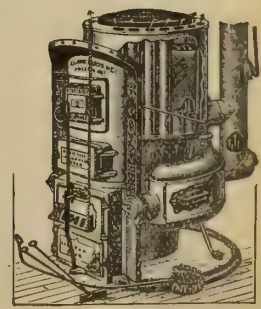
LAMP GOODS—Business is not as good as it was, although jobbers are still being kept fairly busy.

SPORTING GOODS—Trade has fallen off a little during the week on country account,

Best Value  on Earth.



These are the Furnaces that secure the trade for dealers who handle them.
They have no rivals but many imitators.



Clare Bros. & Co. ....Preston, Ont.

MARKETS—Continued

but business seems as active as ever in the city. The wholesale houses report that trade this season in sporting goods has been better than for some years, but they account for it in part at least from the fact that there are fewer houses in the business.

CUTLERY—Business has fallen off a little, the bulk of the demand being satisfied, while it is yet too early for the sorting up trade to begin.

TINWARE — Business has been fairly steady, and quantities asked for appear to be larger than for some time past.

WINTER GOODS—Snow shovels are being called for regularly. Skates for November shipments are being freely booked, and an increasing demand is reported for sleigh bells.

TAR, ETC.—We quote: Roofing pitch, $2.50 per brl.; pure coal tar $4 per brl.; refined coal tar, $4.50 per brl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per brl. and 75c. per doz. pint tins; pine pitch, $2.75 per brl.

CEMENT, ETC. — We quote: Portland cement (English), $3 per brl. for best grades; New Brunswick plaster Paris, $2 per brl.; Canadian water lime, $1.25 per brl.

FIREBRICK, ETC.—Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

The metal market seems to be sharing in the general improvement in business that is to be noted this week. Pig iron is a little more active, and so is bar iron. Galvanized iron keeps brisk, and some large sales are reported in ingot tin. Trade in ingot copper has taken a more satisfactory turn, and business remains fairly good in sheet copper. Canada plates are lively.

PIG IRON—There has been a little more movement this week. A number of enquiries are reported for Summerlee, and some small import orders are booked for that line. We quote as before ex cars Toronto: Carnbroe, $19.50; Summerlee, 21 to $21.50; Nova Scotia, $18 to $18.50.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: In a quiet way considerable business in pig iron has been transacted during the week, although a number of pending orders have been hung up by buyers desirous of watching the course of events a while longer. On the part of consumers there is an effort being made to create an impression of weakness, but producers tributary to the Eastern market, having small stocks on hand, do not share the feeling and are not pressing for sales. Some of the popular Northern brands are decidedly scarce, but Southern iron seems in abundant supply and looking for business. We quote on the cash basis f.o.b. Toronto in bond: No. 1, Foundry strong coke iron Lake Superior ore, $13.05; No. 2, Foundry strong coke iron Lake Superior ore, $12.55; Jackson County silvery, No. 1, $16.80 to $18.30; Lake Superior charcoal, $14.05; Southern soft, No. 1, $11.75; Southern soft, No. 2, $11.50.

BAR IRON—Increased sales are reported this week. There is not any great rush, however, although the demand is steady. We quote base price at $1.75 to $1.80 from stock and $1.70 to $1.75 from factory.

SHEET IRON—Trade has not been so good this week. Stocks are now complete, all gauges being on hand. Prices have not varied to any extent. We still quote: 8 to 16 gauge, $2.50; 18 ditto, $2; 20 ditto, $2.10; 22 to 24 ditto $2.20; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Manor's, 26 gauge, 7c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

SHEET STEEL—Outside the "Dead Flat" trade has been quiet in this particular line, while no large orders have been booked, there has been a fairly good business doing. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2 65; 22 to 24, $2.85; 26, $3.10.

IRON PIPE—There is a dearth of supplies in black pipe on this market, particularly in the larger sizes, some of the mills being temporarily dismantled, but it is understood that a number of shipments of United States pipe are coming to hand, and it is expected that by next week stocks will be more complete. In galvanized pipe stocks are complete, but demand is steady only. Prices are not being shaded materially on discounts named. Discounts are as before, being 70 to 70 and 5 per cent. for iron pipe and 50 to 50 and 5 per cent. for galvanized pipe.

GALVANIZED IRON—Trade is fairly satisfactory, although not as many case lots have been sold the few weeks previously. We still quote Queen's Head and Gordon brands at $4.25 for 28 gauge.

INGOT TIN—Not any large sales have been reported. Lamb & Flag are in steady demand for small quantities. Prices, if anything, are firmer. We quote 18 to 18½c.

ZINC SPELTER—A few good sales have been made, but trade on the whole is quiet. Domestic is unchanged at 4 to 4¼c., and imported at 3¾ to 4c.

INGOT COPPER—We hear of a number of ton lots passing through hands, and of the sale of one carload lot. While trade is not brisk, enquiries are coming in more freely. Prices are unchanged at 10 to 10½c.

SHEET COPPER — Trade is only fairly good. Business in braziers' sheets has fallen off, and in sheathing copper the demand bas been principally for small lots. We quote: Untinned, 14 to 16½c., according to weight and size; brazier sheets, 14 to 17c., according to quality.

BOILER TUBES—Several import orders are reported, and all the works are fairly well employed, but prices have not improved as it was expected they would. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

GALVANIZED BOILERS — Considerable business is reported, but prices remain as before. We quote 30 gal., $6; 35 gal., $7; 40 gal., $8.

TIN PLATES—While the volume of business is not nearly so good as it has been, orders are still coming in with some degree of freedom, but only for small quantities. We quote: Coke, 14 to 20 gauge, at $3.10; for sizes 15 to 25c. per box, basis more; "I.C." charcoal, $3.50 to $3.75.

TERNE PLATES—Demand has fallen off considerably. There is practically no "I.X." in the market, and "I.C." is only being called for in small quantities. We quote box lots a little lower at $6.50 to $6 75.

SHEET ZINC—Business is fairly brisk, with prices firm and unchanged. We quote 4¾c. for cask lots and 5c. for small lots.

HOOPS AND BANDS—The improvement noted last week continues, but not many carload lots have changed hands. We still quote $2.25 for ordinary lots and $2 20 for ton lots.

CANADA PLATES—Trade is lively both on city and on country account. Quite a number of 60 and 75 sheet boxes are being called for stove pipe purposes. We quote half-polished at $2.25 to $2.35, according to quantity; 60 sheet boxes, 10c. per box advance; 75 sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

CORRUGATED IRON—Trade is brisk in all lines with prices as before.

SOLDER—Orders are plentiful, but they are for small quantities. On account of the quantities of the poor article that have been supplied in the past, a reaction is setting in, the demand now being for the superior qualities ranging in price from 12½ to 13½c.

PIG LEAD—There is a great deal being stocked, and prices are a little higher at 3 to 3¼c.

ANTIMONY—Market is still dull and prices unchanged at 10 to 10½c.

GLASS.

Business is still brisk. On account of the excessive demand stocks are now pretty well broken, and customers can only expect to have portions of their orders filled promptly from stock. We still quote $1.10 to $1.15 for first break, sales having been made at equal to those figures. Plate glass is quiet, but a good business is reported in ornamental glass.

PAINTS AND OILS.

WHITE LEAD—Interest is largely centred in this line on account of the decline in prices noted in last week's HARDWARE. The figure for base price is now 4¼c., although it is with reluctance that most of the houses put their quotations down to it. The lower prices do not appear to have stimulated the demand to any appreciable extent.

MARKETS—Continued

PUTTY—Is in fair demand at $1.75 per 100 lbs. for bladders in barrels.

LINSEED OIL—The London and Calcutta markets are still firmer, but there is no change here, 53c. for raw and 56c. for boiled being the ruling figures f.o.b. Toronto. Business is still fairly brisk, although not so much so as a week ago.

TURPENTINE—There is a good demand to report, but prices, while firmer in the South again, are unchanged here at 39c. for 5-barrel lots and 40c. for single barrels, f.o.b. Toronto.

CASTOR OIL—Further advances are announced in England and in India, but owing to the heavy stocks in Canada dealers here are unable to get more than 6¼ to 6½c. in cases and 7c. in tins. The demand, if anything, is falling off.

PREPARED PAINTS—Are quiet and unchanged at $1 for pure.

OLD MATERIAL.

Trade is quiet and unchanged. We quote: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 30 to 35c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 7 to 7½c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3½ to 3¾c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10c.

SEEDS.

Deliveries are limited on account of farmers being busy, and prices are unchanged. We quote, f. o. b. points of shipment: Alsike, $3.30 to $5.20; timothy, $1.50 to $2.25; red clover, nominally $5 per bushel.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Demand is active and market is bare of stock with prices steady. Dealers are paying 3½c. for green and selling cured at 4½c.

SKINS—Fresh lambskins and shearlings are still quoted at 50c., and all offering are taken freely at this price. Calfskins are quiet at 6c.

WOOL—There is no enquiry from the States, and business generally is quiet.

TALLOW—Is in good demand at the moment. Dealers are paying 5½ to 5¾c., and selling at 6¼c.

PETROLEUM.

Trade is good with prices firm but unchanged. We quote, in 5 to 10 brl. lots, imperial gallon, Toronto: Canadian, 12 to 12½c.; carbon safety, 15c.; Canadian water white, 16 to 17c.; American water white, 17½c.; photogene, 20c.

The Petrolia Advertiser in its weekly report says: "Petrolia crude: $1.11¼ per barrel. Oil Springs crude: $1.13 per barrel.

AMERICAN FENCING WIRE

Barb Wire, Annealed and Oiled Wire, Galvanized Wire, Staples, etc., from stock or for import. Prices right.

A. C. LESLIE & CO.
Montreal and Toronto.

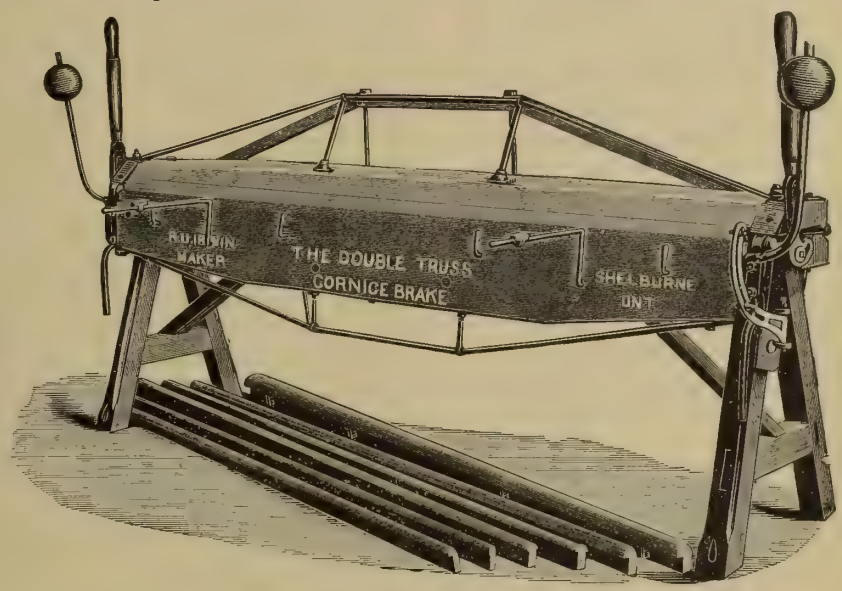
Our Specialty **PURE TURPENTINE** Our Customers Need fear no Adulteration

Every barrel guaranteed! We are headquarters for the Pure Article.
Remember these facts when placing your orders.

FRANCIS, FROST & CO., 33 Front St.W., TORONTO

The Improved Double Truss Cornice Brake

(CROCKER'S PATENT)



Circular and price on application

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Montreal
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THE CELEBRATED . . . .

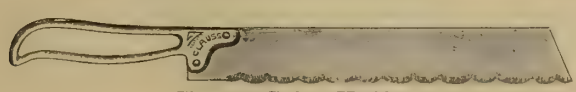
Clauss Knives.

We are the ORIGINAL INVENTORS and MANUFACTURERS of these knives.

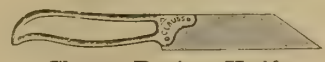
We are prepared to quote special low prices on these goods between now and Christmas.



Clauss Bread Knife.



Clauss Cake Knife.



Clauss Paring Knife.

ADDRESS **CLAUSS SHEAR CO.** TORONTO.

MARKETS.—Continued

Refined, 6¾c. in bulk; 9½c. in barrels, in carload lots f.o.b. here. The producers of crude are now getting some thing nearer the legitimate value for their product. Crude jumped to $1.10 on Wednesday, and 1,000 barrels were sold at that figure, the buyer offering the same price for 5,000 more. Yesterday 700 barrels of Petrolia crude changed hands at $1.11¼ with Oil Springs about 2c. better. The market is firmer than ever, and we shall be very greatly surprised if it does not touch $1.15 before our next issue."

MARKET NOTES.

There is a scarcity of black iron pipe, especially in the larger sizes.

The Safe Lock Metal Shingle and Siding Co., Ltd., has been incorporated.

The Reid Bros. Manufacturing Co., of Toronto, Ltd., has been incorporated.

Bar iron is selling in the Western States at less cost than similar iron in England.

A new list has been issued in harvest tools. It shows advances in some instances

Rice Lewis & Son, Ltd, are experiencing a large demand for their wood and felt weather strips.

The Georgian Bay Portland Cement Co., Ltd., Owen Sound, has obtained a charter of incorporation.

The manufacturers of wire met in Toronto on Wednesday last, but no changes were decided upon, it is understood.

H. S. Howland, Sons & Co. are in receipt of a consignment of Lincoln saw sets, and the firm reports a good demand for them.

The Harrow Steel Co., New Glasgow, is laying foundations for a 40x50 addition to their works. They make a number of steel specialties.

Craig, MacArthur & Co. report good sales in Apollo galvanized iron, which, although but lately introduced here, is said to be taking well with the trade.

Owing to the recent death of the late Col. Lucke, the firm of Lucke & Mitchell, hardware merchants, Sherbrooke, Que., has been dissolved, and the business will be continued in all its branches by Mr. Mitchell, under the style of J. S. Mitchell & Co.

The Metallic Roofing Co. have received contracts for supplying Eastlake steel shingles for the Waterloo Manufacturing Co.'s new buildings at Waterloo, Ont., and for supplying the Canadian Locomotive and Engine Works at Kingston with Eastlake painted steel shingles.

Efforts are being made to form a joint stock company to continue Broad & Sons axe factory at St. Stephen, N. B. Wallace Broad is going to South Africa, but H. W. Broad will remain at St. Stephen. The plant is in good condition, and it is thought the property might be leased, and some 18 or 20 skilled mechanics kept steadily employed. The works are now being offered for sale.

Adam Carson began a retail hardware store in Pictou, N.S., in February last, and is doing very well. He had been for many years previous a builder and contractor in the town, and his store fills "a long felt want." He devotes his entire time to his hardware business. His brother carries on a stove and tinware business across the street.

P. E. I. TRADE NOTES.

S. W. Crabbe, Charlottetown, P.E.I., does more in McClary's stoves than of any other make. He says they are giving every satisfaction, though he also handles several other varieties.

A. White & Son, machinists, have just fitted up the residences of the Premier of the Province, Hon. Mr. Peters, Hon. L. H. Davies, M.P., and Mrs. Dawson, Charlottetown, P.E.I., with hot water plant. They put in the Gurney furnaces and coils.

McKinnon & McLean, machinists, Charlottetown, P.E.I., have just placed the machinery in a starch factory at Grand Anse, N.B., for J. W. Dumas. This is the tenth plant of this kind they have made and set in operation. They do a general machine shop business, but make a special feature of engines and boilers, and guarantee the latter.

UNITED STATES MARKETS.

NEW YORK, Oct. 26, 1894.

PIG TIN—Advices by cable of 10s. 6d. to 12s. 6d. advance in London prices served to stiffen the local market considerably and infuse some life into speculation, under which an advance of about 10c. took place. Towards the close the bullish sentiment was calmed in some degree by free offering for prompt and current month delivery by a broker who had been conspicuous as an after call seller at cut prices since the late downward movement in prices began. The offering from that quarter caused a decline of 50c. from the highest point, leaving final quotations 14.80c. bid, 14.85c. asked for spot and October, and 14.80c. bid November delivery. The recorded transactions were 25 tons April delivery at 14.80c.; 25 tons do at 14.85c.; 10 tons January at 14.90.; 10 tons February at 14.90c.; 10 tons March at 14.90c.; 10 tons April at 14.90c.; 25 tons January at 14.85c.; 5 tons February at 14.90c.; 5 tons spot at 14.90c.; 5 tons first half December at 14.95c.; 10 tons April at 14.90c.; 15 tons January at 14.90c.; 25 tons spot at 14.90c. Ordinary jobbing parcels were sold at 15.00 to 15.10c. ex store, thirty days.

COPPER — The market remains quiet. Orders yesterday were few in number and invariably for small lots. There was some evidence also of rather sharper competition and slight weakening on prices. Lake Superior ingot was quite freely offered at 9.70c. in carload lots and small sales were made of lots of 25,000 lbs. at 9.60c. cash, prompt delivery. Electrolytic was offered outright at 9.50c., and it was intimated that some sales have been made at a shade less this week. About 9.20 to 9.30c. stands as the range for common casting stock.

PIG LEAD—No improvement in sales was noted, and the general report indicated that the demand continues to be exceedingly tame. Large consumers, in fact, seem to be virtually out of the market, and rarely make offers of more than 3c. laid down here for common Western. Single carloads for prompt shipment realized 3.10 to 3.12½c. The latter price was bid for spot parcels. London cable to the Metal Exchange quoted £9 16s. 3d. for soft Spanish.

SPELTER—Buyers are not moving with any alacrity in this market at the present time. To the contrary, they manifest the utmost indifference, and merely take a carload or two as well defined wants may dictate. Still the remains remain steady in tone, since there is no pressure to sell, with prices at about 3.40 to 3.45c. for ordinary Western brands. London cable to the Metal Exchange was £15 1s. 3d. for good merchant brands.

ANTIMONY—The market remains quiet, with prices steady at about 7½c. for Halletts' and 9½c. for Cookson's.

TIN PLATE—Somewhat livelier interest was manifested in forward deliveries, and quite a good business was done. Particulars as to prices were withheld, but the impression was that the average was low. In spot stock business was only fair, and the demand showed hardly the life that was prominent a few days ago. Prices are irregular, being firm for bright charcoals, easy for ordinary cokes and steady for terms.

IRON AND STEEL—In the market for American pig iron there is no visible change. Business is of commonplace type, moderate all told, and chiefly at prices that have ruled for several weeks. The demand reflects no inclination among consumers to purchase more freely, unless some special inducement be offered by sellers. Foreign iron finds very limited sale. In old material there is some business, but prices are irregular and without turn for the better. The market for mill products generally remains in rather poor shape, and prices, with few exceptions, continue low.

PERSONAL MENTION.

Gyrus A. Birge, general manager of the Canada Screw Company was in Toronto a few days this week.

H. A. Manning, of Coldwater, and N. Courtemanche, of Penetang, were in Toronto on business this week.

Mr. McGill, of the James Smart Manufacturing Company, Brockville, and his family spent the summer on Prince Edward Island.

Frank E. Fisher, of the Massey-Harris Co., Toronto, was married in Hamilton on Wednesday to Miss Catharine Buntin Sutherland, daughter of Angus Sutherland. The ceremony was performed at the homestead, Dunrobin.

George A. Hamilton, representing Russell & Erwin Manufacturing Co., of New York, was in Toronto this week in the interest of his firm. He has just come from a trip through the Western States, and he reports that business in some places in that part of the country is not so good as it was in September, but trade generally, he opines, is improving, taking the country as a whole. In the South, particularly, he said business was looking up, while in the city of St. Louis trade was better than for years.

The creditors of T. Roberts, the insolvent mattress maker of Toronto, have decided to sell the stock. Mr. Roberts' liabilities were $7,000 and assets about $4,000.

WHY TIN PLATE MILLS ARE CLOSED

PRESIDENT GARLAND, of the Amalgamated Association, last week gave to the public a number of estimates on the comparative cost of making tin plate in the United States and in Wales. According to his way of counting the labor cost of British black plate is $1.75 to $1.85 per box of 112 pounds. Adding the duty, $1.37 and 10 cents ocean freight, would make the price of foreign black plate in New York $3.22 to $3.32 per box. In regard to tin plate he holds that the cost of the foreign article is $2.70 per box, which, with the tariff of $1.30, and the ocean freight of 10 cents, per box, becomes $4.10, which of course is above the price charged for the American product.

He stated that black plates are being made and sold in this country for $2.80 per box. The latest on tin plate prices are given in this week's issue of the American Manufacturer. Our report of the British market shows that I. C. Bessemer tin plates are selling in London at 10 shillings or a little less than $2 50 per box. This is considerably below the figures given by Mr. Garland.

A statement made this week on behalf of the American tin plate manufacturers shows clearly that the gentleman mentioned has not been very accurate in his estimates. In the first place the selling price he gives, 2.5 cents per pound would not cover cost of production, paying the rate of wages fixed by the Amalgamated Association. In discussing the tin plate question, one fact is sometimes forgotten. That is, in the recent tariff reduction black plates have not been hit so hard as have tin plates; the duty on black plates has been reduced from $1.65 to $1.22½ per 100 pounds, while the duty on tin plates has been reduced from $2.20 to $1.20 per 100 pounds. This is the difficulty confronting the American maker, as the finished product of tin plates can be brought in at a lower duty than black plates can.

President Garland, in commenting upon the list of wages published in the American Manufacturer, said that the list of wages paid in Wales, when compared with the American scale, is only from 40 to 50 per cent. lower for the same work. To show just what the rates are on both sides of the water the following table of tin workers' wages is given:

Rolling, including	Welsh rates.	American rates.	Excess in American rates. Per cent.
Catching	$1 88	$5 30	67
Doubling	1 12	2 70	58
Heating	1 05	2 48	57
Shearing	0 44	1 76	75

The foregoing figures show the rates as given in the union wage scales on both sides of the Atlantic. By these it is easily seen that Mr. Garland's figures are far from being correct. To add to the disadvantages of the American maker the British workmen have lately been making concessions in what they call the "make," that is, in place of basing their wages on 112 sheets to the box of I C, 14 x 20, they have agreed to make 15 to 20 sheets extra to each box. This is, of course, the equivalent of a concession of 15 per cent. in the wages received.

A very important feature of the statement made by the American tin plate producers is in relation to freight rates in this country. A tabulated statement is given showing the freight charges by carload lots on domestic tin plate from Pittsburg to the main cities in the United States, and the rates paid on the foreign article shipped to the same cities from tide-water points. This shows that the freight on a box of Pittsburg tin plate to Omaha, Neb., is 46.5 cents. A similar amount of tin plate can be shipped by the importer from New York, Philadelphia or Baltimore for 28 cents, a difference of 18.5 cents in favor of the foreign article. This one point is given to show how the entire list runs. The only point in which a Pittsburg mill has a freight advantage is Pittsburg itself. The new mills springing up in the West are complaining greatly of this schedule which makes the freight rate from Elwood, Ind., to Denver, Col., $1.08, while the rate from New York to Denver is only 48 cents.

On account of the numerous disadvantages now confronting the making of tin plate in the United States, the American producers have asked for a lower cost of production. This the men decline to consider, and the mills are idle. Meanwhile the foreign manufacturers, quick to seize an opportunity, are hurrying in their tin plate. Press accounts state that on one day of this week 5,000 tons were loaded at Swansea, Wales, for the American market. It would be well if the advisers of American tin mill workers, instead of twisting figures to support a weak argument, would squarely and honestly examine the reasons why American tin plate works are now closed down.—American Manufacturer.

The amount of the world's supply of tin for the calendar year, 1893, is given officially in the annual report of Dr. D. T. Day. The total amount for the year was 67,237 tons, classed as follows: English production, 8,650; Straits' shipments to Europe and America, 38,874; Australian shipments to Europe and America, 5,579; Banca sales in Holland, 5,418; and Billeton sales in Java, 5,211. The total value of tin and tin plates imported and entered for consumption in the United States during the year was $20,802,864. In blocks, bars, or pigs and grain tin the quantity and value were 38,304,008 cwt., $5,673,128; and in tin plate sheets, etc., 545,472,209 cwt., $15 127,736. The total value of tin manufactures exported from the United States during the year was $253,449.

HIGHEST AWARD at the WORLD'S FAIR

FOR Catalogue and Prices Address



The Christy Knife Co.

30 Wellington St. East Toronto

THE DROP IN WHITE LEAD.

THE decline of 25c. per 100 lbs. in the price of white lead, announced in last week's HARDWARE, is the subject matter of much discussion in the trade this week.

Prices in this article have been anything but satisfactory for some time, and the condition of affairs under the new order of things is obvious.

Although the lower prices were inaugurated by one grinder, all the manufacturers practically have followed suit, as HARDWARE intimated they would.

Some of the jobbing houses are selling as little white lead as possible, preferring rather to lay on their oars until better prices again obtain. Said one wholesaler: "The grinders say that the lower prices are not as hard on us as on them, but I don't see how that can be."

The motive for the inauguration of the cut is ascribed by some to a desire on the part of the big grinders to crush out the small ones, but the opinion finding favor with the majority is that the primary object is to force a combination.

"I verily believe that is the object," said a jobber, "but I do not think they will ever succeed. There are too many in the trade, for one thing. But the greatest of all obstacles in the way to the formation of a successful association is that the grinders have no confidence in each other."

In regard to the decline in putty, it is said that some manufacturers are already making an article in keeping with the lower prices obtaining.

WANT IRON PEDLARS LICENCED.

At a meeting of the Markets and Highways Committee of the Hamilton City Council on Tuesday a petition was read from a number of second-hand stove and iron dealers, asking that a licence fee of $100 be imposed on pedlars who go from door to door pedling and purchasing stoves and iron.

Ald. Derby said the question had come up in Toronto, and the question was at present being considered by the Privy Council, whereat Ald. Hall facetiously moved that the petition be laid on the table, pending the action of the Privy Council.

Chairman McAndrew objected to the request, remarking that if the second-hand men considered that their business was suffering there was nothing to prevent them from going from door to door with horses and waggons, too.

Mayor Stewart opposed the request, as did most of the aldermen, and it was resolved that the question be laid over till the second-hand men could appear before the committee and explain the matter more fully.

WHAT IS THERE IN IT?

JAMES PECK, of Peck, Benny & Co,, and George McAgy, of the Pillow-Hersey Manufacturing Co., were in Toronto this week.

"It is understood," said a hardwareman, "that the main object of their visit was to put jobbers in a position to meet figures which are being freely quoted for heavy goods.

"Manufacturers all claim that staple goods are now being sold at prices which cannot last much longer, as is evidenced from the fact that one concern after another is joining the ranks of those who are disinclined to do business at present figures. I tell you there is a feeling among the manufacturers that prices must change very soon, and arrangements with this end in view may probably be consummated sooner than some think. To me the present looks like retailers' opportunity; and they will do well at any rate to keep their stocks well assorted.

"Probably the lowest prices in the history of the hardware trade have been quoted this week on such lines as iron, nails and glass," concluded HARDWARE'S informant.

GOLD IN ONTARIO.

T. D. Ledyard, of Toronto, is showing a gold ingot weighing 8½ oz., which is the first product of the mines in Belmont township. This ingot was the result of working 52 tons of ore, and at $19 per oz. is worth $160. There remain out of the mass gold "concentrates," which are estimated as being worth $600, so that the total yield will amount to about $14 per ton. The idea of the company who are operating the mine is that it pays to work ores of a comparatively low bearing character if it is done in a commercial way. The facts are interesting, relating as they do to a district within 100 miles of Toronto, and also because at the outset the gold turned up quite unexpectedly when Mr. Ledyard and his co-operators were prospecting for iron. The latter metal has been found in large quantities in the adjoining Belmont mine, now being worked by a New York company.

NET PRICES OR DISCOUNTS.

There seems to be a considerable difference of opinion regarding the matter of quoting prices on hardware. Some dealers prefer net prices and others express the opinion that the discount system is better adapted to the varying wants of their trade, on the ground that it saves considerable time and inconvenience in both ordering and selling. A good deal may be said on each side of the question. On articles that have a fairly uniform value, and which is known to the average retail customer, net prices are probably preferable unless the dealer is in the habit of giving different prices according to the circumstances of the case. This is also true when the varieties of the one article are limited in number. But when a line has many different sizes, as in screws and bolts, or when higher and lower prices are to be quoted in individual cases, the discount system is undoubtedly the better plan. The suggestion made last week in these pages that bolt manufacturers would add to the convenience of their customers by arranging a sliding scale of discounts, and attaching the net price to each item, applies equally well to several other articles of common use. A scale like this would combine the better points of both systems and would increase the selling advantages of the manufacturers and retailers.—Hardware Reporter.

CORAL AS BUILDING MATERIAL.

The church built of coral, says the Brooklyn Eagle, is one of the curiosities of the Isle of Mahe, one of the Seychelles Islands, in the Indian Ocean. The Seychelles Islands, which are supposed by many to be the Eden of the Old Testament, form an archipelago of 114 islands, and are situated about 1,400 miles east of Aden and 1,000 miles from Zanzibar. They rise steeply out of the sea, culminating in the Isle of Mahe, which is about 3,000 feet above the level of the ocean, and is nearly the centre of the group. All these islands are of coral growth. The houses are built of a species of massive coral hewn into square blocks, which glisten like white marble, and show themselves to the utmost advantage in the various tinted green of the thick tropical palms, whose immense fern-like leaves give pleasant and much-needed shade. These palms grow as high as a hundred feet and more, overtopping both the houses and the coral-built church. They line the seashore and cover the mountains, forming in many places extensive forests.

NEW USE FOR COMPRESSED AIR.

At the present time compressed air is being turned to useful account in a variety of ways, one of the latest developments being its application to the cleaning of railway carriages, remarks an exchange. The dusting nozzles used have been thoroughly tested, and are said to effect a decided saving of time in cleaning carriage cushions, the average time consumed by two men, one operating one of the nozzles and the other handling the seats, in removing the dust from plush and springs of 200 seats, and cleaning them perfectly, being from 27 to 33 seconds for each seat. The air used in these tests was supplied from a reservoir at a pressure of from 60 to 90 pounds per square inch. Another test at cleaning by hand in the usual way with beaters and brushes, showed the time necessary for each seat to vary from three to four minutes, the air dusters thus effecting a saving of about 85 per cent.

Books for Retailers

Published for the good of the trade.

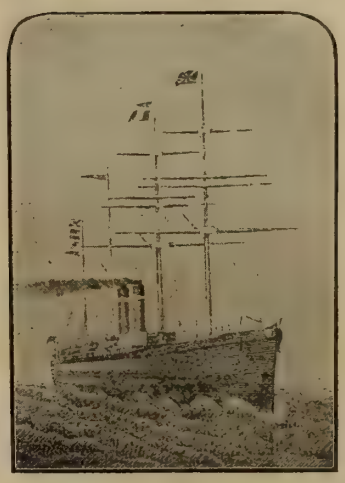
Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price)

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STEAMSHIPS.	From Montreal.	From Quebec.
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PARISIAN	" 10	Nov. 11
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And weekly thereafter.

The Steamers of this service carry all classes of passengers. The Saloons and Staterooms are in the central part where least motion is felt. Electricity is used for lighting the ships throughout, the lights being at the command of the passengers at any hour of the night. Music rooms and Smoking room on the promenade deck. The Saloons and Staterooms are heated by steam. Steamers are despatched from Montreal at daylight on the day of sailing, and sail from Quebec at 9 a.m. on Sundays. Steamers with a * will not stop at Quebec, Rimouski, or Londonderry. **RATES OF PASSAGE:**—Cabin, $45 and upwards, according to location of Stateroom and number of persons occupying same; all having equal privileges elsewhere. Second Cabin, $30 single, $60 return. Steerage to Liverpool, London, Glasgow, Belfast, or Londonderry, at lowest rates. Steerage passengers are provided with bedding and every requisite for the voyage without extra charge.

H. & A. ALLAN, Gen. Agents, Montreal, or H. C. BOURLIER, 1 King St., Toronto

THE RAZOR TEST.

THE controversy that has been waged with so much spirit of late over the comparative quality of Sheffield and German razor blades has reached the point of a distinct challenge and acceptance by the advocates of the two processes, and a selection of stamped blades has been submitted to contest with an equal number of hand-forged blades for the supremacy. It is to be hoped that the contest may be conducted on lines that will leave no ground whatever for quibbling as to the absolute fairness of the trial. Sheffield is on its mettle, but there is a good deal more than mettle at stake in this matter. The Germans turn out a razor that, say what we will, is acquiring popularity the world over, and they do it at a cost that Sheffield cannot touch. Therefore, it is vital to the interests of the Sheffield razor trade to know whether its methods are or are not antiquated, and if its methods do produce a better blade than the German, then its interests cannot suffer by having the widest publicity given to the fact. Can as good a blade be made by stamping as by hand-forging is the real question at issue, for, if it can, then by yielding to the stubbornness of the hand-forgers Sheffield would inevitably lose this trade, for the one process is very much cheaper than the other. There is, too, the supplementary question whether, given as good a blank from stamping as from hand-forging, the subsequent process of grinding can be performed with more ease and at less cost. The Sheffield grinders appear to say there is very little difference, which seems to admit that what difference there is is in favor of the German blade, but, on the other hand, the claim is strongly made that the German blade is much more easily ground. The test, as proposed, is that the hand-forgers should produce three blades from the best steel procurable, that these should be mixed with three stamped blades already deposited, and all six finished in precisely the same manner marked with a private mark, and submitted to experts to report on their serviceability or otherwise. We trust there will be no halting in the matter, and above all, as we have said, no loophole left for casting discredit upon the fairness of the test. It is to the interest of Sheffield first, and the country second, that the truth should be known. Are we the victims of unfounded prejudice or not? Are we hampered by habit and prepossession from giving due credit to methods of manufacture that are novel to us? Are we the slaves of an unreasoning prejudice, either in our own minds or in the minds of the small class of expert forgers? We are the ones most concerned in knowing the truth. It is very clear, at all events, that our German competitors are quite well satisfied with things as they are.—Hardwareman.

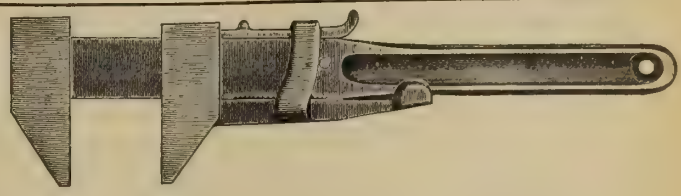


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429 Board of Trade Building
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The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

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Prices and full particulars will be given.

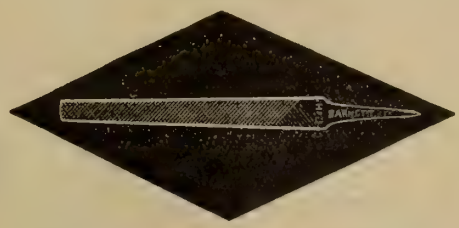
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MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
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Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
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Lightning Sawfiles.
—AND—
EVERY OTHER DESCRIPTION OF SAW FILES.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

WILLIAM BROWN, carriage hardware, Wellington street east, Toronto, has assigned to E. R. C. Clarkson. He is said to owe about $30,000. Mr. Brown compromised with his creditors about six months ago, at 50c. on the dollar, but, partly at least, owing to ill-health he has been unable to carry out the agreement he then made, having only made one payment. There appears to be a good deal of sympathy for the insolvent in the trade.

H. B. Putnam, general store, Paisley, is asking for an extension.

Lemire & Frere, general merchants, Drummondville, have assigned.

A. D. Gillis, general merchant, Margaree Harbor, N.S., has assigned.

Brown & Munro, agricultural implements, Wolfville, N.S., have assigned.

E. M. Law & Co., general merchants, Victoria Harbor, have obtained an extension.

Louis Ponton, hardware, Montreal, is offering to compromise at 60 cents on the dollar.

Oswald Chaput, lumber, L'Assomption, Que., is offering to compromise at 25c. on the dollar, cash.

Demand of assignment has been made upon Baily & Claveau, general merchants, Chicoutimi, Que.

A meeting of the creditors of S. E. Adams, general merchant, D'Israeli, Que., has been called for to-day.

Rolland & Bro., wholesale cabinet hardware, Montreal, have had a demand of assignment made upon them.

Two Manitoban merchants, Fox and Hobs, of Methven, and H. T. Hatch, of Pipestone, have assigned.

Camille Turpain, of Bryson, and J. & R. Lowndes, of Gaspe Basin, both general merchants, have assigned.

The Hamilton Bridge Company has assigned to C. S. Scott. The immediate cause of the assignment was the judgment for $10,000 obtained by Mr. A. T. Wood. The capital stock of the company is $100,000, of which $60,000 is paid up. It is said that the company is sound financially, and that the assignment was due to the desire of Mr. Wood to withdraw from the company.

PARTNERSHIPS FORMED AND DISSOLVED.

McIntyre & Cameron, general merchants, Clarence, have dissolved.

Byers Hardware Co., of Kaslo, B.C., have dissolved. H. Byers continues.

E. R. Turcotte and G. Blouin have registered a partnership in Montreal to carry on business as tinsmiths, under the style of E. R. Turcotte & Co.

N. Belanger and Jos. O. Bosse have registered a partnership in St. Cuneconde, Que., to carry on business as tinsmiths, under the style of Belanger & Bosse.

Haworth Belting Co., Toronto, has amalgamated with Robin & Sadler, of Montreal, under the style of Robin, Sadler & Haworth.

CHANGES.

J. R. Fisher is closing up his general store in Newcastle.

Geo. Piper, general store, Crumlin, has sold out to Samuel Clarke.

Wm. McKellar, general store, Komoka, has sold out to W. Clidenning.

W. H. Salmon, general merchant, Thomdale, has sold out to Salmon & Walker.

R. W. House, general merchant, Springfield, is giving up business and leaving the town.

SALES MADE AND PENDING.

The stock of P. Pepin, hardware, Montreal, is advertised for sale by bailiff.

York & Pilling, general merchants, Mission City, B.C., are advertising business for sale.

B. Granger, blacksmith, Summerhill, Ont., is advertising store or dwelling for sale or rent.

The stock of the estate of R. Green, hardware and tinware, Chalsworth, is advertised for sale.

Thomas Robinson & Co., general merchants, Coatsworth Station, is advertising business for sale.

FIRES.

W. C. White, boiler maker, Montreal, has been partially burned out ; insured.

Stewart Bros., general merchants, Renfrew, have been partially damaged by fire.

The fish warehouse of W. Robinson, lumber, fish and general store, Selkirk West, Man., has been burned; loss, $50,000 ; insurance, $35,000.

DEATHS.

J. H. Jackson, general store and postmaster, Severn Bridge, is dead.

WHEN A MAN IS A SUCCESS.

Let a man in business be thoroughly fitted for the position he occupies, alert to every opportunity and embracing it to its fullest possibility, with his methods fixed on honorable principles, and he is a successful man, writes Edward W. Bok in the October Ladies' Home Journal. It doesn't matter whether he makes $1,000 or $100,000. He makes a success of his position. He carries to a successful termination that which it has been given him to do, be that great or small. If the work he does, and does well, is up to his limitations, he is a success. If he does not work up to his capacity, then he fails, just as he fails, too, if he attempts to go beyond his mental or physical limit. There is just as much danger on one side of a man's limit line as there is on the other. The very realization of one's capacity is a sign of success.

KEEP YOUR PROMISES.

I cannot too heartily commend, says Vulcan in Ironmonger, the advice which a buyer tells me he has followed for some years now. He says, "Always keep your promises to commercial travelers." Probably most of my readers do so, but rumor has it that some are very lax in this respect. And yet the advice is sound, for, apart from other considerations, the buyer whose promise "to send an order shortly" is reliable is less likely to be pestered for one now than another who is not in the habit of keeping his word. My friend, who followed a buyer of the latter sort, was at first much pressed by travelers, who seemed to think there was much truth in the proverb, "A bird in the hand is worth two in the bush." But by degrees they found his deed as good as his word, and now they appear as well satisfied with his promise as they would with an order. This is a decided advantage to any buyer, because it is sometimes inconvenient to look over stock just when the traveler is in town, and in these busy moments he does not want to repeat a negative response oftener than is absolutely necessary.

The Hamilton, Grimsby and Beamsville Electric Company, will, it is said, run cars on Sunday.

GOOD BOOKKEEPERS often go astray in the preparation of Balance Sheets, Profit and Loss Accounts, and the adjustment of Capital Accounts. Unless you have competent inspection the errors pass uncorrected. My forte is a knack for dealing with them.

A. C. NEFF Chartered Accountant, Auditor, Trustee, etc.
32 Church St., Toronto.

CALCINED LAND PLASTER

We manufacture from the best rock only. We guarantee our plaster a first-class article. Write for Prices.

WINDSOR PLASTER CO.
Windsor, N. S.

IRWIN'S
CANADIAN
CUSTOMS
TARIFF
— AND —
ONTARIO COMMERCIAL LAW,
1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables (Sterling, Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercial lawyers in our country. This book is **up-to-date**, and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

HARDWARE IN GUATEMALA.

SOME little time ago, Her Majesty's Minister to the Republic of Guatemala addressed a communication to the Earl of Kimberley, K.G., Secretary for Foreign Affairs, relative to the position occupied by British manufacturers in the Guatemalan market. The despatch was accompanied by a number of samples of various hardware and other goods, together with a schedule of the current selling values; and for the benefit of British traders the Earl of Kimberley directed that the goods should be sent to the office of the Association of Chambers of Commerce of the United Kingdom, 1 Great College street, Westminster, where they can be freely inspected.

The following extract from the despatch from Guatemala will demonstrate the importance of the points that are raised:

"In respect to some of the samples which I am now sending to your lordship I would remark that, as regards 'Guatemala hoes' of German make, merchants inform me that these are much cheaper than a similar article manufactured in England, and, although not of so good a quality, command a considerable sale. Formerly the hoes were exclusively of Birmingham make, were of excellent quality, and had a large sale here. It is to be remarked that the Birmingham hoes had a distinguishing mark upon them of three crowns, and that this is the mark now stamped on those of German manufacture. Files, locks, etc., manufactured in Germany are of very inferior quality, but, owing to their cheapness, find a ready market. Tools of all kinds, axes, hatchets, etc., of American make, are renowned for their excellence; but herein English competition appears to me perfectly feasible. The so-called matchets ('machetes')—half knife, half sword—used by the natives for nearly every kind of agricultural, domestic, and aggressive purposes, are principally manufactured by Messrs. Collins, of the United States, and the only German firm able to compete with them are Messrs. Esser. I have not sent any samples of barbed fence-wire, of which considerable quantities are used, not only in Guatemala, but throughout Central America. It is imported principally from Germany and partly from the United States. The price of this article is approximately £1 10s. per cwt., and I am advised that our manufacturers should pay especial attention to this class of goods, for which there is a wide and ever-increasing field."

From an inspection of the samples it is clear that for the most part the patterns are of ordinary design, and also that with a few exceptions the qualities are of a very low grade. Indeed, it is not too much to say that in not a few of the goods the style of finish, or perhaps the complete absence of it, and the wretched get-up generally are contemptible to a degree. If, for example, the Guatemalans are satisfied with the ordinary firmer and half-round chisels and gouges with which they are served, they stand in great need of technical enlightenment. In planes, spirit-levels, and door furniture generally there are some really ludicrous specimens, and in locks of various patterns there are some very clumsy imitations of good solid designs of American invention. Nearly all the goods of this order are unbranded, and bear no indication of the place of origin. It is understood, however, that they emanate from Germany. The Dutch hoes alluded to in the extract above given are exceedingly rough pieces of work, and although they bear what are evidently the brand and the names of the dealers in Guatemala, they also bear the English mark of three crowns and something else not fully discernible. The retail prices which are attached to the specimens can only be rightly judged by an examination of the goods, and therefore it would be useless giving the figures.

Happily, there are some good qualities amongst the specimens, and these, without exception, hail from the United States of America. They are found in axes, matchets, screw-hammers, claw-hammers, saws, and one or two sizes of chisels, and, as might be expected, they were sent out from the workshops of some of the best makers in the United States. In any endeavor that may be made to get back the trade, or, at least, to secure a fair share of it, it is certain that the eternal question of price will be seriously encountered, but as difficulties in this direction have been conquered before, there is no reason why they should not be hopefully regarded in this case. There is no necessity, nor, indeed, is it desirable, to work down to the level of the German kind and quality under consideration, but surely, by a judicious and patient study of the market, it is possible to produce patterns which will meet the necessities of the trade and yet serve the further ends of elevating the Guatemalan idea of quality, and of reopening a wholly, or all but, closed market.—Ironmonger.

THIS Show Case and 25 pieces of Silver Plated Ware we quote at $48 Net. Case is made in Oak.

The dimensions are as follows: 24 inches high, 20 inches wide, and 20 inches deep. If interested write for particulars.

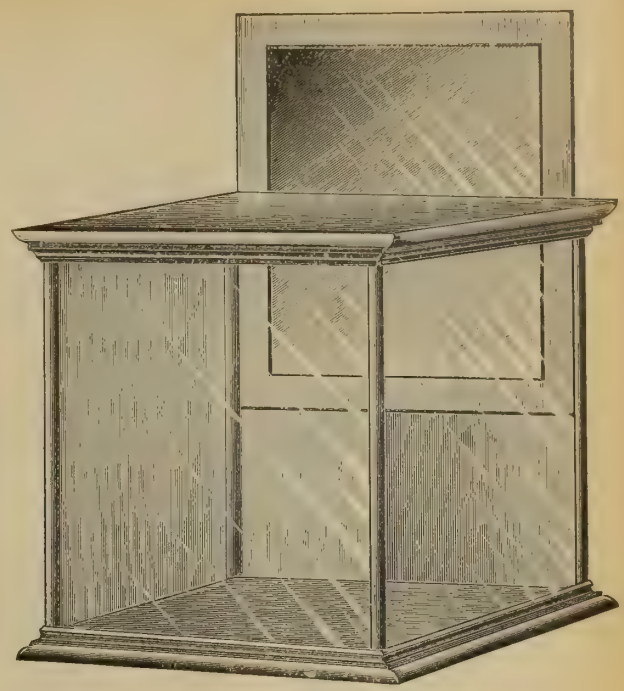
The Toronto Silver Plate Co.

Manufacturers of

Sterling Silver and Electro Silver Plate

TORONTO, CANADA.

E. G. Gooderham, Manager.
Jno. C. Copp, Sec.-Treas.



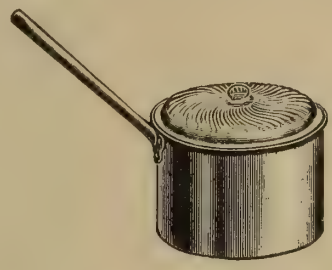
FAVOR ST. LAWRENCE ROUTE.

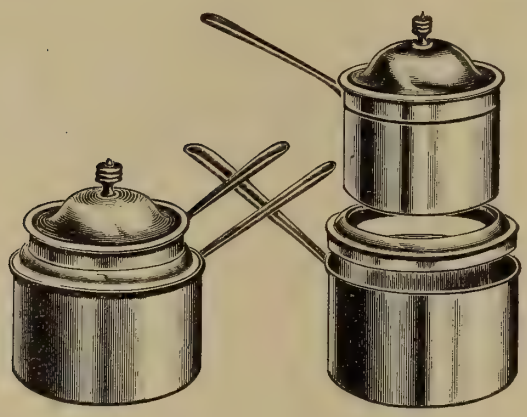
The Chicago representatives to the Deep Waterways Convention in Toronto have reported to the Chicago Board of Trade in favor of making Chicago a seaport by way, in accordance with the prevailing sentiment in the Convention, of the St. Lawrence, Lake Champlain, and the Hudson. The report set forth that Chicago could well afford, in view of the advantages of being a seaport, to undertake the task itself. The route suggested has the advantage of being largely in the United States, and of meeting the sea in a port that is not closed by ice, and possesses the other advantages of being the greatest seaport and railroad centre on the continent. But we do not think that Chicago will undertake the task of uniting herself with the Atlantic. It would involve a breach of promise in her engagement to the Gulf of Mexico. The drainage canal is a stupendous undertaking; it reflects great credit upon the enterprise of the city of Chicago; it will connect Chicago with the Mississippi River and the Gulf, and will absorb the energies of Chicago for some time. Its full commercial value will not be realized till the improvement of the Illinois River, or the construction of the Hennepin Canal, be completed, and on a far larger scale than contemplated by present plans. If Chicago is to be made an Atlantic seaport also, it will only be through the liberality of the general Government, we take it.—N. Y. Journal of Commerce.

SEAMLESS STEEL WARE.

The McClary Mfg. Co. have lately made some lines in seamless steel which are the deepest straight drawings yet turned out by Canadian manufacturers. The accompanying cuts show some of the styles. The company make the milk and rice boiler in







two sizes—2 and 4 quart—and saucepans in 1, 2, 3, 4 and 6 quart, and the same sizes in covered pails. These goods are all re-tinned, and present a handsome and finished appearance, and will no doubt find a ready sale among the trade.

PORTATIVE ELECTRICITY.

THE resources of electricity on a small scale have, according to an English contemporary, been admirably illustrated by an ingenius gentleman of Manchester. This individual carries an electric museum on his person. It combines utility with ornament, the idea originating in an effort to protect personal property from shifty and elusive thieves. After being relieved of a valuable personal ornament, the gentleman who fell among thieves "rigged up," he says, "a small contract for my scarf pin, bought a tiny electric bell, made a double pocket accumulator, and am now ready for any emergency. I have also made a contract for my watch; thus, if any attempt is made to extract it quietly the tell-tale bell indicates the fact at once. The third item of my equipment is a tiny incandescent lamp concealed in a well-finished artificial waterproof flower pinned to my coat. Another piece of apparatus consists of a very fine platinum coil placed in a cavity made of asbestos. By inclining the little glass tube the mercury in the same closes the circuit of my pocket battery, and I can thus light my cigar, etc., regardless of the weather. The entire museum weighs about twenty-two ounces, and my only trouble is in recharging the battery. The latest addition to my store is a hollow cane fitted with a tiny lamp provided with a small silvered reflector concealed in the knob. The cane is sealed at the bottom by a rubber stopper, and the exciting fluid is a mixture of chromic and hydrochloric acids. The cell consists of an amalgamated zinc rod and a strip of platinum foil. This type of battery was used for Tissandier's navigable balloon. By inclining the cane the lamp is fed by an electric current, and gives a good light." For ingenuity and completeness this portative museum of electricity is not only a record breaker, but an apt illustration of what the electrician can do with invisible forces he can control and manipulate.

PREPARATION OF CHROMIUM.

From some new researches of Henri Moissan upon chromium, says an exchange, it results that through the use of the intense heat produced by the electric arc it is possible to prepare fused chromium in very large quantities. The product may be refined either by fused lime or by the double oxide of calcium and chromium. The metal obtained under such circumstances is less fusible than platinum. It may be filed, it takes a beautiful polish, and is not attacked by atmospheric agents. It is attacked but slightly by acids and resists aqua regia and alkalies in fusion. This preparation of chromium will permit of efficaciously studying the alloys of the metal. United either with aluminum or copper, it gives, in fact, some very interesting results. Pure copper, alloyed with 0.5 of chromium, has its toughness nearly doubled, and the alloy, which is capable of taking a beautiful polish, alters less than copper does in contact with moist air.

SITUATION WANTED.

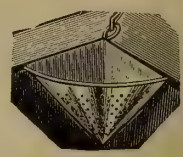
Advertisements under this heading, two cents per word each insertion, payable in advance.

SITUATION WANTED IN WHOLESALE OR retail hardware store by enterprising young man, 21 years of age. Address Box 135, Brighton. (43)

SITUATIONS VACANT.

HARDWARE CLERKS—INCREASE YOUR INCOME by showing The Hardware Dealer's Magazine to your local hardware merchants and manufacturers. Subscription $1.00 a year. Liberal commission. For sample copy, terms, etc., address D. T. MALLETT, Publisher, 78 Reade St., N.Y.

Pickard's Pat. Sink Strain



Has been a great seller with agents. We manufacture agents' specialties.

Address ARMOUR MFG. CO.

342 Yonge Street, TORONTO, ONT.

OUR SALES OF

"BURHAM" Portland Cement

For the past 8 months have been

25,499 CASKS.

"BURHAM" Brand outranks all other Try it and be convinced. . . . .

Sole Consignees for Canada,

McRAE & CO., OTTAWA

Pigou, Wilks & Laurence

Limited.

11 QUEEN VICTORIA ST., - LONDON, E. C.

Sole makers of the

"ALLIANCE"

PRIZE SPORTING POWDER

THE TRADE ONLY SUPPLIED.

THE

Best Upsetter

A Poor Upsetter means to the blacksmith who buys it money thrown away. In the long run it don't pay a merchant to handle goods that are not satisfactory to his customers. Jardine's Patent Tire Upsetter is reliable and durable, and moderate in price.

TRADE MARK J REGISTERED

A. B. JARDINE & Co.

Manufacturers Blacksmiths' Tools

HESPELER, ONT.



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

Clarkson & Cross
ACCOUNTANTS . . .
Established 1864.
26 Wellington St. East, TORONTO

MUNN'S LIQUID GLUE
Received the Highest Award
WORLD'S FAIR, 1893
In competition with
American Glues
THE ART METROPOLE, Agents.
131 Yonge St., TORONTO.

GET OUR PRICES FOR



Calcined Plaster. Sewer Pipes.
Chimney Linings and Tops.
Mortar Stains. Fire Bricks and Clay.
Enamelled Porcelain Sinks.
English and Belgian Portland Cements
and General Builders' and Contractors' Supplies.
W. McNally & Co.
MONTREAL.

1879—ESTABLISHED—1879
Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.
GARDNER BROS. & CO.,
ESSEX, ONT.

BESSIE'S FAITH.

Little Bessie's papa
Is an advertising man,
Who talks his business everywhere,
Everywhere he can.

Little Bessie heard him,
Heard him talking ads,
And became a loyal convert
To that theory of her dad's.

And, like her good papa,
Believed that anything desired
Could be had by advertising
When properly inspired.

One day there came a babe,
To fill the house with joy,
A great big bouncing baby,
A ten-pound baby boy.

And when Bessie saw her brother,
As she tip-toed on the mat
And saw the babe, she said, "Mamma,
Did you advertise for that?"

—Printers' Ink.

THEY HAD A PLEASANT TIME.

THE REVIEW had a pleasant call last week from Mr. J. Cameron, the travelling agent of The McLean Publishing Company of Toronto, a publishing firm who devote their energies to the publication of Trade Papers. The company publish THE HARDWARE MERCHANT, THE CANADIAN GROCER, BOOKS AND NOTIONS, THE DRY GOODS REVIEW and PRINTER AND PUBLISHER, all of which are very excellent publications and most valuable to the people engaged in those respective businesses. Mr. Cameron took quite a number of new subscriptions and renewals in the Portage. We take THE PRINTER AND PUBLISHER, and know it to be a model of the printers' art and a bond of union between the Canadian publishers that is daily growing in popularity among those for whom it is specially published.—Portage la Prairie Review.

END OF THE PASS-BOOK.

One of the greatest impositions upon the retail dealer, remarks an exchange, is the pass-book system. He is not only expected to keep his own books, but also to keep those of nearly all his customers. While they expect the book to be properly kept and always correspond with the dealer's books, they are careless about bringing it, and endless annoyance and confusion is caused. This is bringing the coupon system more than ever into prominence.

It does away with bookkeeping, saves the dealer much annoyance and labor, prevents all loss in forgetting to charge the goods sold, and by offering them at a slight discount you can soon put your business on a cash basis. The customer likes them because their is no disputing at settlement and he knows that no goods can be charged to him by mistake.

DOWSWELL BROS.
HAMILTON, ONTARIO
MANUFACTURERS OF
Clothes Wringers, Mangles, Churns, Washing Machines, and Household Specialties
Prices are low but you will find our goods first-class. Send for Catalogue. . . . .
EASTERN AGENTS
W. L. HALDIMAND & SON, - Montreal

RAMSAY'S
Furniture Varnish
Brown Japan
Inside Varnish
Outside Varnish
In Handy Cans
IS THE PROPER LINE.
A. RAMSAY & SON
MONTREAL.

THEILE & QUACK
ELBERFELD, GERMANY.
Manufacturers and Exporters of high-class
HARDWARE
CUTLERY AND ENAMELLED IRONWARE.
Ask for goods marked Theile & Quack.
LAMPLOUGH & McNAUGHTON
Canadian Agents
Temple Building, - MONTREAL.

GET THE NAME STRAIGHT.
IMPERIAL
FRENCH
GREEN
JOHN LUCAS & CO.
THE OLD ORIGINAL AND ONLY RELIABLE.

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.



For Iron Fencing Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.

CORPORATE MARK



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	20, 21
Straits "	20, 21

Tin Plates—*Charcoal Plates, Bright.*

M.L.S. equal to Bradley	Per box
I.C., usual sizes	$5 50 $5 75
I.X., "	6 75 7 00
I.X.X., "	8 00 8 25
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	4 75 5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 35 3 50
I.C., special sizes	3 60 3 75

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	$1 85	1 90
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 25	2 30
Hoop " "	2 25	2 30
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

3-inch	10½c
4-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron,

8 to 20 gauge	2 50
22 to 24 "	2 35
26 "	2 45
28 "	2 65

Canada Plates.

All dull	2 50 2 55
½ polished	2 55 2 60
All Bright	2 85

Iron Pipe.

Wrought 67½ to 70 p.c.
Galvanized, 45 to 50 per cent.
Cast, soil, 2, 3, 4 and 5 in., 57½ p.c.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4¼, 4½
26 gauge, "	4½, 4¾
28 " "	4¾, 5

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4½
" ⅜ " "	4⅜ 4⅝
" 7-16 " "	3⅝ 4
" ½ " "	3⅝ 3¾
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10½ 0 11
Lake Superior	0 10½ 0 11

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square 1 to 2 in	0 19 0 21

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft.	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04½ 0 04½

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2¾ 0 02¾
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

Solder.	per lb.
Bar Half-and-half (guar.)	0 13½ 0 14
Standard	0 12½ 0 13
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10 0 10½
Other makes "	0 9½ 0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4 50
No. 1 Do "	4 25
No. 2 Do "	4 00
No. 3 Do "	3 75

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 00
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) "	2 75
" " Royal "	1 10 1 15
Venetian Red, (best) "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } "	1 25 1 90
Canadian " } "	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0	69
Extra "	0	90
Brown Japan "	0	65
Brown Japan, Turpentine p. gal.	0	85
No. 1 Carriage "	1	30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 52	0 53
Boiled "	0 55	0 56

Turpentine (in bbls)

Selected Packages, per gal	0 39	0 40

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's per doz.	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	4 00	4 25

Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmcur's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70 and 10 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	500	4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 & 10 to 70 and 5 p.c.
Loose Pins, " 65 & 10 to 70 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc.	to 50 and 5	
Plate dis. 50pc.	per cent.	

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*
American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.

Tanged Firmer per doz	0 85	4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	1	35
" No. 2	2	70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	2	00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p. doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 57½ to 60 per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 40 to 45 p.c

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c:

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	11 5	2 20	1 50	....
26 to 40	1 30	2 50	1 75	....
41 to 50	....	2 90	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 88	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p.c

Heavy, per lb	03 3-5	0 04¾

Screw hook and hinge—

6 to 10 in., per set	0 00	0 03¾
12 up "	0 00	0 02¾

	Per doz. set	
Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		

	Per doz. pairs	
Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mor ar, etc., discount 40 to 45 per cent.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails

Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,

F.O.B. Toronto & Hamilton $3 80
Snow, " " ... 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.
Hay Knives, spear point, L or T hdle 45 per cent. dis.
Lightning, per doz. 8 40 14 00
Heaths, 45 per cent. dis.

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis per cent. dis. 00 to 25
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 to 70.10 per cent

Nails.

Cut Nails (Iron)
1. Either Canada or Amer. Pat'n. Basis—50 to 60 dy..... 1 85 1 90
40dy..... 1 90 1 95
30 dy..... 1 95 2 00
20, 16 & 12 dy.... 2 00 2 05
10 dy..... 2 05 2 10
8 & 9 dy..... .. 2 10 2 15
6 & 7 dy..... 2 25 2 30
2. Amer. Pattern Only from 4 to 5 dy .. 2 35 2 40
3dy. (lath)..... 2 85 2 90
3. Canada Pattern Only from 4 to 5 dy .. 2 35 2 40
3 dy. (lath)..... 2 75 2 80
3 dy. A.P. Fine 3 45 3 50

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.

Poultry, 65 to 65 and 5 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S.R. Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... . 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Star. R & L.Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 67½ to 70 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 1¾ 2
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3¾ to 4c. ft.

Rakes.

Cast Steel and Malleable Canadian list dis. 40 to 45 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.

Canadian dis. 30, 35 per c.

	Rope	Per lb. Sisal.	Manilla.
7-16 in. and larger.. ...		7½	9½
¼, 5-16, ⅜ in..... ...		8	10
Cotton, per lb.....		18	20
New Zealand.....		8½	9
Russia Deep Sea, per lb..		12½	13½
Jute ..... " ...		06¾	07½

Rules.

Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 75 80
" N P. " 1 00 1 05

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.

Sectional, per lb..... 1¾

Saws.

Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz 7 50
Hand, Disston's, dis 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross-Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

"Lincoln" McMillan & Haynes, per doz 7 50

Scales.

Standard Manufacturing Co., 60 p.c.
Gurney Scales, 50 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 to 45 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent
B. & W. N. P., dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, " 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis. 35 per cent
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ½ or ⅓ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3½
Wrought Iron, dis. 80 to 80 & 5 p. c.
Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 p.c

Thimbles.

Asbestos, filled, per doz., 35 to 40 p c.

Ties.

Cow, per doz 1 75 2 50

Tinner's Tools.

P.S.&W., net list.
Canadian 15 to 35 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33½ p.c. to 35 p.c.
Game, H & N., P. S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9 00

Twines.

Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, Common Sense 6½
" Blue ribbon 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8

On prison made twine freight is prepaid to any railway station in Ontario.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1 000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5¾ to 6¼c. per lb.
Clothes Line Wire, 19 gauge, per doz coils..... 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	3½
" 4 " 4 & 6 " "	3½
" Plain twist, all deld	3½
" Steel thorn and ribbon.....	4½ 5
"Lock Barb," 4 point	.. 4½
Ditto Glidden 2 point	.. 4½
Galvanized Barb, "Lyman," 2 to 4 points.....	.. 4½
Steel staples	... 3½

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1 9

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Genuine, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 "
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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And **only** handled by ourselves. We bought out the publishers at a bargain, hence the exceedingly low price.

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> Which taken at the flood leads on to fortune;
> Omitted, all the voyage of their life
> Is bound in shallows and in miseries."

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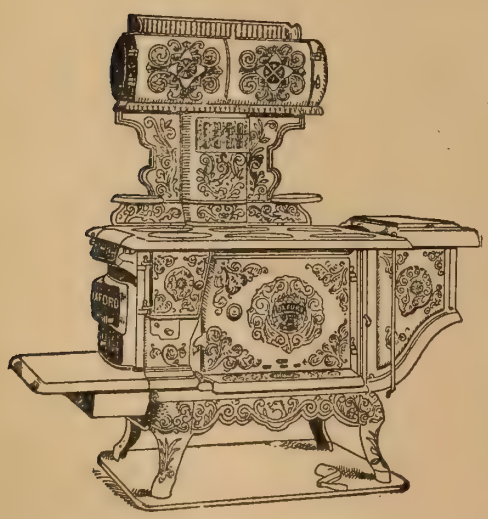
"Maltese Cross," "Extra Quality," (Black or White), "Kinkproof," (Wire Bound), "Antimony," (Red), "Lion," "King," "Leader," "Fairy," (Cotton).

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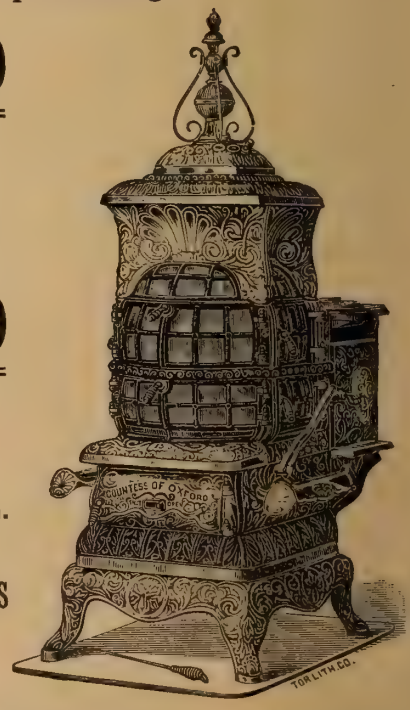
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Are of modern construction.
Are handsomely ornamented.
Are great water heaters.
Have large ovens.

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CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VI. TORONTO, NOVEMBER 3, 1894. No. 44.

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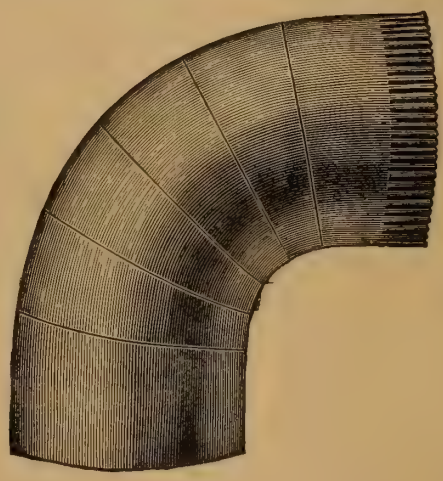
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HARDWARE

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

Vol. VI. TORONTO AND MONTREAL, NOVEMBER 3, 1894 No. 44

J. B. McLEAN, President. *HUGH C. McLEAN, Sec.-Treas.*

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BUY TURPENTINE BY WEIGHT.

A WRONG has no right to be perpetuated, even if it have the sanction of custom. Time never makes a wrong right.

For some years it has been the custom of the wholesale dealers to sell turpentine at what may be termed its face quantity—that is, according to the figures that had been put on the barrel by the inspector who gauged the barrel in the Southern market.

Now it is obvious that the retailer who buys a barrel of turpentine in this way is not getting what he pays for.

In the first place the figures put on the barrel by the inspector do not represent the actual contents of the barrel. Although his figures read, say 50 gallons, it is well known that the barrel does not contain the full quantity registered, on account of the vacancy that is always left for the expansion of the liquid. For this an outage of one gallon is allowed, so that although the barrel is registered 50 gallons, it is understood to contain but 49 gallons.

And importers when buying their oil are allowed this outage. But, as already stated, it has been the custom to say nothing about this outage to the retailer when he is making his purchases from the wholesaler.

Here in Toronto and in the west this practice is said to more commonly obtain than in Montreal, where the oil is generally sold by actual gauge.

Even in Toronto now a reform is being inaugurated, and HARDWARE knows of at least two houses that are selling by weight instead of by the old system. The rule for ascertaining by weight the contents of a barrel is, after deducting the tare of barrel from the gross weight, to divide the product by 8 2-5, the number of pounds to the Imperial gallon, the remainder representing the number of gallons contained therein. Thus :

450 lbs. gross
75 " tare

8 2-5) 350

41 2-3 gals.

Manifestly the only proper way, the only just way, to buy turpentine is by weight. In accepting the figures registered on the barrel, the retailer not only loses the outage gallon, but all the turpentine that may exude from the package during its two or three weeks' transit from the South. The loss in this way alone frequently amounts to several gallons per barrel.

The hint to the retailer is obvious.

AMERICAN PIG IRON IN MONTREAL.

REFERENCE has been made before to the unusual position of the pig iron market in Montreal this season. In the first place the free sale of American iron was a circumstance that many people considered impossible That it was not so the course of the Montreal pig iron market this summer sufficiently proves. American iron was not only sold in keen competition with the domestic article, but it is still being so sold, some large lots being placed no later than last week in the vicinity of $17 50.

Offers have been made this week of several car loads more on the same terms, so that it does not look as though the settlement of the tariff diffculty had brought about that improvement in the American iron market that many people expected.

It was predicted that as soon as the tariff question was settled there would be no more offers of American pig as far east as Montreal, but this prediction so far has not been fulfilled. In fact, as was pointed out in HARDWARE some time ago, there are good reasons for believing that the trade in Montreal has not by any means heard the last of offers of American pig iron.

RETAIL ORGANIZATIONS.

AN English trade journal remarks that "hardware clubs appear to flourish vigorously on every soil but British."

If it includes "in British soil" Canada, the assertion is correct as far as we are concerned ; if not it is wrong.

Hardware associations do not flourish on Canadian soil. Why there is no good reason.

The retail hardware merchants of this country have grievances as well as those in other lands, but, as far as we know, they have neither club, association nor organization of any kind.

The manufacturers and the wholesalers have their associations of one kind or other ; and as long as the retailers are disunited they cannot expect to accomplish much in the way of reform.

With organization complete all round, it would be better for the manufacturer, it would be better for the wholesaler, it would be better for the retailer ; for between whatever classes a difficulty may obtain its solution is more speedily and satisfactorily settled when both parties to it are organized than when they are not.

Where one is affiliated and the other is not, arbitrary measures are likely to be the rulings of the strong.

This unfortunately is characteristic of human nature everywhere—among retail bodies as well as wholesale, labor unions as well as capitalistic association, church as well as secular organizations.

All that is wanted in order to induce organization among the retail hardware merchants is for a few men in each business centre to take the bull by the horns and call a meeting in their several towns. With this first step taken it ought not to be hard to form a club or association, or whatever one may choose to call it.

The winter evenings are coming upon us, and now is the time to move in the premises.

EXEMPT ALL FACTORIES OR NONE.

WHILE various concerns are asking exemption from taxation in different parts of Canada, but especially in Ontario cities and towns, it will be interesting to the councils of these municipalities to know that in Nova Scotia they do not now grant exemptions.

The thing is being carried too far. A manufacturing concern has no difficulty in working the members of a council and the residents of a town by showing how the industry would benefit them. Like the company promoter or the lottery agent they catch the people easily with stories of the great future of their town—how it will expand in wealth and area once this particular factory is under way. The average citizen is very susceptible to flattery of this sort. The wish is father to the thought. He always thinks there is a greater future before his town if some one would only develop it. He is carried away and a majority vote is easily obtained. There are very few instances in which he would not vote the other way five years later.

A paternal government has decided that its subjects should be protected from lotteries by prohibiting them because the prospects of making money through them are so plausible that they cannot withstand them.

The Nova Scotia Legislature recognizes this principal and will not permit a municipality to exempt any industry. At one time a town would by a majority vote, decide to exempt a factory and then ask the Legislature to pass an act permitting it, and they did so in a few instances. Now, however, they positively refuse to do so. Other provincial legislatures should do the same.

TIN.

"I have no news," said a well-known Montreal metal broker, "about the local market, but I have just to hand some figures about tin that may be interesting to the readers of HARDWARE

"At the end of August last the total visible supply of tin was calculated at 20,487 tons, whereas it now stands at 22,543 tons. The stock of straits tin has increased in London and the United States, and the stock of of Bouca and Billinton tin in Holland by 424 tons. The shipments of straits tin have been increasing, but the deliveries on the other hand have fallen off. During September the total shipments amounted to 4,870 tons, but the deliveries to London and Holland only reached 1,992 tons in September this year, compared with 2,223 tons in August, 1894, and 1,969 tons in September, 1893. I have reason to believe also that heavy shipments will be figured for this month, and that stocks will be further augmented by November 1st. Prices, however, depend largely on the action of the French and Dutch syndicate, which almost practically controls the market.

THE BOWMAN FAILURE.

THE manner of settlement of the affairs of the insolvent Bowman Hardware Company is still problematical on account of the probable legal proceedings that some, at least, of the creditors are likely to institute. Otherwise there does not appear to be any reason why the estate should not be speedily wound up.

At the meeting of the creditors, held last week in Hamilton, the statement showed liabilities of $39,924 43 and assets nominally $62,379.88. Included in the liabilities is T W. Lester's mortgage for $22,000, so it will be seen that the firm's indebtedness is small. The statement of assets is as follows :

General hardware, paints and oils	$20,023.86	
Bicycles, etc	7,480.37	
Guns and rifles	4,764.57	
Ammunition, etc	2,905.43	
General sporting goods	4,308.95	
Fishing tackle	637 71	
Bicycle repairs	485.04	
	40,605.93	
Furniture, fixtures, etc	2,809.29	43,415.22
Book debts, good	...	17,774.69
" " bad and doubtful	3,624.27	
Less preferred claims, wages, etc.	640.03	
Rent due	550.00	
		1,190.03
Indirect liabilities Bank of Montreal.	8,787.26	
		$62,370.94

An offer was made at the meeting by some of the stockholders of the company to purchase any of the claims at 40c. on the dollar, but since then it is understood that the mortgagee has bought off some of the principal creditors at 90c. on the dollar. Those of the creditors who wanted a legal investigation are indignant at the turn of affairs. And justly so. Rumors regarding transactions appertaining to the failure have been rife ; and in justice to all concerned nothing should be done that would have a semblance of "burking" an enquiry.

Cyrus A. Birge, James Watson, and S. F. Washington were appointed inspectors and the disposal of the estate was left in their hands.

BEST PLACE TO START BUSINESS.

WHERE is the best place for a young man with small capital to start a general store? This is the question that a correspondent signing himself "A. J. C." asks in a daily paper.

Yes, where? That is the question. Go into what city, town, village or hamlet one may there does not appear to be room.

Already competition has become so keen, we are told, that it is the death rather than the life of trade, nearly every merchant you meet informing you that not only is business now divided up among so many, but that the percentage of profits too has sunk almost to below a living point.

Obviously under such conditions it is a difficult matter to say "where is the best place for a young man with small capital to start a general store."

This does not mean, however, that there is no place in which "a young man with small capital" can start.

Crowded as may be the field, there is always room at the top for the young man with capital, experience, brains and perseverance. Where these are wanting poor are any young man's chances of success.

No matter how well qualified and fortified a young man may be for business it would be unwise for him to settle down haphazard anywhere.

Before the birds of the air build their nests they select the spots that their instinct tells them are the best. And as the young man starting into business should carefully select the locality and stand in which his better judgment informs him is the best.

Because a certain place or locality has a large number of stores it does not always follow that there is no room for more. There is probably not room for dull, dirty storekeepers. Likely enough there are too many of them already. But a live, wide-awake man settled down among them would shine out with a brightness that would put them entirely in the shade.

The character of the stock a young man proposes to carry should weigh with him when he is looking around for a store, especially in the cities and larger towns : The character of the stock should be in keeping with the locality.

"A. J. C." can find out better for himself where the best place is for him to start a general store. If he is not qualified for this he is scarcely qualified to be a general merchant.

TO "NAILKEGS."

Will the correspondent, singing himself "Nailkegs," who sent HARDWARE a communication re "Mailing Orders to Travellers," kindly forward to us his name and address. We do not require it for publication, but it is an unalterable rule in newspaper offices to publish no communication unless the writer's name is given to the publishers as a guarantee of good faith. The communication will be published as soon as "Nailkegs" sends us his name.

BUYING COUNTERFEIT MONEY.

NOT very long ago the correspondence of a man who was offering green goods —counterfeit money—was captured by the authorities. The man was a Canadian who served an apprenticeship and traveled for a wholesale house in Toronto. He was the son of very respectable parents, and was engaged to one of the handsomest girls in the city, who is now the wife of a well-known and wealthy Toronto gentleman. Somehow things did not go right, and he drifted to New York about ten years ago, where he boasted that he was doing well. He was always on the lookout for Canadians visiting that city, and, putting himself in their way, generally contrived to show them the sights at their expense, and borrow a few dollars—for he knew that visitors were always flush. He pretended to be a stock-broker, and was always supposed to live at one of the best hotels. From time to time people in all parts of Canada received long letters, type written on foolscap, offering counterfeit Canadian bills at the rate of about $1,000 for $100, and showing how easily a man could in this way get enough to make him comfortable the rest of his life The method of procedure is well known. The would-be handler of counterfeit exchanges his good money with a confederate for a $1,000 sealed package, which he is cautioned not to open until he reaches the secret recesses of his home. Instead of crisp bills it contains green paper.

What the ex-Canadian made out of the scheme is not known, but he had a great deal of correspondence. From the mass examined by HARDWARE, it was seen that a number of fairly well known business men were implicated ; a few of them even wrote on their own letter heading. Most of them are eminently respectable citizens.

There were two letters from a manufacturer who is a prominent figure in the general gatherings of his particular church, and who always wants to open all business meetings with prayer. He wanted to take $1,000 on trial. If these worked well he would take a large amount. He would not go to New York, but wanted to meet the seller at Brockville, which, he said, was just across from Ogdensburg.

Another feature was the number of letters from particular localities. One county in Eastern Canada was unusually well represented, and it is a remarkable fact that the business men in this particular locality are specially noted by travelers for frequent sharp practice in their dealings.

The green goods man is probably now in Canada, for he was seen in Montreal a short time ago. He is a rather handsome fellow, though showing a few signs of dissipation, and dresses very well. When the writer last saw him, a few years ago, he was entering the Grand Union hotel with a St. John merchant. It was known at that time what business he was engaged in, for a number of his circulars were signed with his correct name. Many readers will thus be able to place him. His name is withheld, because he is the idol of his mother's heart, and she knows nothing of his doings. To his credit, he has been extremely kind to her.

PEDLARS IN P. E. ISLAND.

THE members of the Prince Edward Island Legislature are probably more in touch with the people they represent than those of any other province. They have therefore done more to suppress the peddling system than any other province. Very many years ago, long before Confederation, they passed an act of the reign of William IV., which gave them power to license pedlars. This they still have and control, excepting in Charlottetown and Summerside, which have power to regulate them by their own by-laws.

Outside of these places the Provincial authorities now collect an annual license fee of $20 for a one-horse waggon and $10 for a packman or pedlar on foot. If a man takes two horses he pays an extra $20.

This act applies to residents and non-residents alike. The unfairness of this has been evident for some time, and at the last session of the Legislature an act was passed reducing the residents fee to $15 per annum for a man with a horse and cart, and $7.50 for a man alone, while non-residents were very properly to pay $50. Lieut.-Governor Howlan refused to assent to this bill, but submitted it to the Dominion Government. He did not give any reason for his refusal to sign it, but a member of the Government informed HARDWARE that it was probably due to a doubt in his mind whether the Legislature had power to pass such a bill. If this be the case, and it seems likely, it will have an important bearing on the action any of the other legislatures may take. To HARDWARE His Honor said he hoped the Governor-in-Council would report his decision on the bill by the first of the year.

In Charlottetown they have no regular pedlar's license, but they compel these people who assemble on the market square to hawk their wares to pay $1 to $2 a day. A man who does not compete with the local merchants is charged $1, while those who sell goods which are handled by any of the retailers in the town must pay $2 a day.

The people on the Island have had more or less trouble with these fakirs. Many of them are the worst class of foreigners. They have compelled people to buy their wares with threats. They have demanded food, and forced unprotected women to give it to them by pointing revolvers at them. These are the men some St. John merchants objected to decorate with numbered badges, fearing it might degrade their manhood.

It may not be generally known that every commercial traveler who visits the Island is compelled to pay a license fee of $15 before doing business. In case of neglect to do so, there is a fine of $200.

HOW TO SUCCEED IN BUSINESS.

MR. LOGAN has been 27 years in trade in Pictou, N.S. He knows his business thoroughly; and though he has not made a fortune, he has not been unsuccessful. He is given better than an average rating by the mercantile agencies. He has always paid his accounts in full, and is proud of it, as all business men should be. His experience is therefore worth something to the younger generation of dealers. He is still a young man himself, about forty-seven.

To HARDWARE he said that his experience had taught him two important principles on which success in business was based : Always to sell at a profit and to collect the accounts. He had always made a profit on what he sold, but he had not been prompt enough in collecting his accounts. If he had he would have been able to retire with enough to live well the remainder of his life.

To sell at a profit he found that it was necessary to handle honest goods, the best that his customers could use. In this way he worked up a permanent reputation for having reliable goods only. He did not offer any baits, as is done by many merchants by cutting prices on some lines or giving away pictures, books, crockery, etc., depending on making up by extra profits on other articles which most merchants found to their sorrow they were never able to do, for the customers somehow bought these other lines at some other store. Taking the year in and out customers will do as well with the man who does not offer baits. This they realize in time and become permanent customers. The desire of the price-cutter is to do a large business, but it is safer and more profitable to make 10 per cent. on a $10,000 business than 5 per cent. on $20,000. In the latter business there are greater losses from shrinkage and other causes.

His method of collection has been his weak feature. He had given too much credit, and like everyone else who had done the same had lost much money. Not only did he lose money by long credits, but they caused him much worry. When accounts were about due he would spend a great amount of valuable time in endeavoring to get portions of the amounts due him to meet them. This time should have been spent in his store attending to customers and watching his business. Many dealers do not charge a man's time in making collections against the account, but they should. Mr. Logan is now working his business into a cash basis. He is collecting monthly, and on good accounts quarterly, allowing 3 per cent. off for cash.

His views should be carefully considered by those who are not following them out. For every one who cuts prices, gives long credits and succeeds HARDWARE will name at least ten who fail.

CHARGING GOODS SOLD ON CREDIT.

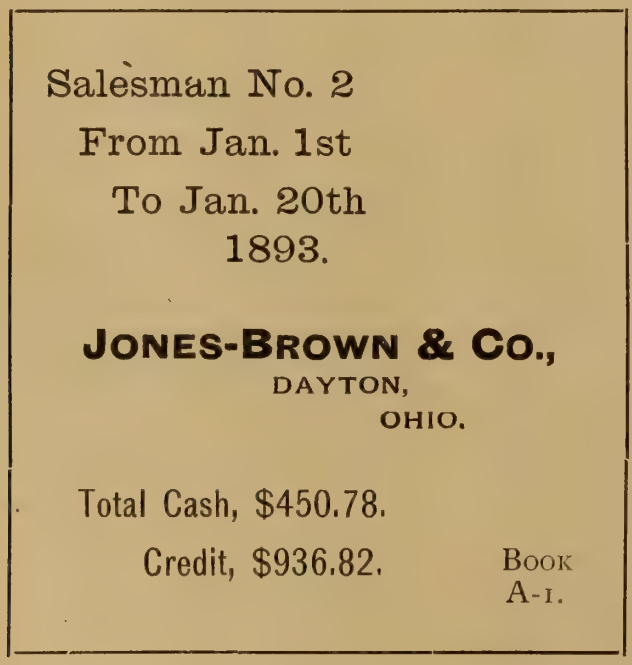
THE little bona fide evidence which from time to time comes to the surface in one's business demonstrates the fact beyond any doubt that there must be a very great omission on the part of most every salesman to charge all goods he delivers to customers on credit. He may be the head clerk and a very busy man, a man capable of handling one or more customers at the same time, and for this particular reason he might be more apt to omit making the proper entry simply because when the first sale was made, in order to wait upon the second customer whom he had already started with he will say to himself: I'll charge Mr. Blank with the goods when there is a little let up. In this way from one customer to another he goes through the their pass books to be written up for a 30, 60 or 90 day settlement, in putting down each day's items (checking from my ledger) I would find first one item of, say, 10 cents, then another of 40 cents, then a keg of nails, $1.75 and usually in two months would find the several clerks in my employ had delivered these goods, taken pass book and entered the same, while at the same time they were having a good chat on something that occurred the previous evening, as clerks get well acquainted with men who buy regularly for mills and factories, hence they naturally like to spin out a little chat, forgetting how easy it is to omit the charge and disobeying the rule I gave them, viz.: Never put an item on pass book prior to charging it on our regular blotter.

A PREVENTIVE.

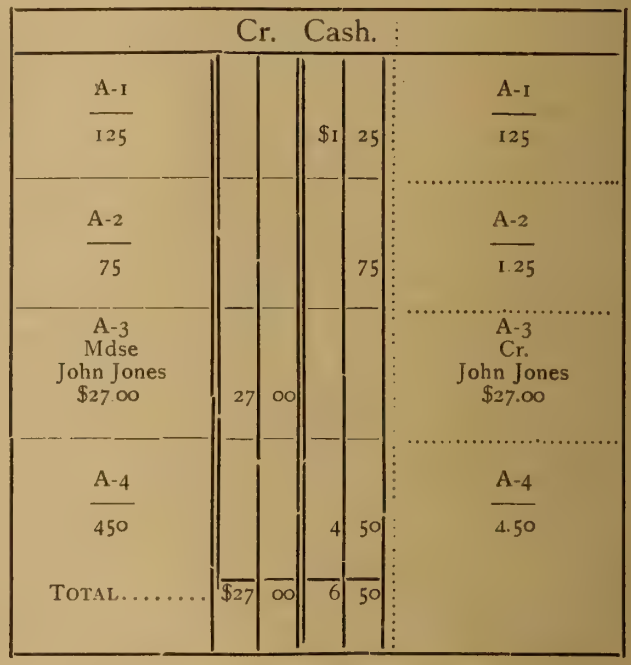
In order to overcome this carelessness I originated a plan which acted as a great preventive, as very few omissions to charge goods were discovered afterward. First, I numbered each salesman, including myself, from No. 1 to 8. I then gave each one a duplicate check book, the cover and a sample page of which are shown herewith, with positive instructions that he must keep this check book on his person all the time and not lay it around in different parts of the store, and whenever a sale was made, either cash or credit, it must be entered in this check book, each check being numbered in numerical order. At first one or two sales would be cash, and the entry would be put in check book, tearing out duplicate check and sending it to the office with the cash. The next sale would be a bill of hardware to a regular builder or some other party, the order being taken down on regular city order book. As soon as finished the salesman would turn his check book under head of sale No. 3, and make an entry on check as follows:

MAKING ENTRIES.

"Mdse. sale, $27. John Jones," this being made in duplicate the same as a cash sale, the only difference being he would not tear out the check, but let it remain in the book. When the day's business was over each salesman would pass his check book into the office to the bookkeeper, who would foot up the cash sales, which were kept in one column, and then check up the credit sales from his journal to see if they compared with the checks left in the different salesmen's check books; in this way the ground was so thoroughly gone over it was a difficult matter to make an error, and in order to prevent any delays in the next day's business, each salesman could have a duplicate set of check



Front Cover.



Sample Page.

SALESMAN'S CHECK BOOK.

day's business, forgetting one, and how many more? Yot tell. I can't. Clerks in different kinds of business and proprietors as well do the same thing and the leakage is far beyond one's real comprehension if he does not stop and meditate very carefully on this one important qnestion. If you call your salesman's attention to this matter his answer as a rule is, Oh, I'm so careful I never forget to make all charges. Now follow this particular clerk closely and I am not in the least reluctant in saying I could catch him in two days making the very error he was so sure he would not.

DELIVERED AND NOT CHARGED.

I used to find that a great many goods in my business were delivered and not charged, in this way: When the proprietors of the different mills and factories would bring in

books, so the bookkeeper could retain those of the preceding day and properly complete his work in the way of filling in the amounts on the credit checks and bring down the grand total of both cash and credit sales each day.

When all the checks in a book are used, the total cash and credit sales are entered upon the front cover in blank spaces reserved for this purpose.

PREMIUM FOR SALES.

At the end of each month I had my bookkeeper present the salesman who made the best showing in the way of total amount of sales, $5. This seems a small amount, but it was of such interest to each man that they all worked hard to secure the same, and by this means my business showed a decided increase, and scarcely ever was my notice

called to any goods not being charged, as each salesman wanted to make a good record for himself and was on the alert to enter on his check book every sale he made, either cash or credit, so it could be proved by the cashier or bookkeeper. I observed each man's sales gradually increased, so that the plan adopted acted in two ways, as it prevented goods going out of the store without being charged, and increased my sales, which was, of course, very profitable. Have a place set aside to keep these check books so you can refer to them, and when this system is in operation, if you will insist on the rule being followed, the results—that is, the increase in your business—will more than pay you double for the little trouble and expense which it will cost.

Organize some method to prevent leakages or you will never understand where the profits of your business go to. The plan I have described is a very simple one, as the checks can be of ordinary perforated paper, so they can be removed easily.—B. H. Rose, in Iron Age.

SUPERHEATED STEAM.

A SERIES of experiments on the relative consumption of steam and fuel with saturated and superheated steam has been carried out by the Alsace Union of boiler owners. The experiments extended over a period of six weeks. The boiler installation consisted of five cylindrical boilers, each with three heating tubes; each boiler had 640 square feet of heating surface, and 27.8 square feet of grate. The firing was from below, and the boilers were designed for a pressure of 12 atmospheres. On the last boiler was fitted a Green's economizer heated by the waste gases from the five boilers and from an Uhler's superheater. The steam engine was horizontal, triple expansion, with Frikart valve gear, the high pressure and intermediate cylinders on one side, the low pressure cylinder and condenser on the other side, behind each other. The diameters of the cylinders were 18 8 inches, 28 inches and 48 inches respectively; the stroke was 56 inches, and the number of revolutions per minute 70. The principal results are exhibited in two tables and the deductions made are:

1. Theoretically, it has never been denied that superheated steam should give a higher efficiency than saturated, yet from fear lest the cylinder should be damaged by the high temperature, for years no experiments were made with superheated steam. Now, however, after numerous experiments, the oldest engine can safely be used with superheated steam without injury, the economy being greater than with saturated.

2. In installing a superheater care msut be taken that the advantages gained are not lost either by less perfect combustion or by greater radiation losses; the cost of the superheater must, of course, not exceed the saving obtained in coal consumption. The superheater should be connected with the boiler so that both can be fired from the same furnace. After leaving the superheater the gases should come in contact with the heating surface of the boiler, and, lastly, with the heating surface of the economizer.

3. The use of superheated steam does not exclude the use of steam jacket. Though both superheating and steam jackets were used, yet condensation in the high pressure cylinder occurred.

4. The two different kinds of coal used gave different results.

5. The use of low pressure, 7½ atmospheres, did not give such good results as the use of high pressure, 11½ atmospheres.

SELLING NEW GOODS.

THERE are so many novelties in hardware nowadays that the average purchaser is at a loss how to operate them, remarks Hardware Reporter. He knows, of course, what some special device is intended to do, or else he would not buy one, but very frequently he cannot tell how to aid it in performing its work, principally because he has not been given the necessary instruction by the seller. Any piece of mechanism, however simple, that is not treated in the way that was intended for it by the makers might as well remain on the dealers' shelves as to be handled in a way that spoils its use, or to be so operated that none, or only a few, of the advantages claimed for it are brought out. More than this, it occasionally happens that the sale of a device said by the dealer or his clerk to do certain work, and then fails through the lack of necessary knowledge on the part of the user, will create distrust as to the dealer's good faith and injure him in a general way, since a sale that is not satisfactory to the purchaser is reasonably certain to send him somewhere else when in need of other goods.

The inexperienced or careless clerk is responsible for a great deal of trade mischief. He may either not know or does not care to learn what the goods are or how they are to be used, but when there is such a clerk the dealer himself is very largely to blame and is mainly responsible for any injury that may come to his business through the apparent fault of his subordinates. Cases too frequently arise where something new is put in stock and the dealer does not post himself on its workings, or where he has failed to give his clerks such information as he has received for himself or may think that he possesses. The result is an almost certain dissatisfaction on the part of the purchaser, yet is one that could have been easily avoided had the proper precaution been taken. Even when the dealer knows all about it, he may be unable to impart his knowledge to the clerks, so it is evident that the best plan to follow in buying new goods is to have those who are to sell them become thoroughly posted on all matters relating to their operation. Second-hand information is not the best at any time, and especially when it relates to mechanical details. If the dealer wants to prevent trouble from the use of new devices, he will do well to give his clerks the benefit of such instruction as he himself receives and be certain that they know what they are handling before he permits them to make a single sale. Such information should be obtained directly from the representative of the maker. Many a poor clerk could be made a good one if the employer would only take the necessary care in showing him what and what not to do.

SUGGESTED CHANGE IN NAILS.

IT is said that an effort will be made by a number of the nail manufacturers to change the system of quotations so that prices can be more readily ascertained. The system now in use is rather complicated and involves considerable figuring, while the base price is often misleading. As is well known in the trade, any given price, say $1 on the hundred, does not represent the figure at which the sale is made, since an additional charge is tacked on in order to maintain an average value and which ranges from ten cents to $1.60. Weight for weight, the small sizes cost more in manufacturing than the larger ones and it is claimed by the makers that when an order for assorted sizes is given, especially where there is a considerable variety, the fixing of a base price and then making an extra charge on each item saves them the trouble of attaching a separate price to each size and changing them with the fluctuations of the market. By having an established schedule or extra charges they are enabled, they say, to alter the base price according to the market and avoid a constant change in so many different quotations. On the other hand, some portions of the jobbing and retail trade complain of the present system as being too complicated, and urge the substitution of one that will give them direct prices and thus afford them a means of simplifying their business. About two years ago a movement in this direction was tried by the makers, but failed through lack of support, while it is intimated that that present effort will also fail, however great may be the apparent necessity.—Hardware Reporter, St. Louis.

Works: St. Helens, England

PILKINGTON BROS. LIMITED

MANUFACTURERS OF

Polished Plate

AND

Window Glass

Bevelled Plate and Mirrors

Rolled Plate, Ornamental Cathedral, etc.

Depots: Busby Lane, Montreal. Mercer Street, Toronto.



CUTTING IN WIRE.

Editor HARDWARE,—Having noticed in your issue of Oct. 27th, an article under the heading "Cutting in Wire," in which you quote a leading jobber, we would like, with your permission, to place the matter before your readers from another standpoint.

We hardly think you will get any one in Hamilton to agree with the assertion that the trouble originally arose through selling smaller dealers at list rates. How many smaller dealers were listed on annealed wire? That American wire was brought in there is no doubt, and not only by "a well known retailer," but by others and possibly by jobbers as well; that it cost $2.28 would be a wild assumption. It cost us, delivered in the store, under $2. It was being sold at $2 by one house. Others were still able to get $2.25 for Canadian wire. At this juncture "a large jobbing firm" commenced to sell at $1.90, and most of the retailers in the city after this got their supply at the latter price, some no doubt having to obtain it with assistance of farmers or some one that looked like a farmer. Nor is it correct to say the trouble was confied to Hamilton. More than one retailer outside of Hamilton obtained his supply at $1.90. That this state of affairs lasted all summer was certainly owing to the fact that "the large jobbing firm" had an inside track, otherwise even they might have tried selling under cost. Right here will be found the origin of all such troubles. It may be all right for makers to combine in order to sell at a living profit, but so long as they make a list of jobbers, including jobbers who retail and refuse to place on such list retailers who have to compete with them, there will be friction. Why should it be necessary for the Wire Association to do their business through jobbers? Is it not a fact that it is the retailer in whom the manufacturer has to depend for reaching the consumer? And why should any jobber get a rebate and be allowed to use that rebate as a margin to work upon in underselling other retailers? This is done in other lines besides wire. It is also difficult to understand how the Wire Association can expect retailers to pay more for wire than it can be imported for, simply that they may be able to protect the jobber.

All talk of Ishmaelite is wide of the mark. So long as the manufacturers place the retailer in such a position that he cannot buy as well as other retailers who may be called jobbers he is forced to make a virtue of necessity and carry the war into Africa.

HAMILTON HARDWARE MERCHANT.

Hamilton, Oct. 30

INCREASING STEEL PRODUCTION.

THE English correspondent of the American Manufacturer has this to say in his letter of October 10th in regard to the above subject:

The advance of steel is becoming more and more marked. Notwithstanding the unparalleled difficulties of the first half of this year, an increase has been registered in its production over the corresponding half of 1893. It is true the progress is only about 3½ per cent., but considering the general conditions of trade one could well have been excused for anticipating a substantial decline. Instead of that, the metal has held its own, and not only so, but has gone forward. The 784,712 tons of the first six months of 1893 have become 810,392 tons—or an augmentation of 25,680 tons.

Quite an American faith in Bessemer steel is at least beginning to be reposed therein by English users. Good for rails, but for rails only, was at one time the verdict of British steel consumers with regard to this metal. The erroneousness of such an idea has long been demonstrated by Brother Jonathan; and John Bull is at last following in his footsteps. Wherefore I find that one of the most marked features of the present returns is the increase which is demonstrated in the application of Bessemer steel to other purposes than those of rail making. Whereas in 1882 the production of other descriptions than rails was practically nil; now, considerably more than one-half of the steel ingots cast are rolled or hammered into such descriptions, leaving to rails not quite half the total production. Nearly four-fifths of the British steel made by the Bessemer or pneumatic process today is still produced in convertors having siliceous or acid linings; but the basic dolomitic linings are gaining ground gradually, owing to the inferior facilities they offer for the removal of sulphur and phosphorus and the consequent liberty they give to use cheap phosphoric pig irons such as those of Cleveland and the continent, instead of the purer pig irons such as the hematites of Cumberland and elsewhere, as in the original acid Bessemer process.

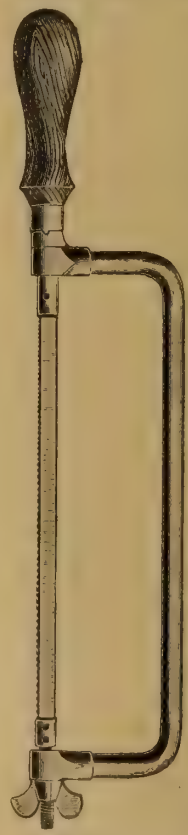
Thus the proportion of basic to acid ingots in the Bessemer or pneumatic process which in the first half of 1893 was 127,938 tons to 656,774 tons, has risen in the corresponding period of the present year to the following: 178,736 tons to 631,656 tons. This being so, we should expect that the acid process should be more in vogue where good hematite pig are near at hand or rarily obtainable than elsewhere, and this is what the statistics show: for Wales has made 181,839 tons of acid; West Cumberland, 158,930 tons, and Lancashire and Cheshire, 104,532 tons—all acid, no basic. The presence of and proximity to good pig iron in the southermost portions of Yorkshire is also reflected in the 107,214 tons of acid Bessemer steel ingots made in Sheffield and its locality. On the other hand, away up in the north of Yorkshire, the presence and almost exclusive use of inexpensive phosphoric ores is demonstrated and turned to advantage by the production on the North East Coast of 129,142 tons of basic steel ingots against only 73,141 tons of acid. It must be borne in mind that in the whole of the above statistics we have been dealing with steel made on the Bessemer or convertor principle and not on the Siemens-Martin or open-hearth principle.

The following is the relative position today of the Bessemer steel ingot output (acid and basic) of the leading steel centres of the United Kingdom: 1, North-East Coast; 2, South Wales; 3, West Cumberland; 4, Sheffield; 5, Lancashire and Cheshire; 6, Staffordshire, Scotland, and the remaining parts of the United Kingdom.

The total steel rail production for the first half of 1894 was 315,336 tons, compared with 317,395 tons in the first half of 1893. But, although there is a reduction here of 2,000 tons, there is an improvement of 103 452 tons upon 1892. West Cumberland headed the list with 91,082 tons; the North-East Coast following with 80,609 tons, and Lancashire and Cheshire coming third with 68,-736.

HACK SAW FRAME.

The accompanying cut is an illustration of the Amidon Hack Saw Frame, which is being placed on the market by H. S. Howland, Sons & Co. This frame is made of the best tempered spring steel. The blades can be faced in four directions. It is adapted for all purposes and is suitable for cutting iron, steel, brass, bone etc. The saw blades are readily adjusted and are firmly held by the tempered spring steel frame. It is full nickel plate, with elegantly polished handle, and is made in 8 inch only.



The H. G. & B. trains carried big crowds of people this week, and the trains all ran on time. The rails for the completion of the track in the city have not yet arrived, but they are expected in a few days. A deputation will shortly interview the Beamsville Council in regard to the extension of the railway to that village.—Herald, Hamilton.

Cow Chains

Open Ring Three Chain Close Ring

CROSS CUT SAWS,
FILES, AXES,
CHAINS, Etc., Etc.

GENUINE Acme Skates

H. S. HOWLAND, SONS & CO.,

Wholesale Hardware Merchants 37 Front St. W., TORONTO.

THE STOVE AND FURNACE SEASON

THIS is the season of the year when stove men, furnace men, and plumbers are expected to be unusually busy in attending to the demands of their customers for getting apparatus into proper condition for winter use. The first short cold snap of the autumn always serves to infuse life into the heating business. It is a wonder to me why householders put off attention to their heating apparatus until the cold weather sets in. Perhaps after all it is only that element of procrastination in human nature which is variously manifested.

Every autumn for many years past I have been impressed with the fact that cold weather, or the suggestion of cold weather, increases the demand for furnaces, steam heaters, hot water heaters, and various other forms of apparatus, the service of which is peculiar to the winter. Even those who know in the spring that a new heater must be installed before the next winter sets in will put off giving the order for the work until the snow begins to fly, and then, of course, the man who gets the contract is rushed and crowded and tormented and persecuted and has evil things said of him, simply because the work is not done in a minute. A heater man must have a deal of patience. Patience is a virtue always, but it is a business necessity in the heating business. The unreasonableness of the customer is something past explanation, and can only be met by the noble virtues of patience and forbearance.

I was in a business office a day or two since, and the friend on whom I had called had just been at the telephone to ask about a man being sent to overhaul his office gas heater before the fire was lit. First, he called up the regular shop from which he gets such work, only to learn that the "gas hand" was sick and that it would be out of the question to do anything for him for several days. He then called up in succession three other concerns, to whom he was well known, only to find that they were crowded with orders and could not give him prompt attention. Finally, he called up a concern that keeps a very large number of men at this season of the year for work of the kind mentioned, only to be informed that the best that could be promised him would be attention by the middle of the following week. My conclusion from this little incident is that the heater men in and about the Metropolis are reasonably busy at the present time.—Philemon, in Stoves and Hardware.

RE LAMP EXPLOSIONS.

A suggestion has been made, remarks an exchange, that lamp accidents, or at least some of their more serious consequences, might be prevented by filling the fount nearly full with cotton wool, saturating this with kerosine and then pouring off the surplus liquid oil, having the wick long enough to extend through the cotton. The suggestor intimates that this might reduce the candle-power of the light. We have no doubt of it, but it would certainly lessen greatly the risk if the lamp were overturned and broken, or exploded, since there would be no burning oil to scatter flame in every direction. Perhaps the idea may be worth something to dealers by way of reassuring nervous old ladies, but the better course is to persuade them to buy lamps that won't break or explode.

Window Glass

Send for our special low prices.

61, 63 and 65 Adelaide Street West,

Sanderson Pearcy & Co. Toronto

BLAST FURNACE PRACTICE.

IT is almost startling to think how short a time has elapsed since blast furnace practice has been completely revolutionized, remarks Iron Age. The precision with which blast furnaces are now operated, so that the character of their product is unerringly predetermined, is an achievement of our own times. The manufacture of pig iron is a very old industry, and in view of what is now being done, together with its apparent absolute necessity, it is amazing that anything like satisfactory results should have been attained during the long years when iron-makers were really groping in the dark. Yet in this age of progress we have grown so accustomed to the presentation of new ideas in all lines that we frequently fail to grasp the importance of some of the developments which are being made. This is the case with pig iron. It is only when some circumstance of the recent past is recalled that the very rapid strides made from empiri ism to scientific exactness are realized.

This was peculiarly demonstrated at the recent meeting in Chicago of the Western Foundrymen's Association. Two men were present who had grown gray in the manufacture of pig iron. One, who is now a merchant, had gained distinction as a most successful manufacturer of charcoal pig iron in the Lake Superior region, in the days when charcoal iron was believed to possess special qualities unattainable with the use of coke, and consumers were willing to pay a high premium for it. The other had spent the greater part of his life, and is still engaged, in operating coke furnaces in Western Pennsylvania, and in his eminently successful career had welcomed and incorporated in his furnace practice the methods taught by scientific research. The former, alluding to the value of chemical investigation, related a most interesting experience in running a charcoal furnace only 12 or 13 years since, and said that at that time it was customary among charcoal furnacemen to have their pig iron analyzed about once in five years, but the services of a chemist were not considered necessary in determining what ores to buy or use. He learned the significance of silicon in pig iron from experience and not from theory, and attributed the reputation which his iron maintained for some years over that of his neighbors to his knowledge of the benefit derived from the mixing of lean siliceous ores with the very rich Lake ores. The latter gentleman also dwelt upon the scientific side of the manufacture of iron and steel, told with what precision the operations of a furnace are now conducted under the all-observant eyes of a chemist, and said that if a foundryman would tell him what kind of castings it was proposed to make he would guarantee to furnish the exact kind of iron needed to make them. Both agreed that the true way to buy pig iron is by analysis and not by fracture.

It may be said that this precision of method was introduced long since in the operation of blast furnaces run in connection with steel works. But when it is considered that the manufacture of Bessemer steel was only begun in this country in 1865, and was of very small proportions until between 1874 and 1880, the application of scientific methods in that direction is seen to have also been rather limited until a comparatively late date. The furnacemen making foundry iron were not only more conservative than those running on steel pig, but an incentive was lacking in the demand from their customers for iron of a certain grade instead of specific contents of metalloids. This conservatism has given way with the diffusion of scientific knowledge, and the more thorough technical education of those who engage in iron making. It is highly creditable to them that they have not been forced by their customers to revise their practice, but on the contrary have of their own volition made the changes which have brought about the new era. In fact, they find it necessary to conduct a campaign of education to awaken foundrymen to the importance of chemical analysis in determining the exact relative values of various brands of iron pressed upon them by salesmen. Having first established this important point, and created a demand for an iron of specific quality, they stand ready to furnish precisely the same quality month in and month out.

This new condition of the foundry iron trade will bring about serious changes. In fact, it has already done so. Brands are of small consequence now, unless their chemical contents are of such a character as to give them special value for certain kinds of foundry work. There are some foundrymen who even go so far as not to accept furnace analyses, but make their own determinations when buying iron, and satisfy themselves that they are getting just what they want. This is a very recent development in the foundry business, and as yet is mainly confined to the largest establishments. Furnace analyses are usually taken. The malleable trade may be cited as a conspicuous example of the changes wrought by the new furnace practice Whereas, up to two or three years since it was not considered feasible to use anything but charcoal iron in making malleable castings, to day the malleable works are largely using coke iron, and, it is asserted, with fully as good results as when running on all charcoal, and at much lower cost. This has been brought about by the experiments of the coke iron makers in producing metal whose analysis is almost identical with that of the highest grades of charcoal iron. This would not have been possible under the old regime. Other developments in the foundry trade, of perhaps as great importance, are to be expected whenever the reformed method of selling by analysis and not by fracture shall have been established.

HAS NO LONGER A MONOPOLY.

Castings of best malleable iron for mill and forge machinery have hitherto been regarded as, if not a monopoly, at least a specialty of the best English ironfounders. But Germany is coming to the front as a producer of castings of undoubted quality and at a price averaging £15 per ton, as compared with the £18 to £20 per ton which English founders demand. The result is that orders are being diverted, and within the last few weeks the German founders have derived a considerable accession of new business from the ironmasters of the Black Country. Experiments in best steel castings of Sheffield make for ironworks' purposes have been tentatively made with promise of excellent results. The first cost is enormously greater, but the liability to breakage is, comparatively speaking, reduced to a minimum, so that in the long run the steel casting pays, and pays handsomely. If only rolls could be made of steel a revolution in the iron trade would be the result, but at present this has been found impracticable. It cannot be too widely known in Sheffield that it would answer the purpose of ironmasters to pay as much as £100 per ton for rolls of best steel, guaranteed mathematically true and made out of best material.—Hardwareman.

EUROPEAN ZINC COMBINATION.

Recently negotiations were undertaken, says the Engineering and Mining Journal, for the formation of a new zinc syndicate of the European companies, the object, of course, being to limit production and maintain prices of the metal. They were not successful, chiefly because the Silesian producers put their figures at so high a point that the Belgian and French companies would not concede the proportion which these competitors asked. Two of the great companies, however—the Malfidano and the Vielle Montagne—have made an agreement of their own, by which their output will be restricted to a certain amount for the coming year. They will also, it is said, bring what influence they can to bear upon the smaller companies to induce them to join the agreement.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton. Ontario.

SP

California Spice Trays

We make a large line of goods decorated in this manner.

Mail orders receive prompt attention



Decorated by the Lithographic process for which we were

Awarded Silver Medal

At the Toronto Exhibition, Sept., 1894.

THOS. DAVIDSON & CO.

MONTREAL

AN UNSUCCESSFUL VENTURE.

A BUSINESS man of prominence in one of the interior cities of the United States refers in the following communication, which appeared in Metal Worker, to his experience in connection with an unsuccessful enterprise in which he was persuaded to engage.

I had no conception how much the world worshipped success until I had met with some severe losses. For a score of years, so far as the public knew, and also in fact, I had been successful. I had made mistakes and met with losses, but these were not equal to my profits in any one year, and neither did I advertise them.

In course of time quite a number of people appeared to be anxious for my advice, and I was invited to go into every new enterprise, being almost invariably told that my taking hold would be of value in securing help and subscriptions from others. So common had this become that it long ago had ceased to be a matter of any pride to me. I am afraid that I began to accept myself at the valuation other people seemed to place upon me and perhaps became too confident in myself and my own judgment.

At any rate, I invested in a certain business outside my own line and went in rather heavily. It seemed to have hard sailing, so I took hold of it in rather a prominent way, hoping to pull it through, but it was too much for me, and the concern failed.

The public must have had an exaggerated idea of my losses in connection with this venture, for, as a fact, they did not seriously bother me, though, of course, I did not talk this way. My old friends sympathized with me in a patronizing way, as if mentally adding: "You ought to have noticed that we were not in that venture and have staid out." The people who used to call on me for advice came in now to commiserate with me and advise me not to go into such schemes in the future, and everybody took on very patronizing airs with me and they still treat me that way.

It is both amusing and humiliating; it teaches that the world is ready to bow down to success, but quick to patronize and rather rejoice at a turn in the tide that changes the flood of someone else's prosperity into loss or failure, We are apt to measure ourselves by others, and measure others by their success or failure. It will be some time before I regain my position as adviser to the public at large.

THE "ATHLETIC" SKATE.

The accompanying cut shows the "Athetic," the latest improvement in clamp-skates. In this skate the adjustment is reduced to one single screw. The screws are so arranged that they cannot drop out and be lost, and, when once fitted to a pair of boots, the skates may be replaced upon them



any number of times without readjustment. No distortion of the skate blade occurs with this fastening, and they are fully believed to be the very nicest clamp skates ever made. They can be had in all sizes and qualities of finish from M. & L. Samuel, Benjamin & Co., Toronto.

THE FIRST.

In the office of HARDWARE there hangs this week the first package of matches to leave the factory of the E. B. Eddy Co. in their new patent match-box. This little pasteboard receptacle holds about twice as many matches as the box previously used. It is rectangular, larger, and more artistic in appearance. But its great feature is its lid, which opens upon a hinge, and is perforated, so that the box can also be used as a wall match-safe at a moment's notice.

This new package will do away with the necessity of leaving the box lying round on a table, with its contents half spilled, or the matches from being taken out of their original box before being placed in a wall or table match-holder. All that has to be done is open the lid, push aside a piece of pasteboard from a perforation, and hang the box on a hook or nail.

It is so simple that everybody will say, "Why didn't I think of that before?" But it is the simple Inventions of this kind that make the greatest successes. This new package will not be on the market for a few weeks yet.

CHARTERED COMPANIES.

Peculiar to this, the latter part of the nineteenth century, is the development of the joint stock limited liability company. It is common to all English-speaking countries, the same process being at work in Great Britain, in the United States, and in Canada; and they are the product of the necessity of to-day for the greater concentration of capital.

A limited liability company has many advantages over an ordinary company. In the first place, it ensures a continuity in business. Should one of the shareholders, for instance, die, beyond the fact that his services are lost, should he be an active participant, the business is undisturbed. The stock exists whether the partner dies or not.

Another advantage, and a substantial one, is that a limited liability company is chartered to do a certain kind of business. To invest its capital in anything else is criminal. This is a most wise provision. It is a common practice in these days for a merchant, when his business has become well-established and profitable, to invest his surplus capital in enterprises foreign to his immediate business, with what result is only too well known—many a business has been closed up.

A further advantage which accrues to the chartered company, is that its credit usually stands higher than that of individuals; and for the reason of course that its capital cannot be diverted from its legitimate purposes. In a word a joint stock company with reasonable capital is looked upon as having a sort of perpetuity about it; and of course, where there is this, a high standard of credit necessarily follows.

TRADE CHAT.

PEOPLE will talk. If you advertise your good points they will talk well of you. If you do not, look out.—Printers' Ink.

The Dominion Glass Co., Montreal, has obtained charter of incorporation.

The London Electrical Co. of London, Ltd., has obtained charter of incorporation.

Frankel Bros., of Toronto, obtained $100 damages from John Fogg for breach of contract.

A syndicate of Montreal capitalists has been formed to work the rich mica mines at Murray Bay.

The Ross-MacLaren Lumber Company, of Victoria, has contracted to ship 100,000 feet of lumber to South Africa.

It is reported that the Napanee brush factory is about to start up again. A practical man of means has been viewing it with the intention of starting.

According to the new freight schedule just issued, the Grand Trunk railway has increased its rate on lumber from northern to western points one cent per hundred feet.

A motion was made at Osgoode Hall on Wednesday to wind up the Hamilton Bridge Co. A. T. Wood, of Hamilton, who has a $10,000 claim, is the petitioner. The assets of the company are $134,000, and will show a surplus of $20,000 to $40,000 over the liabilities. The matter was adjourned two weeks to take evidence.

A writ has been issued on behalf of the Eagle Knitting Company, of Hamilton, against Finch Bros. to have a declaration as against the defendants of the validity of the plaintiff's Canadian patent on a machine for making ladies' undergarments, and for damages for the alleged infringement of the patent in question.

Surveyers are still out locating the line of the proposed Hamilton, Waterdown and Guelph Electric Railway. The chief difficulty they have met so far is to find an easy grade into Waterdown, and at one time it was thought a spur would be needed to connect with that village, but by choosing a slightly different location, it is now hoped this obstacle will be overcome.

To test leather for belting, explains an exchange, a small piece is cut out of the belt and placed in vinegar. If the leather has been perfectly tanned and is therefore of good quality, it will remain immersed in vinegar even for several months without any other change than becoming a little darker in color. If it is not well impregnated with tannin, the fibres will swell and after a short time be converted into a gelatinous mass.

No change was made in the Board of Directors at the meeting of the Consumers' Gas Co. of Toronto held a few days ago. The board consists of James Austin, president; Samuel Alcorn, G. S. C. Bethune, Henry Cawthra, G. R. R, Cockburn, J. C. Gilmour, Sir Frank Smith, Morgan Baldwin, James Scott and T. R. Wood. The question of the reduction of the price of gas will be discussed at the meeting of the board next week.

T. I. Thomson will have an up-to-date business place when improvements now in progress at his hardware store are completed. The frontage will be increased by taking in a hallway, and fine new plate glass show windows, very similar to those in Ryan Bros.' dry goods store on the opposite side of the street, will be put in. The additional frontage and floor space inside will give Mr. Thomson one of the finest stores in town.—Times, Owen Sound.

Bush Vinning and Fred. Vinning, of Plantagenet, while in Ottawa the other day report having discovered a rich gold field near Shoal Lake, and within 42 miles of Fort Francis. They have taken up about 1,000 acres of land, and intend organizing a company for working the mine. They say that an American syndicate have offered them $35,000 for a half interest in their claim, which is within three miles of river navigation.

Although the erection of the smelting works plant is progressing, it does not look now as if there is any probability of the enterprise being ready for operation by January 1, in time to earn the bonus. A man who is well posted in such matters says it is more likely to be eight months hence before the works will be completed. It is probable an application will be made to the Council for an extension of the time for earning the bonus.—Herald, Hamilton.

The remarkable statement is made, on competent authority, that the average amount of friction or power lost by overcoming friction in machinery and mill work is 50 per cent. of the gross power, the loss occurring at the lubricated surfaces. The power demanded to drive the machinery in such an establishment has been found to be variable to the extent of 15 or 20 per cent. by change of temperature from heat to cold, as from summer to winter. Friction has been reduced 50 per cent. by changing lubricants.

J. W. Redfern, hardware merchant, has leased from the Molsons Bank the Melville block opposite the postoffice, and expects to occupy the premises early in December. The rear show-rooms will be removed and the main building extended the full depth of the lot, giving a store 125 feet in depth, which with the basement and the second flat will provide ample room for this extensive business. Mr. Redfern will then have one of the best hardware stands in this section of the country.—Times, Owen Sound,

When piano lamps first came out there were some exquisite examples of shades made in crepe and rice paper, and fluted porcelain in the smaller ones. There are now in the market many hideous spectacles of the lamp in petticoats. Silk, satin, chiffon and artificial flowers are used in such profusion that no wonder the comic papers are made to say, when madam has "nothing to wear," "wear the lamp shade!" All this is but a travesty on art, and borders on the tawdry. When will all this change? —House Furnishing Review.

In the Exchequer Court at Ottawa on Monday judgment was given for the respondents in the case of the Toronto Street Railway Co. vs. the Crown. The case was of great importance and involved a sum of $56,000 paid by the company as duty on steel rails imported from England in 1891-92 and '93. The appellants claimed that the rails, which weighed 69 pounds per lineal yard, should be "free," being over 25 pounds in weight. The case will be appealed to a higher court.

Postmaster A. E. L. Malone and N P. Horton, of Owen Sound, are in the city today endeavoring to interest local capitalists in the formation of the Georgian Bay Portland Cement Company. The company purposes, as its name denotes, going into the manufacture of Portland cement. Over 125 acres of marl from 2½ to 20 feet in depth have been secured in Holland township, and the deposit of clay is situated near the town of Owen Sound. The cement manufactured from these deposits is said to be first-class, and a safe and reliable substitute for the imported article.—Guelph Herald.

The English correspondent of American Manufacturer says that the movement started recently at Swansea with the object to taking advantage of the strike of millmen at the American tin plate works to get them back to Wales is gaining ground. Originally it was decided to offer in the Welsh works preference places for such millmen as would return. Now the makers are going a step further, and not content with merely guaranteeing places, a number of them, with the approval of the leading representatives of the men, are, it is this week stated, prepared to pay the passages home of such as are inclined to return.

The Assets Co. is the name of a new association with a capital of $200,000, whose object is to acquire bankrupt estates, either by purchase or otherwise, and to realize the same in the best manner possible. It is proposed to hold weekly sales by auction for the disposal of the merchandise. It is understood that goods will only be sold in limited quantities at a time, so that stocks will not be sold en bloc to retail merchants, as at present. A profit is expected from this process. The main object of the company, however, is to prevent the breaking of the markets by the slaughter of bankrupt stocks. The company will remove all merchandise which it purchases from the premises of the insolvents to its warehouse, where it will be put in saleable shape and disposed of in lots, so that no dealer will become possessed of an estate to the injury of his neighbor.—Gazette, Montreal.

WIRE WIRE

Coppered Steel Spring Wire
Tinned Mattress Wire
Broom and Brush Wire
Hay Baling Wire
Flat Wires
Soft Coppered Wires

We guarantee the quality of all our Wires.



The B. GREENING WIRE CO., Ltd.

Write for Catalogue. ***HAMILTON, CANADA.***

YOUNG MEN WITHOUT CAPITAL.

THE first of the year is approaching, and at that time many business opportunities will be presented, remarks Metal Worker. Some men will want to sell out their interests, others who have a good business and good prospects will need more capital and assistance. There is no place so natural to look for the assistance as among the young men in the same line of business. Many of these young men fill positions requiring business acumen and capacity. They are ambitious to get along, and feel that they have been misused if some other young man of less reputation for ability is given an opportunity to take an interest instead of them. A man who wants to sell out is often asked, "Why don't you give your man a chance?" or "Why don't you sell to your employees?" Then a look of disappointment comes over his face, for he knows they never had enough business capacity to "live at a profit," and that any business to be successful must be done at a profit," and that any business to be successful must be done at a profit. His men have never saved a dollar, though they are excellent salesmen, bookkeepers, workmen, foremen and superintendents, so he must sell to a stranger what they have helped to build up. Some men have tried the formation of a stock company, keeping a controlling interest, and found that their employees could not buy even a small amount of stock without borrowing. Such stock companies have often failed of success, and the old merchant has been forced to reassume control to save a loss, because men who have never lived at a profit lack the characteristics to do business at a profit. The young man who resolves that inside of another twelve months he shall have saved $100, will have acquired a trait of character and a kind of information of so much value that, if he had to lose either, he would throw the dollars away. The mere possession of so small a sum does not count for much, but the ability to accumulate it will develop into the ability to get more, and is the stepping-stone to competency.

The habit of saying brings an idea of the values of all sorts of business opportunities and a ready decision from a common sense standpoint that makes a good business man. It reduces the tendency to extravagance and speculation, and increases the vigilance to let no opportunity escape and to be industrious and on the lookout continually. A young man who is saving learns that he can save so much this week, and that means so much in four weeks or a month. The successful business man carefully arranges for his regular trade and as carefully plans for the future, weighing all the possible and probable conditions. The principles guiding both men are similar, and that is why the young man who has saved money is preferred, for he not only has the small capital needed but has what is far more desirable—the business training that is invaluable. The business year always has an ending, and at the ending there are always some who want to sell out or get more capital, and the young man who resolutely denies himself the luxuries that attend the expenditure of his entire salary and provides a saving fund as a part of his necessities will be in a position to take advantage of these opportunities.

ONLY WAITING.

The Antikokan district in Canada, in which recent discoveries of iron ore have been made, may be of more interest to American ore producers than we now think. It is stated that most wonderful beds of iron ore have recently been outlined by the diamond drill in that district. Reports comparing that find with the Lake Superior iron deposits state that it has the flat stratum of the Mesabi added to the regular formation of the Marquette and Vermillion ranges. This district is located within easy shipping distance of Lake Superior ports, and the Canadian Pacific road stands ready to assist the shipper by affording low freight rates. With free trade between Canada and the United States these ores could be easily landed at Lake Erie ports at a very low cost.

In fact there is hardly enough known about the new Canadian region to assure us that the cost of production will not be sufficiently low to go a great way toward helping the Canadian producers to get over the 40 cents duty on iron ore. Those who fixed the pressnt rate of duty promise to do away with it entirely if they are permitted to carry out their very patriotic policy.—American Manufacturer.

PERSONAL MENTION.

Mr. Lamplough, of Lamplough & McNaughton, of Montreal, agents for Theile & Quack, Elberfeld, Germany, was in Toronto this week. He has been through the West with samples for spring trade, and is now working his way East. "Business," he said in reply to a query of HARDWARE, "is improving, and is decidedly better than it was in the spring."

A. Gunther, head of the well-known hardware house of Theile & Quack, of Elberfeld, Germany, has been paying his first visit to Canada. He called on the trade in Montreal, Toronto, Hamilton and other places, and expressed much gratification with what he saw and heard.

"Engraving by dynamite" is a somewhat startling announcement. And yet this process is actually carried out, if we may rely on the account given in a technical journal. It appears that this method of engraving is not adopted as a regular trade method, but is rather used in the nature of an experiment by those whose business it is to test the strength of dynamite, gun cotton, and other high explosives. Fresh plucked leaves are placed between two plates of highly polished steel and cartridges are exploded on the upper plate. The recoil is so great and sudden that the upper plate is driven downward with such force and rapidity as to catch exact impressions of the leaves before their delicate ribs have time to be crushed by the force of the blow.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, Nov. 2, 1894.

HARDWARE.

THE week has been a fairly active one in hardware circles, but there is no new or striking feature to mention. All lines of seasonable goods are being called for with a fair degree of freedom, notably skates and sleigh bells, while a fair jobbing call is experienced for tools, cut nails, wire nails, horse nails and horseshoes. In rope trade is steady and prices on manilla and deep sea line are higher this week. Cement is quiet and sales of Belgian have been made at a concession. Payments are not exactly as good as might be wished, but they have improved of late and this is considered a good sign.

WIRE—There is little change in the wire market. Any business that is doing is in hay baling and fencing wire. There is little or nothing doing in barbed wire.

ROPE—There has been rather more enquiry for some lines of rope this week, notably manilla and deep sea line which are in rather light supply with firmer prices. We quote as follows: Sisal at 7 to 7½c. for 7-16 in. and upwards, and 14 to 15c. deep sea line. Pure Manilla, 9½c. for 7-16 in. and upwards, 10c. for smaller sizes.

CUT NAILS—There is a moderate trade doing in cut nails at about the same prices. We quote $1.70 to $1.75 as the range for jobbing business, but it is not certain that it would not be cut under certain circumstances.

WIRE NAILS—There is a fairly good trade doing in wire nails, and discounts continue as before.

HORSE NAILS—Both makers and jobbers appear to be fairly busy in these this week. iscounts continue as before.

TACKS—Business in tacks is of very small proportions.

CHAIN—There is nothing special to note in regard to this line. A few fair-sized lots of cow ties keep moving.

HORSESHOES—A good brisk trade is being done by makers in horseshoes at present, and the presumption is that jobbers also are busy. Both steel and iron shoes share in the demand. Prices are unchanged.

WARE—There is nothing special to note in this line. The list rates are the same.

PLUMBING SUPPLIES—No change of importance is to report in this line, which continues dull.

LEAD PIPE—There is a fair steady demand in a jobbing way for this article at unchanged prices.

HINGES—These still continue to be one of the most active lines in the hardware business. Prices are steady.

BUILDERS' SUPPLIES—Nothing special to mention.

TOOLS—A few lots of carpenters tools keep moving and there is also a steady enquiry for axes, axe handles, shovels, spades, etc.

CLOTHES WRINGERS—Quietness is the dominant feature in these.

LAMP GOODS—These rule quiet on the whole.

SPORTING GOODS—There has been very little change on these. However guns and ammunition are not quite as active as they were.

CUTLERY—A fair trade is still reported in both table and pocket cutlery, but jobbers expect a shrinkage shortly. They all agree that they have had a very good fall trade in this line.

WINTER GOODS—The demand keeps up unabated for sleigh bells and skates, in fact the great bulk of the goods leaving jobbers hands this week have consisted of these two lines.

TAR, OAKUM, ETC.—In this line there has been no great change. Activity in oakum has been the chief feature. We now quote: Resins, $3 to $5.50 as to brand; coal tar, $3.25 to $3.75; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5¼ to 7½c., and cotton do. 10 to 12c.

TURPENTINE—The turpentine market remains much as it was. We quote 44 to 45c.

CEMENT—The cement market has ruled very quiet. Some sales of Belgian in round lots have transpired at very low figures, but the price in question is not a market quotation. We quote: English, $1.95 to $2, and Belgian, $1.85 to $1.90.

FIREBRICKS—There is only a slow demand for firebricks, and values remain unchanged at $15 to $22 per 1,000 as to brand.

METALS.

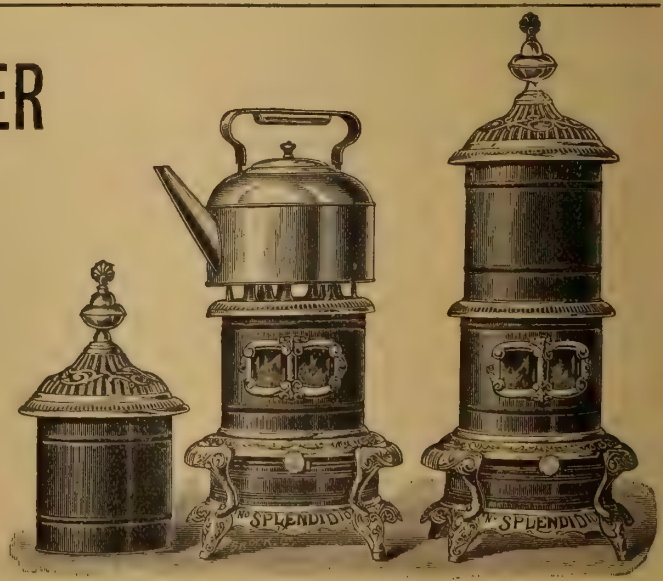
Very little change has transpired in the metal market since our last. Of course, there is some business moving, but it is of so restricted a character that sellers have reason to profess the disappointment they express. In fact, the advance of the season does not appear to have any influence on buyers. Values as a rule are steady, and there are few changes in this connection to report.

THE SPLENDID OIL HEATER

WILL HEAT A ROOM 20 FT. SQUARE

No Soot
No Smoke
No Odor

Requires no more care than an ordinary lamp. . . . . .
Just the thing before a stove or furnace is started. . . . . .
We can supply a three-hole extension top, making it a perfect oil stove.



The McClary Mfg. Co.

London Toronto
Montreal Winnipeg Vancouver

MONTREAL MARKETS—Continued

PIG IRON—A fair jobbing trade is to note in domestic pig and some low-grade Scotch pig iron. Of the latter, round lots of Carnbroe have been moved ex wharf at $18.50, but we quote $19 to $19.50 ex yard, as before, for business in a regular way. Quotations now are ex store: Summerlee and equal brands, $21; Carnbroe and Eglinton, $19 to $19.50.; Ferrona, $17.25 to $18; Siemen's, No. 1, $17.25 to $18.

BAR IRON—There is a fair jobbing movement in bar iron on the basis of $1.65. For round lots from first hands prices do not appear to be a bit more settled, and it is a question when they will be, with makers in their present temper.

TIN PLATE—Fair lots have been moved from jobbers' hands on western account during the week. We quote prices steady at $2.75 to $3 for cokes and $3.35 to $4 for charcoal.

TERNE PLATE—A fair trade in a jobbing way is doing in terne plates, which we quote as before—$5.75 to $6.25, as to grade.

CANADA PLATE—There is no change in Canada plate, which furnishes a moderate movement at $2.05 to $2.15.

SHEET IRON—This rules quiet and unchanged on the basis of $2.20 to $2.30 for No. 28 guage.

IRON PIPE—There is a moderate volume of trade passing in this. Discounts are 70 and 5 for block and 50 and 5 for galvanized pipe.

INGOT TIN—A quiet movement is to note at 18 to 18½c.

COPPER—There is no change in copper and business rules dull at 9¾ to 10c.

LEAD—There is little activity, but in sympathy with outside advices values are firmer and none can now be had under $2.85 to $2.90.

SPELTER—Spelter rules easy with little or no business doing at $4 to $4 25.

SHEET ZINC—The demand for this article fs small and prices have been cut since our last. We now quote $4 50 to $5 according to quality.

ANTIMONY—Market is dull and unchanged at 10 to 12c.

HOOPS AND BANDS—There is a moderate trade passing in these on the basis of $4.20 to $4.30.

GALVANIZED IRON—Business has ruled moderately active in these at unchanged prices. We quote as follows: 4¼ to 4½c. for No. 28 Queen's Head; Morewood, 5¾ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

GLASS.

The glass market remains much the same. Business is not active and prices are unchanged on the basis of $1.25 for first break. Putty in bulk, $1.85.

PAINTS AND OILS.

Demand in this branch rules slow, and is limited to actual requirements. Values as a rule are firm however. We quote as follows: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, raw, 57c., boiled, 60c.; seal oil, 40 to 45c.

CHEMICALS AND DYESTUFFS.

There has been little change in the chemical market since our last report. We quote as follows: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 20 to 22c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2.00; ditto roll, $2.00 to $2.10; sulphate of copper, $4.50 to $5.00; white sugar of lead, 7½ to 8½c.; bicarb. potash, 10 to 12c.; sumach, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2.00 to $2.10.

PETROLEUM.

This market continues fairly active and firm with prices strong. We quote: Canadian refined at 11¾c. in shed in Montreal for round lots, and 12 to 12½c. for smaller quantities, with a discount of 2 per

M. & L. SAMUEL, BENJAMIN & CO.

26, 28, 30 Front Street West

ENGLISH HOUSE.

SAMUEL, SONS & BENJAMIN .... **Toronto**

164 Fenchurch St., London, E.C.

SLEIGH BELLS, SHAFT GONGS, Etc.

SNOW SHOVELS, Wood and Steel.

SKATES, "ATHLETIC."

SKATE SHARPENERS, "BANNER."

CINDER SIFTERS, M.L.S. and ordinary.

Eastlake Steel Shingles

FIRE, LIGHTNING
AND STORM-PROOF

Beware of Cheap Imitations. Special Prices to the Trade.



Metallic Roofing Co., Ltd.,

MANUFACTURERS, 84 to 90 Yonge St., **TORONTO**

MONTREAL MARKETS—Continued

cent. for cash. American petroleum is quoted at 15c. in car lots and 16c. for smaller quantities.

HIDES.

The hide market continues much the same as it was last week. Demand is fair, and prices the same as last quoted. We quote No. 1, 4c.; No. 2, 3c., and No. 3, 2c. Receipts of lambskins are liberal, and they sell at 55 to 60c. each. Calfskins are dull and unchanged at 5c.

TALLOW.

The tallow market remains quiet, with the demand restricted to small lots. We quote 5 to 5½c. per lb., as to quality.

WOOL.

The wool market is quiet and unchanged. We quote: Greasy Cape, 14 to 16c.; Canadian fleece, 17 to 20c.; B. A. scoured, 26 to 32c.; Canada pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. North-West wool, 11 to 12c.

ASHES.

The ashes market took an up-turn on Monday last, and at the presant writing prices are 5 to 25c. higher per 100 lbs under continued light receipts and a good demand from abroad. We quote: Firsts, pots, $4.35c.; seconds, $4.00c.; pearls $8.25 per 100 lbs.

MONTREAL TRADE NOTES.

Mr. McMaster, the general manager of the Montreal Rolling Mills Co., is away at present on a short trip to New York and other American centres.

Jno. Thorpe, manager for Pilkington Bros., notes a good demand for the bevelled plate glass and mirrors of which his establishment makes a specialty.

Thos. Davidson & Co.'s California spice trays are among some of the best lines of tinware offered to the trade.

Mr. McCall, of Drummond, McCall & Co., agents for the Canada Iron Furnace Co, reports the shipment of several large lots of their charcoal pig West this week.

Wm. McNally & Co. report that the receipts of cement last week were 2,100 barrels English. There was no Belgian received.

Receipts of firebricks last week were 112,000.

Advices on resins continue firm this week, but there has been no quotable change on spot.

TORONTO MARKETS.

TORONTO, Nov. 2, 1894.

HARDWARE.

BUSINESS is probably fair for the season, but it is not as good as a week ago, while payments are still not as satisfactory as the trade would desire. Certain kinds of wire are in little better demand than a week ago. Rope is one of the lines that exhibits a further falling off in the demand. One of the features of trade is a decline in the price of cut nails and an increase in the demand. Business is being fairly well maintained in wire nails, and horse nails are doing fairly well. Reports regarding tacks continue to be favorable rather than otherwise. Trade continues brisk in plumbing supplies, but it has fallen off in sporting goods and cuttlery.

WIRE—The demand for barbed wire and plain twist is increasing, and it remains steady for hay-baling wire. Galvanized wire is moving slowly, but coppered steel, "W.W.W." brand, is going out fairly well. We quote barbed and plain twist wire and staples at 3¼ to 3½c. per lb.

ROPE—There is not much doing, and the little that is being done is in small sizes. Deep sea line and cotton rope are still going out well. We quote: Sisal, 7-16 in. and larger, 7½c.; ¼, 5-16, ⅜ in., 8c. Manilla, 7-16 in. and larger, 9½c.; ¼, 5-16, ⅜ in., 10c.

CUT NAILS—Prices have been reduced 10c. per keg, being quoted on $1.75 basis f.o.b. Toronto, and $1.60 to $1.65 Montreal, according to quality.

WIRE NAILS—Business in this line is still larger proportionately than in cut nails. Discounts are unchanged at 75, 10 and 5 per cent., shipments from 10-keg lots being prepaid.

HORSE NAILS—Are going out freely at unchanged prices. The demand is principally for "P.B." Discounts 60 per cent. off "C." and 60 and 2½ per cent. "P.B." and "M."

TACKS—Trade is fairly good and better than for some time. We quote: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37 per cent.

CHAIN—Cow ties are still in steady demand; quantities going out are not nearly so large as a few weeks ago. Coil chain, on the other hand, is becoming a little more active, although quantities are small.

HORSESHOES—Orders are coming in more freely, owing to the reduction in price. These are now being called for at $3.50 Toronto, subject to a rebate made by manufacturers to certain dealers who are on the preferred list. Steel shoes are quoted at 15c. per keg advance on Montreal prices.

WARE—Peerless and Eclipse are in steady demand, and white is going out better than it has been; 50, 10 and 5 per cent. is claimed to be the very best discount for large lots, with 5 per cent. less for small quantities.

PLUMBING SUPPLIES—A good brisk trade is reported on country account, but there is not much doing in the city.

LEAD PIPE—While no large lots have changed hands, trade in small quantities keeps steady. We quote: Toronto and

MARKETS—Continued

west 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

BUILDERS' SUPPLIES—Business has been fairly well maintained in the country.

TOOLS—There is a fair trade doing in drainage tools, but otherwise business is quiet.

CLOTHES WRINGERS—Business continues quiet and featureless at $28 per dozen, usual terms.

LAMP GOODS—A fair business is being done, although the volume is gradually diminishing.

SPORTING GOODS—While business in some lines has fallen off, in others, such as cartridges, caps, etc., a fair movement is being maintained.

CUTLERY—The sorting-up trade has not yet begun and trade is in consequence light.

TINWARE—Business is fairly active in a sorting-up way.

WINTER GOODS—While some shipments of skates have been made, the bulk of the orders will not be forwarded till next month. Sleigh bells and snow shovels are being called for regularly.

TAR, ETC.—We quote: Roofing pitch, $2.50 per brl.; pure coal tar $4 per brl.; refined coal tar, $4.50 per brl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per brl. and 75c. per doz. pint tins; pine pitch, $2.75 per brl.

CEMENT, ETC. — We quote: Portland cement (English), $3 per brl. for best grades; New Brunswick plaster Paris, $2 per brl.; Canadian water lime, $1.25 per brl.

FIREBRICK, ETC.—Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

Galvanized iron is moving a little better, and some good sales have been effected in Straits tin. An increasing demand is reported for solder. In other lines what changes there may be are in the direction of decreased trade.

PIG IRON—Scotch iron is scarce, and Summerlee it is almost impossible to get, except in small quantities from store. A few transactions are reported in 100-ton lots at old quotations: We quote as before, ex cars Toronto; Carnbroe, $19.50; Summerlee, $21 to $21.50; Nova Scotia, $18 to $18.50.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: There is more or less new business doing, and, while below the average volume, it seems sufficient, along with prior contracts, to keep pig iron producers busy and the Northern furnace interests tributary to this market closely sold up. On the other hand offerings from the Southern furnaces are abundant, and while the high freights make the cost here a trifle higher than Northern competition, the difference is not sufficient to interfere with the use of this desirable addition to foundry mixtures. Were it not for the low basis of prices, the furnace interests would have occasion to be satisfied with the present conditions, as no stocks worth mentioning have accumulated, while in some instances difficulty is experienced in keeping up with orders. Prices remain unchanged. We quote on the cash basis f.o.b. Toronto in bond: No. 1, Foundry strong coke iron Lake Superior ore, $13.05; No. 2, Foundry strong coke iron Lake Superior ore, $12.55; Jackson County silvery, No. 1, $16.80 to $18.30; Lake Superior charcoal, $14.05; Southern soft, No. 1, $11.75; Southern soft, No. 2, $11.50.

BAR IRON—While no particular reduction has taken place, prices quoted have been shaded a little when orders warranted it. Business has been somewhat limited, but stocks carried by manufacturers do not seem to be heavy. We quote base price at $1.75 to $1.80 from stock, and $1.70 to $1.75 from factory.

SHEET IRON—The demand for the lighter guages has dropped off somewhat, but in the heavier guages business is a little better than it was. Prices are firm. We still quote: 8 to 16 gauge, $2.50; 18 ditto, $2; 20 ditto, $2.10; 22 to 24 ditto $2.20; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Manor's, 26 gauge, 7c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

SHEET STEEL—Nothing new has developed, and the little that is going is equally divided between charcoal and ordinary quality. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2 65; 22 to 24, $2.85; 26, $3.10.

IRON PIPE—Stocks are more complete than for some time, but prices are cut so low that there is very little margin left for the dealer. There is a good trade doing in wrought pipe and demand keeps steady for galvanized. Discounts are unchanged at 70

The Most Advanced and Perfected Powder

FOR **GAME SHOOTING.**

Subjected to the most vigilant tests before issue.

An unrivalled record for safety.

The most pleasant to shoot with.

LONG RANGE.

SMOKELESS HARDENED SS EQUALIZED WATERPROOFED

FOR **SPORTSMEN.**

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Steady and hard hitting.

Always alike and stands all climates.

The most satisfactory of all Powders to sportsmen.

Manufactured solely at Barwick Works, Herts, England, by

The Smokeless Powder Co.
(LIMITED)
Dashwood House,
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Sole Agents for the Dominion,
1698 Notre Dame St., Montreal.

We also manufacture Rifleite '303—Rifleite '450—SR—SK—and SV, all of which will shoot to perfection.

MARKETS—Continued

to 70 and 5 per cent. for iron pipe and 50 to 50 and 5 per cent. for galvanized pipe.

GALVANIZED IRON—Trade has been fairly good, a larger number of case lots having been forwarded during the past week than for some weeks previously. Orders are also been freely booked for import for delivery the beginning of the year. We quote Queen's Head and Gordon brands at $4.25 for 28 gauge.

INGOT TIN—Some good sales have been made during the week, especially in Straits tin, at figures somewhat below those quoted, but for smaller quantities the prices given stand. We quote small quantities at 18 to 18½c.

ZINC SPELTER—Another quiet spell has settled down upon this line again, but prices are unchanged at 4 to 4¼c. for domestic and 3¾ to 4c. for imported.

INGOT COPPER—Quite a number of enquiries are reported and a few good sales have been made. Stocks are now more complete, shipments having arrived during the past week. We quote prices from 10 to 10½c.

SHEET COPPER—There is the average business being done, and some good import orders for ordinary sheeting for bath purposes have been booked. We quote: Untinned, 14 to 16½c., according to weight and size; brazier sheets, 14 to 17c., according to quality.

BOILER TUBES—Trade is quiet and without special feature to note. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

GALVANIZED BOILERS—Demand is steady at quotations. We quote 30 gal., $6; 35 gal., $7; 40 gal., $8.

TIN PLATES—The demand for charcoal finished is not as good as it has been, but in the better qualities, such as M.L.S., a fair trade is reported. Not many large lots of cokes have changed hands, quantities moving being, as a rule, small. We quote: Coke, 14 to 20 gauge, at $3.10; for sizes 15 to 25c. per box, basis more; "I.C." charcoal, $3.50 to $3.75.

TERNE PLATES—Demand keeps steady, but only for small quantities, the bulk of the trade being over for the season. We still quote box lots at $6.50 to $6.75.

SHEET ZINC—Is active, but still jobbers do not seem to think that the volume of business is as large as it was a year ago. Prices are firm at 4¾c. for cask lots and 5c. for small lots.

HOOPS AND BANDS—Are going out freely. Prices are not being shaded, except for large lots. We quote $2.25 for ordinary and $2.20 for ton lots.

CANADA PLATES—The activity continues both on city and country account, there being quite a demand for the full polished, from which an advance of from 25 to 60c. per box is being asked. We quote half-polished at $2.25 to $2.35, according to quantity; 60 sheet boxes, 10c. per box advance; 75 sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—Demand is increasing, and trade in this article is becoming quite a feature in the tinners' supply line, very few dealers in the country manufacturing it as extensively as they have been doing. Prices still range from 12½ to 13½c. for the better qualities.

PIG LEAD—Quite a number of good sales have been made during the week at 3 to 3¼c.

ANTIMONY—While a few orders have been booked for forward delivery, shipments from stock are small and prices lower at 9½ to 10c.

GLASS.

Business continues brisk with prices steady at $1.10 to $1.15 for first break in 50-foot boxes, or $2.05 to $1.10 in 100-foot boxes.

PAINTS AND OILS.

Trade is not as brisk as it was last week, and payments are still somewhat unsatisfactory.

WHITE LEAD—The low price of 4¼c. still obtains, and there is an opinion among the trade that a further decline is not improbable. Some of the houses are understood to be sending out circulars to the painters quoting the figure named. In spite of the lower price there is not much business doing.

PUTTY—Continues in good demand at $1.75 per 100 lbs.

TURPENTINE—Trade is quiet at 39c. for 5-barrel lots and 40c. for single barrels f.o.b. Toronto. The Southern market is weaker.

LINSEED OIL—There is not much doing, and prices are steady and unchanged at 53c. for raw and 56c. for boiled f.o.b. Toronto. Further stiffness has developed on the English market.

CASTOR OIL—Is quiet at 6¼ to 6½c. in cases and 7c. in tins.

SHELLAC—On account of the scarcity shellac gum has advanced about 10 per cent. during the last two months on the primary markets, and it is thought that there is no alternative but to advance the price of the manufactured article before long if the firmness in the raw material is maintained. The demand for shellac on spot is better than it has been for some time.

PREPARED PAINTS—There is no improvement to note, and prices are unchanged at $1 for pure.

OLD MATERIAL.

Business in this line remains quiet and prices are unchanged. We quote: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 30 to 35c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 7 to 7½c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3½ to 3¾c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10c.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Trade continues fairly good, with dealers still paying 3½c. for green, and selling green at 4½c.

SKINS—Lambskins and shearling advanced 5c yesterday (Thursday), being now quoted at 55c.; calfskins quiet at 6c.

WOOL—No enquiries are reported from the States. Dealers are paying 18c. for merchantable fleece and 20c. for very fine fleece.

TALLOW—Continues in good demand. Prices are unchanged, dealers paying 5½ to 5¾c. and selling at 6¼c.

MARKET NOTES.

The price of cut nails has been reduced 10c. per keg.

R. G. Gaucher, hardware, Montreal, has assigned to Chas. Desmarteau.

A good demand for sleigh-shoe steel is reported by Rice Lewis & Son.

The hardware stock of Noel & Co., of Quebec has been sold at 56c. on the dollar.

The assets of the Acme Silver Co. Ltd., Toronto, are advertised to be sold by auction 9th inst.

Rice Lewis & Son, Ltd., report that, not being members of the combination, they are doing a large business in brass valves, pipes and fittings.

H. S. Howland, Sons & Co. are in receipt of a shipment of Wostenholm's "I. X. L." pocket cutlery, and are now in a position to fill all back orders.

A meeting of the creditors of Wm Brown, the Toronto carriage hardware dealer whose financial difficulties have already been announced, has been called for Tuesday next.

The Toronto Silver Plate Co. are now having printed a supplementary catalogue illustrating electro plate; also a sterling silver catalogue, copies of which they will be pleased to furnish the trade on application.

The Toronto Silver Plate Co. report business as being particularly good, so much so that they have had to get permission from the factory inspector to allow the girls employed in the tying-up department to work in the evenings between 7 and 9.

Jas. Darling & Co., 1698 Notre Dame street, Montreal, the Canadian agents for the S.S. smokeless powders, report a growing demand for this brand. "Sportsmen began to realize that this brand gives more power and longer range together with a much reduced recoil," writes the firm.

"Moreover its apparent heavy cost per pound do not amount to much, as very much less weight per load is required.

It was stated last week that M. & L. Samuel, Benjamin & Co. had received their last shipment of glass for the season. Unexpectedly to themselves they have been able to get in another this week, which has all the more fortified them for filling orders promptly.

UNITED STATES MARKETS.

NEW YORK, Nov. 2, 1894.

PIG TIN—Speculation was very tame and trade purchases were commonplace in the extreme. Upon the whole it looked very much like a waiting market, with little support aside from what was given by rather higher London cables. Spot prices were on the basis of about 14.70 to 14.75c. net cash for prompt and near future deliveries.

COPPER—No increase in business was noted in any quarter, nor was there greater spirit to the demand, speculative or otherwise. Producers make no new inducements in the way of modified prices, and, while rather dull, the market is without change in tone. Current quotations are 9.50 to 9 60c. for Lake Superior ingot, 9.35 to 9 40c. for electrolytic, and 9.20 to 9.30c. for common casting stock.

PIG LEAD—Only a small business is passing at present, and negotiation is very tame also, indicating a disposition on both sides to await developments. Market quotations remain at about 3.10 to 3.12½c. for common Western, according to delivery and size of lot. London cable to the Metal Exchange was £9 16s. 3d. for soft Spanish.

SPELTER—Dealings here are still on a very limited scale, and new inquiries are not only few but almost invariably for rather small lots. Enough orders go out from other sources to keep prices quite steady in the primary markets, and 3 40 to 3.45c. seems to be close rates for ordinary Western brands delivered here or at common point. London cable to the Metal Exchange was £15 for good merchant brands.

ANTIMONY—The market remains in an unsettled condition and rather weak. There were sellers at 8½c. for Cookson's, and 7¼ to 7⅜c. for Hallett's on the spot.

TIN PLATE—The condition of the market is unchanged. Neither prompt or future deliveries are being taken with any degree of freedom at the moment, and the demand is devoid of spirit. Prices show no quotable change but are rather soft.

IRON AND STEEL—New features fail to make an appearance in any branch of the market. Merely routine business is passing, and prices continue low and irregular all along the line.

The St. Maurice Tool and Axle Works, Three Rivers, has obtained charter of incorporation.

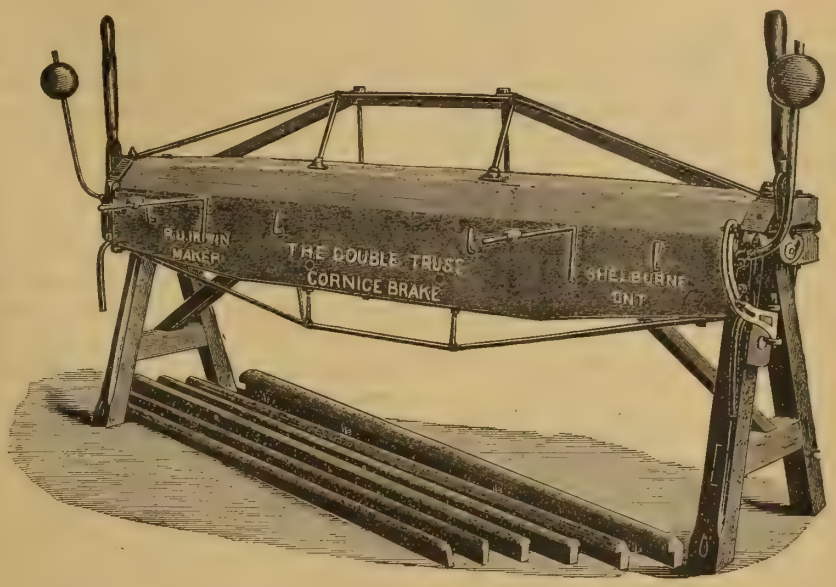
Our Specialty **PURE TURPENTINE** Our Customers Need fear no Adulteration

Every barrel guaranteed! We are headquarters for the Pure Article.
Remember these facts when placing your orders.

FRANCIS, FROST & CO., 33 Front St.W., TORONTO

The Improved Double Truss Cornice Brake

(CROCKER'S PATENT)



Circular and price on application

SOLE AGENTS:

The James Robertson Co. Ltd., Toronto

Montreal
St. John
Winnipeg



Seasonable Goods
Christmas Novelties

A large line at popular prices. Write for Catalogue or wait until our traveler has called on you before placing your Christmas order. . . . . .

THE TORONTO SILVER PLATE CO.

Manufacturers of . . . .
Sterling Silver and Electro Silver Plate

E. G Gooderham, Manager
Jno. C. Copp, Sec.-Treas.

Factories and Salesrooms:
Toronto, Canada

WELDING.

AT the convention of the National Railroad Master Blacksmiths Association recently held in this city Mr. S. Uren, who has charge of the rolling mill and blacksmith shop of the Southern Pacific Railway, read a paper upon the subject of welding. He began his paper, according to an exchange, with a statement of the importance of the blacksmith's work, in ensuring safety in railway travel. Every important member of the ponderous engine has passed through the smith's hands, and the whole train is connected by one continuous chain of welded iron; the Smith is personally responsible for any accident that may occur through his carelessness in permitting any imperfections to pass through his hands knowingly. It is often the case that smiths will hide a defective weld by carefully hammering over the defect; under no circumstances should this be permitted. A great many smiths do not appreciate the importance and responsibility of their positions.

Mr. Uren went on to state that lap welding is the usual method adopted by smiths, and when practical, in his opinion, is the best. In many cases there is not enough care taken in preparing the parts to be welded. The scarfs should be as long as can be conveniently heated, never more than a 45 degree angle. The scarfed surfaces should be slightly convex or high in the centre, so that when the two pieces are laid together for welding, the centre will take its bearing first, as it is absolutely necessary that the centre of the bar should be welded first. Prior to making the scarfs, upset the bar back as far as it will be exposed to intense heat, for the purpose of lamination over the whole length of the heated surface, as it is imperative that the iron that has been near welding heat should be as perfectly hammered as the welded part. After the preparation of scarfing is complete, lay the two pieces carefully in a hollow fire and bring to the proper heat. Before laying together be sure no foreign element has adhered to the scarfed surface. In laying together, the point of one scarf should just reach the heel of the other. The weight of the hammer used to weld the two pieces must be governed by the size of the bar, as the blow should be sufficient to affect the centre of the metal. With this precaution a good weld will be secured. In many cases in testing welds by breaking transversely, Mr. Uren has found good fibrous iron in the welded section and crystalline each side of the weld. The cause of this is improper treatment of the iron back of the weld, or that it was not properly upset where it was brought to near a welding heat. The molecular structure of wrought iron becomes disintegrated to a certain extent when brought to a high heat; consequently, if there is not sufficient metal back of the welded section to receive the necessary lamination to bring the disarranged molecules to their original position, the strength of the bar is greatly impaired.

"V" welding consists of a combination of butt and lap welding. The scarfs are formed by fitting the two pieces together at an angle of about 45 degrees. In preparing the scarfs make the throat of the inside angle a little rounding and the point of the outside angle to correspond. The scarfed surface should be a little convex across the surfaces, as in the lap weld, for the purpose of insuring a perfect weld in the center of the bar. This method of welding is usually adopted where large pieces of iron are required to be welded. In all cases in this class of welding the throat should be welded first by being driven together with a battering ram or heavy sledge hammer, applied at the end of the bar when brought to the proper heat, before being taken out of the fire if practicable.

"Butt" welding is simple and easily prepared by upsetting the ends, leaving the surfaces a little convex. This method of welding reqnires great care in bringing the two pieces to be welded to precisely the same heat and keeping the surfaces perfectly clean.

Mr. Uren made quite a number of tests to show the relative value of the different methods of welding, and taking the averages with those previously determined as to the quality of the same iron unwelded, he gave the following statement: All butt welds showed crystalline structures on fracture owing to the upsetting of the fibre by the nature of the butt weld:

	(Per square inch.) Tensile Strength. Average.	Rel. value	Elongation in 8 inches. Average.	Rel. value.
Unwelded	52,078 lb.	1.00	22.2%	1.00
Lap welded	47,575 lb.	.91	19.7%	.89
V welded	46,386 lb.	.94	18.8%	.85
Butt welded	43,954 lb.	.84	8.3%	.37

FUTURE OF THE BEAM TRADE.

SINCE the days of the old beam pool no statictics have been available on the consumption in the United States, says Iron Age, of iron and steel beams. When they were selling, under the pool arrangement, at the range of 2.8 cents to 3.3 cents, the sales and the occasional importations aggregated less than 100,000 gross tons. How much they have grown since, under the regime of low prices, it is impossible to state. That the expansion is large there can be no doubt, since one mill alone has been marketing over 10,000 tons per month for a considerable period this year. It is true that the concern in question has been a very aggressive seller, and that other works East and West have done comparatively little individually. But taking them all together, they have unquestionably taken a goodly quantity.

Good authorities in the beam trade do not take a very sanguine view as to the future, so far as prices are concerned. Like in every leading branch in the industry, the continuance of present values for any prolonged period is not expected. Our mills cannot, even with cheap raw materials, go on selling the common sizes of beams at 1.25 cents to 1.35 cents, delivered in the leading markets. On the other hand, a rise above 1.50 cents to 1.70 cents, delivered, is not believed possible for any length of time because of the enormous reserve capacity. There has not alone been a direct increase during the past few years, an increase which is still going on, but there has also been a change in the conditions which makes the existing capacity available for greater work.

The increase in the capacity, present and prospective, is not due to additions to the list of makers. It is due simply to the fact that many of the older concerns in the business must make up their minds to bring their mills up to date—that is, to remodel them in the direction of greater and faster work—or they must go out of the business entirely. One of the older Eastern mills is now completing a splendid new train which will bring it up to the work of the best.

We have alluded to special circumstances as having made existing plants available for greater tonnage. We refer to the changes in the methods of architectural work. Formerly consumption, and to a certain extent, therefore, production, was limited to a pretty well defined building season. When winter came the erection of large structures practically ceased. Now the structures are run up in our leading cities with little reference to the weather. This means that the demands upon the mills are more evenly distributed during the year than they were, and allows them to produce with moderately steady activity a greater tonnage than they did in the feast and famine days.

The one conspicuous feature in the beam trade promises to be the rapidly expanding consumption. It is well to know that the effect of low prices in inducing an expansion of requirements does not operate as quickly as is generally supposed. But we do believe that, though it be slower, the stimulus of low cost has far more power than it is generally given credit for. Careful observers will note that beams are already finding a use in the better class of dwellings and in the medium class of stores. That tendency will develop steadily and will ultimately carry those beam mills which survive to the safe basis of a large tonnage at moderate profits as contrasted with the forced and dangerous returns from an artificially restricted market.

A petition is being circulated among the business men of Tilbury, Ont., in regard to the continuance of early closing. As all the merchants and shopkeepers have already signified their willingness to continue the present system the outcome is a foregone conclusion.

IMAGINARY CHATS.

THE following, by "An Experienced Hardware Dealer," recently appeared in Hardwareman.

SCENE—The Town Reading Club in a Thriving Provincial Town.

DRAMATIS PERSONÆ—Mr. Ruster, an Ironmonger of the "Old School," and Mr. Hustler, a Fellow Tradesman of Advanced Ideas.

How do! Mr. Ruster, called out Mr. Hustler as he entered the club.

Good morning, Mr. Hustler, what have you now on foot? I see quite a crowd of people looking at your shop.

Yes, they do seem to make an attraction, and draw customers too.

But you have not told me what is the secret process by which you draw the buyers?

Well, Mr. Ruster, I have been purchasing some especially good bargains, and am giving my friends the benefit of my good fortune.

Do you find "bargains" pay, Mr. Hustler?

Certainly I do. I am always on the lookout for some line that I can take up and make a boom with. Sometimes it is a job lot of goods that some other ironmonger or manufacturer is glad to clear out at a price, and sometimes a bargain may be picked up.

May I ask how you find these out?

I am always open to buy odd lots and, as I say, bargains, and many from whom I have purchased before keep my name before them, and do not forget me when the time comes.

Do you include second hand goods in your special sales, Mr. Hustler?

Not often; I occasionally get something from a customer in exchange, but I do not cultivate that trade. At the same time I am always willing to oblige any of my clients.

Don't you find that this interferes with the ordinary run of trade?

No, Mr. Ruster, I don't think so. I find I have many enquiries for sundry articles through it, and sales of other goods are certainly promoted.

Then you consider it acts as a stimulus to other trade, and brings customers into your shop.

I believe it does. For instance, I advertised a range the other day, and had two inquiries for it. The gentleman who purchased it was a stranger, and after selling him the second-hand range I sold him several pounds worth of other goods too.

And what became of the second applicant?

I sold him a new range, certainly at a reduced price, but still at a "living profit."

How do you advertise or make known your job lots or bargains, Mr. Hustler?

I frequently notify them by a card in my window, and occasionally have a window full of odd lots, all ticketed up cheap, but I rely chiefly on my advertisement in the local papers.

What kind of advertisements?

I have a running advertisement, headed "Special Bargains Purchased under Exceptional Circumstances," and I alter this list from time to time, always omitting articles sold.

Then you don't continue advertising an article you find to take?

No; I think that a great mistake. People know my list is genuine and up-to-date, and always examine it. I know an ironmonger who has, at the present time, a running advertisement similar to mine, but he never alters it; consequently, the public know it must either be bogus or too dear to catch a sale. The consequence is he sells little or nothing from it, and the cost of advertising is lost.

Then you really do give your customers good value in your bargains, Mr. Hustler?

Certainly I do. I buy a quantity at a price, and often sell them out at less than the usual trade cost.

Have you any special tempting line on hand now, Mr. Hustler?

I am running a "catch" in brushes today. I have a splendid lot of scouring brushes—hundreds of them—I am selling at 3½d. each. I bought a job lot at 2s. 6d. a dozen. We are selling quantities of them

Then you are content with a small article as well as a large one?

Yes; I find the "trifles" pay best. It is the quantity that does it. I have a grand line waiting for the severe winter I am told we are to have. I have bought a bankrupt stock of skates, including "Acmes," polished wood, skeleton, and various makes and sizes, and I intend offering the lot at one price—1s. 1½d. per pair until sold.

Will they pay at the price?

Very well, and pay for keeping. Yes, this is one of my schemes for drawing customers, and I can recommend it, Mr. Ruster.

I am much obliged for your information, Mr. Hustler. I am sure your advice is always worth consideration. There are few ironmongers so thoroughly up-to-date.

Don't flatter me, my dear sir.

I am quite sincere in my opinion, Mr. Hustler. Well, must you go? Good day—good day!

COMBINATION ON WINDOW SHADES

Mr. McFarlane wishes us to correct the statement made in our last issue, that the George H. Hees Company had bought out the McFarlane Shade Company. He states that Hees & Co. leave here to open up business in Detroit, and that there will be no change in the McFarlane Company.

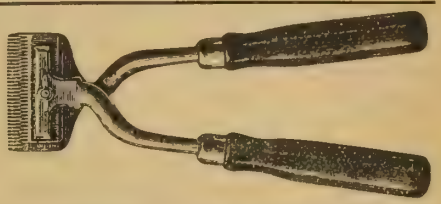
CUT IN WOODENWARE.

A cut is announced in the price of woodenware. The decision was arrived at on Monday last at a meeting of the Canadian Woodenware Association. The object is to prevent the importation of American woodenware, which has been coming into the country pretty freely of late.

CALCINED LAND PLASTER

We manufacture from the best rock only. We guarantee our plaster a first-class article. Write for Prices.

WINDSOR PLASTER CO.
Windsor, N.S.



HORSE CLIPPERS

CEM AND H. BOKER

Finest Quality. New stock just arrived.

RICE LEWIS & SON
LIMITED
TORONTO - - ONT.

BLACKSMITHS' TOOLS.



Horseshoe Vises.

Price, No. 1, - $4 00
" No. 2, - 7.50

Will save their cost in a week's sharpening. . . . .

A. B. JARDINE & CO.
HESPELER, ONT.

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price)

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS

Sent, postpaid, on receipt of price.

HARDWARE MERCHANT
TORONTO.

NEW RIFLES.

M. & L. SAMUEL, Benjamin & Co. have in stock the Marlin safety repeating rifle and the Marlin carbine, both 1894 model, and the accompanying cuts are illustration of them. The rifle is the latest and most improved repeating rifle to use the .32-20, .38-40 and .44-40 cartridges, and is the natural successor to model 1889. In the model 1894 rifle every desirable feature of the 1889 which tended to make that arm the sportsman's favorite wherever used is retained, and the improvements suggested by five years' of experience and experiment are added. This rifle is practically the model 1893 adopted to the shorter cartridge. The breech consists of only three pieces, breech-bolt, locking-bolt and finger-lever. The locking-bolt sliding in grooves cut in the side of the receiver, fits squarely up into the breech bolt, and a section of the receiver crossing directly behind the locking-bolt supports it solidly. The finger-lever operates both bolts directly, and all connecting pins, links or other weak pieces liable to become broken are thus avoided. The barrel is



RIFLE, MODEL 1894.



CARBINE, MODEL 1894.

chambered to admit the head of a cartridge and also the front end of the breech bolt, so that the bolt coming up solidly against the head of the cartridge, covers it completely and is itself supported by the barrel. The ease with which the arm can be dismounted and assembled is an important consideration. Any man of ordinary intelligence can do it without a previous experience, and one screw-driver is the only tool required. The "safety" on this rifle is provided by an ingenious and simple construction. The firing pin, a cylindrical piece of steel, is cut completely in two. When the action is closed and locked these two pieces are in a direct line and practically form one solid piece. But the slightest motion of the finger-lever draws back the firing-pin and the front end of the rear piece drops down into the slot in the breech-bolt, where the locking-bolt operates. With the firing-pin in this position it is held back positively, and it is impossible to drive it forward until the breech-bolt is closed and firmly locked. The trigger is in one piece, instead of being divided into a trigger and sear as in the 1889 rifle.

RE CORROSION OF METALS.

THOMAS ANDREWS has contributed a series of papers on the different aspects of corrosion of metals to different English technical societies. The latest of these was brought before the British Institution of Civil Engineers. The original is accompanied by an elaborate record of tests. Mr. Andrews, according to a contemporary, summarizes his work in the following manner :

The author arrived at the following conclusions as a result of his other recent investigations on the corrosion of metals—namely, that wrought iron and various steels, when exposed singly and separately, without liability to galvanic action other than local, to the action of sea water for long periods, showed a greater corrosion on the part of all the steels than the wrought iron, the advantage in favor of the wrought iron as compared with the steels amounting roughly to 25 per cent. and upward. It was also noticed that corrosion was increased in the steels in proportion as the percentage of combined carbon was greater.

Further, it has been found that the galvanic action between wrought iron and steels induced a largely increased total corrosion in the several metals. The author has also recently observed another aspect of the corrosion of metals liable to occur in tidal streams, or under circumstances where the different parts of metallic structures, vessels, etc., may be exposed to the action of waters of dissimilar salinity. In tidal streams this state is brought about by the gradual rise and inward flow of salt water, and the outward flow of fresh water. Hence, the upper and lower portions of a metal structure, or vessel, although composed throughout of the same metal, are exposed to electrolytic disintegration from the galvanic action set up by solutions of different salinity on the metal. Moreover, it has been shown by the author that there are indications that magnetic influence tends to increase the corrosion of steel.

The experiments now recorded have afforded the additional information that the corrosion of metals is considerably affected by stress, varying according to the nature and extent of the strain applied. It might have been thought that metals under stress would be more liable to increased corrosion than when in their normal state. The present experiments, however, indicate the opposite conclusion. This is when "strained" is considered separately from "unstrained" metal. When, however, the strained metal is in galvanic circuit or combination with the unstrained metal in any solution, an increased total corrosion ensues from the galvanic action which this research has shown to arise consequent on the difference of potential between the two. The reason why the mere fact of a metal having become strained reduces its corrosibility, compared with the same metal in its normal unstrained condition, will be found in the results of a series of experiments undertaken by the author to investigate the influence of stress on railway axles. In that research it was demonstrated that stress, whether tensile, flexional, torsional or of any other kind, considerably alters the physical properties of iron and steel. Stress increases the rigidity of both iron and steel, and renders the metal harder, also greatly reducing its properties of elongation or ductility. A higher tonnage is required to break a strained than an unstrained portion of the same metalr A tensile stress applied to a wrought iron shaft, producing an elongation of only 2 per cent., increased the tensile resistance of the metal 2.66 per cent. Other investigators have also noticed a similar alteration in the properties of metals referable to stress.

From these observations it is manifest that the stresses applied to the metals examined for corrosion altered their structure, rendered them harder in nature, and hence less liable in the strained condition to be acted upon by sea water, or other waters, than in their ordinary normal or softer condition. The experiments, however, indicate that an increased total corrosion in excess of the normal corrossibility of the metal occurs in a metallic bridge, vessel, boiler or other structure from the action of the local galvanic currents which are hereby shown to be induced between "strained" and "unstrained" portions of even the same piece of iron or steel forging, bar or plate. Hence a strain occurring in a metallic structure tends, owing to the local galvanic action thus set up, to increase any corrosive forces which may be deteriorating the metal of which it is composed.



PAINCHAUD, SQUIRE & CO.
Agents, - Temple Building

ENGLISH AS SHE IS WROTE.

The following specimen of English "as she is wrote"—sometimes even in England—may not be the worst that has ever reached an ironmonger's desk, says Hardwareman but it is quite bad enough to afford a little amusement :

Gentlemen

i left a Brass Lock at your Establishmen on the saturday afternoon Before good Friday Date the 25th day of March & i said at the time i would tell some on to call for it & i told a friend of mine to call last Friday the 14n inst, & he told mee you could not find it you told him it would have had the nime on at the Back now When i Delivered the Lock to the man at the back of the counter he wrote the name peice of paper, & put the Lock & it on one side of the counter out of the way & the propieter was engaged With some gentlemen Who drove up at the time in a trap on stayeed a peice after the trap went awy & he Bought a pocket knife & i could till the price he paid for it only I have said plenty to convince you of it the Lock is a Brass cubard Lock about three inche in Length the width about an inche & half and it is a tumbler Lock, soo i hope you will Bee kind enough to say if it is found, soo that i may tell My freind to call For it on Friday next.

Yours Respectfully.

QUEBEC CHROMIC IRON.

Some time since we published a note in these columns from a resident in Quebec offering to sell chromic iron ore. The amount of chromite mined in Canada during the past ten years has been very little, and the quality of that obtained did not much commend itself to purchasers, being low in chromic sesquioxide. During the past season, however, an important development has taken place in this direction, several deposits of high grade chromic having been discovered in the vicinity of Black Lake station, on the Quebec Central Railway. Nearly 500 tons have already been taken from one pocket, averaging from 54 to 56.02 per cent. of chromic sesquioxide. As the total mined for the past years is estimated not to exceed 100 tons altogether, it will be seen that a profitable addition to Canadian mineral resources may be anticipated. —Industries and Iron.

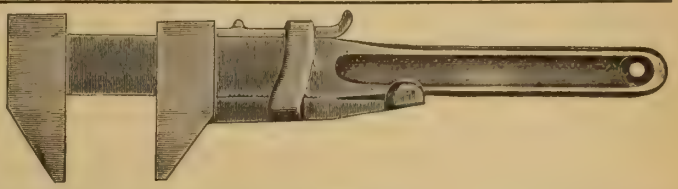
Tenders for the Canadian Government loan of £2,250,000 were opened in London, Monday, by the Bank of Montreal, in the presence of Mr. Foster, Sir Donald Smith, Mr. Clouston and a large gathering of applicants. There were 564 tenders, aggregating £11,294,000, at prices varying from 95 to 99⅝. Applications at £97 8s. 6d. will get about 49 per cent., and those above that figure will receive full allotment.

AMERICAN FENCING WIRE

Barb Wire, Annealed and Oiled Wire, Galvanized Wire, Staples, etc., from stock or for import. Prices right.

A. C. LESLIE & CO.
Montreal and Toronto.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

CHEAP FRESH RELIABLE

Thorold Cement

Should be kept in stock by all Hardware Merchants

By sending a POST CARD to

Estate of John Battle
Thorold
Ont.

Prices and full particulars will be given.

FOR MASONRY WORK OF ALL KINDS

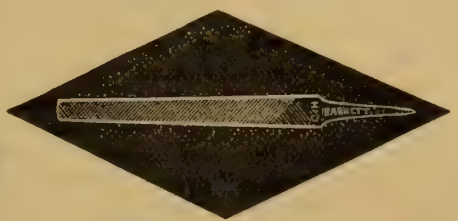
ALL BRISTLES used in BOECKH'S STANDARD BRUSHES are bought in the best markets and are of the very highest grade, and are all specially prepared to secure the best results.

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Sole Manufacturers
TORONTO, ONT.

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21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. Gulletting Sawfiles.
Climax Sawfiles. Lightning Sawfiles.
—AND—
EVERY OTHER DESCRIPTION OF SAW FILES.

INDUSTRIAL FABLES.

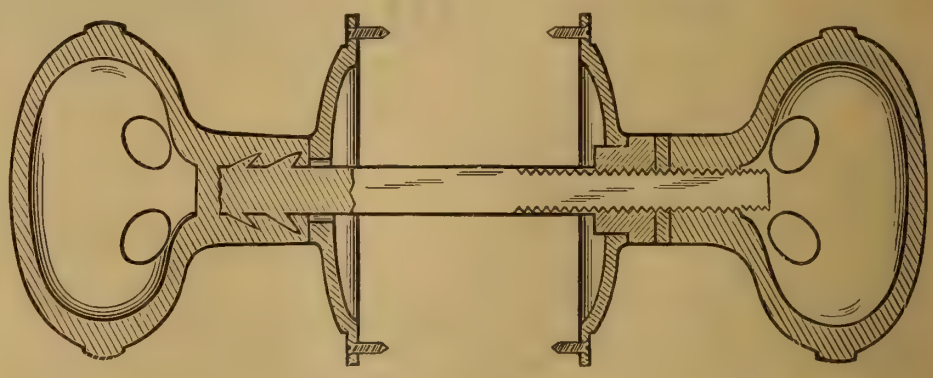
THE following fables were originally intended for United States readers, but the morals they contain are big enough for the digestion of Canadian business men :

A Cat fell into a Well one dark night, when he was Feline Around for Companionship, and at once began Devising Means for getting out. From Curb to Bottom there were Twenty Feet of Distance, and the Cat saw that it would take many Hours of Work before he could restore himself to the Moonlight and his Promenade along the Barbed Wire Fence. But he was an Agile Cat and Full of Resources, so by Dint of Scratching and Clawing he succeeded in making Six Feet of the Distance between Two Days. But, being a-weary from his Labors, and while taking a brief Cat-nap, he Lost his Hold and was again at the Bottom of the Well, which he found most uncomfortable, since it was Damp and Unwholesome, and whose Owner and Builder had forgotten the Principles of Heat and Ventilation, and had Neglected to provide other Necessaries for Well-being. So he Yearned for the Upper Atmosphere, but Failed again in his attempt, as he did also when he Tried for the Third and Fourth Time, which was his last in that Climb-it. For it so happened that an Urchin was Flying a Kite in the Neighborhood and that the Kite came down directly over the Well and that the Tail dropped therein and in Reach of the Cat, who Grabbed it with all his Might and Claws and held thereto like unto a Porous Plaster on a Weak Back. Now the Cat knew that the Tail might Break and Cast him again into the Well with a Dull and Sickening Thud, and he also knew that his Natural Enemy, the Small Boy, was at the other End of the Tail and might greet him with Stones and other Expressions of Hate, should he arrive safely at the Top. Yet he was a Strong Minded Cat and was determined to Take the Chances. And, lo! when the Boy pulled up the Tail, it did not Break nor Yield, and when the Top was reached, behold, the Small Boy was so Rejoiced at Recovering his Property that he forgot to Torture the Cat, who at once Ran to his Home and lived there happily ever afterward.

Now, there was a Man in that Country who had gotten himself into a Hole, a Financial Hole from which it is very Hard to Escape. And at first he Tried to Dig his Way out, but when he had made Four Feet in a day he found that he had lost Five Feet over night. And he said to himself, "There is no Use in Trying, for at this Rate of Backward Progress I'll soon find myself in the Bottomless Pit, where is Great Heat, but no Ventilation. So I shall stay where I am, for the Sides of the Hole, which are Debts, keep Crowding upon me and I see no Chance for Relief." So he stayed in the Hole and drew it in after him. But his Friends endeavored to Provide an Escape, and did even Offer to Carry some of his Debts, which Unusual Kindness he Refused to Accept, saying that there was no use in Shifting Burdens and that it was Just as Hard to Owe one man as another and he would prefer that the Debts remain as they were. And he did Refuse every Suggestion that was made to him for Getting himself Out of the Hole, and when the Friends told him he was Foolish and Unpractical he would complain that they Called him Names without Reason. And he Spent his own Time, and a good deal that did not belong to him, in Bemoaning his Fate and Wiping the Tears of a Self-Killed Ambition from his Eyes, which could not see Beyond the Hole. And when they told him of the Cat and the Tail of the Kite, he said it wasn't a good Illustration, because the Cat had Claws and he didn't. So they left him in the Hole and placed thereby a Sign which Warned all the People against the Folly of Giving up, which is the Moral of the Two Tales.

THE "EVERLASTING" DOOR KNOB:

The "Everlasting." is a door knob that M. & L. Samuel, Benjamin & Co. have got in a shipment of, and the accompanying illustration will give the trade an idea of the manner of its construction. It is warranted not to work loose or pull off, and can be



easily adjusted to any thickness of door without using washers to fill up the vacant space on the spindle, leaving no chance for the knob to rattle or play lengthwise in the lock. The knob is cast hollow all in one piece, and the spindle is cast into the stationary knob therefore cannot possibly get loose. The adjustible knob is screwed on to the spindle, and is prevented from binding against the door by means of a nut and washer. The opening in the latter being made to fit the shape of the square spindle, and being placed between the nut and knob, prevents the whole from turning further than is desired. When properly adjusted the nut, washer and knob are all rigidly bound together, making them practically one solid piece of metal, leaving no chance to wear or work loose, and will, it is claimed, last a lifetime.

MAGNOLIA METAL CO. WINS.

Judge Lacombe, of the United States Circuit Court granted on October 29th, 1893, the Magnolia Metal Co. an immediate injunction against the Nassau Smelting Co., of New York city (composed of Benjamin and Moses Lowenstein), restraining them from selling a metal called the Mongolia metal, which they have been assiduously offering in the New York market and elsewhere, claiming it to be the same as Magnolia metal, and confusing the trade very generally with the similarity of the names.

The Magnolia Metal Co. announces that it will prosecute any one to the full extent of the law who infringes in the slightest degree on its patent or trade-mark rights.

SIZE OF FLAME AND LIGHT.

THERE is a belief quite prevalent that the sufficiency of the light of a gas-burner may be judged by the dimensions of the flame. Prof. Lewes, in his lecture before the Society of Arts, points out that sufficiency must be judged by luminosity and not by dimensions. He found that up to five years ago the flame emitted by a standard London Argand, when burning a 16-candle coal-gas, at the rate of 5 cubic feet an hour, was exactly 3 inches, but that since that time the height of flame necessary to emit that amount of light had been steadily growing less, and at the present moment a 16-candle flame in the London Argand has a height of only 2 6 inches. Of course the tendency under such conditions would be to "turn on" the gas until the ordinary large flame is attained. The height of the flame depends on the constituents of the gas, hydrogen under the conditions giving .985 inches, carbon monoxide 2 206 inches, and methane 4.25 inches. An increase per cent. of the two former constituents would affect the height of the flame, and an analysis of the gas of the three principal London companies shows variations in these three constituent elements :

Constituents.	South Metropolitan.	Gas Light and Coke Company.	Commercial.
Hydrogen	52.22	53.36	52.96
Unsaturated hydrocarbons	3.47	3.58	3.24
Saturated hydrocarbons	34.76	32.69	34.20
Carbon monoxide	4.23	7.05	4.75
" dioxide	0.60	0.61	0.75
Nitrogen	4.23	2.50	5.10
Oxygen	0.49	0.21	0.00

One cause of the increase in the percentage of hydrogen is the use of higher retort temperatures.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

MCDONALD & HALL, general store, Massey, have assigned to H. Barber & Co., Toronto.

A. E. Stephens, tins, Lyndhurst, has sold out.

J. D. Lemieux, hardware, Quebec, has assigned.

James Williamson, forwarder, Grenville, has assigned.

O. Chaput, lumber, has compromised at 25c. on the dollar.

Thomas Price, furniture, Delhi, has assigned to A. W. Crysler.

A. Sweet & Co., general store, Winchester, have compromised.

Kent Whipple, brass founder, Hamilton, is offering to compromise.

G. Elsley, general store, Mosborough, has assigned to J. O. Cleghorn.

Baily & Claveau, general merchants, Chicoutimi, have assigned.

E. J. Fairfield, general store, Mainsville, has assigned to E. V. Dodge.

Ira J. Fisher & Co., Founders, Kincardine, are offering to compromise.

R. Smith, general merchant, Port Colborne, has assigned to C. S. Scott.

Louis Ponton, hardware, Montreal, has compromised at 60c. on the dollar.

A. A. Cautin, hardware, Quebec, is offering to compromise at 80c. on the dollar.

L. N. Burgeois, general merchant, Danville, Que., has assigned to John Hyde.

Joseph Potvin, general merchant, is offering to compromise at 25c. on the dollar.

S. E. Adam, general merchant, is offering to compromise at 75c. on the dollar.

L. Perusse, contractor, St. Alban, Que., is offering to compromise at 20c. on the dollar.

T. Ross, general merchant, Amqui, Que., is offering to compromise at 60c. on the dollar.

Lemire & Frere, general merchants, Drummondville, Que., will meet their creditors 6th inst.

Abel Cauchon, general merchant, Murray Bay, is offering to compromise at 25c. on the dollar cash.

The liquidation of the Hantsport Foundry and Machine Co. Ltd., Hantsport, N. S, has been applied for.

A meeting of the creditors of Rolland & Bro., wholesale cabinet hardware, Montreal, has been called for 9th inst.

A. W. Glassford, brass goods and plumbers' supplies, Montreal, is offering to compromise at 33⅓c. on the dollar.

Hugh Mitchell, general storekeeper, Fergus, has made an assignment for the benefit of his creditors to E. R. C. Clarkson. The liabilities are estimated at $7,000, with assets nominally at the same figure.

PARTNERSHIPS FORMED AND DISSOLVED.

G. W. Sadler and George F. Haworth, Montreal, have been registered proprietors of the firm of Robin, Sadler & Haworth, leather belting, Montreal.

P. A. Connally and Joseph A. Marier have registered a partnership in Montreal to carry on business as plumbers under the style of Connally & Marier.

SALES MADE AND PENDING.

A. P. Beag, foundry, Wroxeter, is advertising his business for sale.

The stock of Oliver Bros., painters, Petrolea, is advertised for sale by tender.

The stock of C. Gelinas, general merchant, St. Paulin, has been sold at 51c. on the dollar.

The assets of Joseph Sharette, general merchant, St. Marie de Blandford, Que., has been sold.

The stock of Chas. Hamel & Co., general merchants, Bagotville, has been sold at 60c. on the dollar.

The stock of E. Boucher, hardware merchant, Sherbrooke, is to be sold by auction November 6.

The plant of the Regina Electric Light and Power Co., Regina, is advertised for sale by auction.

The stock, etc., of Danford Roche & Co., general merchants, Newmarket and Aurora, is to be sold by auction on the 7th inst.

CHANGES.

The Vancouver Varnish Works, Vancouver, has been sold to Short & Squair.

A. L. Green, general merchant, etc., Centreville, N.B., has removed to Andore.

A. H. McLean & Co., general merchants, Albert, N.B., has sold out to M. Tingley & Co.

Cloris Roy has been registered proprietor of the firm of Edmond Roy Co., plumbers Montreal.

FIRES.

Bennett & Son, tinsmiths, Gananoque, have been burned out.

Riddell Bros., general merchants, Pipestone, have had their stock damaged by fire.

BROOM CORN.

One of the largest consignments of broom corn from the Illinois district that has come to Toronto for some time is that just being received by Charles Boeckh & Sons. It consists of twenty-eight straight carloads, and aggregating nearly half a million pounds. It will probably be of interest to consumers of brooms to know that the price of broom corn has advanced fully 60 per cent. in the last three months owing to the almost total failure of the crop in Kansas and Nebraska. The best grade of carpet corn is grown in the state of Illinois, which fortunately had a heavy crop this season, but it has been almost entirely bought up by the larger manufacturers and Chicago dealers, and much higher prices are expected to rule before the next crop is harvested.

Hausfrau (to dunning tradesman)—"If to-morrow is bad weather I shall be able to pay you. But if it is good weather you need not call, as we shall need the money to go to a picnic.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C.I.F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.
GEO. E. DRUMMOND,
Managing Director and Treasurer

With the return of prosperity

most people are inclined to relax their vigilance somewhat in caring for their business in all its needs. They are not neglectful but only less vigilant. Now it is always of great importance that the records of any business should be provided with absolute protection from fire. To insure this get a

TAYLOR SAFE

UNDER AND OVER STOCKING.

OVER-STOCKING is generally an unprofitable, if not a dangerous policy; but, as in former articles, I spoke principally to men of small capital and limited means, any remarks I now make are intended for the same class. Men of large means can do safely what others may not; but to the honest, struggling man, whose original capital was possibly his head and hands, the policy of caution and economy must be faithfully carried out. And to such the question will not so much turn on the evils of over-stocking as the drawbacks which under-stocking assuredly brings in its trail. No matter how well assorted it may be, a small and meagre stock must of necessity result in loss of sales, if not loss of customers. It is, therefore, a delicate question indeed as to where the line must be drawn; but, let me say frankly, I consider no man justified in stocking beyond his ability to pay when the day of reckoning comes; and, although this may involve rather a nice arithmetical problem, it is a problem that must be faced by every honest man who desires to succeed. In trying, therefore, to help my younger or struggling brethren, let me suggest a few points for consideration; and the first of these is the focussing carefully the requirements of each department with their respective returns, apportioning to each that share of capital which can be given, and which such returns demand.

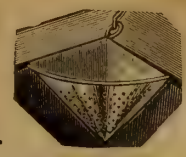
This, perhaps, is so patent that it may look foolish to mention it; but I fear it is no new thing to find here and there some good men gone wrong, who has made shipwreck on this very rock of over or unwise stocking. It has been my lot more than once in going over stocks to find goods, both in over quantity and unsuitability, quite a drag on the profitable conduct of business. In these times, which we are pleased to call "Up to date," it strikes me that caution, economy and intelligence do not always take the place they have a right to claim. Nor were they ever more needed than now. To some of us "Old Fogeys" there is just a touch of danger in the spirit of the present age; and, while rejoicing to see the growth of push and energy, there seems to me not a few roads to success which are at once risky and questionable. The fact remains, however, that, old or young, we must go with the times, or fall out of the race—a race made both long and arduous by the ever-increasing number in our trade not only anxious but able to supply the people's needs.

In every department a suitable, but paying, stock ought to be kept; and once a department falls behind in the latter, it ceases to be the former. My next point of suggestion is this—That I consider it better, wiser, and safer even to lose a sale occasionally than to cripple capital by stocking that which is slow, sluggish, or dragging. I doubt—even where the coffers are full—the wisdom of laying in heavily of such goods. Tempting prices for quantities are no doubt hard to resist, and, when accompanied by the "Sure to sell" of the maker or factor, one is sometimes apt to risk it; but my experience has been such as to make me wary of such bargains, and to be content to buy only for legitimate wants. We all know there are goods on our shelves which never brought us anything like a fair return; and, though it is almost impossible to keep quite clear of this, it ought to be our aim to keep only such goods as pay their way. I do not deny that even these occasional goods are wanted, but, if kept at all, the circulation and quantity stocked ought to be well balanced. I repeat—Under-stocking must tell its own tale and cause pushing men much annoyance. To sensitive people, the loss of a sale, however small, means the possible loss of a customer too. Still, if these articles are only asked for once in a while, and possibly cost a bit of money, I hold the loss of sale to be the lesser evil. Year in, year out, the same stock is to be found on some shelves, until perhaps it falls under the hammer of the auctioneer, and is, after all, simply thrown away.

I would suggest, once more, as a safeguard to over-stocking, that the place, its people, and their requirements be carefully studied. Articles out of date are not the only portion which go to swell the burden of over-stocking. Fashions change and tastes differ, but in our trade there is always sufficient room for a wisely assorted stock suitable to the locality and its people's needs. And, unless these needs are understood, how, I ask, can they be supplied? No two businesses may be alike. Even in small towns, one may do a trade entirely different from his neighbor in the next street. Still it holds good that we must cater for those who support, and are likely to support, us. Like many of our foolish tradesmen of to-day, we may think we can force our wares when, where, and how we like; but the law of supply and demand will regulate our rashness as it raises or reduces the earnings of the workman. An intelligent view of a place and its people, of what they need and what they are sure to buy, will stand the merchant in good stead when he lays in a stock according to his financial ability. I trust I may be pardoned in again pointing out what seems sometimes to be lost sight of—that a business can only be successful if it pays. Therefore, no stock can be too large which brings its owner a substantial return; nor can any be too small if built on honest lines, and made to suit its owner's purse as well as the people's needs.—"Perseverance," in Hardwareman.

Mr. Jabel Robinson, president G. W. S. Company, has issued the following notice: A change has been made in the management of the Grange Wholesale Supply Company, 126 King street east, Toronto, and hereafter all business communications must be addressed to G. W. Hambly, the new manager.

Pickard's Pat. Sink Strain



Has been a great seller with agents. We manufacture agents' specialties.

Address ARMOUR MFG. CO.

342 Yonge Street, TORONTO, ONT.

OUR SALES OF

"BURHAM" Portland Cement

For the past 8 months have been

25,499 CASKS.

"BURHAM" Brand outranks all other Try it and be convinced. . . . .

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McRAE & CO., OTTAWA

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11 QUEEN VICTORIA ST., - LONDON, E. C.

Sole makers of the

"ALLIANCE"

PRIZE SPORTING POWDER

THE TRADE ONLY SUPPLIED.

IRWIN'S

CANADIAN CUSTOMS TARIFF

— AND —

ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables (Sterling, Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercial lawyers in our country. This book is **up-to-date**, and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.





Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

Clarkson & Cross
ACCOUNTANTS . . .
Established 1864.
26 Wellington St. East, TORONTO

MUNN'S LIQUID GLUE
Received the Highest Award
WORLD'S FAIR, 1893
In competition with
American Glues
THE ART METROPOLE, Agents.
131 Yonge St., TORONTO.

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Calcined Plaster. Sewer Pipes.
Chimney Linings and Tops.
Mortar Stains. Fire Bricks and Clay.
Enamelled Porcelain Sinks.
English and Belgian Portland Cements
and General Builders' and Contractors' Supplies.
W. McNally & Co.
MONTREAL.

1879—ESTABLISHED—1879
Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.
GARDNER BROS. & CO.,
ESSEX, ONT.

THE COMMERCIAL TRAVELER.

The following gem of poetry is something that can be fully appreciated by the traveling salesman in almost any branch of the business, says an exchange. Ella Wheeler Wilcox married a salesman :

First in the crowded car to offer—
This traveling man, unhonored and unsung—
The seat he's paid for he's first to proffer
To some lady old and wrinkled, or some woman fresh and young.
Something, a trifle from his sample, maybe,
To please the fancy of a crying baby.

He lifts the window or he drops the curtain
For the unaccustomed hands. He lends his case
For a bolster for a child, not certain
But the mamma will frown him in the face –
So anxiously some women seek for danger
In every courteous act of every stranger.

Well versed he is in all those ways conducive
To comfort where least comfort can be found,
He turns the seat unasked, yet unobtrusive;
His little deeds of thoughtfulness abound ;
Is glad to please you, or have you please him,
Yet he takes it very calmly if you freeze him.

He smooths the Jove-like frowns of the official
By paying the fare of one who cannot pay.
True modesty he knows from artificial,
Will flirt, of course, if you're inclined that way.
And if you are, be sure that he detects you,
And if you are not, be sure that he respects you.

The sorrows of the moving world distress him ;
He never fails to lend what aid he can.
A thousand hearts to-day have cause to bless him,
This much-abused, missused "commercial man,"
I do not speak to cast a halo 'round him,
But speak of him precisely as I've found him.

HOW NOT TO DO IT.

As an example of "how not to do it," the following account of the way in which a customer was treated in an ironmonger's shop, sent by a correspondent of Hardwareman, who vouches for its accuracy, is not to be beaten. The customer, a lady, first approached the foreman, who was packing a parcel of locks, and asked for a pint of linseed oil. Her reception was discouraging, not to say ungentlemanly. "Go to somebody else," was his reply, "I can't serve everybody, but they seem to expect me to." She then applied to an apprentice who, taking his cue from his superior, apparently, greeted her with "I can't serve you now; I'm busy." Another apprentice disposed of her by sending her back to the first one with the gracious remark—"Let him do his own dirty work." At last she was served by an assistant who, when handing her the bottle, turned to the foreman and asked him how much he should charge for it. "I don't know," said the foreman, and thereupon the inquiry went circulating around the shop Finally the foreman settled the matter as follows: "O, charge her a shilling—it's sure to be enough." Another customer, waiting to be served, remarked as he left the place—"If that is the way to build up a business, it is quite new to me." He might have added, with complete assurance, that over such an establishment, from master down to the humblest servant, "failure" might be writ large.

DOWSWELL BROS.
HAMILTON, ONTARIO
MANUFACTURERS OF
Clothes Wringers, Mangles, Churns, Washing Machines, and Household Specialties
Prices are low but you will find our goods first-class. Send for Catalogue. . . . .
EASTERN AGENTS
W. L. HALDIMAND & SON, - Montreal

THE UNIVERSAL VARNISH
Is a leader for Inside or Outside Work.
A. RAMSAY & SON
MONTREAL.

THEILE & QUACK
ELBERFELD, GERMANY.
Manufacturers and Exporters of high-class
HARDWARE
CUTLERY AND ENAMELLED IRONWARE.
Ask for goods marked Theile & Quack.
LAMPLOUGH & McNAUGHTON
Canadian Agents
Temple Building, - MONTREAL.

John Lucas & Co.'s
IMPERIAL
FRENCH GREEN
This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it The Best Green Made and will have no other.
. . Beware of Counterfeits.

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.



For Iron Fencing Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.



W. & S. BUTCHER, Sheffield, England, Makers for over *ONE HUNDRED YEARS* of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND.

OR



OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb ingots, per lb	18¼	19
Straits "	18	18¼

Tin Plates—*Charcoal Plates, Bright.*

M.L.S. equal to Bradley	Per box	
I.C., usual sizes	$5 25	
I.X., "	6 50	
I.X.X., "	7 75	
Raven & P.D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½ x 17	3 50	3 75
D.X.,	4 50	4 75
D.X.X. "	4 75	5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	3 10	3 25
I.C., special sizes	3 25	3 35

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	6 50	6 75
I.X. Terne Tin	8 75	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
.X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6¼	6½
26 "	6¾	7
28 "	7¼	7½

Iron and Steel.

	Base Price	
Common Bar, per 100 lb	1 60	
refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 25	2 30
Hoop " "	2 25	2 30
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inch	$2 45	
16 "	2 35	
¼ " nd thicker	2 25	

Sheet Iron,

8 to 20 gauge	2 40,	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	2 15	
½ polished	2 25	
All Bright	2 50	2 85

Iron Pipe.

Wrought 67½ to 70 p.c.
Galvanized, 50 to 50 & 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4 4¼
26 gauge, "	4¼ 4¼
28 " "	4¾ 5

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4½
" ⅜ " "	4¼ 4⅝
" 7-16 " "	3⅞ 4
" ½ " "	3⅝ 3⅞
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10¾	0 11
Lake Superior	0 10¾	0 11

Bolt or Bar.

Cut lengths, round, ¼ to ¾ in.	$0 20	$0 22
" round & square		
1 to 2 in	0 19	0 21

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14	0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½	0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26	0 27
Braziers. (In sheets.)		
4x6 ft, 25 to 30 lb ea, per lb	0 16	0 17
" 35 to 45 " "	0 14½	0 15½
" 50 lb and above per lb	0 14	0 14½
Boiler & T. K. Pitts		
Plain Tinned per lb	0 19	
Spun "	0 23	

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge, up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	0 23	0 26
Sheets, hard-rolled 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 04¼	0 04½

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2¾	0 03
Domestic "	0	0 02¾
Bar, 1 pound		0 04¼
Sheets, 2½ lbs, sq. ft, by roll	0 04½	0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04¼	0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.	
Bar Half-and-half (guar.)	0 13	0 13½
Standard	0 12	0 12½
Wire	0 17	0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10	0 10½
Other makes "	0 9½	0 10

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per cwt	4 50 4 50
No. 1 Do "	4 25
No. 2 Do "	4 00
No. 3 Do "	3 75

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 00	
2nd qualities "	0 90	
Barn (in bbls)	0 80	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian "	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0	69
Extra "	0	90
Brown Japan "	0	65
Brown Japan, Turpentine p. gal.	0	85
No. 1 Carriage "	1	30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 52	0 53
Boiled "	0 55	0 56

Turpentine (in bbls)

Selected Packages, per gal	0 39	0 40

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 10 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—	
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	4 00	4 25

Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00
Blacksmiths' discount 35,40 per cent		

Belting.

Agricultural, 50 per cent.
No. 1, leather dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex	per doz.	1 25	1 75
Mascot	"	1 35	1 85
Erminie	"	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 75 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 50 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	500	4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 70 & 10 to 75 p.c.
Loose Pins, " 70 & 10 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz		22 50
World "		21 75
Daisy, "		24 00
Star, "		18 00
Crown Jewel, per doz		29 00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 & 5 to 50 & 10 p.c.	
Plate dis. 50 & 5 to 50 & 10 p.c.	

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots		2 70
Thorold "		1 10
Queenston "		1 10
Napanee "		1 10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*
American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz 0 85 4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0		1 35
" No 2		2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1 70	
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 and 5 per cent.
Black Diamond, 50 & 10 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50 and 10 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 and 10 p c.
Horse Rasps, Kearney & Foote's dis Am list, 60 to 60 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto FileCo., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 50½ p.c rev. list

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c:

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	11 5	2 20	1 50	....
26 to 40	1 30	2 30	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	...	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	.....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 60	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis
Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	75	2 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 15	0 20

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 and 10 to 65 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p.c

Heavy, per lb	03 3-5	0 04⅔

Screw hook and hinge—

6 to 10 in., per set	0 00	0 03⅔
12 up "	0 00	0 02⅔

Per doz. set

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis 50 to 60 p.c

Per doz. pairs

Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 52½ per cent. revised list.

Planter	doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage,	per doz	0 50	1 10
Clothes Line,	"	0 27	0 65
Harness,	"	0 72	0 88
Hat and Coat,	per gross	1 00	3 00
Chandelier	per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Car. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 80 to 80 and 10 per cent.

Wire.
Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails
Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes.
F.O B. Toronto & Hamilton.... $3 65
Snow, " " ... 3 75
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.
Star, per doz 3 00 3 25

Kettles.
Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys
Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.
Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Knives.
Clauss, bread cake and paring knives $7.20 per doz. nett.
Hay Knives, spear point, L or T hdle 52½ per cent. dis.
Lightning, per doz. 6 50 8 40
Heaths, 45 per cent. dis.

Ladles.
Melting, per doz..... 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*
Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50
Cabinet.
Eagle, dis. per cent, 40 to 42½ p.c.
Padlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter
Enterprise, American dis per cent. dis. 00 to 25
Home, each ....

Mincing Knives.
American, per doz 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to 70.10 to 75 per cent

Nails.
Cut Nails (Iron)
1. Either Canada or Amer. Pat'n. Basis—50 to 60 dy..... 1 75
40dy..... 1 80
30 dy..... 1 85
20, 16 & 12 dy..... 1 90
10 dy..... 1 95
8 & 9 dy..... 2 00
6 & 7 dy..... 2 15
2. Amer. Pattern Only from 4 to 5 dy 2 25
3 dy. (lath)..... 2 75
3. Canada Pattern Only from 4 to 5 dy 2 25
3 dy. (lath)..... 2 65
3 dy. A.P. Fine 3 35
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.
German & American.... 1 85 3 50

Nail Sets.
per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.
Poultry, 65 to 65 and 5 per cent.

Oil.
Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W." 0 25
S R. Seal .....per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... . 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 25 per ct.

Pails.
Galvanized, per doz 2 25 3 30

Pencils.
Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks
Per doz..... 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.
Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 40 per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.
English, per doz..... 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.
Corn, square, per doz.... 1 35 2 00

Pruning Shears.
Per doz..... 4 00 5 50

Pulleys
Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.
Rumsey or Canadian Cistern 60 to 60 and 5 per cent.
Pitcher Spout, 70 to 70 and 5 p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 70 to 70 and 5 p. c. from factory.

Punches
Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty
Bladder, per 100 lbs 1⅞ 2
Tins, lbs 2 50 2 75

Rail.
Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3½ to 3¾c. ft.

Rakes.
Cast Steel and Malleable Canadian list dis. 52½ p.c. revised list.

Razors.
Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.
Currier's, per doz 1 25 3 60

Rivets and Burrs.
4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.
Canadian dis. 30, 35 per c.

Rope	Per lb. Sisal.	Manilla.
7-16 in. and larger.. ...	7½	9½
¼, 5-16, ⅜ in..... ...	8	10
Cotton, per lb.....	13	16
New Zealand.....	8½	9
Russia Deep Sea, per lb..	12½	13½
Jute ..... " ...	06¾	07½

Rules.
Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.
Mrs. Potts, per set 65
" N P. " 90

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord
Per lb..... 22 50

Sash Locks.
Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.
Sectional, per lb..... 1½ 1⅝

Saws.
Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz..... ..... 7 50
Hand, Disston's, dis 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.
"Lincoln" McMillan & Haynes, per doz 7 50

Scales.
Standard Manufacturing Co., 60 p.c.
Gurney Scales, 50 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.
Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.
Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.
Sargent's, per doz 65 4 00

Screws.
Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes
Discount 52½ per cent. revised list

Scythe Snaths.
Canadian, dis. 35 to 40 p. c

Shears.
B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves
Sliding Door, per set ... 77 1 40

Shovels and Spades
Canadian, dis. 42½ special brands net price.

HALIFAX SHOVEL CO.
Fenerty's disc, 45 to 50 per cent.

Sieves
Wood Rim, black, p. doz 1 05 1 10
" tinned, 1 25 1 35
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps
Harness, German, dis 35 to 37½ p.c
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio
In ½ or ¼ gross boxes, per grs. 11 30

Soldering Irons.
Per lb..... .... 0 26

Wrought Spikes
Discount, 20 per cent. to 25 per cent.

Spoke Shaves.
Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.
Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.
Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.
Fence, galvanized, per lb 3½ 3¾
Wrought Iron, dis. 80 & 5 to 80 & 10
Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).
Stove Pipe Varnish, enanelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " 4 80

Stone.
Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.
Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.
English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman s, each 0 90 2 85
" steel, each 0 80 8 00

Thermometers.
Tin case & dairy, dis. 75 to 75 & 10 p.c

Thimbles.
Asbestos, filled, per doz., 35 to 40 p.c

Ties.
Cow, per doz 1 75 2 50

Tinner's Tools.
P.S.&W., net list.
Canadian 15 to 35 per cent dis.

Tinware.
Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters
Payson's, $2.60 to $5.00 per doz.

Traps
Game, Newhouse, dis 33⅓ p.c. to 35 p.c.
Game, H & N., P. S. & W. or Steel, 62½ to 60.10 H & N and 70 p.c. steel.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.
Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.
Butter, per doz..... 6 25 9 00

Twines.
Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 5b
Binding, Common Sense 6½
" Blue ribbon 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8

On prison made twine freight is prepaid to any railway station in Ontario.

Vises.
Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.
Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.
Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.
Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1 000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5½ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.
Galv. 2 barb, 2½ & 5 in. apart } 3½ 3¾
" 4 " 4 & 6 " "
" Plain twist, all deld 3½ 3¾
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 4½
Ditto Glidden 2 point 4¾
Galvanized Barb, "Lyman," 2 to 4 points..... .. 4½
Steel staples 3½ 3¾
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth
Ordinary, discount 25 p.c.
Painted Screen, p.100 sq.ft 1 85 1 9

Wrenches.
Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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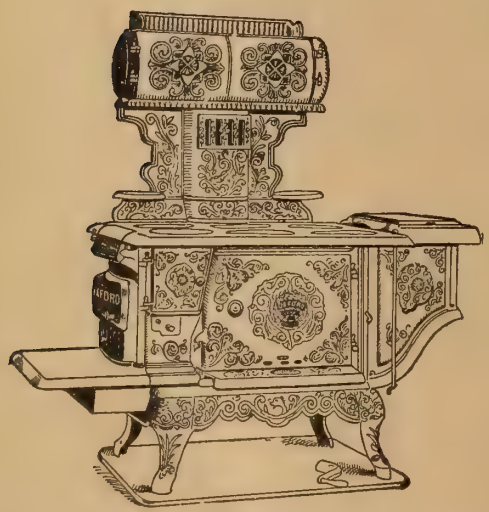
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VOL. VI. TORONTO, NOVEMBER 10, 1894. No. 45.

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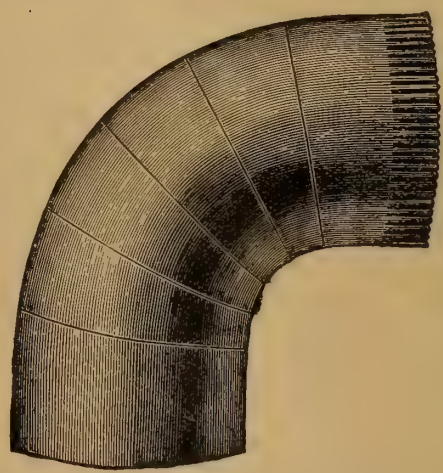
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J. B. McLEAN, President. *HUGH C. McLEAN, Sec.-Treas.*

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STILL CUTTING PRICES.

EVENTS which have transpired since the date of last writing at Montreal tend to create the belief that the trade has not witnessed the last of cutting in prices in one or two staple lines of hardware supplies.

Attempts have been made since Monday last to create the impression that the bar iron market in Montreal is becoming more settled as regards values, but some transactions that came under the notice of HARDWARE does not tend to endorse the belief.

In one case a sales agent offered bar iron laid down in Montreal at $1.60 for car lots, and when the buyer assumed an indifferent air he found it worked like a charm, for the seller immediately conceded something, though what the exact basis is could not be learned.

In cut nails also prices have been cut fully 5c. since our last report, and though $1.60 to $1.65 is given as the nominal range, it is not, in view of circumstances that have occurred, a staple one at that basis, but distinctly the reverse.

RESTRICTED BUILDING.

THE extraordinary dulness that has, as a rule, governed the demand for both building and plumbing supplies this season has been really remarkable.

Towards the month of September it has always been customary for the enquiry for these lines to pick up to a certain extent, and even more so in the spring ; yet neither last spring or this fall has there been any material accession in this enquiry.

This, according to the views of a well-known Montreal iron manufacturer, expressed to HARDWARE on Monday, is due to the unusual restriction in building operations during the past two years.

In Toronto building operations have been abnormally slack, and the same is to note in other large centres, while in Montreal, had it not been for the widening of Notre Dame street west and the erection of the Canada Life and Bank of Toronto buildings, there would have been practically no operations of importance carried on in that city either.

WHOLESALERS AND PATRONS.

EVIDENCE has been adduced within the last few days which proves that the practice of selling to Patron stores is more widespread among the wholesale trade than was supposed.

We can understand how a wholesaler, in the race there is for trade, can sell to a Patron store when he can sell to no other merchant in the village or town, but it is a sort of enigma to us why he is so short-sighted as to allow his travelers to call on and accept orders from Patrons where he has already customers doing a legitimate trade.

These Patron stores are started with the avowed object of running out of business the legitimate merchant. It is patent to everyone, and the Patrons themselves take no pains to conceal the fact. Yet, in spite of this, there are wholesale houses that will permit their travelers to go from the store of the legitimate merchant to the store of the illegitimate with their samples.

If a wholesale house desires to sell to the Patrons let him do so ; but let him stick to that class of customers. For him or his representative to go to the regular storekeeper with his samples after catering to the wants of his avowed enemy is nothing short of impudence.

Any merchant who subscribes to such an agreement as that demanded by the Patron Association, namely, to supply its members at prices 15 per cent. on invoice figures, cannot pay 100 cents on the dollar and live up to the agreement.

Every wholesaler knows this, and yet there are some of them—and some of them who are leading and old-established houses —who will deliberately sell to such, thereby incurring the risk of losing money should these Patron concerns encompass the ruin of the legitimate storekeeper, and also from the collapse of the illegitimate storekeeper, whose failure must ultimately follow if it does not precede that of the former.

A reputable wholesaler would not deign to do business with a storekeeper whom he knew to be not conducting his establishment on business principles; and yet he is sometimes blind enough to court the custom of a Patron freak born of the most unsound of business doctrines and cradled in the most absurd of schools.

These Patron stores are ephemeral. This is one satisfaction, but until the day of their burial comes they will do a good deal of harm. The storekeepers themselves can help on the day of the demise of these concerns if they chose. Let them form village, township, and county associations, ascertain the wholesalers who are supplying the Patron stores, and then apply the thumb screws. A few applications will at least compel the legitimate wholesalers to cease filling orders for Patron stores, for they know on which side their bread is buttered.

If there were no clouds, we would not appreciate the sunshine ; and were it not that merchants have now and then to pull against the stream, it is a poor and effeminate class of business men we would have. Strong, clear-headed, and able merchants are no more the product of easy times than are great warriors or great statesmen the product of peaceful times. There is encouragement in this for the merchant or clerk that is at the moment doing some hard pulling.

DRAWBACKS ON RAW MATERIAL.

THE Dominion Government has decided to extend the principle of drawbacks as applied to raw material used in the manufacture of articles subsequently exported.

The percentage of duty hitherto refunded in such cases was 90; now it is to be 99 per cent.

Not altogether unexpected was this decision of the Government. For some time the subject of an increase of the rebate has been more or less discussed, more so probably since the new tariff went into force than at any time previously. And some weeks ago the Minister of Trade and Commerce, Hon. Mackenzie Bowell, during the course of a speech, intimated pretty clearly what the intention of the Government was in the matter.

Of course the manufacturer is the one that will be directly benefitted by the extra nine per cent. in the drawback. But it is equally clear that all the benefit will not accrue to him.

By the enlargement of this drawback principle the manufacturer's raw material costs him nine per cent. less than it did before. The advantage of this is obvious. First of all it increases his opportunities for competing in foreign markets. Thus far he himself, his employes and the carrying trade of the country is benefitted.

But the change will also tend to benefit the wholesaler and the retailer, in that they will be able to buy cheaper. If competition was not keen among the manufacturers for their patronage the advantages would be slower coming to the merchants than they otherwise would. But the competition is keen.

The enlarged drawback is not going to make the manufacturing or any other trade boom. But it is going to help make the wheels of commerce go a little faster, although perhaps not sufficient to make it appreciable for a while. And in this day and generation the slightest impelling force should not be despised. "It is the littles that make the muckles."

The decision of the Government to increase the drawback percentage should, it seems to us, receive the approval of everyone, be he Free trader or Protectionist. The former would, of course, rather see the duty removed altogether on the raw material, but as his heart's desire cannot at the moment be gratified, he should, in the meantime, smile approvingly upon every step that is taken in the desired direction. And this is a step, coming as it does within one per cent. of Free Trade in the particular materials affected. The Protectionist gets his inspiration from the fact that the purpose of the drawback is to stimulate home industries, while at the same time encourage an export trade.

Drawbacks upon raw materials are not characteristic of high tariffs alone, they having been employed extensively under the low tariff of the Mackenzie Administration of 1873-8. Thus we find that in the year before that government went out of power, the Customs law was amended in order to allow a drawback on tubes and piping of brass copper or iron drawn, provided these articles were used in the manufacture of boilers.

THE MISMANAGED GRAND TRUNK.

SIR HENRY TYLER, President of the Grand Trunk Railway Co, in his annual report ascribes the unsatisfactory result of the year's business to outside influences.

"Ifs" and "buts" have always been a feature of the annual report of the Grand Trunk's president.

No matter whether trade conditions in Canada and the United States are good or bad, never, as far as our memory serves us, have they been reflected in the annual reports of the G T.R., and just as regularly does Sir Henry trot out his "ifs" and "buts" to mollify the shareholders. But it is in evidence that the day is waning when these shareholders will meekly swallow holus-bolus the lame and threadbare excuses which are annually made to do duty in various shapes and forms.

The fact of the matter is, the road is badly managed; and what has been apparent to the people of this country for some years, is gradually dawning upon the shareholders in England.

When a business, year in and year out, fails to pay it is due to one or other of two reasons: Either the management is bad or the business is unfavorably situated.

The failure of the Grand Trunk Railway to prove a successful investment for its shareholders cannot be ascribed to unfavorable situation.

It traverses through the very best and most thickly populated part of Canada and runs into the United States as far as the progressive city of Chicago; it carries about one third of the railway freight of the Dominion and about the same proportion of the passengers; it is one of the leading routes from the Eastern States through to the Western States; it monopolises the freight and passenger traffic of some of the cities of the Dominion—as these cities know to their sorrow; its earnings are from two to three thousand dollars per mile greater than any other railway system in Canada except the Canada Southern.

And yet in spite of all these advantages the results are persistently unsatisfactory.

One important outlet for the Grand Trunk's earnings is to be seen in the expenditure. The Government returns show that last year this expenditure was $4,036 per mile. This, omitting the Canada Southern, was nearly double that of any other railway in Canada. The expenditure per mile on the Canada Pacific, in spite of the enormous mileage it has to maintain, was but $2,189 per mile. Even the expenditure of the Intercolonial, that much criticised railway, was but $2,669, while the expenditure per mile on the Manitoba & Northwestern was as low as $763.

"Don," in Saturday Night, pertinently remarks that the Grand Trunk "is not only an Old Country concern, but it is an old time concern.' And he is right. It is an old time concern, and no half measures will ever make it different.

Sir Henry Tyler may be a passable president, but even he is not accounted strong enough for the job by a good many. But whether he is or not, Sir Henry, or no other man, be he titled or untitled, can successfully "boss" a concern like the Grand Trunk three thousand miles away even if he has the cable at his elbow.

The head of an ordinary business house would scarcely be accounted wise were he to live even one hundred miles from his store or warehouse, only visiting the latter once or twice a year, relying on the telphone, telegraph or mail as mediums of communication the rest of the time.

But not only does the headquarters of the company need to be on the scene of active operations, but new blood must be infused into the officials in high places. The worst sin of many of them is not their inefficiency, but, eaten up by their own importance, they are brusque and imperious in their bearing toward those who have occasion to approach them.

Business men do not swallow the leak with any more grace because it is shoved down their throat by a big corporation. And the result is that when they can they give their patronage to some other road.

No one can gainsay it, there is a deep-rooted prejudice in this country against the Grand Trunk, and it is mainly because of the mismanagement and brusqueness of its officials. And the sooner the desired changes take place the better will it be for the country as well as for the company, for because of the gloomy reports which are presented to the latter so regularly the result can be anything but helpful to the credit of the former.

JAMES A. HUNTER.

MR. HUNTER hardware and general merchant, Durham, is an example of what push and application to business will do. Originally he was intended for a lawyer; but the gods willed otherwise. He was educated at Upper Canada College, Toronto, that good old school of many merchant princes. There "Jim" was one of the foremost boys, as the trophies won in both the class and in the field testify. He matriculated in 1889, and in September of the same year began the study of law in the office of McCarthy, Osler, Hoskin & Creelman, one of the largest and best firms in Canada. In February, 1891, he was summoned from his studies to attend the death bed of his father, the late James H. Hunter, M.P P. And then was abruptly closed his career as a law student. His father died intestate; and there being no other member of the family available, James A. gave up law and undertook the management of his father's estate. He took out letters of administration for the estate, and acted as manager and attorney for the administratrix, his mother. He acted in this capacity till March 1, 1893, when he purchased the business from the estate and became proprietor.

"Pluck, energy and judicious advertising" is Mr. Hunter's motto, and he has been successful with it. He has a good staff of clerks, etc., around him, but he gives personal attention to every detail, and brings himself into personal contact with his customers whenever opportunity affords, giving them a cheery greeting as well as a vigorous shake of the hand. As a result of Mr. Hunter's enterprise his sales last year were 20 per cent. larger than the previous year.

October 1st last Mr. Hunter adopted the cash basis, and he has found it to work most successfully. "We give no credit," he remarked to HARDWARE, "and feel satisfied that our new system will eventually prove a great success in our business."

Close as is the attention Mr. Hunter gives to his business he finds time to devote to public matters and field sports. Frequently he may be seen driving a pretty span of horses which he owns. In the summer season he takes an active part in lacrosse and cricket, while now and then he may be seen gun in hand, enjoying a day's hunting. This fall there is one black bear less in the world as a result of his prowess with the rifle. He is now sitting in the town council for his second term. Besides being a merchant, municipal councillor and sportsman, Mr. Hunter is a soldier, being a lieutenant in the 31st Battalion.



J. A. HUNTER, Durham.

DISCOLORED LOBSTERS.

When sampling a can of lobsters, portions of the meat which rested against the tin are often found to be black. This applies more especially to lobsters caught in particular sections in the Maritime Provinces. It will be observed that salmon, mackerel, cod, sardines, or other fish never discolor in this way. They are oily, while there is no oil whatever in the lobster, but there appears to be an acid. This acid, it is supposed, eats through the tinning on the inside of the can and thus causes the discoloration. Some of the packers will endeavor to overcome this, and are ordering for next season's pack a double-dipped tin plate, i.e., a plate with a heavier coating of tin than the ordinary stock used by canners.

DEVELOP NATURAL RESOURCES.

MANY towns in the centre of an agricultural district have given bonuses of $1,000 to $20,000, and even more, to induce various industries to settle there. A few of these have done well and have been a benefit to the community, but the majority have not given the results to the people who bonused them that they expected.

Many of them, in fact, have utterly failed, leaving the municipality sadder but with much more wisdom.

One town may be taken as an example. It was decided that something must be done to make the town boom. A miller not very well known to the residents told them that if they would give him $5,000 he would take over an old mill in the place and put in a new plant. The mill would be able to grind hundreds of cars of Manitoba wheat, and once they had started train after train loaded with flour would leave the town and it would boom.

The town voted $3,000. That was seven or eight years ago; and there has not been a single car of wheat brought in from outside yet. Another mill in the same town which did not receive any bonus is doing a larger and better business. The town in question has not benefitted a cent's worth, and they are still paying off the $3,000.

The aim of Canadian towns and villages should now be to develop their natural resources. These are mostly of an agricultural character. Let the merchants consider carefully what are the most profitable products their district can produce. Encourage the farmers to go into these.

This has been done. A case in point: Two Prince Edward Island farmers were sitting in the store of one of HARDWARE'S subscribers a few years ago. They were bemoaning the hard times and saying there was no money for anyone but storekeepers these days. Like most farmers they were plodding along in the same old way and never used their heads as business men would. The grocer suggested to them that there might be other lines in which they might make more money than in growing oats, etc., mentioning strawberries, which he was then importing. They tried the experiment; it was successful, and they and others who followed their example are now making $100 to $200 an acre clear on strawberries. They are paying cash for what they buy and they are buying more than they ever did.

It is the natural resources that put the most money in circulation.

RE TURPENTINE BY WEIGHT.

SINCE our article on the above subject appeared in last issue we have learned that the question is a live one in the United States. This is proved by an article in the Oil, Paint and Drug Reporter, of New York. It reads:

"A discussion which is now awakening general interest is the query as to which is the better method of selling spirits turpentine, whether the old system of gauging shall continue in force or whether the newer method of selling by weight shall take its place. The latter is a new method to portions of this country only, as already in the West sales are made according to weight. In Europe this method has become quite universal. There are differences of opinion on the subject, a part of the trade disapproving of it because of their impression that extra expense in handling the goods will be the result of any change. On the other hand, it has been advocated at different times by very prominent people in the trade, and now the change is being more warmely urged than ever. Complaints of the errors in gauging and their regular capacity of the barrels used have been very numerous of late. Fresh fuel has been added to the fire by the action of the National Paint, Oil and Varnish Association at its recent convention in Boston, when it recommended the sale of spirits turpentine by weight. Should such a change occur in the Savannah market, where it is most strongly urged, a change would first have to be wrought in the State law governing this subject, as at present spirits can be sold by weight only under consent of the producer.

TURPENTINE BY WEIGHT.

EDITOR, HARDWARE,—In reading your last issue I was very much interested in the editorial it contained on the above subject. As it is quite possible some readers may gather a wrong impression from it, I would ask you to allow me a little space to give some other views of the matter.

In the first place, let me say that "gauging" is done by a U.S. official, and is, therefore, quite as reliable as our own weights and measures. Whether the barrels are filled, or space is left for expansion, is a question. If, however, as you assert, the space is left for expansion, it is not unreasonable for jobbers to charge the full gauge, as if the expected expansion takes place the quantity charged is actually in the barrel, and there is consequently no overcharge. A standard weight, while working all right as an average, may not be exact, as it is not pretended that weight increases with expansion. If, for instance, a gallon weighs at the present time 8 40 lb, and expands with the heat, the quantity in July would be something over a gallon, and yet only weigh the same as the bare gallon does now.

It must certainly be conceded that jobbers should have some profit, and if part of that profit consists of perquisites it only amounts to the same in the end. If the retailer is to be charged exactly what the jobber pays for and the latter is also to take the risk of leakage, it follows naturally that a bigger margin must be added to the price. Suppose, for instance, the outage and risk are worth 2c. per gallon. If the dealer pays 40c. for his turpentine he can calculate that it really costs him 42c—exactly what his neighbor pays. On the other hand, if the jobber takes the risk and allows the outs, he too, must add the 2c. and his profit on that amount as well. In other words, instead of selling at 40c. he must get 42c. or a fraction more. Where, then, is the retailer to gain by a change in the system? Of course, if your advice is taken and the retail trade insist on getting turpentine by weight, the jobbers will have to fall in line, but whether anybody will be benefited thereby or not is extremely doubtful.

This matter is generally raised (by way of free advertisement) by those merchants experimenting in tank importations, and the real choice for the retailers is as to whether they prefer to buy original packages on the old basis, leaving the jobber to make what perquisites he can, or buy goods that have been re-handled and, for ought he knows, adulterated. As a guarantee of pure and genuine goods there is nothing like original packages, and I for one believe that retailers will prefer them to those refilled in Canada.

"Leakage" and "Shortage" are mere "bogies" raised to stimulate the tank trade. Complaints, even from men who are careful in checking measures, are infrequent, and are generally met literally by jobbers, who I know are also very particular in shipping—sending only good, sound barrels.

In closing I would point out what some readers may have failed to notice the error in deducting the tare in your example—450 less 75 equals 375—not 350 as you have it; a difference of 2.99 gallons.

I would like to see the trade take up this question so that we may get an idea of their preference for the old or the suggested system. Perhaps you might get the Patrons of Industry to bring it up in our Legislature and so take it out of our hands entirely.

Toronto, Nov. 7th. HAMMER

P. S.—To test the accuracy of the statement that barrels do not hold what they should, I have just seen three barrels—taken at random from a large stock—weighed and allowing a tare of 70 lbs, which is quite large, there is not a gallon shortage on the lot. One barrel in fact held, by weight, nearly half a gallon more than the gauge called for. H.

["Hammer's" letter does not weaken our argument in favor of selling turpentine by weight. The barrels that he saw weighed no doubt showed the result he cites, but it must be remembered that this is not the summer time. It is in the summer that the barrels of turpentine are the most susceptible to leakage, and any dealer will tell you they do leak during the hot weather. But granted that barrels of turpentine always contain the registered quantity, that is no argument why they should not be sold by weight. As will be noticed elsewhere, in parts of the Western States and in Europe turpentine is sold by weight, and that in the Eastern States an agitation has been started with this end in view. Then "Hammer" is altogether astray when he intimates that the tank importers inspired the article which he criticises—Ed. HARDWARE.]

U. S. TARIFF AND QUEBEC LUMBER

A DESPATCH from Washington to the N. Y. Journal of Commerce reads:

"Since the Treasury Department issued the circular declaring lumber from Canada free, as from a country which placed no tax on lumber imported or exported from the United States, it has been informally ascertained that the Province of Quebec availed itself of its right under the Dominion law to levy a discriminating stumpage tax, and that hence lumber imported into this country from that province would be dutiable at the McKinley rates. The Treasury immediately set about to get the official information as to the facts, but the Quebec authorities learning of the contemplated action issued a decree revoking the stumpage dues, and hence securing for their lumber free entry into this country.

"The question arose however, in this connection, whether the lumber imported from Quebec into the United States between the passage of the new Tariff Act and the repeal of the Quebec stumpage dues should not now be re-assessed at the McKinley rates of duty, according to the law.

"By statute the Treasury has one year in which to correct assessments without an appeal to the courts, and as a matter of strict law the higher rates of duties ought to be assessed and the difference collected from importers. It is understood, however, that the Treasury Department, in view of the prompt action of the Quebec authorities, has decided to waive its right to the higher duty.

"As matters now stand, all Canadian lumber of the kinds specified in the free list can now come into this country free, no other stumpage dues being imposed, so far as the Treasury officials are aware."

English advices intimate that the final liquidation of the great Baring estate will shortly take place. The liabilities, which were originally over $100,000,000, have been reduced to a little over $12,000,000. It is expected that a large surplus will be secured ultimately.

HONEST STEALINGS.

THIS phrase, if a paradox from the standpoints of the law and the gospel, is not so in the accommodating flexibility of modern speech and conscience. There are dividing lines even among thieves. They grade up from the nude and unwashed article to the exquisite apex where they are mixed up with rainbows and angels' wings. The plain, original and unlaundried article, like a black sheep in a flock of Southdowns, is generally under some sort of supervision, and sooner or later rubs his nose against the cold iron of a prison cell or becomes the guest of a penitentiary cook. It is also true that the more refined and well-behaved article, dainty, delicate and glorious in collars and cuffs, sometimes exposes his cloven foot, and finds a stool for the same where repentance wears a striped suit but carries no key for a prison door. The accommodations for these gentlemen, we regret to say, are gradually becoming insufficient, but what would they be in straitness of space and limits of accommodation if all who ought to be there were gathered in from the outside. What a procession it would be, and how it would shame the few who found their way into Noah's ark.

How many office chairs would be empty, and what vacancies there would be in our courts and legislatures, our boards of trade, our police platoons and even in our church pews. How many a mill would be silent and Congressman dumb; dealers in real estate and managers of poor-houses, charities and strikes—how few and lean would the members of this great army be if the roll was called and the sheep separated from the goats. If every brick was paid for with honest money, how small some of our houses would be, and if so-called honest stealings were withdrawn from banks and safe deposits, what a skeleton would be made of the golden calf.

In our state and municipal departments it is no secret, and nobody's hair gets grey in thinking of the matter, that in an alarming number of instances official salaries do not represent income. There are more chickens than eggs, and the milk ladled into private pans is a drain on more than one cow. This is true from the top to the bottom, from lobbying a bill to closing a contract for a sewer or demanding fees from an impecunious washerwoman. We have got so familiar with this process of being skinned that the operation is painless, and the man who secures the hide has but one regret—that there is not more of it. It is plain, whether we like the medicine or not, that if corruption and venality in public offices are accepted as a perquisite of patriotism, and mercenary motives are the royal stairway to the highest duties and dignities of the nation, is it not more than likely that the vice of Judas will sooner or later repent of its sins in a hempen necktie with which that person closed his biography.

It is true that a tree is known by its fruit, and a stringent persimmon can never be a libel on an apple tree, but if there was not something wrong at the bottom there would be very little of it at the top. Our public men are products and not a metamorphosis, and if we will be sufficiently candid and courageous to wipe our eye-glasses we will confess that from trading a horse to getting a municipal charter, our consciences trouble us but little. As a consequence, who loses breath or asks for ammonia or soda water when men who have been in public office for three years come out of the gold dust with enough of the metal to cover the wants of three score? How is it that in strikes we have one set of men eating cake and venison and another set seeking a meal and finding it not, on the spareribs of a red herring? How is it that some men who could not pay for their shoes, come out of a protracted struggle with a home of their own, a brass plate on the door, and a sleek horse in the back lot? How is it that of a barrel of money collected, what is left below the third hoop is accounted for, and the rest is swallowed up in expenses? What a fat-producing compound are honest stealings! Where should we be without them, and what will be our fate if the caterpillar outlives the cabbage?—Fred Woodrow, in Age of Steel.

A WONDERFUL RECORD.

The annual report of Geo. W. Melville, chief of the Bureau of Steam Engineering, U.S.N., contains the following statement, which bears evidence, in the opinion of Metal Worker, of the truly wonderful work done by this department:

In all its designs for machinery, whether for a tug, a battle ship or a cruiser, the bureau has, in spite of much adverse criticism, insisted on a fair proportion of weight for power, especially in the boilers; as a consequence the department has been spared the annoyance of failures on trial trips; and, without exception, all machinery built from its designs has done all, and more than all, that was required of it on the first trial, and without distress, accident or injury of any kind. Such a record is unique, and when the high powers and unprecedented speeds of some of the vessels are considered, it is one to be justly proud of.

In the opinion of the bureau, much of this success is due to its uniform practice of allowing ample power for the speed required with a given displacement, as determined from the carefully observed performances of similar vessels, and to having every design, before final adoption, carefully scrutinized by an engineer officer who has performed service at sea in charge of machinery, this being the only way in which much of the information absolutely essential to the successful designing engineer can be obtained.

A HINT TO BOARDS OF TRADE.

THE Truro Board of Trade has an important feature that might be adopted by many other similar organizations. The board was organized in 1889, with 30 members through the efforts of the present secretary, G. A. Hall, of the retail dry goods house of J. H. Crosscup & Co. It was found difficult to hold the members, though the assessment was only $3 a year. Many of them were anxious to have reports on and lists of delinquent debtors. At first it was arranged that they should be sent to the secretary by each member. Some reported, but others who were always ready to have a look at their neighbors' lists, did not furnish any themselves, which is always the rule in a case of this kind, and the scheme did not work. Mr. Hall then made an arrangement with the County Registrar to supply a weekly list of mortgages, sales, judgments, etc., for $50 a year. He also arranged for reports of judgments for small amounts by local magistrates. These were printed and sent free to members every week marked "confidential." And the scheme has been so successful that the membership has increased over the 100. All the members consider it a most profitable investment. The list has had a moral effect on slow paying customers that cannot be estimated. They now go to a merchant who threatens to sue them and pray him not to do so, as their name would appear on the list. The secretary mentions one man who saved $200 by a timely hint in their weekly report of a customer who had given a bill of sale. Other creditors who were not so informed got nothing.

The board is now grappling with the assessment question. Before their organization the city council paid no heed to representations of business men. Now they recognize them as a powerful factor, and have asked that a committee be appointed to confer with the council.

The board is wisely moving for the exemption of stocks in merchants' hands. At present a man who has an average stock of $12,000 may be assessed for $5,000, or vice versa.

Nearly all the business men in the town are now in the board.

Works: St. Helens, England
PILKINGTON BROS. LIMITED
MANUFACTURERS OF
Polished Plate
AND
Window Glass
Bevelled Plate
and Mirrors
Rolled Plate, Ornamental Cathedral, etc.
Depots: Busby Lane, Montreal. Mercer Street, Toronto.

HINTS FOR YOUNG MEN.

IT was a saying of Lord Brougham, "Try to know something about everything, and everything about something." It was rather bitterly personal for Daniel O'Connel to remark, "If Brougham knew a little law, he would know a little of everything."

This universal knowledge should not be at the expense of a man's specialty in life, but having learned "everything he can about something," it is wise to pick up all the other information he can as he goes along; but to have it available he needs to have it "in hand." Knowledge stowed away like stores in a garret may be found when wanted and may not—more often the latter; but knowledge arranged in the mind, like articles in a well ordered cabinet, is available when called for. The ready man receives credit and consideration for all he knows, and much that he is supposed to know, while the profound scholar, who will not advance an opinion until he has thought over and studied up his subject is commonly considered "well enough for a philosopher," but of little use in every day life.

It is not enough to know anything. It is also important to be able to tell it well. We mentally shiver when some people begin to explain to us a process, or tell us a story. We know what an amount of irrelevant matter must come in, and how tedious the process will be, and how little we shall know about it when all is said.

There was a young student who, when some trouble took place in college, sat down and cast the story into the most concise shape he could, so he need not waste time or words when asked about it. The same peculiarity has marked his course through twenty years of professional life. His statements have always been clear and sharply cut, and exactly to the point. He is a man who has always commanded great respect in the community and among other professional men, and all the credit for knowledge to which he was fairly entitled with perhaps a little additional thrown in for good measure.

It is an excellent thing to be able to "do well," but it is also of a good deal of value to be able to "say well" at the right time. General Grant's speeches when abroad were not very long, as we all recollect, nor very remarkable or profound, but they hit the nail on the head every time, and were received with intense enthusiasm and universal applause.

Not many of us will ever have occasion to be speech-makers, probably, but every day we have a chance to use our general informations for the benefit of some one. We all have grateful recollections of some who have helped us greatly by timely suggestions, and often they were people in very humble walks of life. But we always remember them with a certain respect because of that ready information. Anything that will make him useful and respected is well worthy a young man's careful cultivation.

CONSUMPTION OF COPPER.

The statistics that have been published from official Government returns indicate that the consumption of copper at home has been on an enormous scale, and we understand that there is a great increase in the consumption of copper on the Continent, particularly in Germany. Doubtless much of the increased quantity that is now going into consumption is used for military purposes, immense orders having beengiven for ammunition in which copper comes in. There are also electric light and telegraph and telephone requirements to be taken into consideration. One of the features of the statistics is that while the imports reckoned as metal for the nine months have only been about 1,000 tons more in 1894 than in 1893; the exports figure as 40,000 tons against 56,000. The small effect of the decreased exports of stocks indicates how great the home consumption has been; in fact, it may be said that the difference represents the increase in home consumption. There apparently is nothing to be feared with regard to the copper market; it can take care of itself, especially as we understand that the negotiations with the American companies are making satisfactory progress. Those in a position to be well informed hope now that an arrangement will be arrived at. —The Statist.

TO STOP A RUNAWAY HORSE.

Scarcely a week passes in any year that human lives are not jeopardized by horses taking flight and running away, says an exchange. The man who can devise some means which will surely prevent this will be a great public benefactor. Some one who professes to know states that runaway accidents seldom occur in Russia. The means used in preventing them is very simple.

It is asserted that in Russia a horse that is addicted to the habit of running away has a thin cord with a running noose around his neck at the neck-strap, and the end is tied to the dashboard.

"At Rome," says the informant, "I saw in the Corso a phaeton with two spirited horses bolt. They were driven by a lady, and I expected to see instant destruction. But the lady cooly grasped a thin cord and within thirty yards the horses came to a full stop. I afterward met the lady at Nice, and expressed surprise at the skill with which she stopped the runaways.

She treated it as a trifle, and told me accidents from runaway horses are unknown in Russia, as no one but a lunatic would drive without the cord. When a horse bolts he always takes the bit in his teeth and the skill of the driver is useless. The moment the pressure comes on the windpipe the horse knows he has met his master.

FLAX GROWING IN MANITOBA.

THE good price which farmers are receiving for flaxseed this year, should draw attention to this crop as one which might find greater favor with Manitoba farmers. With the prevailing low price for wheat, it is necessary to make the best use of any other opening for the profitable cultivation of other crops. Flax is a crop which is well adapted to Manitoba. It is an excellent crop for subduing new land. About all the flax grown in the United States is produced in districts where conditions are somewhat similar to Manitoba. The production of flax in that country is confined to the newer north western prairie states, where new land is being brought under cultivation. In the older middle and eastern states flax is not grown. The rich virgin prairie soil of Manitoba is therefore just the thing for flax. Another advantage with flax, which should bring it in favor in Manitoba, where our summer season is short, is its early ripening habit. It can be safely sown after it is too late in the spring to sow wheat, and it therefore does not conflict with the wheat crop.

The price of flax seed this year is higher than usual, owing to the light crop in the United States, where the crop suffered from drought. In Minnesota, Iowa, and South Dakota, the three principal flax States, the production is estimated to be from 10 to 30 per cent. under an average, according to district, or an average decrease of 20 per cent. Flax is also grown to some extent in Kansas and Nebraska, but the production in these states does not cut much of a figure in the totals. The total crop of the five states named is estimated at 8,500,000 bushels. The price shows about the same proportionate appreciation as the decrease in production, prices being about 20 to 30 per cent. higher than last year. The price at Chicago reached $1.50 per bushel of 58 pounds recently. There is a duty of 20 cents per bushel on flax going into the United States, but with the high prices ruling this year a profitable price can be paid to producers here to export to the republic. In addition to the demand from home crushers, parties have been buying in Manitoba this season to ship to the States, and farmers here have been paid as high as $1.10 per bushel for their seed. The market opened at 90 cents, but soon advanced to $1, and ranged from $1 to $1.10. The home buyers of seed are the Winnipeg mill and an Ontario crusher.

Nearly all the flaxseed produced in Manitoba is grown in the district south of Morris to the international boundary and east of the town of Morden to the Red River. This is the district settled principally by the Russian Mennonites, who are the chief growers of flax in Manitoba. With the low price of wheat, evidently a considerable extension of the flax crop in this province would prove an advantage to the farmers.—Commercial, Winnipeg.

Cow Chains

Open Ring Three Chain Close Ring

CROSS CUT SAWS.
FILES, AXES,
CHAINS, Etc., Etc.

GENUINE Acme Skates

H. S. HOWLAND, SONS & CO.,

Wholesale Hardware Merchants 37 Front St. W., TORONTO.

WHAT FIGURES REVEAL.

The work accomplished by modern enterprise in respect of rapidity and magnitude can only be fairly estimated by comparison, says Age of Steel. This is an age of bigness in all things excepting the average biped, who, if wiser than Adam is equally as much a fool, and if more widely known than Methuselah is nowhere with that ancient gentleman in the matter of birthdays. Still, we undertake many huge jobs and manage to complete them. The great pyramid of Egypt is a stupendons monument of enterprise and labor. The labor expended was, it is said, equivalent to lifting 15,763,000,000 cubic feet of stone one foot high. Several hundred thousand men were employed in this work for twenty years. In a calculation made by Robert Stephenson on the labor expended on the London and Birmingham Railway, 25,000,000,000 cubic feet of material was lifted one foot high by 20,000 men in less than five years. In figuring on the coal used and the distance traveled by the Cunard line of steamships alone annually, the amount of coal consumed would make a wall four feet high and one foot thick from one end of Great Britain to the other, and the miles covered by a single year's voyages are equal to five times the distance between the earth and the moon. How large we are, or seem to be, on a slate.

PULLMAN'S MAGNANIMITY.

It is said that the town of Pullman was not really named after Mr. Pullman himself. The story is that W. W. Beman, the architect of the town, being justly proud of his work, came to the proprietor and asked that it be named "Beman." "Um'm," said the magnate. "Fact is, I had thought of calling the place 'Pullman,' from the man who built it and paid for it" "However," Mr. Pullman added, as he observed a look of disappointment on the architect's face—"However, I'm not particular. Now, what do you say to a compromise? Suppose we take the first syllable of my name, 'Pull,' and the second syllable of your name, 'man.' There we have it. 'Pull,' 'man'—'Pullman.' You see that combines your idea with mine." Mr. Pullman's suggestion prevailed, and the name, it seems, is a compromise.

WHAT DOLLAR BILLS WEIGH.

Several customers were chatting in a Lafayette avenue, New York, grocery store one evening recently, says an exchange, when the grocer pointed to a half barrel of small beans, and asked how many of them it would require to make a bushel.

Various estimates were offered. One man recklessly put the number down at 50,000, which occasioned a laugh from all the others who had guessed a much lesser quantity, ranging all the way from 5,000 to 20,000.

"Well, gentlemen," remarked the grocer, "you are all wrong. There are approximately 119,000 beans in a bushel."

No one was inclined to believe him until he showed them that it took 60 beans, selected at random, to weigh half an ounce. The rest of the calculation was simple.

"Now, then," said one of the party, "since we are engaged in guessing contests, how many dollar bills would it take to weigh as much as a silver dollar?"

One said 100, another said 75, while the grocer, who knew all about beans, put the figure at 300.

"All wrong," remarked the man. "It takes just 22. This was proven to be the case by experiment.

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GAS AND STOVES.

THERE is a lot for the average man, particularly stove man, to learn about gas and stoves that will be profitable. Gas stoves for cooking are being used by the very rich and the very poor; by the former on account of comfort and convenience, and by the latter on account of both of these and economy. In the tenements of New York the poor use gas stoves, and some, having got beyond the hot plate stage, are using a better grade of stove. The fuel is not expensive, because the fire is lit or out in a second, and consequently a dinner can be cooked cheaper than with coal and without roasting the family. The hot plate is not to be underrated, for it is capable of good service.

A bright woman uses a two-burner hot plate to cook for a family of nine people, and, with a mutton stew and three vegetables, she served peach short cake as a dessert. A Beveridge cooked the stew and vegetables, and a sheet iron plate over one burner, with a tin pan turned over it for an oven, baked the short cake. Other women find the hot plate just as cheap and convenient as this woman, whose gas bill for three months for cooking and lighting was about $10. She ran a fire in a coal range once a week for baking and laundry work, and she calculates that by using gas her fuel bill is less than if coal had been used all the time. This accounts for a falling off in the sale of small coal ranges in summer, about which some of the dealers are growling.

The live stock and house-furnishing goods man has a line of gas stoves and the cooking utensils that are used with them. Some of the big stove makers are using a gas stove in their kitchens, though they could have the best and handsomest coal range made if they wanted it. It would not be strange to see a number of stove foundries with a line of gas stoves in their catalogues next year, for many of them sell less of their small goods and have got to melt less iron or fill in with something else. This is the time of the year for heating stoves and with gas radiators, gas logs, gas Franklins and other styles of gas heaters the trade in coal stoves is likely to suffer some. A gas stove cannot be beaten for heating an office, a bedroom, or any room where the fire is not in constant use. Coal is cheaper than gas to run continuously or even for short periods, but it requires more attention, more labor, and makes a lot of dirt, which the modern up to date folks will not stand.

Some say a gas stove with no flue connections pollutes, vitiates and does other things to the air in a room that are a disadvantage; still they are used and in large numbers, and more are going to be used, which pleases the seller. They can be had with a chimney connection if wanted, and the quantity of heat lost is not as great as with other methods of heating that also afford ventilation. It is said they dry the air in an apartment, and artificial moisture is necessary, while others hoot at this idea and say the combustion of gas liberates enough moisture to saturate the air. Be this as it may, some highly esteemed gas experts say that an urn filled with water can be used with a gas stove with comfort. Some people have found an urn of water to be an advantage on a coal stove and have been laughed at by others.

Hot air furnaces and hot water apparatus adapted for the use of gas only as a fuel are being strongly pushed this year and show the disposition to avoid the labor and dirt that attend the use of coal as fuel. The buyers have not demurred at a probable increased cost of heating where the comfort and convenience can be afforded. It has been said that gas had seen its day when electricity commenced to attract attention, but it would seem that the "'possum" was only asleep, and it is now making a run on the coal stove business that will make the foundrymen and retailers look around later to see what hit them if they haven't got an eye open now.—"Atmosphere," in Metal Worker.

MONEY VALUE OF A SMILE.

THE virtual scepticism that is ingrained in most of our natures, remarks American Artizan, is certainly a bar to our making the most of our opportunities. We inherit ideas and prejudices, and most of us become mere creatures of our surroundings. We learn a business, say. None of us will readily admit it, but yet our choice of an employer, in the first place, is apt to influence us greatly, more than we suppose. We learn his business methods, and unless we are enlightened and progressive we cling to them tighter and tighter as time goes on, and cannot be convinced that the success of our competitors may largely arise from the pursuit of business tactics diametrically opposed to our own. In this day and generation it seems that the profitableness of advertising of and politeness would be self-evident. Yet the percentage of advertisers is not nearly as large as one would suppose, and the gruff and grumbly merchant is decidedly in evidence. We have headed this article the "Money Value of a Smile," and if we could show just how much money, down to millionths of a mill, a smile is worth to merchants in the various branches of trade, we do not doubt that the race of surly business men and snappish clerks would shortly become as extinct as the great auks or the dodos are to-day. This is, however, an impossibility. We all know that politeness pays, and that the genial merchant is the one that gets the trade; but as we cannot mathematically estimate the exact fraction of his trade that would go to his competitor if he was equally ungracious, and consequently the exact monetary value of politeness, this ingrained scepticism we are talking about causes men to underrate its efficacy, and hence we find the business world as it is to-day. We are all human, and polite attentions are grateful to us all, big or little, young and old, successful and bankrupt. Mrs. Bullion likes to be treated deferentially when she comes in to buy an elegant parlor heater, elaborately ornamented, and so does her washerwoman, who steps in to buy a marked-down tin pan. There was once a time, when this country was thinly settled, that merchants might do about as they pleased in the matter of obliging or offending customers, but in these days of intense competition the merchant who waits for the public to find out his worth is the modern Horatian rustic waiting for the stream to flow by. The public must be drawn, almost pulled into your store, not by physical force, but by publicity, courtesy, prices and superior business methods, and courtesy is not the least of these, either.

SYSTEM IN THE SHOP.

"System" is of prime necessity in the successful conduct of a business of any kind, says Metal Worker. The absence of it foredooms to ultimate or at any rate to comparative failure the most promising undertaking. Industry, skill and moral rectitude will go far to secure success, but system must supplement these qualities in order to insure it. A good working system, then, for any branch of trade—that of the roofer and sheet metal worker, for example, is a valuable and desirable acquisition. It is not, however, to be secured except through experience and intelligent observation; but where it is so obtained and put into practice in a shop, the results are bound to be highly satisfactory. In this issue is printed a very valuable article, by Ross F. Rainey, entitled "Shop System of Keeping Track of Sheet Metal Jobs," to which we would wish to draw the particular attention of our readers. Mr. Rainey's system, the result of practical experience, is explained by him with singular clearness and simplicity. The study of his paper and of the accompanying diagrams will, we feel sure, prove of benefit to others in the same line of trade who have not been able to formulate a good working system of their own.

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MONTREAL

BUSINESS MEN, PAST AND PRESENT

BETWEEN mind and material there is a curious analogy, remarks Industrial World. In two essentials there has been a remarkable improvement in matter as utilized by man. Machinery has grown wonderfully effective through complicated and ingenious devices, and, moreover, the material itself, iron, has by new processes, by the addition of nickel, manganese or chromium, become stronger, tougher, more impenetrable.

And side by side with this material development has grown a corresponding improvement in business character. A business mind of to-day can no more be compared to that of a hundred years ago than can the steam engine or the reaping machine. Business characters to-day are "Harveyized," to use the English expression, adopted from our own Harvey. There is an element of manganese in the new composition, which is made necessary by the new researches and new conditions of modern life. And also there is a wider grasp of intellect required, a more intricate combination of business relations to consider, making essential a mental capacity that compares with the modern machine.

This constantly rising standard of business excellence almost passes unnoticed and unperceived. In one respect the present and the past business man are sometimes compared to the disadvantage of the former, and that respect is in point of integrity. The old school is referred to as one of unimpeachable honesty, tho new as one of evasion and insincerity. But the comparison is unjust to the present generation, for it considers only the modern mental machines, which, like their parallels in the realm of matter, fail to do the work intended. The old time sickle was necessarily honest, and so was the old time business man if he would succeed, for circumstances made him so. The modern reaper may be a failure. It remains for a trial to demonstrate its efficiency. But a reaper that does succeed is infinitely superior to the primitive tool which Father Time still carries.

And likewise the modern business man who succeeds is vastly superior in mental training and development to his grandfather who was also successful. Integrity is still an essential element, integrity strengthened by nickel or manganese, integrity fashioned into the deft purposes of the intricate loom. The world owes much to its modern machine; it owes as much, or more, to its modern business character.

A ROOFING NOVELTY.

Zinc sheets for roofing, according to an exchange, have been used on a new public school building at Webb City, Mo., in the centre of the zinc mining district. The time since they were placed in position has been too short to enable the giving of a satisfactory judgment regarding their worth as a roofing material, but there is no reason for believing that they will not most admirably fill their purpose. The first cost is against their introduction, but it is claimed that they will last for a long time and that they are easily laid, can be made to conform to any angle or corners, will not crack or buckle, and can be put on and used without a coat of paint. The weight of zinc sheets would be an objection against their employment on any but the most solidly built structures, and it is doubtful if they ever come into extensive use, although their introduction may be followed by a good deal of interest on the part of the roofing trade

BUILDING BRICKS MADE OF GLASS

Experiments with glass bricks for building purposes were begun in 1891 by M. Falconnier, an architect of Lyons. These bricks, explains an exchange, are hollow, being blown like ordinary bottles, and are given forms—such as cubes, hexagons, etc. —that permit of ready laying. A bituminous cement, with a base of ssphalt, is used. The bricks serve as double windows, giving protection against both cold and heat: are good insulators of humidity and noise; and noise; and they lend themselves readily to the decoration of buildings either by their form or their color. Many applications are foreseen. The bricks are neater than marble for meat markets, and are especially adapted for hospital, bath halls, hothouses, refrigerating establishments and buildings in which absence of windows would be an advantage. A hot-house of glass bricks costs about the same as an ordinary one, saves fuel and reslsts hail.

AMERICAN AND OTHER BELLS.

Bell making is one of the great industries in this country, says the Chicago Record, yet how seldom we hear of it. Foreign countries recognise that our bells are superior in tone to any other make, and even the Japanese are sending orders to this country for bells. The Japanese have long been regarded as famous bell makers, but they do not hesitate to apply to American manufacturers when they find it to their advantage. There is a grim humor in the fact that the fire alarm bells to be used in Tokio have been ordered of a manufacturing firm in Jersey City. The largest bell in America is in the cathedral of Montreal, and it weighs 28,000 pounds. The bell in the public building at Philadelphia is to weigh between 20,000 and 25,000 pounds. There is a bell at Erfurt, Germany, cast in 1479, and one in Notre Dame, Paris, cast in 1680, each weighing 30,000 pounds. The great Chinese bell at Pekin weighs 120,000 pounds, is 14 feet high and 12 feet in diameter. By the way, the Chinese used to make their bells nearly square in shape. The largest bell is, of course, that in the Kremlin at Moscow. It is over 19 feet in height and measures nearly 23 feet across the mouth; its thickness at the point where the clapper would strike is 23 inches. The cost of manufacturing this noble work of human art is $300,000.

Recent discoveries of gold near Shoal Lake, in the Rainy Lake country, are reported to be very rich. One American syndicate has been offered $35,000 for a half interest in their claim. The Vinning brothers, of Plantagenet, Ont., have taken up 1,000 acres of land, in which there is located several exceedingly rich claims. They are organizing a company to work the property. Shoal Lake is 42 miles from Fort Francis.

TRADE CHAT.

J. S. LARKE, Canadian Commissioner to Australia, says the boot and shoe manufacturers of Quebec are hopeful of doing a good trade with Australia.

The Brockville Carriage Company have received an order for vehicles to be shipped to Santiago, Chili.

Medicine Hat samples of gold sent to Ottawa for assaying, by Mr. Hargrave, have been reported on as worth over six een dollars an ounce.

The Sultana gold mines at Rat Portage has been sold to an English syndicate, of which Gen. Wilkinson is the head, for a quarter of a million dollars.

J. A. Rousseau, of Ste. Anne, intends to put up a large sawmill on the Lower Laurentian railway, near Riviere a Pierre, to cut deals for the English market.

A Rat Portage despatch says that the mining property known as the Regina location on Whitefish Bay, has been sold to to an English syndicate for $30,000.

According to the reports of the English trade journals there is a conside.able falling off of the shipments of hardware and cutlery, amounting in the aggregate to about 8 per cent.

Saturday night R. H. Little's general store and post office, Lisle, was robbed of some money and stamps. Three years ago the store was robbed, the safe broken open and $275 taken.

Mr. Skinner, the gentleman who purchased the electric light plant in Hespeler, is at present in that village and will either have the lamps lighted or will remove the plant, poles and wires at once.

J. W. Baker has built a large steam sawmill at Lake Edward, which he intends to run all the year round, and is now shipping his produce daily to the Louise dock, where it is piled for shipment to Europe.

The largest engine ever manufactered in Canada for generating electricity was put in motion a few days ago at the power house of the Toronto Railway Company. It cost $50,000 and is 1,200 horse power.

The value of the sawn lumber and firewood carried by the Lake St. John railway last year was more than $600,000. About 30 per cent. of Quebec's deal and sawn lumber exports came to town over this line.

A new company has taken hold of the Dominion Organ Co., of Bowmanville, and the ratepayers of the town have voted it a bonus of $5,000. "The merchants are in high feather over the matter," said a traveler who has just returned from Bowmanville.

The business men of Dundas and the members of the Board of Trade held a meeting Friday evening to discuss the application of the T. H. & B. for aid from the town in the shape of a bonus. The result of the discussion was the adoption of a resolution asking the Council not to negotiate with the company at present, but to appoint a committee to confer with a committee from the Board of Trade on the matter.

Burglars effected an entrance into the store of Eber Cutter, Ridgeway, Sunday morning, by prying open the front door with a crowbar. The combination lock to the safe was broken with a sledge hammer, and an unsuccessful attempt was made to drill a hole in the safe. The thieves stole a lot of goods.

A St. John, N.B., despatch says that Alex. Gibson has finished his season's lumber operations. His shipments of deals aggregated over eighty-three million feet, the largest aggregate for one season in all his experience. He operated no less than eleven saw mills besides his own at Marysville and Blackville.

Delisle Bros. have established a spool factory at Lake Bouchette, on the line of the Lake St. John railway, where they manufacture from the white birch there abounding spools of different sizes and qualities to supply the cotton, thread and silk mills of the Montreal district. They have a demand for all the spools they can manufacture.

An Ishpeming, Mich., despatch says that the railroads are running extra trains and the heaviest forwarding of iron ore of the season is now going on. The Bessemer ore production of the Lake Superior district will be the largest ever mined, and total production of ore for the season will reach 7,250,000 gross tons by the close of navigation.

At a general meeting of the Dominion Commercial Travelers' Mutual Benefit Society, held at the rooms of the association, in Montreal, on Saturday evening, the following were nominated officers and trustees for the ensuing year: Chas. Gurd, president; G. O. Stanton, vice-president; trustees, Fred Birks, J. T. Dwyer, E. H. Copland, F. Hughes, Robt. White, and Max Murdock. The above were all elected by acclamation. The annual meeting was fixed for Friday, December 14, at 8 p.m.

Mr. A. R. Holdich, assayer, states that the large smelter now practically completed at Pilot Bay on Kootenay Lake, is intended to work and pretty soon. In fact, as soon as there is enough ore in the works and in sight, the composition of which has been accurately determined so that they are sure of a lengthy run, the furnace (80 tons capacity per day) will be started, and kept running.

Mr. Garland, of Rat Portage, one of the delegates to Ottawa, says that 175 miles of the Hudson Bay Railway will positively be built next year, and in the year following the road will be extended to the Saskatchewan. As to the cash, Mr. Garland says the Government will give assistance by guaranteeing bonds. The promoters have raised three millions, and in addition to this there will be the Manitoba Government's mileage offer. Asked if there was any suggestion made concerning Government control of rates, Mr. Garland intimated there was not.

A Guelph despatch says that Messrs. Woodyatt and Torrance, the delegates appointed by the Board of Trade of that city to go to Wyandotte, Mich., for information regarding the character and antecedents of Mr. Patterson, who is desirous of establishing a rolling mill in Guelph, have returned, and it is understood they report very favorably of Mr. Patterson.

During the last session of Parliament Mr. John Haggart promised to appoint a commission to enquire into the question of freight rates on the Canadian Pacific railway, which the people of Manitoba and the North-West were agitating against. An order-in-Council has now been passed appointing a departmental commission to take evidence and enquire into the whole question, and report the result to the Government. The commissioners are: Messrs. Peter S. Archibald, chief engineer of the Intercolonial railway; Wm. Pierce, Dominion Superintendent of Mines, Calgary, N.W.T., and Wm. H. Allison, Inspector of Homesteads, Deloraine, Man.

The report from Lake Superior that the Calumet and Hecla Company might convert its Buffalo smelting plant into electrolytic works for the treatment of western ores, and would transfer the smelting of Michigan back to the old works, has just this for a basis: The company will experiment in a small way with electricity at Buffalo, in order to determine the advantage of treating low grade mineral by the electrolytic process. Otherwise, smelting will be continued as usual at Buffalo and at the works in Michigan. The company loses more or less copper by the present method of reduction, and wishes to be with the times in the introduction of wise economies.—Herald, Boston.

Copies of the specifications for two sections of the Trent Canal—No. 1 of the Peterboro' and Lakefield division and No. 1 of the Simcoe and Balsam Lake division—have been forwarded to the superintending engineer's office at Peterboro'. Section No. 1 of the Peterboro' and Lakefield division extends from deep water in the river at Lakefield to station 190, a distance of about 19,000 feet measured along the centre line of the canal, as laid out on the ground. Section No. 1 of the Simcoe and Balsam Lake division extends from deep water in Balsam Lake to Station 290, a distance of about 30,000 feet. The contractor for this work will be required to construct an embankment to raise the water in the east branch of the Grass River to the level of Balsam Lake. The work also includes a regulating weir, swing bridge at the Victoria road, with guard gate, high level road bridge at about Station 159, and another at Station 220.

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REGARDING CYCLE REPAIRS.

A VERY common accident, says a writer in Hardwareman, is a "buckled wheel." This generally arises from a collision or other severe blow, or from a violent twist, but, like many other difficulties, it will yield immediately to a little radical treatment. If the wheel be laid on a flat surface (or, better still, on a ring so that the spokes and axle do not touch, but only the rim and tyre) and the upwardly directed bulges be pressed firmly down, while the other parts are, if necessary, pulled upwards, the wheel will suddenly spring back nearly, or quite into its true form. Quite likely none of the spokes will have been broken by the accident, but generally a few require tightening ; the tyre also may need a little attention and the wheel trimming. A rim that has once buckled is always more liable to do so again, and if the complaint threatens to become chronic it is best to rebuild the wheel with a new rim. Though the wheel is more easily got at when removed from the frame it is not always necessary to take it out, but it may be brought back in shape by two people, one standing on each side of the wheel and each pulling at the parts furthest from him.

Bent cranks and handlebars are also common. I have already given directions for bending and straightening tubes which apply to the handlebar, but cranks are usually solid. Most cranks may be set cold, so that it is not worth while heating them. Southard's patent cranks should never be heated ; they are made of soft metal, stiffened by twisting the cranks on their own axes, and if they are heated the tension is let down and they return to their soft state. A twisting wrench is the most handy instrument for setting cranks. It is a strong wrought-iron bar about ¾ in. or ⅞ in. diameter and about 18 in. long, having two short right angle projections forged near one end thus ⌐¬, something like a screw-wrench with the jaws opened far apart. A little practice will accustom one to the use of the instrument. Sometimes the plain end is flattened out a little and provided with a slot about 1½ in. long by ⅜ in. wide ; this is useful for twisting the slotted part of the crank if it has got off the square. This size-twisting wrench may be taken as a medium; it is as well to have one smaller and one larger also.

Pedal pins often get bent in a fall as well as the cranks, and they generally bend close up to the crank. This being so, it is often convenient to set them while still fixed in the crank. I may here mention, for the benefit of any readers who have recently commenced cycling—and there is nothing like being a practical rider if you mean business—that riding with a bent crank or pedal may be injurious to ankle or knee joint, and that if a pin is so badly bent that the pedal will not turn, the best thing to do is to take off the "revolving" part of the pedal, and let the foot press upon the bear pin until one can get it straightened.

To take off a detachable crank is generally easy enough. The means of detachment is usually obvious ; the transverse taper cotter with lock nut is the most common, but a hint or two may not be thrown away on it. To detach a crank so fitted unscrew the nut, not so far as to remove it, but until its top is flush with the end of the cotter ; turn this end of the cotter uppermost and support the boss of the crank on under side. The cotter may then be knocked loose without swelling the threaded part, and on removing the nut the cotter may be extracted and the crank taken off the axle. In replacing the cotter take care to put it in so that the cranks are in line (not at an angle) with each other; do not attempt to tighten it by screwing the nut down hard, it must be driven in by hammering the thick end; the nut is only to prevent its drawing back. If the crank be "fixed" by a flat cotter, as wheels are commonly fixed in machinery, it is often a big job to get it off. The crank drawer sold by Brown Bros. is the proper instrument ; if this seems hardly equal to the task, leave it on over night with a good tension on, and a little paraffin applied where it is likely to do most good ; it will probably yield in the morning. In the absence of the drawer, an iron bar should be passed through the chain-wheel so that one end bears against the back of the crank as near the head as possible; the other end projects out to the other side of the machine and receives the blows of the hammer. Another bar should be held against the end of the axle, which should be smaller in diameter, so as not to interfere with the crank coming off. A block may be held lightly against the outer end of the crank, as the blows cannot be applied to the crank directly in line with the axle. In some cases it may pay to warm and so swell the end of the crank, but all balls and other bearing parts should be removed first. I have heard of molten lead being run round the outside of the boss to enlarge it, and it might be worth trying in this case ; ordinary heating is apt to swell the axle as well as the crank head, and so no benefit is obtained. Re keying these cranks will show the quality of your cycle hand. The keyways must be perfectly true and free from oil; the key must be of good, hard but tough steel, it should fit the groove sideways so that it neither binds nor is loose ; there should not be too much taper or the length of bearing will be too short, and the head should not be burred in driving in the key.

The past season of the Richelieu and Ontario Navigation Company has been the most successful in the history of the company, and from present appearances it looks as though the Richelieu and Ontario Navigation Company will be in a position to declare a supplemental dividend in addition to the three per cent. already paid in the early part of last month. The special audit sheet shows a surplus of $150,000 up to September 30, and to this more than $10,000 has been added since. Deducting the $40,500 dividend already paid, the surplus on October 22 was $121,561.49. Reduced to a percentage, the surplus earnings already show a profit of 11½ per cent. on the capital stock. Another satisfactory feature of the season has been the small number of casualties, and these of minor importance. The total loss through accidents will not exceed 2,500.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, November 9, 1894.

HARDWARE.

THE week has developed a quieter feeling in general shelf hardware, etc., and the volume of business is not as large as it was a week ago. What movement there is, is restricted to one or two lines, which, however, continue to show a noticeable degree of activity. These lines are sporting goods, cutlery and skates and sleigh bells, all of which have had a large movement. Ware has been moving fairly well, and so has some lines of chain, but hinges which have exhibited a well sustained activity throughout the fall are much quieter than they were. Values, with one or two exceptions, are steady, but these exceptions are sufficiently remarkable to more than make up for the steady feeling in all the other goods. The unsettled features are cut nails and wire. There has been further substantial concessions in the former, and in the latter though the jobbing prices are nominall unchanged it is generally admitted that goods are being moved for less money and not in large quantities either. Payments are still being complained of.

WIRE—There is an unsettled feeling in wire, notably so in annealed wire, and though values are nominally quoted the same for jobbing business, goods have been moved for less money and not in large quantities either. Demand, however, is very slow.

ROPE—There has been no change in this line since our last, business ruling quiet, but the firmer feeling noted in Manilla and deep sea line is maintained. We quote : Sisal at 7 to 7½c. for 7-16 in. and upwards, and 14 to 15c. deep sea line. Pure Manilla, 9½c. for 7-16 in. and upwards, 10c. for smaller sizes.

CUT NAILS—Values in these continue demoralized and further substantial concessions have been made. Last week $1.70 was the nominal asking price; but this week it is hard to say what would be accepted, for sales have been made at $1.60 and it is quite possible that car lots could be had for less money.

WIRE NAILS—There is a fairly good jobbing enquiry for these at steady prices. Discounts remain 70, 10 and 5 per cent., shipments from 10 keg lots being prepaid.

HORSE NAILS—A good sort of trade of moderate compass has transpired in horse nails, on which discounts are unchanged at 60 per cent. and 60 and 2½ per cent. on standard brands.

TACKS—These continue very quiet with the basis of value unchanged.

CHAIN—The only movement in this line is confined to a small but steady demand for cow ties and trace chains.

HORSESHOES—The demand for horseshoes keeps up fairly well, but is not as active as is usual at this season of the year. Prices are well maintained at $3.50 for iron shoes. We quote steel shoes : XI., Nos. 0, 1 and 2, $5.75 per 100 lbs.; Nos. 3 and 4, $5 ; assorted sizes, $5.50 ; steel toe weight shoes, Nos. 1 to 4, $6 per 100 lbs. These latter have been perhaps more active than any other description.

WARE—A fair movement is to note, but nothing specially noticeable.

PLUMBING SUPPLIES—Business in this line fails to show any signs of improvement.

LEAD PIPE—A moderate demand with values steady sums up the position on this article.

HINGES—These, which have constituted one of the active lines of the fall, exhibit a quieter feeling this week. A few strap and barn-door hinges are still moving, however.

BUILDERS' SUPPLIES—These are positively featureless.

TOOLS—No special activity to report. Some small lots of axes, axe-handles, shovels and spades have been changing hands, and that is all.

CLOTHES WRINGERS—No life at all apparent in these.

LAMP GOODS—A moderate jobbing demand for burners in the staple sizes constitutes the only life there is in this line.

SPORTING GOODS—Activity in guns and ammunition is still one of the leading features. Demand for them has been well maintained during the present week.

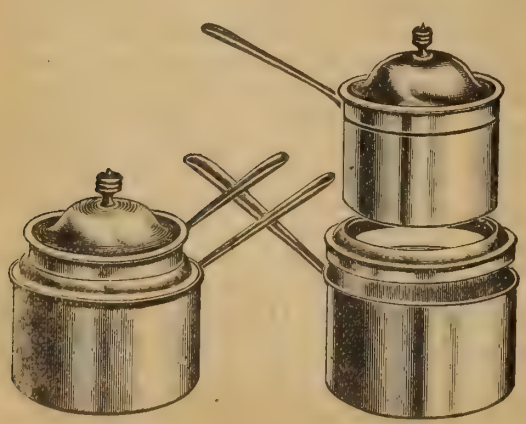
CUTLERY—Large quantities of table cutlery of staple sizes and value have been moving during the week and the demand promises to keep up well for some time.

WINTER GOODS—Sleigh bells and skates have shown increased activity if anything during the past week.

TAR, ETC.—There was a fair amount of business in naval stores, especially in oakum for which the demand was good. We now quote : Resins, $3 to $5.50 as to brand ; coal tar, $3.25 to $3.75 ; cotton waste, 5 to 7c. for colored and 7 to 10c. for white ; oakum, 5¼ to 7½c., and cotton do. 10 to 12c.

TURPENTINE—In turpentine there is no change to note. There is quite a quantity of adulterated stuff on the market offering at a low price and this tends to keep values on the pure article down. As soon as the former is cleared up the latter is expected to advance as advices from primary markets are firm. We quote 44 to 45c.

CEMENT—There has been no new feature in the cement market. Demand is inactive, but the tone is steady on the whole aside from the sales of round lots of Belgian at rather inside figures referred to last week. We quote spot prices at $1.95 to $2.05 for



Seamless Steel Ware

OUR OWN MAKE

Milk and Rice Boilers . . .

In 2 and 4 quart sizes. Covered Pails and sauce pans in 1, 2, 3, 4 and 6 quart sizes. The deepest straight drawing made in Canada. Heavily retinned.

TRY SAMPLE ORDER

The McClary Mfg. Co.

London Toronto Montreal Winnipeg Vancouver

MONTREAL MARKETS—Continued

English brands, and $1.85 to $1.90 for Belgian.

FIREBRICKS—There is no change in firebricks, and we quote $15 to $22 per 1000 as to brand.

METALS.

The week has witnessed little change in the position of the heavy iron and metal market. The approach of the close of navigation has not, as has been customary in former years, had that effect on the demand expected, and buyers as a rule still refuse to operate ahead of actual requirements.

PIG IRON—This market is very quiet, and, as we intimated in a special article last week, American iron is attracting the bulk of the attention to the disadvantage of the domestic and Scotch irons. Round lots of No. 2 American have changed hands again at $17.50. Quotations now are ex store: Summerlee and equal brands, $21; Carnbroe and Eglinton, $19 to $19.50; Ferrona, $17.25 to $18; Siemen's, No. 1, $17.25 to $18.

BAR IRON—Though efforts have been made to create the impression that values on bar iron are more settled, this is not the case. The position is quite as mixed up, and we know that car lots have been placed during the past few days at a cut on $1.60. In fact, we give a range of $1.60 to $1.65 as a basis for business here.

TIN PLATES—There is little improvement to report in these. A few lots of coke have passed from first to second hands at $2 75, and we quote as before—$2.75 to $3. Charcoal is nominally unchanged at $3.35 to $4, according to grade.

TERNE PLATE—Only a small business doing, with prices as before—$5.75 to $6.25, as to quality.

CANADA PEATES—This still continues inactive, on the whole. A few moderate sized lots have left first hands at $2 05, and the range of last week—$2.05 to $2.15—as to quantity, can be repeated.

SHEET IRON—There is little life or change in this. Business has been put through between jobbers for some quantity of stock at $2.20 to $2 30 for No. 28 guage, and this is a fair criterion of the market.

IRON PIPE—Very little activity is to report in connection with this line. Discounts are nominally the same at 70 and 5 for block and 50 and 5 for galvanized pipe.

INGOT TIN—There is very little to report in this connection, and we quote as before 18 to 18½c.

COPPER—No quotable change is to note in copper, but it may be remarked that offers of moderate lots have been made at our inside figure. We quote 9¾ to 10c.

LEAD—Dull and unchanged at $2.85 to $2.90.

SPELTER—The easiness noted last week continues, but there is no further change in prices, which we repeat at $4 to $4.25.

SHEET ZINC—There have been no further declines in prices here since our last. We repeat our range of $4.50 to $5, but it is possible that an order for a large lot would lead to concessions on the inside figure.

ANTIMONY—This article is dull and stationary at 10 to 12c.

HOOPS AND BANDS—No change to report, with only a quiet trade doing on the basis of $4 20 to $4.30.

GALVANIZED IRON—A quiet trade is doing at former prices. We quote as follows: 4¼ to 4½c. for No. 28 Queen's Head; Morewood, 5¾ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

GLASS.

The glass market is quiet and dull with prices as before: $1.25 for first break, and putty in bulk $1.85.

PAINTS AND OILS.

The business in this line has been more active during the week. The feeling is firm, and values all round are unchanged. Linseed oil is stronger, and prices have an upward tendency. We quote as follows: Choice brands white lead, Government standard, $4 75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, raw, 57 to 58c., boiled, 60 to 61c.; seal oil, 40 to 45c.

M. & L. SAMUEL, BENJAMIN & CO.

26, 28, 30 Front Street West

ENGLISH HOUSE:

SAMUEL, SONS & BENJAMIN .... **Toronto**

164 Fenchurch St., London, E.C.

SLEIGH BELLS, SHAFT GONGS, Etc.

SNOW SHOVELS, Wood and Steel.

SKATES, "ATHLETIC."

SKATE SHARPENERS, "BANNER."

CINDER SIFTERS, M.L.S. and ordinary.

Eastlake Steel Shingles

FIRE, LIGHTNING
AND STORM-PROOF



Beware of Cheap Imitations. Special Prices to the Trade.

Metallic Roofing Co., Ltd.,

MANUFACTURERS, 84 to 90 Yonge St., **TORONTO**

MONTREAL MARKETS—Continued

CHEMICALS AND DYESTUFFS.

There has been a fair volume of business transacted in chemicals during the week and values rule firm both here and abroad. We quote as follows: Bleaching powder, $2.50 to $2.75; bicarb, soda, $2.25 to $2.35; sal soda 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 20 to 22c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2.00; ditto roll, $2.00 to $2.10; sulphate of copper, $4.50 to $5.00; white sugar of lead, 7½ to 8½c.; bicarb. potash, 10 to 12c.; sumach, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2.00 to $2.10.

PETROLEUM.

The position of this market is much the same as it was last week. Demand is brisk and an active trade is doing at firm prices. We quote: Canadian refined at 11¾c. in shed in Montreal for round lots, and 12 to 12½c. for smaller quantities, with a discount of 2 per cent. for cash. American petroleum is quoted at 15c. in car lots, and 16c. for smaller quantities.

HIDES.

There has been little change in the trade market. The general feeling continues steady and values remain about as they were. We quote No. 1, 4c.; No. 2, 3c., and No. 3, 2c., but the opposition party is still paying 4½c. for No. 1, and 5½c., to 6c. for steers. In lambskins a fair amount of business is doing at 55 to 60c. each. The receipts of calfskins are light, which is usually the case at this season of the year, and the market for them is dull at 5c.

TALLOW.

The demand for tallow continues slow and the market rules quiet and steady at 5 to 5½c. as to quality.

WOOL.

There has been little change in the wool market since the date of last writing. Some enquiry that has been experienced for South American wools is about the only new feature. We quote: Greasy Cape, 14 to 16c.; Canadian fleece, 17 to 20c.; B. A. scoured, 26 to 32c.; Canada pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. North-West wool, 11 to 12c.; B.C., 10 to 12.

ASHES.

There is no change in ashes, business being quiet and prices unchanged. We quote: Firsts, pots, $4.35; seconds, $4.00; pearls, $8.25 per 100 lbs.

MONTREAL TRADE NOTES.

Wm. McNally & Co. have some large quantities of cement afloat which is now near at hand.

Arrivals of cement since the opening of navigation have been 82,200 lbs. English and 44,075 Belgian.

Cable advices from Liverpool note an advance on bleaching powder equivalent to 12½c. per 100 lbs.

There has been further cutting this week in Montreal, both on cut nails and bar iron, and not for large quantities of stock either.

New samples of Cape wool of a cargo which arrived in New York this week for a Montreal house were offering on the market on Tuesday.

Round lots of Canadian fleece have been turned over this week by a well-known Montreal wool dealer to American buyers at better than 17c.

There is very little more linseed oil now on the way to this port and stocks here are very light, so that a shortage is looked for by some operators here.

Jas. Darling & Co., agents for the Smokeless Powder Co., of London, Eng., manufacturers of the celebrated S.S. sporting powder, report an increasing demand for this favorite brand. "The increased penetration and diminished recoil this powder gives," says the firm, "makes it far better than ordinary black powders for accurate shooting."

TORONTO MARKETS.

TORONTO, Nov. 9, 1894.

HARDWARE.

UNSATISFACTORY is what about everybody in the trade characterizes business this week. In volume some decrease is shown and cutting seems to be rife. Trade is undoubtedly below the average for this time of year. Unsatisfactory as is business generally at the moment, the prospects from this out promise a better rather than a worse state of affairs. Prices for farmers' produce show some signs of appreciating, and when the farmers get through with their fall work, which they necessarily soon must, they will be found buying more and paying more. Then the business of the country will assume a more satisfactory condition, while retailers are both carrying lighter stocks and owing less money than usual. On the whole, the trade is in a healthier condition, even if business is quiet and payments slow. Although trade, generally speaking, has fallen off, in some lines an improved business is shown.

WIRE—There is quite a demand for coppered steel spring wire, especially in the imported article. Demand remains steady for ordinary fence and hay-baling wire. There is quite a trade doing in stovepipe wire. There is also a nice business doing in wire-cloth for the cinder-sifter trade. We quote barbed and plain twist wire and staples at 3¼ to 3½c. per lb.

ROPE—Trade, if anything, is better than it has been, but the small sizes still have the call. Business in deep sea line and cotton rope has fallen off. Prices are steady and unchanged. We quote: Sisal, 7-16 in. and larger, 7½c.; ¼, 5-16, ⅜ in., 8c. Manilla, 7-16 in. and larger, 9½c.; ¼, 5-16, ⅜ in., 10c.

CUT NAILS—There is not a great deal doing and prices are unsatisfactory, being

MARKETS—Continued

weak. We quote $1.75 basis f.o.b. Toronto, and $1.60 to $1.65 Montreal, according to quality.

WIRE NAILS—Trade, although not as good as it has been, is still fair, and better than that in cut nails. Discounts are unchanged at 75, 10 and 5 per cent., shipments from 10-keg lots being prepaid.

HORSE NAILS—Trade is active, with business about equally divided between "P.B" and "C." Discounts 60 per cent. off "C." and 60 and 2½ per cent. "P.B." and "M."

TACKS—Nothing new has developed in this line, trade still being fairly satisfactory and prices unchanged. We quote: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37 per cent.

CHAIN—Trade is improving in coil chain, although but slowly. No large sales are reported, wants being confined to small lots. Cow ties are in fair demand only, and not as active as a year ago at this time.

HORSESHOES—Business is fairly satisfactory as far as the volume is concerned, but prices are somewhat demoralized. Not any orders are being booked for fall delivery. Steel shoes are being called for, although only occasionally. We quote: Iron shoes at $3.50, Toronto, subject to rebate in certain cases. Steel shoes are quoted at 15c. per keg advance on Montreal prices.

WARE—Business has fallen off considerably in Peerless, Eclipse and Onyx ware, and there is not as much doing in white ware as there was. Discounts are still reported at 50, 10 and 5 per cent, for large lots, with 5 per cent. less for small quantities.

PLUMBING SUPPLIES—The colder weather has given an impetus to trade in this line. City business is sharing in the improvement.

LEAD PIPE—A number of orders for ton lots have been received, and a steady trade is still reported in small lots. We quote: Toronto and west 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

BUILDERS' SUPPLIES—Trade has fallen off somewhat on country account, but the movement is, however, still fair.

TOOLS—There is a fair demand for draining tools. Spades, shovels and scoops are going out briskly. So are axes, axe handles, saws, etc.

CLOTHES-WRINGERS—Further marked decreases in trade are announced. We quote as before at $28 per dozen.

LAMP GOODS, ETC.—Trade is fairly active, especially in lamps and lamp fixtures.

TINWARE—The volume of business is not as large as it has been.

SPORTING GOODS—Season is getting pretty well advanced, and there is the usual falling off in the demand to report.

CUTLERY—There is a little sorting up being done, but there is not as much doing as there was.

WINTER GOODS—Shipment of skates are now frequent, but the demand for sleigh bells is not as good as it was anticipated it would be. It is however, rather, early in the season, and jobbers are living in the hope that the middle of the month will show a marked improvement. Snow and furnace shovels are in good demand at the moment.

TAR, ETC.—We quote: Roofing pitch, $2.50 per brl.; pure coal tar $4 per brl.; refined coal tar, $4.50 per brl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per brl. and 75c. per doz. pint tins; pine pitch, $2.75 per brl.

CEMENT, ETC.—We quote: Portland cement (English), $3 per brl. for best grades; New Brunswick plaster Paris, $2 per brl.; Canadian water lime, $1.25 per brl.

FIREBRICK, ETC.—Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

There has been a little more doing in pig iron of Scotch make. Further improvements are to note in galvanized iron, zinc spelter, sheet copper and pig lead. Prices remain much as before.

PIG IRON—A few sales of small import lots of Carnbroe are reported from wharf at Montreal at about equal to quotations. Summerlee, it appears is unobtainable. We quote as before, ex cars Toronto; Carnbroe, $19.50; Summerlee, $21 to $21.50; Nova Scotia, $18 to $18.50.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: The demand continues to be fair and pretty steady from week to week. The total consumption however, is far from satisfactory and considerably below normal. Prices are substantially the same as reported during the past two or three weeks. We quote for cash basis f.o.b. cars Toronto in bond: No. 1, Foundry strong coke iron Lake Superior ore, $13.05; No. 2, Foundry strong coke iron Lake Superior ore, $12.55; Jackson County silvery, No. 1, $16 to $17; Lake Superior charcoal, $14.05; Southern soft, No. 1, $11.75; Southern soft, No. 2, $11.50.

BAR IRON—Business is unsatisfactory, orders being small and prices demoralized. Jobbers report that they are not now experiencing the same difficulty in getting orders completed by manufacturers as they had, showing that stocks are becoming more complete. Prices quoted are $1.75 to $1.80 from stock, and $1.70 to $1.75 from factory.

SHEET IRON—Trade has fallen off materially in all gauges. While the demand is steady, it is only for small lots. We quote: 8 to 16 gauge, $2.50; 18 ditto, $2; 20 ditto, $2.10; 22 to 24 ditto $2.20; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Manor's, 26 gauge, 7c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

SHEET STEEL—Not much is being shipped from stock, but import orders are to be noted both in English and American sheets. We quote: 8 to 16 gauge, $2 75 per 100 lbs.; 18 to 20, $2 65; 22 to 24, $2.85; 26, $3.10.

IRON PIPE—Stocks are again incomplete, Canadian manufacturers not being able to supply the demand, and jobbers are experiencing a good deal of inconvenience in consequence. Discounts are unchanged at 70 to 70 and 5 per cent. for iron pipe and 50 to 50 and 5 per cent. for galvanized pipe.

GALVANIZED IRON—Trade is improving again, quite a number of import orders having been taken as well as orders shipment of iron stock. We still quote Queen Head and Gordon brands at $4.25 for 28 gauge.

INGOT TIN—While not any large sales have been reported, the demand has been steady and prices firm. Lamb and flag is rather scarce, being especially so on the New York market. Small quantities are unchanged at 18 to 18½c.

ZINC SPELTER—Has shown a little more life, a number of enquiries having been received during the week. We quote as before at 4 to 4¼c. for domestic and 3¾ to 4c. for imported.

INGOT COPPER—While a few small sales are reported, no large lots are moving. We still quote 10 to 10½c.

SHEET COPPER—Trade in this line displays considerable more activity. Some good orders for braziers' and ordinary sheething have been booked both for present delivery and for import. We quote: Untinned, 14 to 16½c., according to weight and size; brazier sheets, 14 to 17c., according to quality.

BOILER TUBES—Some sales are passing through hands. The majority of orders are being placed for import from the States. Locally business is of a sorting up character. Boiler makers are reported to be a little busier at the moment We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

GALVANIZED BOILERS—A good business is reported and some difficulty is experienced in getting sufficient to supply the demand, the works at Mimico being short of steel for making their "Peerless" boilers, upon which local dealers largely depend for supplies. A number of boilers from the United States are understood to be coming in. We quote: 30 gal., $6; 35 gal., $7; 40 gal., $8.

TIN PLATES—A large number of orders are being booked for import. Shipments from stock, while numerous, are small. Dealers are now able to make prompt ship-

MARKETS.—Continued

ment, stocks being complete. We quote: Coke, 14 to 20 gauge, at $3 10; for sizes 15 to 25c. per box, basis more; "I.C." charcoal, $3.50 to $3.75.

TERNE PLATES—Stocks have been very low, but fresh lots are now arriving, both in "Orion" and "D.R.D." brands. There does not appear to be any "IX" on the market. Box lots are unchanged at $6.50 to $6.75.

SHEET ZINC—Trade, while not as active as it has been, is still fairly steady. Jobbers, however, regret to note that not as many large lots have been going out as last year. Prices are steady at 4¾c. for cask lots and 5c. for small lots.

HOOPS AND BANDS—Trade has assumed more satisfactory proportions, prices being firmer than for some time, while demand is better. We still quote $2.20 for ton lots and $2.25 for small lots.

CANADA PLATES—Stock of all-bright is rather low at the moment, but half-and-half, for which the demand is principally, is in fairly good supply; 60 and 75 feet boxes are coming in for a fair share of attention. We quote half-polished at $2.25 to $2.35, according to quantity; 60-sheet boxes, 10c. per box advance; 75-sheet boxes, 25c. advance over 52's; 20 x 28, $2 50.

SOLDER—While we cannot say that business is increasing, yet there is a fair volume being done. No large lots, however, seem to be moving. The idea for the better qualities is still 12½ to 13½c.

PIG LEAD—Shows more activity than it has for a month past, there having been a number of good sales during the week at prices ranging from $2.75 to $3 according to quality.

ANTIMONY—Shows some improvement, a number of orders having been shipped from stock. Some import orders have also been booked. We quote 9½ to 10c. from stock.

GLASS.

Business has fallen off some, although it is still sufficiently active to cause jobbers some difficulty to supply all the sizes wanted. Orders are small but numerous. We quote $1.10 to $1.15 for first break in 50-foot boxes, or $2.05 to $1.10 in 100-foot boxes. Trade in fancy glass is good, and demand for plate glass is a little better than it was.

PAINTS AND OILS.

Trade, especially in paints and oils, is not so brisk as it was.

WHITE LEAD—Trade is still unsatisfactory at 3¼c. basis.

PUTTY—Does not display as much activity as it did, and $1.75 is still the idea as to price.

TURPENTINE—Further weakness has developed in the Southern market, and here prices are unchanged at 30c. f.o.b. Toronto for five-barrel lots and 40c. for single barrels. Trade has fallen off, and is not likely to improve for the next few months.

LINSEED OIL—Very little doing. Price remains steady at 53c. for raw and 56c. for boiled, f.o.b. Toronto.

CASTOR OIL—Quiet and unchanged at 6¼ to 6½c. in cases, and 27c. in tins.

SHELLAC—Demand is only moderate, but prices keep firm.

PREPARED PAINTS—Dull at $1 for pure. Manufacturers are now making preparations for next season's business.

OLD MATERIAL.

There have been some reductions in cast scrap, but otherwise the conditions are much as before: We quote as follows: Agricultural scrap, 45c. per cwt.; machinery cast, 45c. per cwt.; stove cast scrap, 25 to 30c.; No. 1 wrought scrap, 35c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 7 to 7½c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3½ to 3¾c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10c.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—There is a little better demand, but prices are unchanged, dealers paying 3½c. for green, and selling cured at 4½c.

SKINS—All lambskins and pelts coming in are taken, and stocks are beginning to accumulate. We quote lambskins and shearlings at 55c., and calfskins at 6c.

WOOL—Market is dull and prices unchanged. Dealers are paying 18c. for merchantable fleece and 20c. for very fine fleece.

TALLOW—Market is a little easier and the demand has fallen off, dealers paying 5½ to 5¾c. and selling at 6¼c.

PETROLEUM.

Trade is good. Prices are stiffening, and purchasers will in all probability have to pay higher prices soon. We quote, in 5 to 10 brl. lots, imperial gallon, Toronto: Canadian, 12 to 12½c.; carbon safety, 15c.; Canadian water white, 16 to 17c.; American water white, 17½c; photogene, 20c.

The Petrolia Advertiser in its weekly report says: "Petrolia crude: $1.11¼ per barrel. Oil Springs crude: $1.13 per barrel. Refined, 6¾c. in bulk; 9½c. in barrels in car lots f.o.b. here.

SEEDS.

The movement in Alsike has fallen off, and there will not be much doing until after the farmers get through with their seeding. Prices are steady although somewhat lower than previous quotations. Choice seed is worth $5 per bushel f. o. b.; low grades run down to $4, while inferior is quoted still lower. Timothy seed is quoted at $1.75 to $2.25. There is yet scarcely any movement in red clover and prices are quoted at $5 to $5.25 f. o. b. outside points.

MARKET NOTES.

Pig lead is quoted fractionally lower.

A new oil heater is being put on the market by M. & L. Samuel, Benjamin & Co.

A unique and attractive display of lumbermen's tools is to be seen in one of Rice Lewis & Son's windows.

H. S. Howland, Sons & Co. report numerous orders for cross-cut saw sets, including the Whiting & McMillan.

M. & L. Samuel, Benjamin & Co. report a good demand for "Newmarket," "Ascot," "Dundurn," "Queen" and Macmillan's "Dandy" horse clippers.

The J. C. McLaren Belting Co. is supplying Murray Bros., of North Bay, with several large double belts for their new mills at that place.

M. & L. Samuel, Benjamin & Co. are stocking a new steam gauge that is being put on the market for the first time. An illustrated description of it will appear in next issue.

A fresh supply of Samson furnace scoops is in stock with H. S. Howland, Sons & Co. This firm has purchased the stock the Halifax Spade & Shovel Co. had in Toronto, and at a figure at which it claims it can give its customers bargains.

A good trade has sprung up lately for locks, knobs and butts. "We are glad to receive these orders," said a jobber, "for it makes us feel that there is, after all, some business being done in building hardware."

H. S. Howland, Sons & Co. report an increasing demand for Wostenholm's cutlery, a large consignment of which they have just received. The firm also reports the receipt of a nice line of carvers, in cases and in sets, for the Christmas trade.

Sanderson Pearcy & Co. are this week moving into their new premises at 63 to 67 Adelaide street west, Toronto. It will surprise a good many to learn that no less than one-and-a-quarter tons of Alabastine were used in coating the walls, ceilings and joists of the new building.

The Harman cup won by the Algonquin of the Royal Canadian Yacht Club and presented to the owner of the winning yacht the other night, is of solid silver, and was executed by the Toronto Silver Plate Co. The general form is that of a loving cup, with three handles. The bowl is suitably engraved, "Presented by S. Bruce Harman, Hon. Sec'y, 1894," and in addition it bears the club burgee and monogram. The whole effect is very tasteful and pleasing, without being gaudy or obtrusive, a satin-finish outside contrasting well with the gold lining. The pedestal carries a silver shield bearing the name of Algonquin, the present holder.

UNITED STATES MARKETS.

NEW YORK, Nov. 9, 1894.

PIG TIN.—Prices went a fraction lower and the market had a weak appearance. There was free spilling on old contracts and some short selling besides, induced in some measure by discouraging advices by cable from London. At that point there has been a fall of 7s. 6d. since Friday, or £1 17s. 6d. during the past four business days statements as to the adverse influences at work differed more or less, but a sifting of them warrants the statement that excessive supply, along with speculate sentiments, is largely accountable for the decline. About 14.55 to 14.60c. seemed top cash prices at the close, for lots of five-tons or more. Distant future deliveries were relatively cheaper. Transactions recorded on the Exchange included 10 tons March at 14.50c., 10 tons April at 14.50., 25 tons December at 14 55c., 25 tons March at 14.50c., 10 tons December at 14.50c., 50 tons March at 14.50 and 25 tons April at 14.50c.

COPPER—The periodical rumors of pending large deals between leading producers and large consumers have circulation. These deals are supposed to involve large deliveries during the first two or three months of the coming year. As yet there is nothing to show that anything definite has been accomplished, and about the only suggestive features is that public bids of stiff prices have been made where they were supposed to have the most bullish effect in a sentimental way. For the time being a fair range of quotations would appear to be 9.50 to 9.60c. for Lake Superior ingot, 9 35 to 9.40c. for electrolytic and 9.20 to 9 30c. for ordinary casting stock.

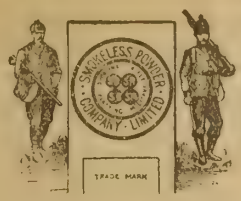
PIG LEAD—There were no new developments in this line. Orders were few in number and small all told, with sellers holding at the basis of 3 12½c. for prompt shipments and nothing offered at less than 3.10c. for near future shipment. Consumers are buying in a strictly perfunctory manner and there is no speculation worthy of mention. St. Louis cable to the Metal Exchange was £9 17s. 6d. for soft Spanish.

SPELTER—Dull with quotations unchanged at 3.35 to 3⅜c. to sellers.

PERSONAL MENTON.

Mr. Childs of the Ontario Rolling Mills, Mr. Whitten of the Ontario Tack Co, Hamilton, were in Toronto Thursday on business bent.

Walter Dorkin, of the firm of Dorkin Bros. & Co., Montreal, successors to E. Heuser & Co., has been spending a few days in Toronto. Mr. Dorkin, who was recently married is accompanied by his wife. They have been touring through the Maritime Provinces, and are spending a few days with friends in the west preparatory to settling down to home life and business in Montreal. Mr. and Mrs. Dorkin are receiving numerous congratulations in the West, and HARDWARE MERCHANT contributes its meed.



SS. SMOKELESS POWDER Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.
429 Board of Trade Building
MONTREAL, Agents.

SEND FOR PRICE LIST.

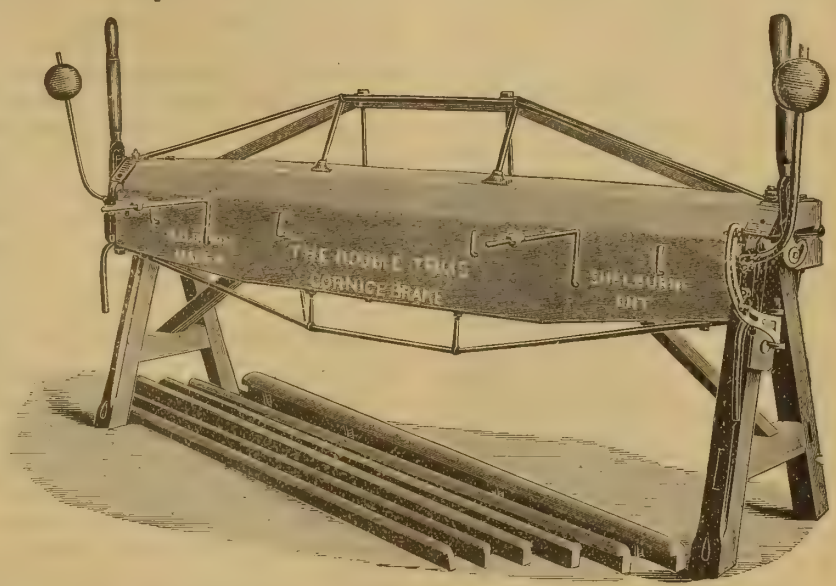
Our Specialty PURE TURPENTINE Our Customers Need fear no Adulteration

Every barrel guaranteed! We are headquarters for the Pure Article.
Remember these facts when placing your orders.

FRANCIS, FROST & CO., 33 Front St.W., TORONTO

The Improved Double Truss Cornice Brake

(CROCKER'S PATENT)



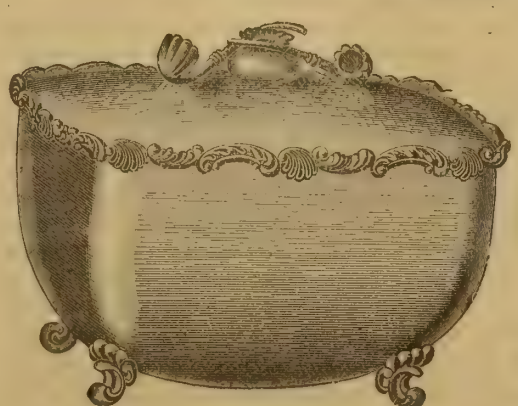
Circular and price on application

SOLE AGENTS:

The James Robertson Co. Ltd., Toronto

Montreal
St. John
Winnipeg

Toronto Silver Plate Co. TORONTO S.P. COMPANY



Tobacco Box.

CHRISTMAS NOVELTIES

Holiday Specialties

A large line at popular prices.

Write for Catalogue.

Factories and Salesrooms,
570 King St. West,
Toronto, Canada.

E. G. Gooderham, Manager.

Jno. C. Copp, Sec.-Treas.

NOVELTIES IN MECHANICS.

NOVELTIES in mechanics are many now-a-days, remarks an exchange. Many of them are good, and many others are useless. Inventors should, as practical workers do, devote their ingenuity to practical ends. The amount of time, thought, labor and ingenuity wasted on the perpetual motion problem would have borne good fruit if applied to some other object. Instead of following chimeras, the inventor should take up one or more of the common things around him and improve or perfect them.

Are inventors prone to work on visionary things? Unfortunately too many of them are. Within a month I have found one man working on "an electric clock with only five pieces, that cannot get out of order, and will run accurately for ever;" the second working on the problem of "extracting aluminum commercially pure at a cost of five cents a pound;" a third working out "a method of sharpening razors, axes, and other edge tools without wearing them out by rubbing on hones or stones," and a fourth very sure that he has found "how to construct a steam boiler so that all possibility of explosion is done away with." Others are trying to figure out impossible things with this, that or the other combination of the simple powers in mechanics, such as "frictionless bearing," journals that cannot heat under any usage," and other stock ideas of the unsettled and visionary tinkerers with mechanical powers.

Each one of these men is on a tangent from the practical and the sensible. Of course, in one sense no mechanical experiment is wholly useless, but the man who wades around in the puddle of possibilities, without a definite and practical aim, is quite as likely to land a worthless tadpole as he is to capture a valuable terrapin. I know one bright man who inside of fifteen years has "conjured up" almost a hundred things small and large in the way on mechanical inventions. A few of them he has patented, but not one of them has he put to practical use. Of what use has been all his dreaming? Mr. Inventor, go to some practical mechanic, operating actual machines. Then set about the work of bringing it up to his ideal. In that way you will gain far more valuable experience than is possible in the field of vagaries, and you will be making your work and thought tell. Every machine shop in the land is a storehouse of suggestions for you. Be practical.

THE TREATMENT OF EMPLOYEES.

Don't employ a parcel of dull and stupid assistants, apprentices, porters and mechanics, says an English exchange. Such are a positive curse, and dear at any price. An uncouth, uneducated, untidy lot of employees will soon scatter all one's customers. Employ good men, and pay them well, look upon them as being as good as yourself; treat them well, and not like so many dogs, as is too often the case. Be affable, agreeable, free and natural with them; be in sympathy with them. Encourage assistants by giving them a commission, say of 5 per cent. on all returns above a certain amount. This will encourage them to push, in order to swell the returns, and thus secure for themselves, as well as for yourself, a larger margin of profit. Give your porter so much per dozen for all the repairs he collects and all the orders he brings in; this will encourage him to push about amongst the customers, and it is astonishing what even a porter can do. By this means employer and employee will be brought to work hand in hand and shoulder to shoulder. If you, in a practical way, show that you have at heart the interest of your employees, you will soon find the same interest in your welfare existing in the hearts of your employees. This system will "knock into a cocked hat" that driving, grinding, screwing, grumbling, bullying style that one so often sees. The golden rule, "Do unto others as you would be done by," always pays, and will bring abont very happy results wherever it is put into practice.

COMMONER THAW SUPPOSED.

MIXED systems of telephone and electric lighting network are commoner than is generally supposed, remarks Industries and Iron. One of the American trolley lines uses the feeder wire as a conductor for telephone transmission; several electric lighting companies have also done something similar. In one case in England the pilot wires leading from a sub-station to the generating station, where alternators are installed, can be used either for telephone work or for the regular object, but in this case two way double pole switches are coupled to the lines in addition to the automatic switches, which, on cutting off the small current flowing through the voltmeter, throw both ends of the line over to the telephone apparatus. This is a transposition and not simultaneous use, but a line near London is used in the latter way. The line is used as one of the leads for electric lighting purposes between two houses a quarter of a mile apart, and although a ten or twelve ampere current may be flowing but little interference is found to result in using the telephone. As, however, earth forms the telephone return, the greatest danger is due to the chance of an earth coming on the other side of the electric lighting system, when the effects on the telephone arrangements would probably mean that repairs could only be effected by fitting an entirely new set of apparatus at each station. Despite the rather overrated sensitiveness of the telephone such arrangements do work very well, but the difficulty with the magneto-receiver of the bell patron is its extreme fondness for picking up stray currents which drown the vibrations due to sound waves impinging on the receiver, and generally doing what is not wanted, to the exclusion of what is. This may be sensitiveness in one form, but the want of sensitiveness which is displayed when using a telephone as means of adjustment in sonometer work becomes a nuisance unless one is prepared to go into the question and arrange the diaphragm so that it possesses the fundamental note which is most sensitive to the pitch of the transmitter. By doing this the sonometer and Kohlrausch Bridge are rescued from a position of merely theoretical importance to one of practical utility, and those who meet with difficulty in applying these methods should attempt to understand why they have failed.

SEASONABLE GOODS IN SIGHT.

A COMMON fault in the display of goods is their lack of seasonable character, says Hardware Reporter. Some dealers seem to think that if they average up their stock and put samples of their best goods in the show windows, they have accomplished the desired end and have let the public know about all that they have to sell. But the public wants a change with the season, and what is in demand at one time may be under the counters or stored away at another, yet some of the dealers keep the same stereotyped display in their windows and others evidently act under the impression that a window display is merely intended to tell the nature of the business transacted inside the doors and that nothing in the way of variety is in any sense necessary. On this principle, a line of fishing tackle could be put on exhibition in December, and a sample lot of skates in May.

Window and store displays, especially by hardware dealers, should be like the advertisements which they are in fact—a shifting panorama that is constantly bringing something new in sight or else presents a series of succeeding changes, even if the same lines are used over again. This method has the double advantage of telling all that is in the stock from time to time and of preventing any injury to the goods by too long exposure. If the same goods are kept constantly in sight, they not only become shop-worn, to be sold at a loss, but they cause another loss on the goods in stock by not telling in a series of trade chapters of what that stock consists. If the passers-by see the same old or partially worn-out goods in the shop windows month after month, and often through many succeeding seasons, they will be inclined to think that these goods represent all those that are in stock and will believe that this stock must be like the dealer himself—a few odd years behind the times. But the main point is one of seasonableness, adding as much effective variety as the show windows can find good space for or the stock on hand will supply, with a special reference to novelties and new goods.

TIMELY TALK TO CUTTERS.

THERE is too much personal rivalry in the retail business as it is, and entirely too much price-cutting, remarks "Philemon" in Hardware Reporter. Does the dealer who indulges in this rather childish amusement—for it is nothing else—ever stop to ask himself if it pays? He may have a certain amount of satisfaction in the thought that he has hurt "that other fellow" more than he has hurt himself, but can he ever figure out that he has derived any benefit for himself, has made any money, or has gained any greater esteem from his customers, who may also be his friends and neighbors and who may be willing to take his goods at prices below cost and then privately call him a fool for selling them at such ruinous figures. He may be able to calculate a profit in some way or other, but before accepting his statement to this effect I should want to look over his books and find out exactly how much he had made and lost and if his debits and credits were properly placed. I'll venture a pretty strong opinion right here that no price-cutting sale can be made a pecuniary success when its effect on following sales is considered.

I may be charged with stepping on somebody's toes or with concerning myself about a business that is not my own and with which I should not try to interfere. Bless you, Mr. Pricecutter, I'm not interfering a bit. You have the glorious privilege of doing as you please with your own affairs, and I have not the slightest desire to check you in any way, so long as you conduct those affairs in accordance with well regulated trade principles. But there are a good many of you in all parts of the country and you are doing a great deal of mischief. If you could all be placed together in one locality and allowed to slaughter each other's prices in order to make amusement for the public and spectacles of yourselves, you would kill yourselves in short order and would learn that cutting prices is at once an expensive, dangerous and unnecessary amusement. But as you can't get together in that way, don't you think it wise to consider what I have said and then ask your pocketbook if it doesn't agree with me.

ELASTIC PUTTY.

The object of a new foreign invention is to manufacture a putty which will indefinitely preserve its elastic properties, explains an exchange. Oil is heated (linseed preferably, because it is cheap) in a boiler not closed hermetically until air bubbles make their appearance; then in small quantities, while constantly stirring about eighty parts of Vienna white are incorporated with the oil. This mixture being perfectly made, the following substances are successively incorporated with the mass. About five parts in weight of zinc white; about two parts of silicate of soda. Zinc white is added to refine the mass. For the manufacture of extra fine articles the Vienna white is partially or even totally replaced by zinc white, but for ordinary employment this last would be too expensive. Silicate of soda is employed for the purpose of preventing hardening, the mass thus always remaining soft. The substance manufactured can be brought to a requisite consistency by putting it on a very slow fire. As this operation tends to harden the putty, it must be conducted with care and terminated at the right moment.

WHERE DISHES ARE INSPECTED.

Every dish used in a public restaurant of Paris, either in the kitchen or for the table; every pot, pan and utensil in the bakeries, and every beer faucet in the wine shop—in short, everything used in preparing or serving food is, says an exchange, under the care of an inspector. The law forbids the use of lead, zinc and galvanized iron in the manufacture of cooking vessels. It orders that all copper vessels be tinned and kept in good condition. It directs that pottery which is covered with a glaze coutaining enough oxide of lead to yield a feeble acid be seized. It orders that tin cans never be soldered on the inside, and that the materials used in their manufacture be conformed to a certain standard. It is the inspector's business to look after all these things. There are establishments in Paris, like the great restaurants, which employ a skilled tinner regularly, and their utensils are always in order. In many little shops kept by women the copper vessels are the pride of the establishment, and in many others they are unhapplly neglected. In 1889 out of 215 samples analyzed ninety-seven contained lead.

THE ETHICS OF TRADE.

"Look here," said a wholesaler yesterday, "why don't you write an article on the growth of the business of cancelling orders? It is certainly growing. If a jobber sells a bill of goods and another finds it out before delivery, and wants to have a slap at his neighbor, he cuts under and offers the goods even at a loss, it may be, for that purpose. The retailer snaps at the bait and cancels the first order. Or perhaps a falling market enables the second jobber to offer lower than the first could do at the time the order was booked. Perhaps the goods were sold to arrive. Of course a retailer is justified in making the best bargain he can, but when once he has closed a deal he ought to stick to it, unless it is clear that he has been swindled. Under no other conditions is it possible to conduct business."

"Just so," said a broker who was listening, "and while you are about it you might say something about the merchant who tells one agent's prices to another agent, so that the latter can go around and salt his competitor on the quiet. There is a great big field waiting for the man who wants to write articles on the tricks of trade."—St. John Sun.

HOW THE DEMAND IS CREATED.

How business is created in the house-furnishings goods line can be answered by the housekeeper or servent, who uses silver spoons to scrape kettles, never hangs the broom up after using it, is careless in throwing nice handled knives into hot water and always leaves the bread pan with the dough sticking to it, while tubs and buckets are left in the sun to dry and fall apart, dishes are left in the oven to blacken and crack, the fire is kindled with clothes pins, knives are used for screw drivers, and tin ware is not wiped dry after using, but left to rust. These, says House Furnishing Review, are a few reasons why there is always a demand for house-furnishing goods.

THE OAKVILLE BASKET CO.,



Manufacturers of

1, 2, 3 Bushel

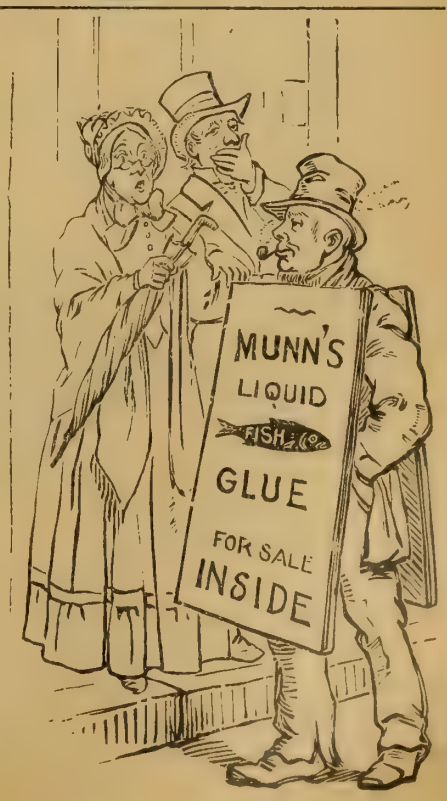
Grain

AND

Root

BASKETS

THE OAKVILLE BASKET CO.



THE ONTARIO NICKEL MINES.

THE following, written by A. McCharles, of Sudbury, Ont., appeared in the last issue of the Engineering and Mining Journal and was addressed to the editor of that paper :

"Very few wildcat or fakir schemes have been attempted in connection with the nickel mines of Northern Ontario. But a great deal of injury has been done to the mining interests of the Province at large by the publication of widely exaggerated reports as to the extent and character of the ore deposits of this district. For instance, in one case the incredible statement was made, and afterward copied far and near, that no less than 650,000,000 tons of nickel ore were actually in sight on the property of one company alone. Then, as the worst consequence, the Ontario Government, carried away by such ridiculous yarns, imagined that the mineral wealth of this nickel range was simply incalculable, and that for revenue purposes a royalty should be put, not only on the nickel mines, but on mines of every kind.

"Of course there can be no question as to the existence of remarkable bodies of ore in this Sudbury district, and it has already become the principal centre of the nickel mining industry of the world. But I venture to say, after six years of practical experience and observation as a prospector on all parts of the range, that it does not hold one-tenth the amount of mineral that is generally supposed by the outside public, and even by the most of people here. From a careful study of the peculiar mode of occurence of the ore beds and various other circumstances, the following conclusions have been forced upon me : First, that not more than 30 properties, if as many, will ever be workable mines ; and second, that of this number only about a dozen will prove to be deep permanent mines. The rest are evidently mere ore chutes, or pockets, that will give out at no great depth, like the old Bruce mines on the sonth-west end of the same Huronian belt. The two classes of deposits may be readily distinguished on the surface. The first, or deep beds, are always flanked by a granite, or syenite, ridge close up on one side, if not for one wall, as in the case of the Copper Cliff mine. There is no vein system here, but a few of these contact deposits extend unbroken for nearly a mile in length. They are the bonanzas of the range. The others are detached bodies in the diorite, and no matter how large they may be on the surface, they cannot be reckoned upon to go down very far."

THE IRONS CAME BACK.

"The Clantys does be slow returnin' phwat they borry," said Mrs. Dolan, within hearing of a Washington reporter. "Yis," replied Mrs. Rafferty, "Oi niver will forgit the throuble Oi had gittin' back the flatirons Oi lint 'em wanst out o' the koindness av me heart." "An' how did yez git 'em?" "Oi sint my b'y Teddy to hollor out that the Clantys wouldn't be in this counthry on'y Saint Patrick chased the snakes out of Oireland. Thin the oirons cem over the back fence fasht enough. All Teddy had to do wor to dodge 'em."

A. B. ADHEM, STOVES AND HARDWARE.

Abou Ben Adhem, may his soul have peace,
Wished often that his wealth he might increase.
Early each morning he rose and quickly hied
Himself unto his store, the where he cried
His wares until the evening shadows fell
But many a day poor Adhem failed to sell
Enough to pay expenses ; this him sore
Did grieve, and often deep he swore.
One night he sought his hard and lonely bed –
He was a bachelor ; how could a wife be fed
On such scant profits as his trade returned ?
He slept, but soon awoke ; his eyes discerned
A form of wondrous beauty standing near,
The sight of which filled Abou Ben with fear.
"Your pardon, sir ; I did not hear you knock.
No goods I want to-day, I think ; my stock
Is full." "That's true," the angel said,
"And so it will be until you are dead
Here is a list of men that have much gold,
Read carefully the names that are enrolled.
Pray, do you know them, these men blessed with scads ?'
"Yes, lord," said Adhem, "oft I've read their ads.
I see it now, and henceforth will be wise ;
Write me as one that's going to advertise."
The angel wrote and vanished. Adhem slept
And at the earliest light from bed he leapt.
Then to the newspapers he went in haste
And interviewed the men of shears and paste,
More printers did each editor engage,
For Abou in each paper took a page.

* * * *

The angel came no more, but the next Fall
Ben paid the biggest income tax of all.

—Ex.

SOMETHING NEW IN ELECTRICITY.

Locomotives with electricity, as the power promises to be built in Boston, which will meet all requirements for propelling railroad trains. One now rapidly nearing completion is an eight horse-power machine and is unique. The distinctive feature of the invention, says the Boston Transcript, is a substitution of a piston and cylinder in place of the usual rotary power. The cylinder is much longer than for steam purposes and has in its interior a series of armatures of peculiar construction.

On the axle of the driving wheels are commutators whose function is to apply and cut off the electric current, just as the eccentrics control the steam of a steam engine. The principle of the machine is the admission of the current to the magnets in the cylinder, which are in advance of the piston rod, and by their action on the armatures the piston rod is moved forward. As the stroke is ended the current is cut off from the magnets first charged and applied to those at the rear of the piston, giving it a reverse motion, thus maintaining a strong, regular motion. There is absolutely no back pressure from the electric current, while in a rotary motor this is estimated at 20 per cent. of the force applied.

It is practicable to run the machine at 200 revolutions of the axle per minute, and with a driving wheel eight and one-half feet from the centre there would be a six-foot stroke under a full head of power. The machine is adapted to receive the electric current either by a trolley wire, a third rail in the track, or from a storage battery.

BRITISH COLUMBIA RESOURCES.

BRITISH Columbia is the largest Province of the Dominion, as large as Quebec and Ontario together. that is, almost 450,000 square miles. The delta of the Fraser, Okanagan, Nicola, the south of Vancouver island offer some of the finest and most productive agricultural land to be found in America.

The Government is pushing explorations and surveys with energy, and the report of the surveyors yearly bring to notice, large tracts of land fit for farming and grazing. Of all these little can be said now, but any man wanting a location can easy find it by looking over the different reports.

The Westminster district, the south of Vancouver island, and large tracts in the interior, offer the best inducements to fruit growers, and before long these parts should supply the great Canadian Northwest, where fruits cannot be raised.

It has been the policy of the Government to help railway enterprises. They can hardly do too much in that line, as no other Province is so dependent on railway facilities as British Columbia.

With our resources, with our climate, and with our energetic population, the first quarter of the next century should see British Columbia the richest and the most thriving province of Canada.

Our halibut, cod, oolachan, herring and more especially the skill, can find an unlimited market in the Canadian, American and European towns. Fish oil has been made with success, though made on a small scale, and without recent improved machinery. The narrow waterways of the coast teem with millions of dogfish, porpoises and other oily fish. Sturgeon, trout, and a number of other specie of fish could be shipped fresh, besides the salmon and halibut, which has taken all the attention until now.—B C. Commercial Journal.

PARAGRAPHS ABOUT RETAILERS.

G. M. Long, general merchant, Omo, has sold out. Thomas Miller, of Oshawa, and Robert Barfett, of Newcastle, are the purchasers, and they will continue the business for the time being, at least, under the style of Miller & Barfett.

Mr. Andrews, one of Oshawa's general merchants, is in Muskoka, looking, it is understood, for a place in which to start up business, it being his intention to leave Oshawa. Mr. Andrews has sold out his Claremont branch to Thomas Castor.

THE AGE OF ELECTRICITY.

THE industrious inventor, Nicola Tesla, is reported to have evolved from his fertile brain a new machine, to be called an "oscillator," which is expected to reduce one-half the cost of electric force. It is described by an exchange writer as using the highest steam pressures and converting their energy directly into electricity. In the steam engine, which is of simple and cheap construction "the piston action directly excites the magnets, which in turn control the very rapid vibration of the piston, and an electric current is produced in quantity varying with the power of the machine, without any of the losses by friction and radiation incidental to the existing methods of combining the steam engine and the electric dynamo." The current thus obtained is available for conversion into heat, light or motion, like that obtained from the ordinary dynamo, which would appear to be entirely dispensed with in the new machine. If there be no mistake about this, another peaceful revolution is in order for the near future. A general substitution of electricity for gas may be looked for. While the ratio of use is now ten of gas to one of electricity, the former may be dispensed with if the cost of the latter be reduced 50 per cent. and even coal will be driven from all but the larger factories.

Offices and factories will be served in the same way, the cheapness of the new method commending it to universal adoption. Of course, this will eliminate coal and ashes from the buildings and thoroughfares, render the former far more comfortable than now is possible because of the facilities of equalizing the temperature, and totally abolish the nuisance of smoke and soot which at present make life a burden to many in the big cities. The lungs and eyes of the citizens, as well as his walls, pictures and furniture, will cease to be polluted by an atmosphere laden with filth from imperfect consumption of soft coal in the factory boilers. The new idea also will be extensively utilized in transportation, with the result of an immense cheapening in the cost of the service.

CLEANING NICKEL.

From G.L, Glendive, Mont.—Please give me a recipe for cleaning up nickel trimmings such as are used on stoves.

Answer.—Those who are near a nickel plating establishment prefer to have any badly tarnished stove trimmings re-nickeled as the only satisfactory method of restoring their polish. There are, however, a number of materials sold for this purpose. A good method is to clean with whiting and a weak solution of ammonia, such as is used in cleaning the silver of the household. After thoroughly cleaning, the parts may be dipped in very hot water and then rubbed with chamois or soft woolen cloth to get the whiting off. The friction and heat leave the parts dry enough to prevent further rusting. —Metal Worker.

AMERICAN FENCING WIRE

Barb Wire, Annealed and Oiled Wire, Galvanized Wire, Staples, etc., from stock or for import. Prices right.

A. C. LESLIE & CO.
Montreal and Toronto.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

CHEAP FRESH RELIABLE

Thorold Cement

Should be kept in stock by all Hardware Merchants

By sending a POST CARD to

Estate of John Battle
Thorold
Ont.

Prices and full particulars will be given.

FOR MASONRY WORK OF ALL KINDS

ALL BRISTLES used in BOECKH'S STANDARD BRUSHES are bought in the best markets and are of the very highest grade, and are all specially prepared to secure the best results.

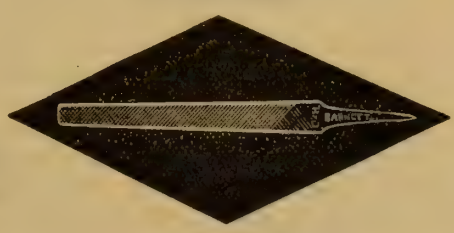
CHAS. BOECKH & SONS
Sole Manufacturers

Office and Warerooms: 80 York St.
Factories: 158 to 168 Adelaide St.

TORONTO, ONT.

TRADE MARK.

BLACK DIAMOND



FILE WORKS

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles.
Climax Sawfiles.
Gulletting Sawfiles.
Lightning Sawfiles.

—AND—

EVERY OTHER DESCRIPTION OF SAW FILES.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

GODFREY & CO., the well-known hardware merchants, Vancouver, have assigned to W. E. Drake and J. Burns, for the benefit of their creditors.

J. E. Varcoe, general store, Orono, has assigned.

L. D. Richer, blacksmith, etc., Montreal, has assigned.

The creditors of Thos. McKee, builder, Peterboro, met yesterday.

F. Tutton & Son, foundry, Orillia, have assigned to Thomas Goffatt.

N. & D. Livingston, general merchants, Yorkton, N.W.T., have assigned.

A Poquiock, B. C., general merchant named John A. Scott has assigned.

The North American Mill Building Company of Canada is offering to compromise.

L. N. Bourgeois, general merchant, Danville, Que., will meet his creditors 12th inst.

McDonald & Hall, general merchants, Massey, will meet their creditors 16th inst.

The Wade Granite and Marble Co., of Delhi, has been succeeded by Gray & Kitchen.

Chas. S. Kaufman, manufacturer, Blenheim township, has assigned to Charles A. Ott.

J. H. Strickland, general merchant, Cannington, has assigned to Henry Barber & Co.

John Hiebert & Co., general merchants, Pilot Mound, Man., are arranging an extension.

The creditors of A. Bernier, general merchant, Cape St. Ignace, Que., are investigating the estate.

A. Anderson & Son, of Sherbrooke, and Clarence D. Parker, of Walton, both general merchants in Nova Scotia, have assigned.

In this column, in a recent issue, it was announced that Geo. Elsley, of Mosboro, had assigned to Jas. O. Cleghorn. It should have read "sold out" to Jas. G. Cleghorn.

N. Bernier, general merchant, Edmunston, is offering to compromise at 25c. on the dollar. J. Verret, a saw-mill owner of the same place, has assigned.

The creditors of William Brown, carriage hardware merchant, who assigned some time ago, met in E. R. C. Clarkson's office the other day, when a statement was presented which showed a nominal surplus of $6,105.54. The assets consist of merchandise, $20,057.20; furniture, $373.75; credit sales, $364.53; cash, $271.61; book accounts, $11,965.43; real estate, $300; total, $33,332.57. The liabilities direct amount to $20,841.50, indirect $800; secured, $4,500; preferred, $1,085.47; total, $27,226.97, leaving a surplus of $6,105.54.

CHANGES.

A. E. Vernor, tobacconist Toronto, has sold out.

J. J. Chapman, general store, Harlem, has sold out.

D. S. Gibson, sawmill, Ellaton, is giving up business.

W. G. Richards, general store, Frankville, has sold out.

David Fountaine, general merchant, Rogerville, N.B., is closing out business.

Beer & Brydges, general merchants, Montague Bridges, P.E.I., are winding up business.

SALES MADE AND PENDING.

I. H. Miller, general merchant, Turgooso, B.C., is offering business for sale.

The assets of L. A. H. Hagle & Son, general merchants, Pike River, Que., are to be sold.

FIRES.

Moorehouse & Snell, tarpaulin makers, Preston, have been burned out.

Hamlin's general store, Ramsay's livery stable and Ramsay's residence, at Lauder, were destroyed by fire on Saturday. Loss $8,000; no insurance.

R. Bradley, harness maker, Salem, has been burned out, and A. Johnston, carriage maker and blacksmith, of the same place, has been partially burned out.

L. G. Holder & Co., machinists, and Chas. W. Segee, builder, St. John, N.B., have been burned out. The former was insured for $1,000, and the latter for $4,600.

DEATHS.

T. G. Morris, general store, Warwick, is dead.

A. N. Y. Desbrisay, general merchant, Petit, is dead.

P. Thibaudeau, general Merchant, St. Gregoire, Que., is dead.

Sinai Prevost, of Berthiamme & Co., general merchants. St. Jerome, Que., is dead.

WORK OF THE WRECKERS.

The World's Columbian Salvage Company are making rapid progress in the work of wrecking the buildings of the late World's Fair at Chicago. The entire south-eastern portion of the grounds has now been completely cleared of the numerous structures which stood there, including the Shoe and Leather, Dairy, Anthropological, Sewerage and Sawmill buildings, the Stock Pavilion and the once famous Colonnade. The Forestry building was removed by other parties. The wrecking of the great Transportation building has about been completed. The Fisheries and Woman's buildings and the Choral hall have been leveled. The handsome dome of the Horticultural building is being carefully taken down, to be re-erected at some point in Ohio. The Government building is the only large building which has not yet been touched. The manufactures and Liberal Arts, Electricity, Mines and Mining, Administration, Machinery and Agricul ural buildings and the Terminal Station were all burned in the great fire on the grounds, and nothing remains of them but the iron and steel, which aggregates about 25,000 tons, now being sheared and prepared for market. The two Service buildings have been allowed to remain standing, as they are needed by the Salvage Company for office purposes.

HELPED HIS CLERK TO ELOPE.

The proprietor of one of the principal firms in Norristown had remarked that his head clerk, for whom he had a real liking, had for some reason fallen into a great melancholy, and though he tried his best he could not find out what was the matter with the young man, says a contemporary. One day at last the sufferer owned that he was in love. "Well, marry her," said the chief. "Oh, but," here the young man nearly broke down, "She belongs to one of the best families in the town—the parents will never consent." "Pooh! your position is good, your name honorable; they won't refuse. I will demand the girl for you. Does she love you?" "Yes, but it's no use; her parents won't listen." "Well, then, elope with her. Do I know the girl?" "Yes, she will be at your ball next Tuesday; awfully pretty" "Perfect! Now listen to me," said the employer. "Leave the ball quietly with her. Joseph, my coachman, will wait for you at the door and drive you to the station. He will ask no questions. When you are out of the way I will see the father and settle everything for you." "Is that really your advice?" gleefully exclaims the youth. "Do you want me to do it?' "Yes, I command you to do it. Now, cheer up!" The next day the clerk proposed the plan to his sweetheart, who made some objections at first, but overcome by his reasons she said at last, "Well, if he really orders it I must obey." What was the general stupefaction when after the ball the daughter of the house was missing. "Mad fool that I was," exclaimed the enraged parent, "it was my own daughter!" The next day he wrote: "Come back; all will be forgiven."

WORTH MORE THAN FACE VALUE.

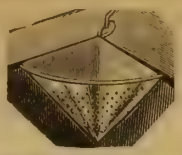
Some moneys that are in circulation among the trade are worth more than their face value on account of their age and scarcity. Others are worth less.

The 25-cent Canadian shinplaster dated 1870 with the capital letter A under the left hand side of the bill is worth easily $5. Collectors will pay that for them. They are passing every day at 25c. among the storekeepers in every part of Canada. Now and then one is found by the collectors and withdrawn from circulation.

The first issue of Dominion $1 and $2 bills are also at a small premium; those with an engraving of Jacques Cartier on the upper left hand corner.

There are a good many Mexican dollars in circulation throughout the Dominion. Many storekeepers accept them at their face value, $1, but for ordinary trade purposes they are worth only 80c. As Mexico has no gold standard for which they could be exchanged their intrinsic value is only about 49c.

Pickard's Pat. Sink Strain



Has been a great seller with agents. We manufacture agents' specialties.

Address ARMOUR MFG. CO.

342 Yonge Street, TORONTO, ONT.

OUR SALES OF

"BURHAM" Portland Cement

For the past 8 months have been

25,499 CASKS.

"BURHAM" Brand outranks all other Try it and be convinced. . . . .

Sole Consignees for Canada,

McRAE & CO., OTTAWA

Pigou, Wilks & Laurence

Limited.

II QUEEN VICTORIA ST., - LONDON, E. C.

Sole makers of the

"ALLIANCE"

PRIZE SPORTING POWDER

THE TRADE ONLY SUPPLIED.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

IRWIN'S

CANADIAN CUSTOMS TARIFF

— AND —

ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables (Sterling, Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercial lawyers in our country. This book is **up-to-date**, and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

ELECTRICITY DIRECT FROM COAL.

IN a recent issue of the New York Press a long interview with Thomas A. Edison appears. Edison's opinions are always read with interest. Among other questions he was asked what would be the next great discovery in electricity, and to this he replied. "There are so many lines and so many of us pursuing our investigations on these lines that it leaves a wide field to choose from. The fellow who solves his particular problem first can answer it, but not until the problem is solved. There are more possibilities in some lines than in others. The experimenters who are striving after high speed on railroads will, if they succeed in their object, become real epoch makers. There is practically no limit to the speed that can be attained on a railroad. It is wrong to assume that there is. The only limit there could be would be to the point at which the engines and cars break up or fly to pieces. I think that great speed will finally be attained, and it will be when we are able to obtain electricity direct from coal. The discovery of a way of converting coal directly into electricity will be the turning point of all our methods of propulsion. Naturally, steam will be entirely superseded by the current. There will be no boilers nor any of the necessary externals which go with steam engines.

"It is the one thing to solve. Let some fellow follow out this line of research and we shall have a wonderful revolution in many things. It will lead to treating metals by electrical reduction, and an enormous number of accomplishments. We now go to the melting point of nickel, for instance, but under the new regime we will get all reactions not now obtainable, and go to the melting point of anything on earth."

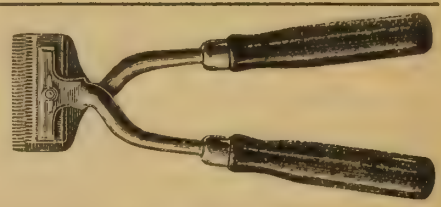
STEAM-PIPE COVERING.

At a recent meeting of the Engineers' Club, St. Louis, J. A. Laird presented the results of some experiments recently conducted by the Water Department to determine the efficiency of various forms of steam-pipe covering. Chemical analysis were first made of each covering. Tests were then made—first, by noting the condensation per hour in a 10 foot length of 1 inch pipe, to which the covering had been applied 1 inch thick; and second, by filling the same pipe with steam, and after closing all valves, noting the time which elapsed before the pressure gauge fell to zero. The first test resulted as follows, the results being given in cubic centimeters: Magnesia, plastic, 334; magnesia, sectional, 335; asbestos, fire felt, 367; asbestos, sponge molded, 371.3; plaster paris and sawdust, 438; asbestos sponge cement, 604.5; the bare pipe, 1085. The second test confirmed these figures. The initial steam pressure was 30 pounds.

CALCINED LAND PLASTER

We manufacture from the best rock only. We guarantee our plaster a first-class article. Write for Prices.

WINDSOR PLASTER CO.
Windsor, N. S.



HORSE CLIPPERS

CEM AND H. BOKER

Finest Quality. New stock just arrived.

RICE LEWIS & SON
LIMITED

TORONTO - - ONT.

THE Best Upsetter

A Poor Upsetter means to the blacksmith who buys it money thrown away. In the long run it don't pay a merchant to handle goods that are not satisfactory to his customers. Jardine's Patent Tire Upsetter is reliable and durable, and moderate in price.

TRADE MARK J REGISTERED

A. B. JARDINE & CO.

Manufacturers Blacksmiths' Tools

HESPELER, ONT.

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price)

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS

Sent, postpaid, on receipt of price.

HARDWARE MERCHANT
TORONTO.

SPECIAL TOOLS AND DULL TIMES.

A PECULIARITY of dull times, with their resulting sharp competition, low prices and meagre demand, has always been the fostering of special machines and appliances of every description, remarks Metal Worker. At such periods there is a vigorous call for tools that will produce more of a certain article ; that will do the work better, and that will require less attendance. This is true even though, as now, wages have been reduced to a low level and the price of raw materials has struck bottom. In modern times there is, of course, a constant cry for special tools, but there is an uncommon impetus given to this demand during a period of stagnation. When the demand for any product is in excess of the output, and prices are such as to yield the maker a handsome profit, then it is only the progressive and aggressive manufacturer who thinks of the advisability of perfecting his equipment by the introduction of special machinery designed to do his particular work. Those builders who follow in the rut, taking no thought of the changes to be wrought by the morrow, rest contented with things as they are. The result is that when prices fall and trade nearly vanishes, the progressive man controls the market because of the facilities he possesses. He also has the experience and skill and can cope with reverses. His neighbor has two courses open to him : To perfect and bring his plant up to standard, or to attempt to meet the reduced prices by the use of inferior material or cheap and unskilled labor. He has not time, and perhaps not money enough, to accomplish the former, and therefore he, of necessity, has recourse to the latter. During periods like this the shop and business methods of the progressive man assume the greatest prominence.

Invariably the establishments watching for and anxious to obtain special appliances are those in which the best shop methods prevail and where the business department is managed well. The same spirit pervades and animates each branch of the concern, and from an inspection of one of them an accurate estimate can be formed of the composition of any other. A collection of tools in the shop, fit only for the scrap heap, means an aggregation of beings in the office for whom, unfortunately, there is no scrap heap in this world.

A NEW GOLD-MINING DISTRICT.

A new gold-mining district has been opened in the Philippine Islands, where recent discoveries have shown the existence of veins of gold ore which promise to be of value. Small quantities of gold have been obtained from washings in the river-beds for some time past. Many claims have already been taken up, and plans have been made to work them on a considerable scale. A group of the most promising claims, situated near the coast and in a locality most convenient for working of any in the district, has been secured by an English syndicate, "as was to be expected," says the Spanish Revista Minera, regretting that Spanish capital is not to control the new mines. The same paper adds that the first shipments of the yellow metal from Mambulao may be expected to arrive in Europe shortly.

HOW TO INCREASE TRADE.

MR. F. STEEL, who won a prize offered by Ironmongery, of London, in competition for suggestions for starting an ironmonger's business in a small town, in the October number of that paper says : In writing this essay, I do so with the idea that an ironmonger has secured suitable premises in which to carry on a business. Granted that he has, or intends making arrangements for a good and varied stock for the general and furnishing ironmongery, I would suggest that he should early pay a visit to the local printer to get some attractive and interesting literature printed. I state here "local printer," as you can hardly expect orders coming to you from tradesmen in the town if you race out of it for goods you could obtain through them. Don't forget this when commencing business. Your fellow-storekeepers will often put in a "spoke" in your favor, when asked by their customers where they might obtain goods in your line.

Announcements should be well placarded in prominent places in the town and neighborhood at least two or three weeks before opening; these will give the public an opportunity of knowing of your presence with them. I think one special poster should be devoted to the announcement of your having a repairing shop, and that you can execute all kinds of repairs in your line.

I have not given any specimens of the exact matter these posters should contain, as each district has such varied requirements, but I would propose that you do not adopt such lines as "We sell goods cheaper than any one else," as this only gulls the public and disappoints them when they find you are not much cheaper after all. Goodness knows ironmongery everywhere is cheap enough. Then have honest and fair literature. You don't need to try and cut your neighbors out. Starting a cutting business might obstruct your own success. Such practices cut both ways. If, when you commence business, you begin cutting prices of goods to catch the public, you can hardly expect your colleagues to accomodate you with goods at times when the convenience may be valuable to you, when you are directly insinuating to the people of the town that they have been overcharging them till your opening. The cutting system is not business. A fair price for a good article is what is wanted, and until the trade recognizes this so long will ironmongery be depressed. In some towns there must be rivalry, but let it be honest and healthy rivalry, the only sure effect of which will be to help business all the way round.

While the posters and circulars you have issued are arousing public curiosity, you can be busy at the shop preparing for customers who will be sure to come after an energetic canvass. It will be found the best way to get all goods unpacked, marked off, and arranged previous to the opening. Do not open with the shop unfinished and the stock anyhow. It will be very inconvenient to you and your customers, and detrimental to your reputation, if you have to delay them while you unpack a box to get goods they are inquiring for. Start well, giving the impression you are a smart and business-like man. First impressions may not be everything, but they are a very great deal.

The windows are where the public eye will rest on your day of opening. Do not have them full of paper, string, and goods waiting there for a convenient time for putting them elsewhere, as I have seen some windows when a shop has just been opened. Have a good, varied and seasonable display ; goods clean and attractive, and all articles plainly marked.

Have your warehouses kept neat and trim, so that at any time if necessary to take a customer to them to see heavy goods, they will not have to go jumping or tripping over straw or packing cases. Have a special place, if possible, for examining goods and keeping empties separate, if possible, from the stores containing stock. This would not have to be very large if goods are unpacked and put away directly on receipt of invoice. It is also much easier to check goods when received than after they have been lying about the warehouse a week or two.

When customers have crossed your threshold do not omit to have some chairs for their use, arranged in front of the counter, as a person seated and at ease is much more likely to "take stock" of your goods than a customer ready to bolt as soon as he has done purchasing. Then let your customers see that you are going to endeavor to do your best to accommodate them. If you are out of articles required by them, try and obtain them in the town if ordering by post will not suit. Then see that all goods are sent home promptly.

Instruct your porter to ask for repairs whenever he is delivering a parcel at a house, and to call at other places to make similar inquiries and to leaflets or circulars. It will bring "grist to the mill," beside showing the public your interest in them and in your business, and your appreciation of their orders.

Try and let all customers leave your place satisfied with their purchases. They will then be your best advertisers. Let them make up their minds that whenever they require anything in ironmongery yours is the place for it.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

ANTWERP



MONTREAL

PAINCHAUD, SQUIRE & CO.

Agents, - Temple Building

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

GET OUR PRICES FOR



Calcined Plaster. Sewer Pipes.
Chimney Linings and Tops.
Mortar Stains. Fire Bricks and Clay.
Enamelled Porcelain Sinks.
English and Belgian Portland Cements
and General Builders' and Contractors' Supplies.

W. McNally & Co.
MONTREAL.

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,
ESSEX, ONT.

MINING IN RAT PORTAGE.

ROBERT FRANCES, of Rat Portage, was in Toronto Saturday. Mr. Frances is a practical miner, and has been associated with mining projects since early boyhood, having had experience in California, Utah, and in the famous Black Hills of Dakota, where he was connected with the Caledonia property. He has resided in Rat Portage since 1883, and is probably as well acquainted with the gold fields of that district as the oldest inhabitant. "Gold mining is booming there," he said, speaking with a Globe reporter; "new discoveries are being reported every day, and the country is overrun with prospectors. A number of wealthy English and American syndicates have representatives in the town, eager to procure locations of promise, and willing to pay spot cash." Referring to the Rainy River and Lake country, he said that remarkable activity had been displayed. One stamp mill had been completed; arrangements had been made for the construction of several more, and it was quite possible that in a year or two there would be half a dozen in operation. Concerning the forest fires which prevailed in that district during the summer and the possible effect upon the lumber trade of the country, he said that no immediate hurt would be done to the lumbermen. He complained bitterly of the combine established there, owing to which not a foot of timber, he claimed, will be cut this season, and consequently many men will remain idle. The destruction by the fire is not as great as was at first thought, as the trunks are only charred to a depth of a few inches, and are quite as valuable as if green. If the timber could only be cut this season and rafted before the worms get at it, many millions of feet might be saved.

REGARDING FIRE SCREENS.

With winter coming on apace and fires in the parlor, studio and library all ready to be lighted, it is a good time to think of fire screens, remarks Housefurnishing Review. These useful and ornamental articles of furniture have been, up to the present time, curiously monotonous both in design and shape. Art metal workers, it is true, have from time to time endeavored to design something new, but they have not displayed much originality of invention up to date. We have, however, seen some very handsome specialties of art metal work, which are likely to ornament the homes of many during the coming winter. One screen is of wrought and sheet copper and brass. It is German, 17th century work, of handsome scroll tracery, and is novel in design and delicate in execution. Another handsome specimen is of wrought iron lined with copper gauze. This is peculiar from the fact that the gauze panels can be changed in color according to the design of the room. These are the principal novelties to be seen in this line of goods for the winter season, and they will be found to be as ornamental in fashion and coloring as they are useful and essential in the furnishing of a room.

DOWSWELL BROS.

HAMILTON, ONTARIO

MANUFACTURERS OF

Clothes Wringers, Mangles, Churns, Washing Machines, and Household Specialties

Prices are low but you will find our goods first-class. Send for Catalogue. . . . .

EASTERN AGENTS

W. L. HALDIMAND & SON, - Montreal

RAMSAY'S

Pure Lead
Mixed Paints
Oil Stains
Varnishes
ARE AHEAD

THEILE & QUACK

ELBERFELD, GERMANY.

Manufacturers and Exporters of high-class

HARDWARE

CUTLERY AND ENAMELLED IRONWARE.

Ask for goods marked Theile & Quack.

LAMPLOUGH & McNAUGHTON

Canadian Agents

Temple Building, - MONTREAL.

John Lucas & Co.'s

IMPERIAL FRENCH GREEN

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it The Best Green Made and will have no other.

. . Beware of Counterfeits.

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.



For Iron Fencing Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb ingots, per lb	18½	19
Straits "	18	18½

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
M.L.S. equal to Bradley		
I.C., usual sizes	$5	25
I.X., "	6	50
I.X.X., "	7	75
Raven & P.D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½ x 17	3 50	3 75
D.X.,	4 50	4 75
D.X.X. "	4 75	5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	3 10	3 25
I.C., special sizes	3 25	3 35

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	6 50	6 75
I.X. Terne Tin	8 75	9 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs	6c, 6¼c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½	6½
26 "	6¾	7
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	1	80
refined " "	2	35 2 65
Horse Shoe " "	2	60 2 75
Band " "	2	25 2 30
Hoop " "	2	25 2 30
Swedish " "	4	00 4 25
Sleigh Shoe Steel		2 50
Tire Steel	3	00 3 25
Machinery	2	75 3 00
Cast Steel, per lb	0	10 0 14
Russian Sheet "	0	10½ 0 11
Tank Plates1-5 and thicker	2	00 2 25
Boiler Rivets	4	50 5 00

Boiler Tubes.

¾-inch	10½c
1-inch	13½

Steel Boiler Plate.

¼ inch	$2	45
16 "	2	35
¼ " and thicker	2	25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	2	15
½ polished	2	25
All Bright	2 50	2 85

Iron Pipe.

Wrought 67½ to 70 p.c.
Galvanized, 50 to 50 & 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4 4¼
26 gauge, "	4¼ 4½
28 " "	4¾ 5

Note.—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6	6 3-5
" ¼ " "	4⅝	4¾
" 5-16 " "	4¼	4¼
" ⅜ " "	4⅛	4⅛
" 7-16 " "	3⅞	4
" ½ " "	3⅝	3⅞
" ⅝ " "	2¾	3
" ¾ " "	2 4-5	2⅞
Trace, per doz. pairs	$3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz yards	0 13	0 50
Jack chain, double, per doz yards	0 15	
Jack chain, brass, single, per doz yards	0 20	1 10

Copper—*Ingot.*

English B. S ton lots	0 10½	0 11
Lake Superior	0 10¾	0 11

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20	$0 22
" round & square		
1 to 2 in	0 19	0 21

Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14	0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½	0 16½

Note.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16	0 17
" 35 to 45 " "	0 14½	0 15½
" 50 lb and above per lb	0 14	0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0	19
Spun "	0	23

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge, up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	0 23	0 26
Sheets, hard-rolled 2x4 ft.	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 04¼	0 04½

Zinc Sheet.

5 cwt casks	0	04¾
Part casks	0	05

Lead.

Imported Pig, per lb	0 02½	0 03
Domestic "	0	02¾
Bar, 1 pound	0	04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½	0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½	0 04¾

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note.—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.	
Bar Half-and-half (guar.)	0 13	0 13½
Standard	0 12	0 12½
Wire	0 17	0 19

Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10	0 10½
Other makes "	0 9½	0 10

White Lead.

	per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 25
No. 1 Do.	4 00
No. 2 Do	4 75
No. 3 Do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

f.o.b. Halifax, St John, Montreal, Toronto,

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1	00
2nd qualities "	0	90
Barn (in bbls)	0 80	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0	05
Chrome Yellow "	0	11
Golden Ochre	0	06
French "	0	05
Marine Black	0	09
" Green	0	09
Chrome "	0	08
French Imperial Green	0	19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35	1 40
" " (J.F.L.S.) " "	2	75
" " Royal " "	1 10	1 15
Venetian Red, (best) " "	1 80	1 90
English Oxides per cwt	3 00	3 25
American " " "	1 25	1 90
Canadian "		
Paris Green, per lb	0 15	0 16
Burnt Sienna, pure, per lb	0	08½
Burnt Umber "	0	05
do pure	0	08
Drop Black "	0	09
Chrome Yellows "	0	12
" Lemon pure, 8 lb. tins, per lb	0	19
Chrome Greens "	0	12
Golden Ochre	0	03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0	69
Extra "	0	90
Brown Japan "	0	65
Brown Japan, Turpentine p. gal.	0	85
No. 1 Carriage "	1	30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 52	0 53
Boiled "	0 55	0 56

Turpentine (in bbls)

Selected Packages, per gal	0 39	0 40

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's per doz	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	4 00	4 25

Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 75 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 70 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	500	4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 70 & 10 to 75 p.c.
Loose Pins, " 70 & 10 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 & 5 to 50 & 10 p.c.
Plate dis. 50 & 5 to 50 & 10 p.c.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.

Tanged Firmer per doz	0 85	4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0		1 35
" No 2		2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p. doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 and 5 per cent.
Black Diamond, 50 & 10 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50 and 10 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25 pc. to 27½ p.c.
Globe File Co.'s disc. 60 and 10 p c.
Horse Rasps, Kearney & Foote's dis Am list, 60 to 60 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 50½ p.c rev. list

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c:

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	11 5	2 20	1 50	....
26 to 40	1 30	2 30	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	...	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	.....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 60	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis
Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	75	2 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 15	0 20

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 and 10 to 65 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p c

Heavy, per lb	03 3-5	0 04½
Screw hook and hinge—		
6 to 10 in., per set	0 00	0 03½
12 up "	0 00	0 02½

	Per doz. set	
Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis 50 to 60 p.c

	Per doz. pairs	
Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 52½ per cent. revised list.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 65
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 60 to 80 and 10 per cent.

Wire.
Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails
Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,
F.O.B. Toronto & Hamilton.... $3 65
Snow. " " ... 3 75
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.
Star, per doz 3 00 3 25

Kettles.
Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys
Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.
Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Knives.
Clauss, bread cake and paring knives $7.20 per doz. nett.
Hay Knives, spear point, L or T hdle 52½ per cent. dis.
Lightning, per doz. 6 50 8 40
Heaths, 45 per cent. dis.

Ladles.
Melting, per doz..... 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*
Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50
Cabinet.
Eagle, dis. per cent, 40 to 42½ p.c.
Padlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter
Enterprise, American dis 00 to 25 per cent. dis.
Home, each ....

Mincing Knives.
American, per doz 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to 70.10 to 75 per cent

Nails.
Cut Nails (Iron)
1. Either Canada or Amer. Pat'n. Basis—50 to 60 dy..... 1 75
40dy..... 1 80
30 dy..... 1 85
20, 16 & 12 dy..... 1 90
10 dy..... 1 95
8 & 9 dy..... 2 00
6 & 7 dy..... 2 15
2. Amer. Pattern Only from 4 to 5 dy 2 25
3 dy. (lath)..... 2 75
3. Canada Pattern Only from 4 to 5 dy 2 25
3 dy. (lath)..... 2 65
3 dy. A.P. Fine 3 35
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.
German & American.... 1 85 3 50

Nail Sets.
per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.
Poultry, 65 to 65 and 5 per cent.

Oil.
Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W." 0 25
S.R. Seal .....per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 25 per ct.

Pails.
Galvanized, per doz 2 25 3 30

Pencils.
Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks
Per doz..... 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.
Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 40 per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.
English, per doz..... 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.
Corn, square, per doz.... 1 35 2 00

Pruning Shears.
Per doz..... 4 00 5 50

Pulleys
Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... .... 35 2 50

Pumps.
Rumsey or Canadian Cistern 60 to 60 and 5 per cent.
Pitcher Spout, 70 to 70 and 5 p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 70 to 70 and 5 p. c. from factory.

Punches
Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty
Bladder, per 100 lbs 1¼ 2
Tins, lbs 2 50 2 75

Rail.
Barn Door, per foot.... 3 3½
Sliding Door, " 3¼ 3¾
Lanes, 3½ to 3¾c. ft.

Rakes.
Cast Steel and Malleable Canadian list dis. 52½ p.c. revised list.

Razors.
Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.
Currier's, per doz 1 25 3 60

Rivets and Burrs.
4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.
Canadian dis. 30, 35 per c.

	Rope	Per lb. Sisal.	Manilla.
7-16 in. and larger.. ...		7¼	9½
¼, 5-16, ⅜ in..... ...		8	10
Cotton, per lb.....		13	16
New Zealand.....		8½	9
Russia Deep Sea, per lb..		12½	13½
Jute ..... " ...		06¾	07½

Rules.
Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.
Mrs. Potts, per set 65
" N. P. " 90

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord
Per lb..... 22 50

Sash Locks.
Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.
Sectional, per lb..... 1½ 1⅝

Saws.
Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz 7 50
Hand, Disston's, dis 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross-Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.
"Lincoln" McMillan & Haynes per doz 7 50

Scales.
Standard Manufacturing Co., 60 p.c.
Gurney Scales, 5? p c.
B. S. & M. Scales, 50 p.c.

Scrapers.
Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.
Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.
Sargent's, per doz 65 4 00

Screws.
Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes
Discount 52½ per cent. revised list

Scythe Snaths.
Canadian, dis. 35 to 40 p. c

Shears.
B. & W., japanned, dis. 75 per cent
B. & W. N. P., dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves
Sliding Door, per set ... 77 1 40

Shovels and Spades
Canadian, dis. 42½ special brands net price.

HALIFAX SHOVEL CO.
Fenerty's disc, 45 to 50 per cent.

Sieves
Wood Rim, black, p. doz 1 05 1 10
" tinned, 1 25 1 35
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps
Harness, German, dis. 35 to 37½ p.c
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio
In ½ or ⅓ gross boxes, per grs. 11 30

Soldering Irons.
Per lb..... .... 0 26

Wrought Spikes
Discount, 20 per cent. to 25 per cent.

Spoke Shaves.
Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.
Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.
Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.
Fence, galvanized, per lb 3½ 3¾
Wrought Iron, dis. 80 & 5 to 80 & 10
Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).
Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " " 4 80

Stone.
Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.
Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.
English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman s, each 0 90 2 85
" steel, each 0 80 8 00

Thermometers.
Tin case & dairy, dis. 75 to 75 & 10 p.c

Thimbles.
Asbestos, filled, per doz., 35 to 40 p c

Ties.
Cow, per doz ..... 1 [illegible] 2 50

Tinner's Tools.
P.S.&W., net list.
Canadian 15 to 35 per cent dis.

Tinware.
Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters
Payson's, $2.60 to $5.00 per doz.

Traps
Game, Newhouse, dis 33½ p.c. to 35 p.c.
Game, H & N., P. S. & W. or Steel, 62½ to 60.10 H & N and 70 p.c. steel.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.
Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.
Butter, per doz..... 6 25 9 00

Twines.
Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 5b
Binding, Common Sense 6½
" Blue ribbon 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8

On prison made twine freight is prepaid to any railway station in Ontario.

Vises.
Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.
Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.
Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.
Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
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[In lots of 1 000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5¾ to 6¼c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	3½ 3½
" 4 " 4 & 6 " "	
" Plain twist, all deld	3½ 3½
" Steel thorn and ribbon.....	4½ 5
"Lock Barb," 4 point	.. 4½
Ditto Glidden 2 point	.. 4½
Galvanized Barb, "Lyman," 2 to 4 points	.. 4½
Steel staples	3½ 3½

Terms, 60 days or 2 per cent. in 30 days.

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Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1 9

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Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33½, 35 p. c.
Tower's Engineer, each .. 2 00 3
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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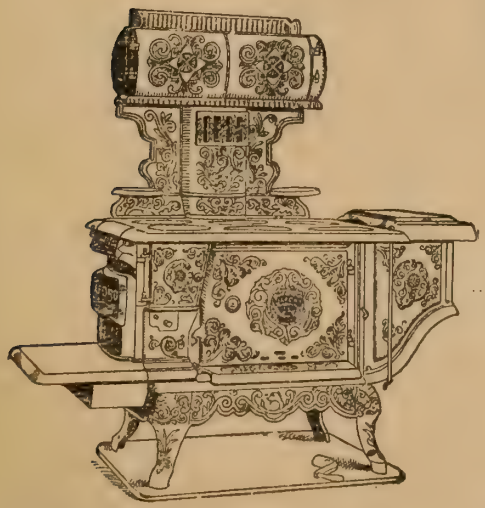
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HARDWARE

AND METAL MERCHANT

VOL. VI. TORONTO, NOVEMBER 17, 1894. No. 46.

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Published Weekly. $2.00 a Year.

Vol. VI. TORONTO AND MONTREAL, NOVEMBER 17, 1894 No. 46

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THE WINTER AND HOLIDAY TRADE

THE successful hardware merchant is he who trims his sails to catch the breezes that blow during the respective seasons.

The winter holiday season is now approaching, and it is opportune that those in the trade who have not already done so, should get ready to catch all the advantages which come with it.

The wholesale houses are now all well supplied with goods of the desired character, and no merchant should have any difficulty in making his selections from their stocks.

The most satisfactory way for the retailer to purchase supplies peculiar to the coming season is for him to visit the wholesale centres in person. In the event of his not being able to do so, the traveler is, of course, a good substitute ; and some merchants, in fact, can probably do better with the travelers than with the principals. But, as a rule, it is better for the retailer to call at the wholesale warehouse, as there are many little nick-nacks and bargains that he can pick up, which he otherwise would not get.

The goods once bought, the next thing is to display them, and just like an advertisement, the more frequently they are changed the better.

At least once a week the window display should be changed or re-arranged.

Lamp goods, with all the necessary paraphernalia, can be metamorphosed into a nice display one week. The next week skates, hockey sticks, curling stones and other adjuncts to winter amusements may be introduced, and, so on, ad infinitum, every week having something new to attract and entertain the people that pass the store.

Winter and holiday goods afford ample scope for the display of the window-dresser's taste, and any man with the smallest bump of arrangement ought to be able to devise at least a half-decently displayed window. But if there is any retailer whom Nature has so overlooked as to bless him with no ability in this respect, he certainly has clerks, a wife, a friend or somebody who can help him in his dilemma. There is, therefore, no reason whatever why the window of every retail hardware store in the land should not have some sort of arrangement about it.

ABOUT THE SKATE TRADE.

WHILE the demand for acme skates is still large, there is a growing demand for something new, and thus there is furnished a good opening for something in the way of novelties. Hockey clubs are exacting in their demands in the matter of skates, and perhaps are sometimes more critical than necessary on lines of questionable importance. The different qualities of ice regulates largely the proper skate for the time being. Hard ice may be skated on with a narrow skate, but soft ice needs a medium or wide blade.

Although the German product is low, it is somewhat questionable if the quality would suit buyers in this market.

Some makers have modified their patterns to suit the boots of Canadian skaters. The heels of factory boots have been too low. Boots should have heels fully half an inch clear of the shank in order to adapt them to the heel fastening of clamp skates. If skaters generally were aware of this, much more comfort would follow in the use of clamp skates. Thicker soles than are generally worn would contribute much to the comfort of skaters.

The material supplied for the use of skate-makers is now more readily obtainable and better suited to the purpose than in former years.

A Nova Scotia maker recently expressed the opinion that a low reciprocal tariff would probably help the skate trade in all directions.

AN ABNORMAL DECLINE.

THE fact that American pig iron has been sold as far east in Canada as Montreal at the extremely low price of $17.50 per ton is sufficienfly wonderful in itself when the distance that this iron has to be carried, and others facts are considered.

It is not more wonderful, however, than the remarkable decline which has taken place in the cost of American iron during the past decade.

In 1884 No. 1 anthracite foundry pig iron was selling at Philadelphia at $20.50 per ton ; to-day it is selling at $12.50 or $8 per ton cheaper than it was ten years ago.

The fluctuation in values was not violent until the year 1890, except in 1885 and 1889, when there was a difference of $2.50 and $3.25 per ton respectively, and the price of $20.50 in 1884. But though they showed the fluctuation between January 1884 and January 1890, they were substantially the same at these two periods, for in January, 1890, the ruling price for No. 1 pig at Philadelphia was $19.90.

This figure was the culmination of an advance which set in in the latter part of 1889, but by July, 1890, the price had fallen almost $2.00 per ton, and from that period the present unprecedented decline set in and has continued, no recovery of any moment being noted during the years which have since elapsed. In other words, between January, 1890, and January, 1894, there has been a decline averaging 40 per cent. below the figures which prevailed previous to this period.

It is not surprising, therefore, that the wages of iron workers across the lines have been reduced, for a moment's reflection will show that it has been absolutely necessary.

In fact, the surprise is that American iron and steel manufacturers have been able to face the adverse conditions as they have done. Indeed, if the decline is continued, the prospect for them is anything but hopeful.

REMOVE THE STUMBLINGBLOCKS.

CANADA desires to trade with Australia and Australia desires to trade with Canada. And there is reason for this mutual desire: Both countries are the offshoots of the one parent stem, and each has articles to sell that the other can buy, while distance between the two countries has become of little moment on account of the swift steamers that now ply between each.

Canada and Australia have been transacting some business with each other; and since the establishment of the direct line of steamships they have been buying and selling more than they did before.

But there is one great obstacle in the way of the full development of trade relations between these two parts of the British Empire. That obstacle is the tariff wall which Canada and most of the Australian Colonies have encircled themselves with.

The freer trade is, the better will it develop, and HARDWARE fears that as long as the tariff walls exist in their present shape, spent in vain will be the greater part of the efforts that are being made to stimulate intercolonial trade between Canada and Australia.

The cost of freight and insurance is heavy enough tax upon a trade of this character without excessive customs duties to increase its burdensomeness.

In the movement for the extension of trade between this country and the Australian colonies, Canada has been the prime mover. Hers is the lion's share which has contributed to subsidize the steamship line that now regularly plies between Victoria, B.C., and Sydney, N.S.W., and she sent her Minister of Trade and Commerce to the antipodes to make speeches and tell our brothers and sisters there how anxious we were to trade with them. All this was right, and did Canada a good deal of good, even if it did nothing but advertise her; but these things all cost money. And now, aside altogether from the proposed Pacific cable and the subsidy to a fast Atlantic line, both of which have more or less connection with the scheme to develop Canada-Australia trade, the Government of the Dominion has appointed J. S. Larke, commissioner to Australia.

Mr. Larke's fitness for the position none but his bitterest political enemies will probably impugn. It does, however, seem to us that the first duty of the Government is not to go to the expense of setting up a species of court in Australia, but to busy itself about getting the tariff into such shape, whether by reciprocal arrangement or otherwise, as will allow those Australian goods we desire to come in without being unnecessarily handicapped. That is the wise way for it to begin, for it is beginning at the foundation.

If, from some defect, a piece of machinery is not running smoothly, the engineer does not spend time and money in applylng lubricants. He gets right at the cause of the friction and removes it. So, if trade between Canada and Australia is to develop as it should, the respective governments must see to it that, as far as possible, those things are removed that are preventing the machinery from running as smoothly as it should. Then will be time enough to appoint commissioners.

STOP AND THINK.

THIS, an age when the business world wants men of action as well as men of thought. But there is just a danger of the latter being sacrificed to the interests of the former.

In fact it is no exaggeration to say that men do not think enough.

This is a busy world. Most business men who are accounted live are on the rush continually. Steam is always up. They have no time to clean up and lubricate the machinery of their systems. Full speed they must keep up least a competitor gains an advantage or secures a customer that they claim by a sort of divine right to be theirs.

Push, perseverance and action are all right. But a business man needs more than these qualifications in order to win success.

He must be a tactician, a schemer, an inventor. These things a man cannot be if he does not stop to think. To think is not to dream.

The most successful merchants are those who originate new ideas to catch trade, or those who possess the faculty of being able to appropriate the ideas of others. But all this comes of thinking.

A man without brains is an imbecile; and the man who attempts to run his business upon action purely may not be an idiot himself, but one thing is certain, his business will lack brains. And where this essential is wanting it does not require a prophet to tell what the end will be.

Every man, be he merchant, clerk or anything else, should take time to think. Think how to buy, think how to sell, and think how the stock may be best arranged and the window dressed.

As far as possible, it is best to have a regular time for thinking just as one does for eating and sleeping. What that time shall be each is best able to decide for himself. During the early hours of the morning or the quiet of the evening are probably the best times for setting one's thoughts loose to hunt for ideas and hints. Reading, and particularly reading a good trade paper, will assist in the premises.

If you have not tried the experiment venture on it for a month say, and watch the fruits that will develop.

FIRMNESS OF LINSEED OIL.

LINSEED oil has manifested a much firmer tendency in Montreal during the past fortnight. Considering the position of affairs on outside markets, the fact that the Montreal stock is much lighter than is usually the case at this season has a good deal to do with this tendency. Besides, the quantity to arrive is very light, and for this reason Montreal operators in the article look for much higher prices.

Their reason for this belief is the strong statistical position locally and the fact of heavy purchases of raw material at different points by an American syndicate. The action of these people is said to have been induced by the short crop of seed in the United States, which has created the impression that they can corner the market.

As a result of this manipulation the tone is firm, and a further gain on the prices quoted last week is not unlikely; perhaps it will have materialized before the week is out.

CANADIAN MICA MINES.

The Empire, Toronto, says that the Baumgartens of London and Washington, who are the largest operators in mica in the world, have just succeeded, between purchasing and bonding, in obtaining control of all the best known mica properties in Canada at a high price. The speculators declare that Canada has the finest white mica to be found anywhere. The Canadian Mica Co, of London, England, of whom H. Baumgarten is president, already owns two mines of amber mica up the Gatineau, two in Frontenac, one near Murray Bay, one at Tadousac, 200 miles below Quebec, and an asbestos mine at East Broughton, near Quebec. In addition to these the syndicate have acquired a series of mines situate near Murray Bay, 15 miles inland from the St Lawrence, and others at Beaver Lake, near the mouth of the Saguenay. Some 200 men are employed at the mines, and this number will be largely increased next year when electric plants have been introduced. The company propose to double the output of the mines and profess to have a market for all the mica that they can produce, provided it is of good quality and size. The mineral is to be drawn on sleighs to Quebec, 100 or more miles, during the winter season, when the St. Lawrence River is frozen over. The Mining Review, it should, however, be mentioned, cautions investors about trusting the reports as to the great profits from mica mining.

SELLING AND MENDING BICYCLES

MANUFACTURERS have—that is, a majority of them—come to the conclusion that the retail hardware dealers are better able to take care of their trade locally than a jobber can who covers a state or part of a state, at least the retail hardware dealers of good standing are being given the preference. There are a great many points in favor of having an agency with a retail hardware dealer. The time was when only the better class of people could afford to buy a wheel; now the bicycle is within reach of all, and there are a different class of people now riding wheels.

POSSIBLE CUSTOMERS.

There is the professional, or sometimes called amateur, who rides for a living. These people the retail dealers cannot sell; in fact, no one can sell them. The majority of them ride the wheel of the manufacturer who will do the best by them. Next comes the pleasure rider, who only rides his wheel to and from work and in the evening merely for the pleasure and recreation there is in it; here are the parties with whom the dealer does a great deal of business. The dealer very likely has a great many friends who never rode a wheel, and by riding a wheel himself and letting others try it he gets them interested, and once he gets them interested he can very likely sell them. Next come contractors of all kinds. These people are getting to ride more and more each season, and are learning the advantages of a wheel.

The contractors have found bicycles of such a benefit to them that the cost of a new machine at the beginning of the season would at the end of the season more than balance the price he paid for it, taking into account car-fare and other expenses that he would otherwise be subjected to. This is a time of progress in the bicycle business. The jobbers, dealers, business men, contractors and all parties in general are taking advantage of the benefits offered and are riding wheels. The ladies, too, are getting right in line with the men.

CLASS OF BICYCLES.

A retail dealer putting in a line of wheels should, as his best wheel, carry a strictly high grade machine—one that is well known and one of the very best kind that he can guarantee. Here is where the dealer's reputation in the wheel business begins, and he should maintain it. If he sells an A1 machine for one season, the next season it becomes better known, and so on from season to season, and the time comes when it takes little talking to sell the wheel, except, perhaps, to explain the improvements from time to time. He should also handle a cheaper line of wheels from his high grades, in sizes 24-inch, 26-inch and 28-inch. A good assortment for a hardware dealer would be $100 for his strictly high grade machine, then $75 and $50, the $75 and $50 wheels being 26-inch and 24-inch respectively, the $100 being 28-inch wheels. This to cover the gents' and boys' wheels. For ladies' wheels would advise $100 for 28-inch and $75 for 26-inch wheels. These, six in all, make a fair assortment of samples, good enough for any hardware dealer.

DISPLAY OF BICYCLES.

The line of wheels should be shown or displayed in the front part of the store, one in the window, where they catch the customer's eye when he first enters. When two friends enter a store on some business other than that of buying a wheel, the fine display attracting their attention, one will be overheard saying to the other: "Say, ——, I believe I will get a wheel this season; what do you think?" An attractive display a great many times leads to sales.

SELLING A WHEEL.

A dealer should at all times give his high grade machine the preference over other wheels he may have; that is, he should always talk his best machine up first, then, if his customer does not want a high priced machine, show him the next grade machine, explaining the wheels in detail, giving all the desirable points in the different makes and comparing one wheel with another. Of course the high grade wheel has more points in its construction than the next wheel, therefore comparing the two wheels often leads the customer to purchase the high grade machine. The more high grade machines a dealer sells the more it will lead to selling, and the better the reputation he will get.

THE BICYCLE DEPARTMENT.

If the proprietor is not well posted in the bicycle business, and does not care to pay a man a high salary to conduct that department, it would be advisable for him to give one of his clerks full charge of it. Let him study the wheel sold in every detail, assist him in securing the trade papers on the subject, allowing him to attend the bicycle meets and shows in the town or vicinity. A salesman showing a wheel should be pleasant and agreeable, and well posted in every detail. In explaining the wheel he should not run down any other make, but explain to the customer all the favorable points in his wheel from beginning to end, and if the customer wants a wheel he can tell whether he wants the one that is being shown. A clerk should not wait from time to time for a customer to ask questions—in fact, some customers know very little about the good points about a wheel; all they know is that they want a good wheel. Then tell him all you know, and after explaining the wheel from front to rear you can size your man up, and the chances are he will buy.

A DISGUSTED MERCHANT.

Now take the other side of the subject. A dealer puts in a similar line of wheels; he is not posted in the business, does not ride a wheel, none of his clerks are posted, nor do they ride. The dealer thinks: "Well, my competitor is putting in a line and I will have to do the same thing or take a back seat." At the same time he wishes to have as little expense connected with it as possible. Things go along fairly well for a while. He sells a few wheels. Then a well posted wheelman comes in and asks to see their high grade machine, asks questions in regard to its make up, what kind of a tire it has, could you put on another tire if he wanted it, what is the weight with wood rims, and numerous other questions. Some of the questions the salesman can answer, others he cannot. Then he becomes embarrassed and contradicts himself time and again without knowing it. The result is the wheelman goes out disgusted, and very likely will never come back. This will hurt a dealer's reputation more than anything else. After this the wheels sell slowly, the dealer gets disgusted, with a fair stock on hand, and wishes he had never seen a wheel. The fact is, he does not conduct the business right. The moral to this is: If you intend going into the wheel business have one man who understands his business well. It is a great benefit to have one clerk a rider, or all, for that matter. The more riders the more wheels sold, and the better and sooner they get introduced, as one wheel introduces another.

REPAIR SHOP.

A hardware dealer may not understand the bicycle business. If such is the case it would be advisable to get a competent man to take full charge of both the selling and the repairing. It is a well-known fact that a great deal of money is made by repairing, and no doubt in a good locality it would pay to have a repair department. Of course, the business done would have some bearing on whether it would be profitable or not. Very few of the small retail stores would care to attach a repair shop to their business, owing to the expense connected with it. In the hardware store in which the writer is employed there is a large tin and galvanized iron works. Therefore, when the repair man has nothing to do in his line there is always something else for him to do in the shop, and he is always busy, whether repairing bicycles or doing tin work.

SYSTEM IN THE SHOP.

All goods received should be tagged with the owner's name and the repairs required before they enter the shop. If the wheel can be repaired in the shop it should be done at the repair man's earliest convenience, and collections should invariably be made for the work on delivery. If the wheel has to have a new part then the wheel should be laid away until the new part comes. In the retail hardware store the repairing would not be so large as to require a perfect system to run it.—By Ross F. Rainey, in Iron Age.

The electric street railway and lighting system of Vancouver, B.C., has been sold to an English company for $350,000.

GLASS TRADE IN THE STATES.

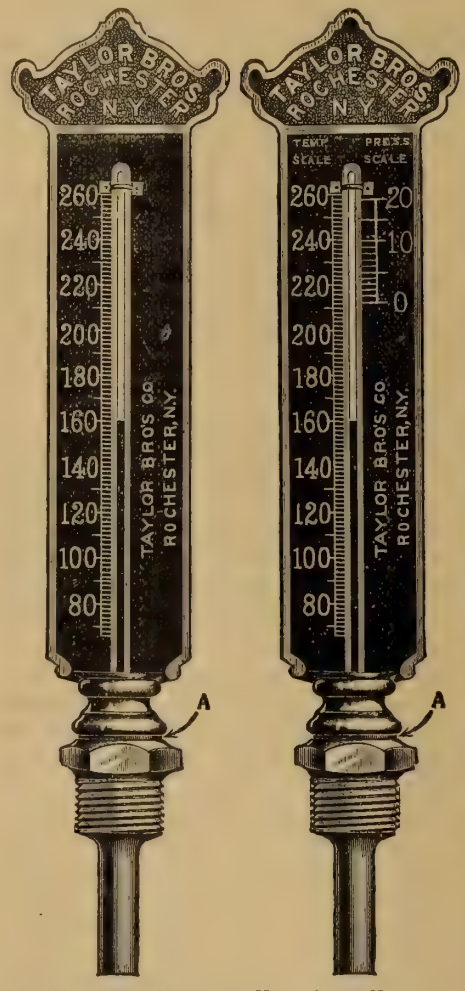
THE window glass market, says the Oil, Paint and Drug Reporter, seems to have been thoroughly demoralized. The importers expected to have some advantage this season as a result of the reduction in duties, but prices are advanced on the other side, and the domestic manufacturers have made up the loss of protection from the tariff by cutting down wages 22½ per cent., and in other economies, so that, if anything, the importers are worse off than they were before the revision of the tariff was made.

This fact is emphasized by the considerable amount of cutting of prices that has been done of late by importing houses, in violation of the compact or agreement that was entered into some time ago. The object of the compact was to regulate and maintain prices, and it worked well until certain members, not satisfied with the share of trade coming to them, entered into an arrangement with some of the larger distributors whereby these importers got a larger share of the trade and the distributers were given the benefit of lower rates than their competitors could buy at. Of course, the arrangement between the buyers and sellers was a secret one, but it leaked out through the indiscretion of one or another party to it, as such things will, and when the regular meeting of the importers' association was held last Thursday there was a lively time. Recriminations were freely indulged in by parties whose trade had suffered through these secret arrangements, and according to report it looked for a time as though open warfare between the different importing houses would be declared. But finally, wiser counsels prevailed, the difficulties were all smoothed over, and the meeting ended harmoniously. The agreement to maintain prices was renewed, and it was determined that hereafter no imported glass should be sold at less than 70 per cent. discount on the new list.

The demoralization has by no means been confined to the market for imported glass. As stated in our market report last week, brokers have been sending broadcast throughout the Eastern markets quotations that would hardly more than cover the cost of packing and transportation.

THERMOMETERS.

EVERY engineer is familiar with Regnault's experiments for determining the various properties of steam. To demonstrate the correctness of his table for temperatures of steam under pressure would require the aid of a standard thermometer with bulb and stem immersed in the steam to such a depth that no portion of the mercurial column would be exposed to the outside temperature. If, then, steam begins to form at 212 degrees, it will be found that when the thermometer indicates a temperature of 240 degrees the pressure gauge will show a small fraction more than 10 lbs., and at 30 lbs. the corresponding temperature will be 274 degrees. Such a method of taking temperatures, however, being totally impracticable, the question arises, how shall a thermometric gauge be constructed so as to meet the requirements for steam heating by having the stem of the thermometer tube exposed to the outside temperature and yet indicate accurately both the true temperature and pressure of the steam? To be of practical benefit for this purpose



No. 1, Hot Water Heating. No. 2, Steam Heating.

the bulb of the thermometer must be well protected, yet highly sensitive, be strongly framed and have its scale and tube exposed and easy to read. This is the peculiarity of the steam and hot water heating thermometer which M. & L. Samuel, Benjamin & Co. have in stock, and illustrations of which are the accompanying cuts. These thermometers are made separable at the points marked A in the cut. The lower part, or bulb chamber, forms a mercury bath in which the thermometer rests and remains attached to the heater in case for any reason it is desired to remove the thermometer. The combination temperature scale and pressure scale has obvious advantages. The frames of the thermometer are of iron, japanned, and finished in nickel. The hot water heating thermometer is 11½ inches long. The steam heating thermometer is the same size and graduated to show 20 lbs. steam pressure.

ENCOURAGE CANADIAN SEAPORTS

THE Montreal Board of Trade at a meeting held last week discussed among other matters a copy of a resolution passed at a conference of the boards of trade of New Brunswick, at which representatives from Halifax and Amherst were also present, and asked the co-operation of the Montreal Board of Trade in bringing the matter it referred to before the Dominion Government. The resolution was to the effect that the managers of the Grand Trunk, the Intercolonial and the C.P.R., as well as the various boards of trade throughout the Dominion, be requested to promote the idea of conducting Canadian imports and exports over Canadian railways and from Canadian seaports, as far as practicable, especially by utilizing the Maritime Provinces' seaports during the winter season, when the St. Lawrence is closed to navigation. It was also resolved that the Dominion Government be requested to co-operate in every possible way, more particulary when arranging future steamship subsidy contracts, which should always stipulate for the use of Canadian ports only, and thus carry out the policy of "Canada for the Canadians."

The Montreal Council expressed its approval of the resolution, in so far as it favored the conducting of the import and export trade over Canadian railways and through Canadian seaports; but it was apprehensive that it would scarcely be practicable to stipulate in future steamship subsidy contracts that Canadian ports only should be used, as during the winter months it would be almost impossible to procure full cargoes thereat.

U. S. INDUSTRIES.

The United States Census Bureau has lately promulgated a bulletin on the manufactures of the United States, which contains some very interesting information as to their condition at the late census. The document gives statistics of 67 industries, each turning out a yearly product of $30,000,000 or over, included in which are the iron and steel, cotton, wool, lumber, oil, leather, flour and grain, and other leading industries. Of these 67 industries 287,501 establishments reported, or 80.89 per cent. of the total number in the United States. These establishments represents an aggregate invested capital of $5,249,139,842, or 45 per cent. of the total capital for all kinds of industries. In them are employed 3,730,557 persons, receiving $1,811,186,882 in wages, or 79 17 per cent. of the employees and 79.34 per cent. of the wages of all industries. The cost of materials used was $4,273,402,066, or 82.84 per cent. of the total cost of materials for all industries. The value of product is shown as $7,618,836,200, or 81.31 per cent. of the total of all manufactured products in the United States in 1890.

ELECTRICITY IN WIRE MILLS.

THOMAS RICHARDSON, President of the Northeast Coast Institute of Engineers and Shipbuilders, delivered an address mainly devoted to the subject of "Electricity as a Power Transmitter." In the course of his address, according to Iron Age, he said that an example of what may be termed ideal electrical driving is that of the Bedson Wire Company, of Middlesborough, where the installation is the most perfect and most complete that has as yet been attempted in England. Every process connected with the manufacture of wire is carried out by means of electricity, the wire drawing, galvanizing, spinning and barb fencing machines, overhead and locomotive cranes, hydraulic pumps, induced draft fans, lathes, centrifugal pump are all independently driven by electric motors. Owing to the entire absence of shafting and belting, the construction of the building is very light, and the convenience of the whole plant is most noticeable. The current is generated by a 600 horse-power dynamo, driven direct by a three-crank triple condensing engine with boiler of 160 pounds pressure. A special tunnel, 350 yards in length, has been constructed for the conveyance of the conductors, and branches are taken from these to 50 motors, which vary from 5 to 50 horse-power each. The lighting of the works is most complete, the greater part being carried out on the inverted arc principle, which is so perfect that there is an entire absence of shadows. The original plans for driving these works electrically were prepared by Selby Bigge. Before definitely deciding to put down such a novel plant, several experiments were necessary, for which purpose special machines were designed by Mr. Bedson, the managing director of the Bedson Wire Company. These experiments were made at Liege by H. Pieper, and were so successful that after an exhaustive series of tests the directors of the company decided to adopt the electrical installation in its entirety.

A novel feature in connection with the boilers at the Bedson works is the application of Ellis and Eaves' system of induced draft. This is the second application of the system to land boilers, the first having been made at the Atlas Works, Sheffield, originally arranged with Lancashire boilers. These have gradually been replaced by ten single-ended boilers of the marine type, the advantage claimed being as follows: 1. Considerable economy compared with the Lancashire boilers with Galloway tubes. 2. Considerable reduction in space occupied. 3. Absence of smoke. 4. Greater elasticity of power. In ordinary work, by maintaining a vacuum of three inches at the fan, the combustion is at the rate of about 35 pounds per square foot of grate surface, and one single ended boiler can readily evaporate as much steam as three Lancashire boilers 27 x 7 feet, with ordinary chimney draft. Where the demand for steam varies in a works, the system is a great convenience, and this is especially the case for electric light installations. It is evident that with this system of draft, or with any other efficient system, the assumed consumption of 13 tons per day could be still further reduced.

STEEL IN HIGH BUILDINGS.

DURING the recent annual convention of the American Institute of Architects, a discussion was had on the use of steel in high structures. It was brought out by the reading of a paper by T. M. Clark, entitled "Protection Against Fire; the Architect's Attitude and Duty; Skeleton Construction in Its Relation to the Fire Department in Boston." The Engineering Record prints the following report:

The discussion was opened by Geo. B. Post, who said that he had very radical views on the subject of high buildings. He believed that the life of steel structures would be short, far shorter than supposed, owing to the deterioration of the beams from rust. He had taken beams out of the old Times building that had been there for 35 years that were rotten from rust. These had been over the old boilers, but were buried in 8 inches of brickwork. He did not think that paint and asphaltum were a sure protection. All plate beams were laminated, and the rust splitting off the laminations, a fresh surface was constantly exposed. He admitted that steel rusted less than wrought iron, but more than cast iron. In putting up buildings of the cage construction he always built the cage inside (the walls being anchored to it), so that it could be readily inspected.

W. L. B. Jenney believed that wrought iron was as durable as cast iron, and thought that steel was equally as lasting. In Chicago the difficulty was, not to protect against fire—that they could do—but against the firemen. He cited the case of the Athletic Club fire, where the terra cotta walls were almost at a white heat when the streams of water were applied. He had found that wire lath covered with any good wall cement stood fire and water tests admirably. For external fire protection he thought porous terra cotta very good, providing the anchors were well covered. For internal protection of warehouses where inflammable goods are stored, he suggested putting on a second lining of fire proofing.

C. H. Blackall suggested a plan for protecting externally by the use of a water curtain flowing over the walls.

Mr. Robinson thought the design of high buildings was more of a utilitarian problem than an artistic one. He objected to cast iron, as engineers had found it impossible to devise any satisfactory scheme for inspecting it.

Mr. Post then said that he was able to get satisfactory cast-iron columns and satisfactory tests. He believed in using it in part, together with steel. He did not think that the question of elevator space was a serious one now, since the electric elevators were coming into use, and a large saving of space for machinery was effected by their use, as they took not more than one-third the space taken by hydraulic elevators.

Mr. Jenney again spoke strongly in favor of steel, and spoke of defects discovered in iron castings in his experience that would not have been developed by any of the usual tests.

Prof. W. H. Burr, on being invited to express his views, stated that he believed in looking at the question from the standpoint of an engineer. Engineers had had so much trouble to get reliable cast iron work that now they used it as little as possible. He cited his experience where apparently reliable castings had given way and sometimes exploded before any load had been applied, owing to the internal strains. Cast iron was all right for pedestal blocks and where used in heavy masses. He was surprised that architects were so willing to use it. While the general impression was that cast iron resists corrosion better than wrought iron, he thought that there was really little difference. Under adverse conditions there was no doubt that wrought iron and steel often corrode very rapidly, but when properly painted and under ordinary conditions this never occurred. He had never seen laminations split off. Structural steel was not laminar.

President Burnham then gave his experience, quoting a number of cases that had come under his notice, and affirmed his belief that steel was perfectly reliable. He described the conditions existing in Chicago, and how they came to use steel footings there. The only danger, he thought, lay in the joints and at the faces of the beams.

In concluding the discussion Mr. Post said that he did not criticise steel so much as he did much of the construction now going on in New York, where the work was put up with apparent recklessness in many cases. He had seen the rain from a northeast gale driven through a brick wall four feet thick and run down on the inside of the building. Beams exposed to such moisture would certainly rust very fast. He feared more for rear walls than front walls, as the former were never as well protected.

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TRAVELERS' QUARTERLY MEETING

THE quarterly meeting of the Dominion Commercial Travelers' Association took place Saturday afternoon last in Montreal, in the rooms of the association in the Board of Trade building, the chief business being the address of the retiring president, David Watson, and the nomination of officers for the ensuing year.

In calling the meeting to order the president spoke briefly regarding the past year's work, which he considered had been eminently satisfactory. He likewise referred to the help and valuable counsel which the president had received from the vice-president, treasurer, and their able and indefatigable Board of Directors during the past ten months. "In a word," said the speaker, "I have received all the assistance from these gentlemen that I required at their hands, and, I may add, all that any one could possibly desire." (Cheers.) In support of the claim that 1894 would be considered a successful year, President Watson stated that the Dominion Commercial Travelers' Association had now 2,271 ordinary and 219 associate members, making in all 2,490, 400 being French-Canadians, or an increase of 96 to November 1st over the preceding year. Mr. Watson also evoked a cheer from "the boys" when he declared that the finances of the association were likewise in a satisfactory condition. "We will have," he said, "an increase over last year in our revenue amounting to $2,000, half of which has been brought in by the increase of membership just alluded to, and the balance is to be accounted for by a reduced expenditure in the yearly working of the association. Continuing, he announced that the last dinner accounts showed a deficit of $25, while the rent account for the past year would be less by $200 than that of 1893. The President regretted to say, however, that the death rate had been comparatively large this year, as the amount of claims so far reaches $21,059 97, being an increase over last year of $8,122.87. This, however, would be met without having to fall back upon the reserve fund, and there will be from five to six thousand dollars to the rest account. In order to show the members what they might expect during future years, Mr. Watson gave the amount of death claims for the past ten years. From 1884 to 1888, inclusive, the claims show a yearly average of a little over $6,000, as follows: 1884, $3,200; 1885, $3,700; 1886, $10,000; 1887, $6,400; 1888, $6,800; total, $30,100.

The figures for the five years following indicate that the average claims reached $10,185 per year: 1889, $7,600; 1890, $10,800; 1891, $6,175; 1892, $14,400; 1893, $11,900 Total, $50,925, which, as the president remarked, is nearly double the previous five years. He considered it his duty to make this as plain as possible, and it appeared to him that no uneasiness should be felt on the part of any member because of the steady accumulation of the reserve fund. They need not, in fact, cease their efforts to add to this fund until it had reached a quarter of a million dollars.

The chairman proceeded to discuss the question of members certificates. He referred to an instance where an application had been made by a gentleman who was drowned before such application had been acted upon by the proper body. "I took the ground," said the president, "that we could not elect a dead man a member of the association, and my contention was sustained by the legal gentlemen whom we had consulted." He then referred to the Prince Edward Island tax. Legal advice had also been taken in this matter, with the result that it appeared impossible to have the law upset. It was not a commercial, but rather a tax on travelers as individuals, and if one firm sent five men to the island, they would have to pay $25. The Ottawa Government had informed the association, through Hon. J. J. Curran, that the British North America Act permitted the Island Legislature to enact such a law, so at the present time steps are being taken by the association's solicitor in Charlottetown to see what can be done down there. The president likewise briefly treated of what is known as the excess baggage question, which, he declared, was a grievance that should certainly be adjusted. According to the present rules of the railway companies the rates charged were heavier than if the traveler sent his baggage by express, and the president suggested that they charge a rate equal to the double of first-class freight. President Watson, in concluding, called attention to the benevolent fund, which had not been treated as liberally as in former years, and he hoped that at least $500 would be placed at the disposal of that particular committee. Every cent spent had been subject to personal supervision, and the speaker dwelt upon several sad and deserving cases which they had attended to, all of which met with the hearty and sympathetic appreciation of the meeting.

Col. Fred. Massey was nominated for the presidency by Messrs. George Sumner, Geo. Cains, Fred. Hughes, J. A. Cantlie, J. T. Dwyer, J. N. Lassonde and others, while Mr. Joseph H. Morin is supported by J. Harries, J. D. Rolland, Gustave Piche, C. H. Cochrane, Geo. Beaudoin and others.

When the nominations for the vice-president had been handed in it was announced that the contest for that office would be between Messrs. Alfred Elliot, Jno. Taylor, Jno. Bryers and Max Murdock.

There will be no contest for the position of treasurer. Fred. Birks, who was absent in Toronto, was elected by acclamation.

A call for nominations to form a Board of Directors was then made, it being announced that Messrs. James Armstrong, Max. Murdock, F. X. de Grandpre, M. E. Davis, and L. W. Ewing were the retiring members, consequently the following gentlemen were nominated:—Messrs. Joseph Youngheart, C. Prevost, Newton Nicker, of Thos. May & Co.; C. H. Cochrane, of Messrs. S. H. & A. H. Ewing; J. T. McBride, of McBride, Harris & Co.; John Stewart, of St. John's, P.Q.; A. D. Gall, of the Royal Oil Co.; W. C. Wonham, John Fales, of Sherbrooke; James Armstrong and W. D. McLaren, jr., which makes eleven in all. The entire number, of course, cannot get there, but all have warm friends, and a good lively contest is in order.

After very little discussion it was decided to hold the annual meeting on December 15th at the Fraser Institute hall. Mr. Beauchamp fought hard for the Monument National, saying that he and his friends had been going west for a number of years, but now the English members should return the compliment. His amendment, however, failed to carry. The poll is to close at five o'clock p.m. on the day previous to the annual meeting, and F. X. de Grandpre, W. P. Beauchamp, O. E. Brewster, J. T. Dwyer, J. S. Bullick, Fred. Birks, T. H. Clark and W. A. Craven were chosen as scrutineers.

A notice of motion was then given to amend article 1, clause 6, of the by-laws, which reads as follows:

"On and after February 1st any member having failed to renew his subscription shall cease to be a member of the association and shall be required to make application as a new member, but if re-elected within the current year he shall not be deprived of any privileges, acquired rights or benefits."

The president stated that the above had proved to be impracticable, and the following amendment would be offered;

"On and after the 1st of February any person having failed to renew his subscription shall cease to be a member of the association, but may be reinstated within the current year on production of certificates of good health, accompanied with a renewal application, without being deprived of any previously acquired rights or benefits."

Gustave Piche likewise gave notice of an amendment to article 6 for re-election of officers:

"Four of the ten directors shall be elected at each annual general meeting, and the then retiring president shall by right remain a director on the board for one year."

Frank Gormley gave notice of a motion that will bring into existence a fund for members who may be totally incapacitated for work, the mover adding that he had advocated some such a scheme for years past, yet nothing had as yet been done in the matter.

The president said that he was in sympathy with such a movement, and the time was certainly near at hand when the association would have to face the question.

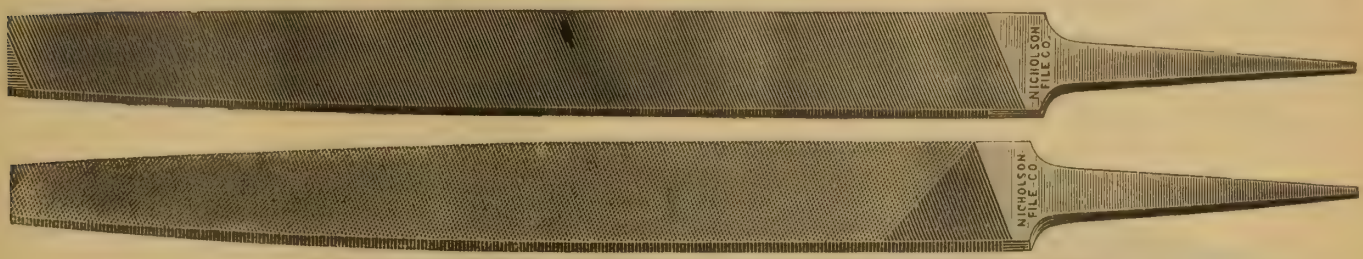
A discussion then took place on "the annual reunion," as it was termed by the president, "where shall it be held, and what kind of a function will it be."

Fred. Birks had written from Toronto deprecating the idea of a banquet, but W. H. Callahan and others espoused the dinner canse, and a dinner it was decided to be by a big majority, the place and date being left to the decision of the following committee: Messrs. Joe. Morin, J. T. Dwyer, Jno. Taylor, U. P. Beauchamp, Lieut.-Col. Massey, Geo. Cains, Frank Gormley, W. Galbraith, J. H. Clark, W. H. Callahan, F. X. Grandpre, Alfred Elliot and Lawrence Wilson, with power to add to their numbers.

Before the meeting adjourned President Watson read a paper showing the state of the association's investments, which now amounted to $131,650. Of this sum $25,000 had been invested this year and $16,000 had been realized from mortgages which had been paid in. The details are as follows:

First mortgage bonds, real estate, 5½ per cent	$ 21,500
First mortgage bonds, real estate, 5 per cent	89,000
Montreal Harbor bonds, 6 per cent.	7,970
" " " 5 " ..	8,180
Second mortgage bonds, Board of Trade, 5 per cent	5,000
Total	$131,650

NICHOLSON FILES



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H. S. Howland, Sons & Co.

AGENTS FOR CANADA

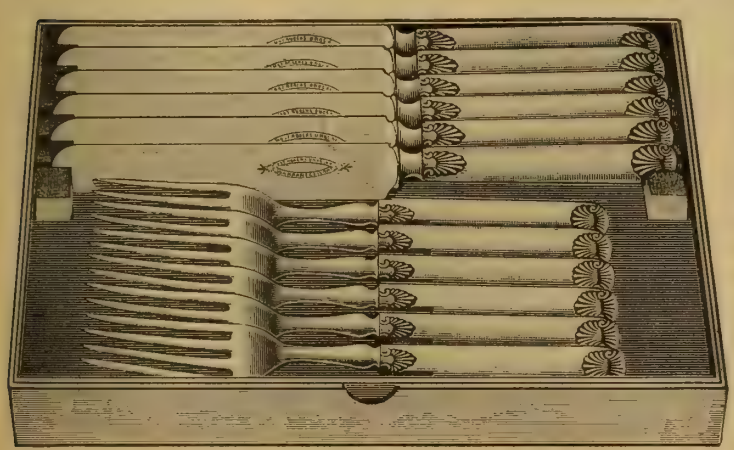
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Toronto

WHOLESALE HARDWARE MERCHANTS.

SETS OF KNIVES AND FORKS.

H. S. HOWLAND, SONS & CO. wish to draw the trade's attention to the sets of knives and forks of which an illustration is here given. These are done up in a box containing six knives and six forks, all extra heavily plated upon fine cast steel handles, and blades being made in one piece, and warranted 12 dwt.



THE GALVANIZED IRON TRADE.

THE cheapness of galvanized iron is wonderfully widening its consumption, says Metal Worker. As it can now be had at as low a price per pound as black sheets of the same thickness were sold only a year or two since, it is being used for almost everything exposed to the danger of rust. Several factors have contributed to the reduction in price, but the most prominent has been the increase in the capacity of the sheet mills of the country, and in the number of galvanizing plants. During the past two or three months the anomaly has been witnessed of these works being crowded to their utmost limit of production with only a slight hardening of prices, so slight as to be scarcely worth considering. In ordinary times such a condition of activity would have caused a very stiff advance, and the consumer who had not supplied all his wants for the time would have paid roundly for permitting himself to run short. Perhaps manufacturers were restrained from pushing up prices by the fear that the heavy consumption was only short-lived, and that, therefore, an advance could not be sustained. But the fact that the demand continued for a considerable period, with general business dragging, is a warning to consumers to buy early another year and cover their requirements as far in advance as they can. If not, they will stand in danger of a considerable squeeze should they be forced to buy during the height of the busy season.

PORCELAIN FACTORY FOR OTTAWA

Negotiations have been quietly in progress for the establishment of a large factory in Ottawa for the production of porcelain ware, carbons and other electrical supplies. The plans of the company comprise the erection of a building, two stories, having two kilns for burning the carbons and several workshops suitable for the employment of from 50 to 100 skilled artisans at the start. The building will cost about $30,000 without the machinery. A gentleman well-known in electrical circles has been engaged as manager of the concern. The capital will be in the neighborhood of $100,000.

Window Glass

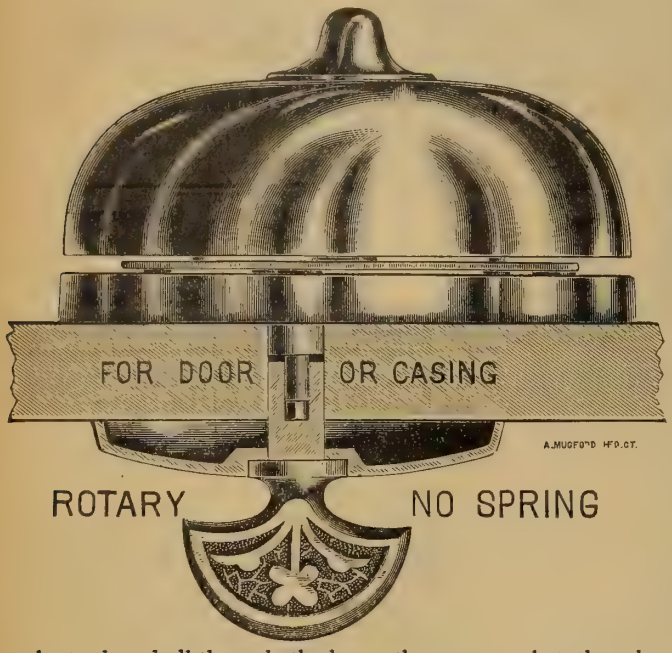
Send for our special low prices.

61, 63 and 65 Adelaide Street West,

Sanderson Pearcy & Co. Toronto

DOOR BELLS.

THE New Departure door bells have been on the market for some time, but H. S. Howland, Sons & Co. think illustrations of same will not be out of the way. By simply turning the knob of the rotary bell about one-fourth in either direction produces ten clear, full tones, which, though not startling nor annoying, can be



better heard all through the house than any bell ever made to imitate electrical results. The other bell here illustrated is operated with a push button for door or casing, the trimmings for which are included with the bells. By simply giving the bell one wind will answer for one hundred and fifty rings.

A PROGRESSIVE TRADE.

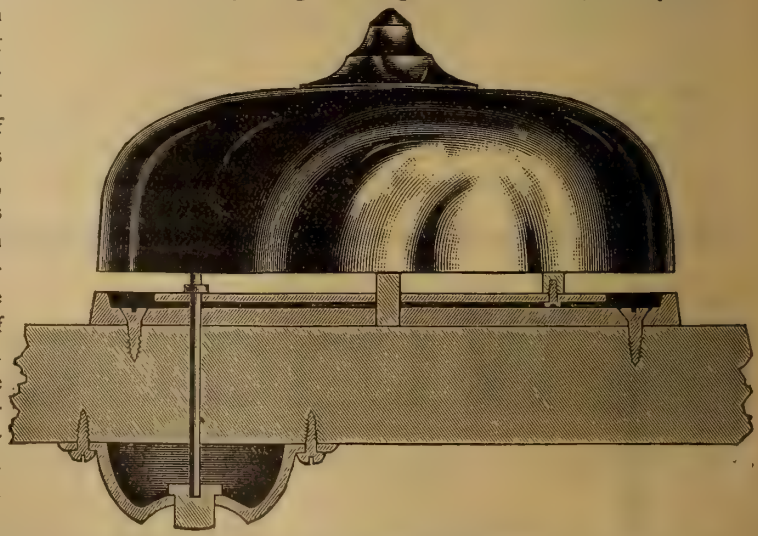
EVERY plumber who glances at the pages of his favorite trade paper, or who gives even casual attention to the numerous trade circulars and catalogues that are being set forth by manufacturers and dealers almost daily, must be impressed with the number of new articles in the plumbing line which are being brought out. New patterns of standard goods, improvements in fixtures which have already attained wide popularity, and novelties having features of special usefulness and economy to recommend them, are all included. The plumbing trade is a progressive trade. What was only a short time since exclusively a lead-working trade, with about everything that was used, beaten up and fashioned out of lead by hand labor, has come by gradual strides to be a trade of manufactured specialties, utilizing the most advanced machinery and employing a very wide range of materials. Great advancement has been made, but ultimate perfection is far from being reached. The present activity of inventors and manufacturers is only the evidence of still more to follow. With a trade so rapidly advancing the men who are engaged in it are put upon their mettle to keep abreast of it. To stop, to be idle, to cease to learn is to fall behind. The only course possible to pursue is to continually study and to ever be alert. Each number of your trade paper should be carefully scanned, not only in the editorial pages, but also in the advertising pages. Each new idea that is advanced should be thoughtfully considered. Every new fixture, every new design, every new appliance, every new combination should be investigated. Circulars and catalogues should be sent for, and when received they should be carefully scrutinized page by page. The master plumber of the period who aspires to lead his trade must be in constant correspondence with a large number of manufacturers and supply houses, not simply in the way of sending in orders and paying bills, but more especially in getting information and keeping posted. Whenever salesmen call upon you their models and photographs should be carefully examined. You should never be too busy to learn what they have to tell about new goods. Hearing what they have to say does not necessarily cause you to endorse all other claims, but you cannot be in a position to judge intelligently until you have investigated. "Prove all things. Hold fast that which is good."

PIG IRON IN THE STATES.

Weakness is evident in all grades of pig iron, but on the question whether it is only a passing condition there are varying opinions. In the valleys and in Pittsburg the heavy output of the past two months keeps up steadily, and some furnaces selling in the open market have accumulated a little iron. Contracts of others have a month or so to run. In the past week an offer of $10 at Valley Furnace for Bessemer iron was declined by the furnace, and the feeling of Bessemer producers generally is averse to tying up to such a basis. The capacity of producers in the low-cost area has been employed steadily now for more than two months without any sensible accumulation, and it is felt that the added demand after January 1 from new converting capacity will have a strengthening effect on prices. At present very little Bessemer iron is offered. Sales of foundry have brought out lower prices, and while some sellers still stick to $10 to $11 at furnace, there are transactions in which $10.50 at furnace has been touched at No. 1. Southern irons are weaker in this market, and while $7 at furnace has been represented as minimum on No. 2 soft, this iron has been offered in Cleveland the past week at $9.75, delivered. It can be seen that either the $3.45 freight is being cut deeply, or the price of the iron is shaded considerably—probably there are concessions on both. Grey forge is weak, and while there is little selling in the Valley, Pitsburg sales have been made on a basis carrying the Valley furnace price below $9.—Iron Trade Review.

ONE HUNDRED POUND RAILS.

Officials of the Pennsylvania Railroad Co. have decided to increase its standard of weight of steel rails on its main line from 85 pounds to 100 pounds. On the recent tour of inspection this matter was given considerable attention, and the change was only deemed advisable after the matter had been thoroughly discussed. The change is to go into effect next year, and all new rails between Jersey City and Pittsburg will be of the new standard. The increase in weight is principally due to the heavier locomotives which the company had gradually been acquiring, besides the increase in speed. The 100-pound standard, remarks an exchange, is a big jump from the weight rail used years ago. Then 56 pounds was considered heavy enough, but soon the weight was increased to 67, then to 75, and then to 85 pounds. The last weight has been the standard for several years, and to all appearance has met the requirements. A few years ago 100-pound rails were placed in various sections of the road for experimental purposes, and as they fulfilled all that was expected of them, it was decided to use this weight as the standard until further change. Besides increasing the weight there will be, in all probability, a change in the length of the rail. At present a 30-foot one is generally used, although in some places they are twice that length. The length of the majority of the new rails will be 60 feet. This is a saving of joints, thus giving a smoother surface.



California Spice Trays

Decorated by the Lithographic process for which we were

We make a large line of goods decorated in this manner.



Awarded Silver Medal

At the Toronto Exhibition, Sept., 1894.

Mail orders receive prompt attention

THOS. DAVIDSON & CO.

MONTREAL

THE NICKEL INDUSTRY.

THE production of nickel promises to become one of the leading industries of Northwestern Ontario. The metal is such a comparatively recent addition to the commercial class that the importance of Ontario's position in regard to it is not generally appreciated. Our own province and New Caledonia, an island in Australasia used as a penal settlement by the French, contain the chief deposits of the world. Smaller deposits are found in Quebec, British Columbia and New Brunswick ; also in South America, several states of the Union, and many parts of the old world. But the mines of Ontario and New Caledonia supply practically the bulk of the nickel used in commerce. The discovery of new methods in electro-plating gave the first impetus to the production of nickel as a commercial enterprise. But recent experiments regarding its effect in toughening steel for armor plates, and other uses where sudden strains must be resisted, have resulted in establishing it among the important metals of commerce. New methods of extracting the metal from the ore, as well as the opening up of the New Caledonia and Ontario deposits, have had a marked effect in lowering the price. In 1876 it sold at $2.60 a pound, and its gradual fall to about 60 cents at the present time affords an instructive economic lesson. As there are several trade secrets in regard to the reduction of the ore and the "matte," an intermediate form, in which it is in combination with other metals, it is probable that the price will continue to fall for some time to come. The suggestive estimate of the Ontario Bureau of Mines, that in ten years it may fall to 25, 20, or even 15 cents a pound, does not seem at all unreasonable. The world's yearly production of nickel is now estimated at from 4,000 to 6,000 tons, the varying estimates arising from the secrecy which is maintained regarding commercial as well as scientific matters Canada produces about one third of the total, and the remainder comes chiefly from the mines of New Caledonia. The Canadian product is shipped for final treatment in the form of matte, the United States being the chief purchaser.

A writer in the Engineering Magazine for the current month says that the Canadian mines could easily supply the world's present nickel requirements, but, in estimating the respective qualities of the two great nickel deposits, says that the New Caledonia ores are of higher grade and more easily reduced. The Canadian ores consist chiefly of iron sulphides, with which two or three per cent. of nickel is associated. The nickel is also accompanied with copper, which gives considerable trouble in separating. The New Caledonia ores, the writer says, have the advantage of greater freedom from deleterious matter. There are over 120 square miles of nickeliferous territory in the island being exploited at the present time. The ore is chiefly quarried out of the mountain sides, the workings being from 900 to 1,800 feet above the sea level. The United States census report on mineral industries takes a far more favorable view of Ontario's productive power in comparison with her southern rival. In spite of the richness of the New Caledonia ores, the report asserts that the mines are less influential than those of Ontario, labor being very poor in the southern island, and the climate unfavorable to imported workmen. It says further, that according to the known capacity of the mines, nickel can be produced cheaper in Canada than in any other part of the world. When it is remembered that twenty years ago pure nickel was not known in the arts, this development, both industrial and commercial, is a hopeful promise of Ontario's mining prospects. Economically it impresses a lesson against meddlesome interference with natural developments. The price adjusted itself to the commercial necessities of the market and the lessening cost of production. The duty of 15 cents a pound imposed by the United States for the benefit of mine-owners in several parts of the Republic was absolutely ineffectual, so far as accomplishing the ends desired. The products of the Sudbury mines for 1892 were more than 1,000,000 pounds greater than the entire product of the United States for that and the previous fifteen years. Of course it is possible that nickel may be in turn superseded by other metals. But at present it is evident that the mines will be profitably workable for many years, and will greatly add to the wealth of this fortunate province. —Globe, Toronto.

STEEL RAIL DEMAND FOR 1895.

"The most formidable difficulty in the way of the steel rail trade next year," says a writer in the Railway Age, "is likely to be the scarcity of new construction. It is possible that financial conditions may improve so rapidly as to make next year a season of large railway building; but it is not likely. More probably the new track laid in 1895 will not amount to more than from 2,000 to 2,500 miles, using, say, 250,000 tons of steel. On the other hand, renewals have been so small, in comparison to what they ought to have been, during the last two summers that there should be an unusual amount of this work next year. But, with the present business outlook, it does not seem as if railways would be much more lavish in their expenditures for repairs next year than they were in 1894. The steel needed for this purpose may be anywhere from 1,000,000 to 1,250,000 tons ; that is, unless the old rail business should chance to be revolutionized by the invention of my friend, E W. McKenna, formerly of C. M. & St. P., and now general superintendent of the Great Northern. As I understand Mr. McKenna's scheme, instead of, as now, cutting off the ends of a worn-out rail so as to make it more or less fit for use in second track, he proposes to work the old rail over and turn out a brand new rail, with a loss in weight of a few pounds to the yard, of standard length. If a railway company can be enabled to exchange a given number of miles of worn-out 75-pound rails for an equal length of 73-pound rails, all brand new and perhaps somewhat better for the working over, at a cost of some $4 or $5 a ton, as I understand to be expected, it is evident that there are possibilities in it. But, as with every other new invention, however well it promises we had better wait and see how it performs."

TRADE CHAT.

A FIND of gold is reported to have been made at Horne's settlement, near Enfield, and 40 areas were taken up yesterday.—Chronicle, Halifax.

The Crystal Gold Mining Co., of Rathbun, has been incorporated.

A factory is to be established in Ottawa for the manufacture of electrical supplies.

The Massey-Harris shops at Brantford, opened Tuesday, after being closed for some weeks.

Wm. Wilson, of Point Fortune, has shipped upwards of fifteen car loads of lumber to New York lately.

The Kingston and Pembroke Railway is in the hands of a receiver, Mr. Joseph Bawden, of Kingston.

Cossett Bros. Co., Ltd., manufacturers of agricultural implements, Brockville, is applying for incorporation.

Hugh Ryan & Co.'s power-house and machine shop were burned at Sault Ste. Marie, entailing a loss of $25,000.

The electric street railway and lighting system of Vancouver, B. C., has been sold to an English company for $350,000.

The Royal Electric Light Co., of Montreal, has just completed an important deal with the Stanley Electrical Co., of Pittsfield, Mass.

The Ottawa Electric Railway Company have decided to make a further issue of stock to the present shareholders, amounting to 30 per cent. of the present holdings.

The Dundas Co. Telephone Association are planting their poles in Winchester, and will soon have their line in operation. Their central office will be conducted by A. W. Beach

Nelson Willard, hardware dealer, of Prescott (town) annually gives two prizes of $5 each for the largest pike and bass caught in the vicinity of the town. This year a 11½-pound pike and a 2-pound-14 oz. bass took the prizes.

Several wholesale houses are interested in the estate of Wm. Barnard & Co., large general merchants, of Sutton, who assigned this week to Mr. E. R. C. Clarkson. A rough estimate of the liabilities places the amount at $14,000 with assets nominally the same.

Joseph Tait and John Flett, of Toronto; L. C. Raymond, Welland, and others, are seeking incorporation as the Niagara River Tramway Company, to build and operate a cable tramway over the Niagara river. The headquarters of the company is to be at Niagara Falls, and the capital stock is placed at $40,000.

The real estate stock and plant of the Acme Silver Plate Company, amounting to $69,000, was offered for sale at Suckling's auction rooms a few days ago. The reserve bid of $17,000 was not reached, but by the decision of Mr. Cartwright, on the matter being referred to him at Osgoode Hall, the Manhattan Silver Plating Company secured the assets on a bid of $16,000.

Sir A. P. Caron, Postmaster-General, has gone to New York, where he will meet Post master Patteson, of Toronto, and Messrs McKenzie and Everett, of the Toronto Street Railway, with the object of making a thorough investigation of the electric postal car city service, which is now being operated in Brooklyn, N.Y.

Lamps are continually being improved upon. The latest invention, according to House Furnishing Review, is a wick adjuster which, in combination with a wick-tube for lamp burners, and by means of levers, pivotally supported and carrying plates, so that they will move in unison, render the wick capable of being raised or lowered by a slight pressure. The device is simple and effective.

The creditors of the Canada Shipping Company met on Saturday and appointed liquidators and an Advisory Committee to wind up the affairs of the company. Messrs. Henry E. Hyde and George Murray were chosen as liquidators, and the Advisory Committee is composed of Messrs Hugh McLennan, A. M. Crombie, Robt. Mackay, James Crathern and Jonathan Hodgson.

Tommy Atkins is at length to be provided with nickel teaspoons in place of the tinned-iron ones hitherto in use. This change, says "Vulcan" in Ironmonger, I hear, has been brought about by the representations of a Birmingham firm, who pointed out that nickel spoons would cost little, if any, more than the iron ones. The War Office have given out a contract for 50,000, and it is probably that next year as many more will be ordered.

J. J. Morehouse arrived in the city this morning from New York, and stated that he still expects the smelting works to be in operation by January 1. Before leaving New York he said he telephoned to the Philadelphia Engineering Company to hurry up the machinery, and received the reply that it was being manufactured with all haste, and would be shipped right along. Two carloads are on the way now.—Herald, Hamilton.

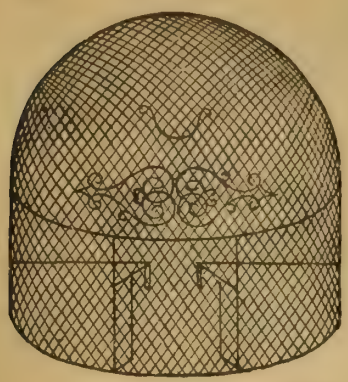
At the last meeting of the Foundrymen's Association, held at Philadelphia on September 5, the secretary called attention to some cast steel billiard balls lying on the table. The balls, he said, were made by Mr. Peter Ostberg, Stockholm, Sweden, and had been sent to the Union League Club, Philadelphia, by Mr. P. G. Salom, who was at one time connected with the Standard Steel Casting Company, of Chester, Pennsylvania. The balls were of the same weight as ordinary ivory balls of the same size, and cost about $2 each, or about one quarter the cost of ivory balls. The castings were made with a core, the holes being afterwards plugged and the castings finished in a lathe. The thickness of the casting in its finished state was said to be 1-16th inch.

Mr. Fraser, of Toronto, who was commissioned by the Covernment to bore for oil in the Athabasca district, is in town His men have bored through the shale 1,000 feet. The indications, he says, are that there is an abundance of oil in the region, although he had not struck the stream at the point he was boring. He expected to do so almost at any time, but ran out of pipe and had to come east to get an additional supply. At some places in the locality the oil is oozing out on the surface and getting mixed with the sand. It is used for tar pitch by those who build boats for plying on lake Athabasca.

Before the new year the American Structural Steel Co., of Pittsburg, will begin the building of a Bessemer steel plant costing $900,000 and employing 1,000 men on the Niagara River Heights near Buffalo. This company was incorporated early in 1894 by a number of capitalists, manufacturers and builders, among them being H. Sellers McKee, the millionaire glass manufacturer; Murray A. Verner, James W. Scully, banker; Mark M. Watson and E. N. Butz, the builder of the great Masonic Temple in Chicago. The company's object is the manufacture of steel in all its processes and forms, but particularly the manufacture of roll structural steel shapes for modern buildings, bridges and other structures. The company has patented a process for making structural steel which reduces the cost of manufacture more than one-half. Square built-up columns are now worth $56 a ton. By the new process they can be sold for $26. The company will use electric power.

THE HISTORY OF STEAM POWER.

The history of the use of steam power for land cultivation was the topic discussed at some length at the recent quarterly meeting of one of the oldest of our agricultural societies, the Boroughbridge, founded 1825, says an English exchange. It seems that a book exists, published in the early part of the 17th century, in which the author, a Frenchman, describes his own experiments in steam power cultivation at as early a date as 1615, but it was not till 1849 that we had the steam plough. Mr. John Fowler, of Leeds, patented a steam plough in 1854. The double engine system, that is an engine at each side of the field, was brought into vogue in 1870. Mr. John Hawking summarized the advantages of steam cultivation as embracing better work, less cost per acre, better exposure of soil, and the necessity of doing the work when the land is dry. The general concensus of opinion was that for large holdings steam power was the more economical and satisfactory.



Spark Guards

Brass and blued, open or closed top. Standard sizes in stock ; special sizes made to order.

Barrel Cinder Sifters

Full line in stock.

MANUFACTURED BY

The B. Greening Wire Co., Ltd.,

HAMILTON, CANADA.

WRITE FOR CATALOGUE.

LAMP ACCIDENTS.

WE have previously remarked upon the causes of accidents with lamps, and now that the season is again with us when these are in general use, we cannot do better than direct the attention of the trade to a few points which they may find useful in discussion with customers upon the subject, says Ironmonger. The correctness of the theory that lamp "explosions" are the frequent causes of the numerous accidents which occur we have never admitted. Lamps can, and do sometimes, explode, but there are good grounds for thinking that the occurrence is, at least, extremely rare. Scientific experiment and practical experience both point to that conclusion. The question has been carefully investigated by Professor Lambert, of the Royal Naval College, who carried out a number of experiments on ordinary cheap parrafin lamps, with a view to making them explode, but without success. He subjected them to every kind of misusage, but never got an explosion. The only foundation for the theory seems to be the fact that when the oil runs low in the reservoir a certain amount of gas forms above it, which occasionally goes off with a puff, sometimes strong enough to break the glass. The presence of this gas in the reservoir suggests doubts about the wisdom of some commonly accepted theories on the best way to put a lamp out. Blowing across the top of the chimney or through the holes just above the wick is supposed to be much safer than blowing straight down the chimney, but the former method tends to draw the gas out of the reservoir and to ignite it, causing that little puff or pop mentioned above, whereas blowing straight down the chimney never does so. The important thing to drive into people's heads is the fact that, be a lamp ever so cheap and common, there is little danger about it, even after it has been knocked over and broken, provided that it is promptly and properly handled. How do the accidents occur? In ninety-nine cases out of a hundred a lamp is upset on to the table or floor by some accidental movement, and broken ; it lies on its side, with the wick still burning, and the oil runs out. There is no explosion, and the oil does not immediately catch fire. If the lamp is picked up and blown out nothing happens ; but this is just what the people present do not do. They either run out of the room, shouting for help, or they stand aloof until the spilt oil has time to catch fire, and the place is in flames. Even in those comparatively rare cases when the reservoir is smashed, the danger can be effectively checked by throwing a rug or heavy cloth mat upon the flames, or a coat or skirt, provided it is not too flimsy, will serve the purpose equally well, and will not be injured. It is astonishing what a formidable flare can be instantaneously extinguished by this simple expedient. The mischievous influence of the explosion theory in turning trivial accidents into serious ones by frightening the people concerned is obvious enough, but it is not easy to convince the public of its error. Trouble should be taken, however, especially by those who sell the lamps, to show how easily preventible accidents are, and the ironmonger might print a few instructions on the lines indicated above to send out with every lamp sold.

GERMAN GLASS INDUSTRY.

The glass business in Germany has not escaped the effect of the general depression in all branches of business, and has been effected seriously by the state of trade in the United States. Renewed activity in the past few months encourages the German manufacturers to expect a decided improvement now, especially in their export trade with this country. In spite of the general depression, the exports for the first six months of this year showed a slight increase over last year. They amounted to :

Ordinary green hollow ware	$1,400,000
Hollow ware (flint)	555,500
Unpolished window glass	32,500
Rough plate	23,000
Polished plate	340,000
Mirrors	645,000
Pressed and cut glass	240,000
Miscellaneous	1,990,000
Total	$5,226,000

This is a very slight increase—a fraction of 1 per cent. over the same period of last year. Of this 30 per cent. was sent to England, 11 per cent. to France, and 8 per cent. to the United States. Diamant, in commenting on the above figures, says : "The figures for the United States were formerly higher. It is to be hoped that the new tariff bill will prove more favorable to the export trade in glass."

PROVERBS FOR ADVERTISERS.

A good advertisement is like the merchant's ships—it bringeth abundance from afar.

He that payeth for advertisements with goods is a fool, for he raiseth up competition in his own market.

Every wise man advertiseth, but a fool speculateth on the Stock Exchange.

He that trusteth in a large circulation shall be wealthy, but he that believeth in cheap rates shall be busted.

The smallest circulation hath oft the loudest tongue.

A big advertiser leaveth an inheritance to his children's children's children.

A small advertisement is better than a bad traveler.

There is no worse robber than a journal that does not circulate.

They who will not be counseled cannot be helped.—Decorator's Gazette, London.

ITS NEW HOME.

The Safety Barb Wire Co., Ltd., have removed its business offices from No. 42 Scott street to No. 50 Colborne street. An increasing business necessitated the change. The new premises are much more extensive and utilitarian than the old place in Scott street. The offices are well lighted and ventilated, and arranged with much taste. There are two offices—one for the manager and another for the clerks, etc. In the rear of the offices is a spacious and airy storeroom, where the firm will keep a supply of its manufactures for the convenience of the local trade. The circumscribed character of the Scott street premises prevented the firm keeping stock on the premises before, it being necessary to use a warehouse near by.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, November 16, 1894.

HARDWARE.

THE week has witnessed considerable more activity in many lines of hardware to the one preceding it. In fact, there has been a really large increase in the volume of trade, and this is generally attributed to the spell of cold weather and the advance of freights on Thursday, which induced quite a lot of orders during the earlier portion of the week. The most active lines have continued to be sporting goods and winter supplies, but during the first three days of the week very large quantities of hinges, winter tools, such as snow shovels, axes, etc., horseshoes and wire nails were moved. In fact the week's turnover has been very satisfactory, the only drawback being that most of the trade set it down to a spurt to take advantage of summer freights, and express the fear that next week will be as dull as ever.

WIRE—Quite a fair quantity of smooth wire, principally annealed, has been moved since our last. Values continue much the same.

ROPE—The demand for cordage has been fair on the whole and prices are steady. We quote: Sisal at 7 to 7½c. for 7-16 in. and upwards, and 14 to 15c. deep sea line. Pure Manilla, 9½c. for 7-16 in. and upwards, 10c. for smaller sizes.

CUT NAILS—There has been a rather better trade doing in cut nails, but the great drawback, unsettled values, remains as potent as ever. The regular jobbing price can be placed at $1.60 here, but larger quantities can certainly be had for less, and we quote $1.50 to $1.65.

WIRE NAILS—Demand for these has been freer during the week, though there is no appreciable difference. Discounts are 75, 10 and 5, as before.

HORSE NAILS—Quite a few orders for these have also been coming in for prompt shipment since our last and the result has been a better business. Discounts are 60 per cent and 60 and 2½ per cent. for standard brands.

TACKS—There has been no great change in these during the week, but rather more activity has been experienced.

CHAIN—Cow ties and trace chains have continued to be quite active lines, a good volume of business being put through in them.

HORSESHOES — These have shown increased activity, if anything, during the week for all standard lines. Prices remain unchanged at $3.50 for iron shoes, and we quote steel shoes: XI., Nos. 0, 1 and 2, $5.75 per 100 lbs.; Nos. 3 and 4, $5; assorted sizes, $5.50; steel toe weight shoes, Nos. 1 to 4, $6 per 100 lbs.

WARE—There has only been a fair movement to report in this line.

PLUMBING SUPPLIES—Nothing of moment is noted in this line, business remaining quiet.

LEAD PIPE—There is no change for the better to note in this line.

HINGES—These have been one of the most active lines of the week, more especially T. and strop hinges, of which very large quantities were moved between Monday and Thursday.

BUILDERS' SUPPLIES — These continue without feature.

TOOLS—A fair degree of activity has been to note in axes, shovels, snow shovels, etc.

CLOTHES WRINGERS—Only an occasional order for these is received.

LAMP GOODS—There has been a good average movement in lamp goods, especially in lanterns and standard sizes of lamp burners.

SPORTING GOODS—Have continued quite as active as noted heretofore.

CUTLERY—The demand for table cutlery has shown improvement in the shape of orders for prompt delivery.

WINTER GOODS—Sleigh bells and skates continue very active, the week volume of business in both these lines being increased for the week.

TAR, ETC.—There has been no important change since our last. We now quote: Resins, $3 to $5.50 as to brand; coal tar, $3.25 to $3.75; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5¼ to 7½c., and cotton do., 10 to 12c.

TURPENTINE—There is no change in this line. A fair movement has been experienced for prompt shipment this week at 44 to 45c.

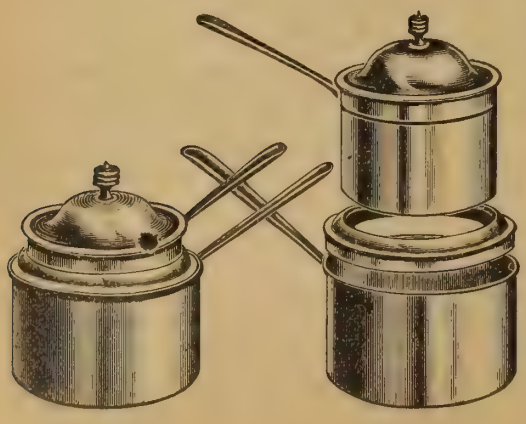
CEMENT—The demand for cement has been rather quiet, but prices are 5c. firmer, $2 to $2.10 for English, and $1.85 to $1.95 for Belgian.

FIREBRICKS—The demand for firebricks has shown little change and prices continue as before, $15 to $22 per 1,000 as to brand.

METALS.

The fact that freights advanced this week on the 15th led to a certain amount of activity in the matter of pushing forward supplies of heavy material. Everything goes to create the impression that it is momentary in its character, while its aggregate volumes not anything like what it usually is at this season. There are no strikingly new features, and with the exception of the unsettled feeling on bar iron, prices are fairly steady.

PIG IRON—No great activity is to note in this line. No large lots have been moved, and prices are the same. Quotations now



Seamless Steel Ware

OUR OWN MAKE

Milk and Rice Boilers . . .

In 2 and 4 quart sizes. Covered Pails, and sauce pans in 1, 2, 3, 4 and 6 quart sizes. The deepest straight drawing made in Canada. Heavily retinned.

TRY SAMPLE ORDER

The McClary Mfg. Co.

London Toronto Montreal Winnipeg Vancouver

MONTREAL MARKETS—Continued

are ex store : Summerlee and equal brands, $21 ; Carnbroe and Eglinton, $19 to $19.50.; Ferrona, $17 25 to $18 ; Siemen's, No. 1, $17.25 to $18.

BAR IRON—The unsettled feeling still prevails in bar iron, and small lots have changed hands at $1.60, while it is impossible to give a reliable quotation for large quantities, for such appears to be governed by the mere fancy of the seller.

TIN PLATES—Business in tin plates continues moderate, and there is no change in prices. We quote cakes, $2.75 to $3.10, and charcoal, $3.35 to $4.

TERNE PLATES—Little or nothing is doing in these, and prices remain $5.75 to $6.25, as to quality.

CANADA PLATES—In these no great life is to note, but a few lots have changed hands at $2.05, and we quote $2.05 to $2 15.

SHEET IRON—Only a small trade is doing in this at former rates, viz., $2.20 to $2.30 for No. 28 guage.

IRON PIPE—Little doing and discounts unchanged at 70 and 5 for block and 50 and 5 for galvanized.

INGOT TIN—This article is dull and materially easier in tone, as sales have taken place at 17c., and we quote 17 to 18c. as a range.

COPPER—Copper rules inactive, but it is rather firmer in its tendency than last week at 9¾ to 10¼c.

LEAD—This line rules dull and easier than last week at $2.75 to $2.85.

SPELTER—There has been no great change in this, but the best price now obtainable for jobbing lots is $4.75, and we quote $4.50 to $4 75 as the range.

ANTIMONY—Dull and unchanged at 10 to 12c.

HOOPS AND BANDS—No change to note, with only a quiet trade doing on the basis of last week's quotations, $2 20 to $2.30.

GALVANIZED IRON—There is no change in this branch, which also fails to reflect any great activity. We quote as follows : 4¼ to 4½c. for No. 28 Queen's Head; Morewood, 5¾ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

GLASS.

There is little change in the glass market. Rather more life has been shown this week in pushing forward supplies, but it is not felt that the change is a lasting one. We quote $1.25 for first break, and putty in bulk, $1.85.

PAINTS AND OILS.

A fairly active business is reported in paints, oils, leads, etc., due to the advance in freights this week. The feeling on the whole is firm, but there is no change in values, and we quote as follows : Choice brands white lead, Government standard, $4 75 ; No. 1, $4.50 ; No. 2, $4.25; No. 3, $4 ; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25 ; No. 2, $5.25; linseed oil, raw, 57 to 58c., boiled, 60 to 61c.; seal oil, 40 to 45c.

PETROLEUM.

The strong tone of the petroleum market continues and prices are ¼ to ½c. higher on Canadian oil than they were at the date of last writing. Demand is fair and the tendency is firm at the advance. We quote as follows : Canadian refined at 11¾c. in shed in Montreal for round lots, and 12 to 12½c. for smaller quantities, with a discount of 2 per cent. for cash. American petroleum is quoted at 15c. in car lots, and 16c. for smaller quantities.

HIDES.

The demand for hides has been better and American buyers have been purchasers both here and in the country of light hides on the basis of 5c. We quote No. 1, 4 to 4½c.; No. 2, 3c., and No. 3, 2c. The market for lambskins is demoralized to some extent owing to the opposition party offering and paying much higher prices than other dealers can obtain from tanners. The regular price is 55 to 60c. each, but we understand few are being bought at these figures. Calfskins continue dull at 5c.

TALLOW.

The tallow market is quiet and the volume of business small, prices ruling steady at 5 to 5½c. per lb.

WOOL.

The wool market continues quiet. At an auction sale on Thursday last of damaged

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MANUFACTURERS, 84 to 90 Yonge St., **TORONTO**

MONTREAL MARKETS—Continued

Greasy Cape, 24,000 odd lbs. sold at a range of 9¾ to 10¾c. We quote: Greasy Cape, 14 to 16c.; Canadian fleece, 17 to 20c.; B. A. scoured, 26 to 32c.; Canada pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. Northwest wool, 11 to 12c.; B.C., 10 to 12.

ASHES.

The ashes market has ruled lower since our last under increased receipts, but is fairly steady at the decline. We quote: First pots, $4.30 and seconds, $3 80, while pearls are away down at $7 to $7 50 per 100 lbs.

MONTREAL TRADE NOTES.

Americans have been large purchasers of light hides here on the basis of 5c.

There has been an advance of ⅛ to ¼c. in the price of petroleum since the date of last writing.

The arrivals of firebricks were 273 000 for the past week, of which Messrs. Wm. McNal y & Co. received 130,000.

Linseed oil is firmer owing to manipulative purchases of the raw seed in England and elsewhere by American speculators.

It is said that the bar iron manufacturers have come to some agreement, but at the present writing this is considered doubtful.

The arrivals of cement for the past week were 2,500 English, and 12,250 Belgian, which makes a total to date since the opening of navigation of 86,700 English and 58,525 Belgian.

TORONTO MARKETS.

TORONTO, Nov. 16, 1894.

HARDWARE.

AN improved tone has developed during the week. The reason is principally that a better business is being done in shelf hardware, all the houses now being fairly well employed. Orders are, however, still for small quantities. Prices remain much as before, although the fact that freight advanced on the 15th inst equally to about 5c. per 100 lbs. for carload shipments seems to have made the trade less disposed to cut prices, while some are now beginning to talk hopefully of higher prices being inaugurated in another month or so. The wish may largely be father to the thought, but it does not seem scarcely possible that the values can depreciate further, while trade, though slow in recovering, is no doubt recovering. Such winter goods as skates, sleigh bells, etc., are occupying the chief attention at the moment. Snow shovels and lumbermen's supplies are going out rapidly too. A few more orders appear to be coming in for nails, but lots wanted are small. In sporting goods, the little trade that is now being done is largely confined to accessories, the demand for orders being practically satisfied.

WIRE—There is a good trade doing in stove pipe wire, but there is practically nothing doing in hay-baling wire. An occasional order is being received for barbed and plain twist. We quote barbed and plain twist wire and staples at 3¼ to 3½c. per lb.

ROPE—The improvement in business noted last week has been maintained, except in plow lines, deep sea line and cotton rope, in which lines business has fallen off. Halters are still in good demand and a few orders have been received for sisal pail cord. We quote: Sisal, 7-16 in. and larger, 7½c.; ¼, 5-16, ⅜ in., 8c. Manilla, 7-16 in. and larger, 9½c.; ¼, 5-16, ⅜ in., 10c.

CUT NAILS—Prices are not in any more satisfactory condition than have been reported from week to week of late, while quantities moving are still exceedingly small. We quote $1 75 basis f.o.b. Toronto.

WIRE NAILS—Trade has fallen off in this line, although it is still better than in cut nails. Discounts are unchanged at 75, 10 and 5 per cent., shipments from 10-keg lots being prepaid.

HORSE NAILS—Business continues brisk at unchanged prices. Discounts 60 per cent. off "C." and 60 and 2½ per cent. "P.B." and "M."

TACKS—An improved demand is reported for clout nails. Otherwise business remains as before. We quote: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37 per cent.

CHAIN—In coil chain no large sales have been made, and very few orders have been booked, and the demand for cow ties is nearly all for small lots.

HORSESHOES—As far as quantities are concerned, trade is satisfactory, but complaints are still rife regarding prices. Iron shoes were last week erroneously quoted at $3.50; it should have been $3.65, as is now quoted. We quote: Iron shoes at $3.65, f.o.b. Toronto, subject to rebate in certain cases. Steel shoes are quoted at 15c. per keg advance on Montreal prices.

WARE—While there is a demand in a small way for Peerless and Eclipse ware, there is very little call for Onyx and white wares. Discounts are still reported at 50, 10 and 5 per cent. for large lots, with 5 per cent. less for small quantities.

PLUMBING SUPPLIES—While the cold weather has had the effect of increasing jobbing work, very little new work is going on, consequently the orders are very small.

BUILDING SUPPLIES—The same remarks apply to this line as to plumbers' supplies.

TOOLS—Demand is only hunted for such lines as draining tools, spades and shovels, axes and ax-handles. Saws and grain scoops are in fair demand.

CLOTHES WRINGERS—Trade in this line has been exceedingly quiet for some time,

MARKETS—Continued

and there is no sign of an improvement yet. Prices are unchanged at $28 per dozen.

TINWARE—Outside the demand for fall specialties, there is very little doing. A number of orders are being received, but the quantities wanted are very much smaller than they have been.

LAMP GOODS—Trade continues fairly good in lamps and lamp fixtures.

SPORTING GOODS—Demand has dropped off for rifles and guns, but shells powder and, shot and cartridges, etc., are still going out fairly well.

CUTLERY—No particular change has taken place. Trade remains steady, and jobbers anticipate a material improvement during the next three weeks.

WINTER GOODS—Are now going out regularly. Sleigh bells are being called for, although not to any great extent. Snow shovels are in fair demand, and the kinds mostly called for are the ones which are selling at $3 per dozen.

TAR, ETC.—We quote: Roofing pitch, $2.50 per brl.; pure coal tar $4 per brl.; refined coal tar, $4.50 per brl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per brl. and 75c. per doz. pint tins; pine pitch, $2.75 per brl.

CEMENT, ETC.—We quote: Portland cement (English), $3 per brl. for best grades; New Brunswick plaster Paris, $2 per brl.; Canadian water lime, $1.25 per brl.

FIREBRICK, ETC.—Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

There is on the whole a fair movement in small shipments of metals. The only actual changes to note in prices are slightly lower figures on solder. An improved demand is reported for sheet iron. Galvanized iron continues in brisk demand. Stocks of iron pipe are in better shape and demand keeps good.

PIG IRON—There is not very much doing. A few lots of American have been coming to hand at outside points, but business in Scotch iron is about over until the spring, except it be for what can be sold from wharf at Montreal. We quote as before, ex cars Toronto; Carnbroe, $19 50; Summerlee, $21 to $21 50; Nova Scotia, $18 to $18.50.

BAR IRON—Prices continue very satisfactory, while orders are exceptionally small. Prices quoted are $1.75 to $1 80 from stock, and $1 70 to $1.75 from factory.

SHEET IRON—Trade has improved a little again, principally in the heavier gauges—from 14 to 22 gauge. Prices are being well maintained. We quote as follows: 8 to 16 gauge, $2.50; 18 ditto, $2; 20 ditto, $2.10; 22 to 24 ditto $2.20; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Manor's, 26 gauge, 7c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

SHEET STEEL—In English sheets shipments from stock are almost nil, and although but few import orders have been booked, we hear of one large order for 500 sheets. We quote: 8 to 16 gauge, $2 75 per 100 lbs.; 18 to 20, $2 65; 22 to 24, $2.85; 26, $3.10.

IRON PIPE—This article has been in good demand for some months and no noticeable decrease has yet developed, while prices are being well maintained. Stocks are in little better shape, although some sizes are still scarce. Discounts are unchanged at 70 to 70 and 5 per cent. for iron pipe and 50 to 50 and 5 per cent. for galvanized pipe.

LEAD PIPE—Trade continues steady at unchanged prices. We quote: Toronto and west 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON—The improvemen noted last week continues. Shipments from stock are good, and numerous orders have been received for import in Gordon Crown, Queen's head, and Apollo brands. We quote $4 25 for 28 gauge.

CORRUGATED IRON—There is a brisk trade doing, and prices are unchanged.

INGOT TIN—Some sales are reported, but business in this line is not generally active. Lamb and Flag, while supply is improved, is still scarce, which makes the difference in

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MARKETS.—Continued

price between it and Straits wider than is usual. We quote Lamb and Flag at 18 to 18½c, and Straits at 17 to 17½c.

INGOT COPPER—Demand is for small lots, large quantities being neglected. Prices are steady at 10 to 10½c.

ZINC SPELTER—There is practically nothing to report this week beyond a few sales for import. We quote as before, at 4 to 4¼c. for domestic and 3¾ to 4c. for imported.

SHEET COPPER — Outside of braziers' sheets there is very little doing. We quote: Untinned, 14 to 16½c., according to weight and size; brazier sheets, 14 to 17c., according to quality.

BOILER TUBES—There are a good many American tubes coming in, and it is claimed that unless a marked change takes place Scotch tubes will be scarce on this market next season, as the manufacturers in the United States are making a determined effort to secure the Canadian market and are apparently meeting with much encouragement. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

GALVANIZED BOILERS—There is a fair business doing, although stocks are low, except those in one or two hands. We quote: 30 gal., $6; 35 gal., $7; 40 gal., $8.

TIN PLATES—Orders for import are still being freely booked, and shipments from stock are improving slightly. M.L.S., which has been exceedingly scarce, is now arriving, and jobbers are able to supply almost any sizes and weights. We quote: Coke, 14 to 20 gauge, at $3 10; for sizes 15 to 25c. per box, basis more; "I.C." charcoal, $3.50 to $3.75.

TERNE PLATES—There has been very little doing during the past week. Although there is no "I X" on the market, some of the Toronto jobbers have shipments arriving. Box lots are unchanged at $6.50 to $6.75.

SHEET ZINC—Trade has taken a turn for the better, and more cask lots have been changing hands during the week than for some time. Prices are steady at 4¾c. for cask lots and 5c. for small lots.

HOOPS AND BANDS—Jobbers are pleased to note that the demand is increasing in this line, stocks being heavy. We still quote $2.20 for ton lots and $2.25 for small lots.

CANADA PLATES—Jobbers find it difficult to supply the demand for all bright. It seems that tinsmiths can more readily dispose of all bright pipes, even at the advanced figure. As a genenral thing the purchases of Canada plate are only half polished, which necessitates the trade purchasing some boxes containing all bright sheets. Demand continues brisk for 60 and 75 sheets. We quote half-polished at $2.25 to $2.35, according to quantity; 60-sheet boxes, 10c. per box advance; 75-sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—Only small quantities are passing through hands, and prices are being shaded a little, quotation for better quality now being 12 to 13c.

PIG LEAD—The activity noted last week has been keeping up well. Although some fair quantities have been going out, the demand is chiefly for small lots. Prices are unchanged at $2.75 to $3, according to quantity.

ANTIMONY—Business remains much the same as last week, when an improvement was noted. Prices are unchanged at 9½ to 10c.

GLASS.

Activity still continues to characterize this market, with the demand principally for the smaller sizes for storm windows. We quote $1.10 to $1.15 for first break in 50-foot boxes, or $2.05 to $2.10 in 100-foot boxes. Demand keeps fair for fancy glass, but plate glass is quiet.

OLD MATERIAL.

Business remains quiet and prices unchanged at last week's decline. We quote as follows: Agricultural scrap, 45c. per cwt.; machinery cast, 45c. per cwt.; stove cast scrap, 25 to 30c.; No. 1 wrought scrap, 35c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 7 to 7½c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3½ to 3¾c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10c.

PAINTS AND OILS.

Trade remains much as before, although payments have improved.

WHITE LEAD— There is some English lead selling, but domestic is dull and weak, and some houses do not seem disposed to sell any more than they can help at the present low figure. We quote domestic on the basis of $4 25, and English at $5.50 to $6.25.

PUTTY—Trade keeps up fairly well. We quote $1.75 for bladders in barrels and $2.25 for cases.

TURPENTINE — Business has fallen off considerably, the demand coming nearly altogether from factories. We quote 39c. f.o.b. Toronto for five-barrel lots and 40c. for single barrels.

LINSEED OIL—Market is quiet and prices steady. We quote 53 to 54c. for raw and 56 to 57c. for boiled, f.o.b. Toronto.

CASTOR OIL—Is quiet and unchanged, at 6¼ to 6½c. in cases and 7c. in tins.

SHELLAC—Demand is light and prices unchanged.

PREPARED PAINTS—Trade is practically over for the season, there not even being any sorting-up orders. Prices are unchanged at $1 for prime.

SEEDS.

With present turn of weather, which makes outdoor work impracticable, a more liberal movement of the outside alsike crop is looked for. Market has remained fairly steady since last report, $5 still being the prevailing price f.o.b. at points of shipment for choice qualities, with lower grades proportionately less. Timothy is unchanged at $1.75 to $2.25. While there is yet no movement in Canadian-grown red clover, there is more enquiry, and prices are firmer at $5.20 to $5.30 per bushel f.o.b. at points of shipment.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Business is fair and prices unchanged, dealers paying 3½c. for green and selling cured at 4½c.

SKINS—Prices still stand at 55c. with business quiet.

WOOL—There is a little more enquiry from the mills, but it is chiefly for small lots. Dealers are still paying 18c. for merchantable fleece and 20c. for very fine fleece.

TALLOW—Is a little more plentiful with dealers still paying 5½ to 5¾c., and selling at 6¼c.

PETROLEUM.

Trade is fairly good in burning oils, but lubricating oils are quiet. We quote, in 5 to 10 brl. lots, imperial gallon, Toronto: Canadian, 12 to 12½c.; carbon safety, 15c.; Canadian water white, 16 to 17c.; American water white, 17½c; photogene, 20c.

The Petrolia Advertiser in its weekly report quotes: Petrolia crude: $1.11¼ per barrel. Oil Springs crude: $1.13 per barrel. Refined, 6¾c. in bulk; 9½c. in barrels in car lots f.o.b. here.

MARKET NOTES.

Solder is a shade lower.

Freights advanced Thursday.

A. C. Leslie & Co. note good sales of cutlery.

English putty has been offering on the market during the week.

H. S. Howland, Sons & Co. report large sales of their Railroad lanterns, No. 39.

It is reported that the Waterous Engine Company, of Brantford, has secured a large contract for engines for a firm in Chili.

H. S. Howland, Sons & Co. have a fine line of carvers in cases and are having good sales for same.

Several orders are reported for steel, principally the American article, for use in the manufacture of agricultural implements.

H. S. Howland, Sons & Co. report increased sales of the genuine Acme skate. The Star skate is also meeting with a good demand, they say.

The J. C. McLaren Belting Co. have secured the contract for "belting up" J. & T. Conlon's large mills at Little Current. These

mills were burned down some months ago. The new mills are said to be among the best equipped in the northern district.

The cement works at Shallow Lake, recently burned down, have started up again with double as much machinery as formerly.

M. & L. Samuel, Benjamin & Co. report large sales of the "Athletic" skate. One salesman alone has sold some 800 pairs within the last two weeks.

H. S. Howland, Sons & Co. have had to send large repeat orders to the factories for the Samson stub and Excelsior wood snow shovels.

The Consumers' Cordage Company, which has been idle for the past twelve months, commenced operations again Monday. The full staff will be employed by the end of the week.

The Metallic Roofing Co. have secured the contract for supplying the Lunatic Asylum at Guelph with 1,000 square feet of metalic ceiling plates. This is understood to be the largest contract of the kind ever given out in Canada. The same company has also secured contracts for supplying "Owl" brand corrugated iron for the Michigan Central Railway Co.'s buildings at Petrolia and for the Sandwich, Windsor and Amherstburg Railway Co.'s buildings at Windsor.

The edge tool business formerly carried on by the E. Broad & Sons Co., Ltd., of St. Stephen, N.B., will hereafter be known as the St. Stephen Edge Tool Co. The mechanical department will be under the management of H. W. Broad, and it is understood to be the new management's purpose to produce goods of the same high standard of excellence that has won for these manufactures the high reputation they now hold. The old trade-marks will still obtain.

UNITED STATES MARKETS.

NEW YORK, Nov. 16, 1894.

PIG TIN—Prices ruled a shade lower under the influence of advices by cable of lower rates in the English market and generally tame buying interest here. The close control of spot supplies and endeavors to create the impression that the total is below the popular estimate has a certain amount of effect in speculative circles, but dealers and consumers seem slow to place explicit confidence in the representations, and their purchases are suggestively conservative, with little interest manifested in deliveries running beyond the end of the year. The basis of 14.55 to 14.60c. net cash apparently represented speculative market value. Jobbing sales were made at very close thereto. On 'Change sales were bulletined of 10 tons at 14.50c. for January delivery.

COPPER—There was no improvement in the demand from any quarter and the market is flat, with little support apart from what may come from the rumors of import-



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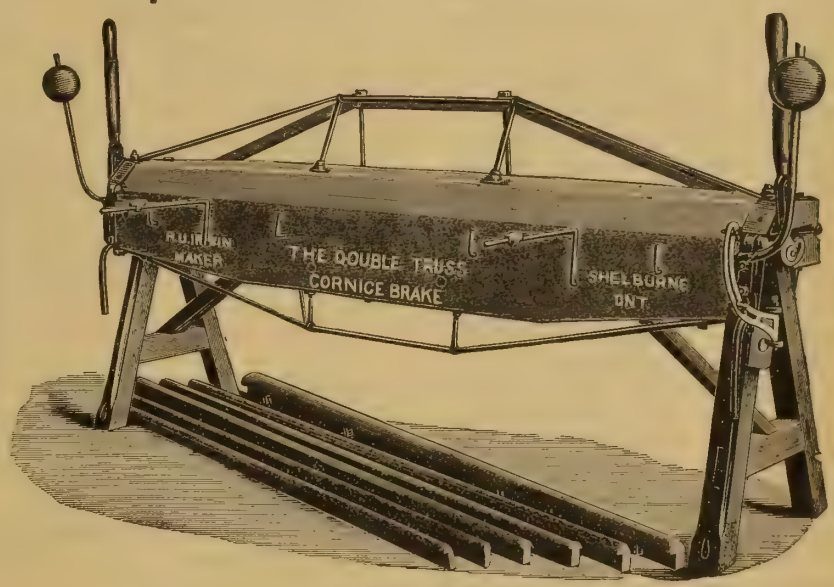
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Toronto, Canada.

MARKETS—Continued

ant deals between certain large producers and prominent consumers. Generally speaking, the demand is slow and consumers seem to be influenced very little, if at all, by the rumors regarding agreement among foreign and domestic producers to restrict output. Lake Superior ingot could have been purchased at 9.50 to 9.55c., electrolytic at 9 35 to 9.40c, and ordinary casting stock at 9.15 to 9 25c., according to brand and quantity.

PIG LEAD—A certain amount of artificial support is given prices here, but the market proper is wholly without sign of improvement. Dealings are routine and moderate all told. The demand has not improved perceptibly. For common Western products 3.10 to 3.12½c. are doubtless extreme high rates at the moment. London cable to the Metal Exchange quoted £9 16s. 3d. for soft Spanish.

SPELTER—Sales in this quarter are still on a moderate scale, and there is no sign of a livelier demand from Eastern consumers or dealers. The offering is more or less reserved, however, and prices are held quite steady at about 3.40 to 3.45c. for ordinary Western brands.

ANTIMONY—There is only a fair jobbing movement, but prices remain quite steady at 7.30 to 7.40c. for Hallett's and 8 40 to 8.50c. for Cookson's on the spot.

TIN PLATE—Business was hardly as good as on Monday, and orders were fewer, with little interest displayed in round lots. Offerings were not particularly heavy, but sufficient to keep the market in rather poor form.

IRON AND STEEL—The general situation is about the same as outlined in reports of the past few days, and no important changes have taken place in prices for either crude or finished products.

NOVA SCOTIA MARKETS.

OFFICE OF THE CANADIAN GROCER,
HALIFAX, Nov. 16.

HARDWARE.

THE hardware trade in Nova Scotia is dull at present; cold weather is required. This is specially so with the skate trade. At this time of the year orders are looked for by the makers, but dealers have a good stock on hand from last year, and are not investing as largely as formerly. The development of the trade will depend upon the opening of winter. The retail trade is fairly good.

ROPE—There is a fair movement in cordage. Prices are quoted at: Sisal, 7½c. for all sizes; pure manilla, 9½c. for all sizes.

CUT NAILS—Trade in this line is somewhat stiff. The quotations are on the basis of $1.90.

WIRE NAILS—There is not much demand in this line. The quotations are 75c., with 5 per cent. off that.

TURPENTINE—There is a good demand for turpentine. The quotations are 42 to 45c.

CEMENT—This article is scarce at present, and is quoted at $2.30 for small lots.

METALS.

PIG IRON—There is not much doing in pig iron. Ferrona is quoted at $15.50.

BAR IRON—Bar iron is in good demand and stiff in prices, the quotation being $2.10.

LEAD—This article is also stff, the quotation being $3.

SHEET ZINC—There is a good demand for sheet zinc and quotations are at $5 and $5 50.

GALVANIZED IRON—Business is fair in this line with quotations 4½ to 5c.

GLASS.

Their is a fair trade in glass, which is quoted at $1.35.

PAINTS AND OILS.

The painting season is over and consequently the demand for paints and oils is not as brisk as during the past few months. Linseed oil, raw, is quoted at 58c., and boiled at 61c. Seal oil is quoted at 28 and 30c. Pure white lead is quoted at $5 for genuine.

HALIFAX MARKET NOTES.

The charcoal iron furnaces at Bridgeville, Picton county, have shut down for the winter.

J. Matheson & Co., New Glasgow, are making a number of bell buoys for the Dominion Government. They will be made wholly of Ferrana pig.

A contract has been let to put 30 of the 60 coke ovens at Londondery in working order. The iron works are to start in the near future. A local paper gives currency to the report that the C.P.R. will acquire this property and make it their rolling stock manufacturing centre.

FUTURE OF PUDDLED IRON.

THE question of puddled iron versus steel was brought up in quite an interesting manner at a recent meeting of the South Staffordshire (England) Institute of Iron and Steel Works Managers. The president of this organization brought up the matter by citing figures to show that the production of puddled bars in Great Britain was less by 50 per cent. in 1892 than it was in 1882, whereas in the same period the production of open hearth steel had increased by nearly 1,000,000 tons. In spite of these figures, however, the gentlemen still expressed great faith in the future of puddled iron, and said that "if manufacturers and workmen bated not heart, hope or effort," iron would for many years to come be one of the staple products of the district. Various other speakers took the same view.

We are among those who are not ready to admit that puddled iron is to be entirely superseded by steel, even in the face of the great development in the latter line. Puddled iron was pushed aside by the steel product because the latter could be easily and more cheaply applied to many purposes for which the former had been used. The substitution of soft steel for iron in numberless branches of the trade went on at such a rate as to almost warrant the belief that the puddling furnace would soon be absolutely useless and the puddler forgotten. But those who have carefully watched the developments of the past 2 or 3 years are inclined to believe that the trade has been rather hasty in numbering puddled iron among the things of the past. We have gone too far, and must return to the fact that while there are many purposes for which material of a crystalline structure may be used, there are still numerous others for which iron with its fibrous structure is absolutely necessary. Therefore there is still a future for puddled iron, although, of course, there will never again be anything like the production, comparatively, that there has been in years past.

Those who wish to see the puddler retain his hold on the trade should remember one fact. Steel is being used and will continue to be used for some purposes for which iron is far better adapted, simply because the former is much the cheapest. It will be used even at the cost of frequent replacing on account of its low orginal cost. Therefore, the question of iron versus steel is one of comparative cost after all. Where the cost of producing puddled iron reduced much below what it is now, puddled iron would be used for numberless purposes to which steel is now applied, even if it were something higher. But it must not be too much higher than soft steel. The cost of puddled iron must be reduced, but the question is how. It seems that this problem cannot be solved in the same way that other problems in the trade have been, by the introduction of machinery. Although there have been numberless attempts to introduce machinery, the process of puddling still remains the one in which hand labor and the highest degree of skill in mill work are required. The work of the puddler is necessary, but it must result in a greater output than has been permitted by mill regulations. The American Manufacturer, in a previous discussion of this subject, proposed the doubling of the present double furnace. With such a furnace, under the management of one puddler, with a sufficient number of helpers, the cost of production would be considerably less than what it is to-day, and at the same time puddler and helpers would make more than they are now making. The main question with the puddler at present is, how to enable his product to keep nearer to the cost of steel.—American Manufacturer.

FORGING A DRAW KNIFE.

To make a carpenter's shave or draw knife, select one of the softer varieties of tool steel, one which will bear a bright red heat, almost a yellow, says a writer in Tradesman. A piece one inch wide, three-eighths of an inch thick and eight inches long, will be big enough for a medium sized draw knife. Taper the ends of the steel about half an inch from full thickness down to nothing, then get out a piece of soft, tough iron, same size as the steel, but two inches longer. Clamp the steel and iron together, holding them with the tongs, and take a welding heat on the iron, using borax freely. Let the steel take only the bright red, or low yellow heat, which it can bear, but give the iron a full welding heat; this can be best done by keeping the strips of iron underneath the steel while in the fire, thus letting the iron bear the brunt of the heat. Just about enough will be imparted to the steel to give it its required degree of heat. But it will not do to hurry the heating. If we do, the outside of the iron will be up to welding heat long before the steel is fairly heated through.

But the heating must not be too slow, or the steel will become equally hot with the iron, and its cutting, or edge-holding properties, completely spoiled. Here is where the "know how" comes in. It can't be told on paper, but after the intelligent smith has tried it a few times he can so heat the layers of steel and iron that they will weld together perfectly and still the steel will not be injured in the least. Only one end of the steel and iron can be welded together at one time. A second heat must be taken for the other end, and then the forging must be proceeded with, regarding after welding the pieces as if made entirely of steel and regulating the heat accordingly. The iron is two inches longer than the steel and projects one inch at either end. These parts are drawn out in the forging to form the handles of the draw-knife. They are much better for having no steel in them. It is also a saving of that material.

EXPANSION OF GLASS.

Dr. Schott is probably the most able scientist at present engaged working on glass, says a contemporary. He has lately been engaged in a series of experiments on the relation between the expansion of glass and its chemical composition. This subject has never been fully investigated or understood before, and is a matter of importance, especially for instruments serving to make fine measurements, such as thermometers, etc. His experiments showed a permanent alteration of forms of the glass under pressure, at a temperature far lower than that at which glass becomes soft. This offers a better explanation of the fact that a themometer changes its zero in the course of time, i.e., the zero indicated by it no longer represents the zero as established by the freezing point of water. His experiments also showed that the composition of the glass is a considerable factor in this alteration of form, and in making a practical application he has tried to make a glass for thermometers which retains its form absolutely; his attempts have been very successful thus far. Another application of his experiments has been to make instruments of two kinds of glass, flashed over each other, and of such a nature that one has a rate of expansion just a little different from the other. He has made chemical apparatus and thermometers of excellent quality using such glass.

THE EARL WAS COOL.

The Marquise de Fontenoy tells in her European gossip a story of the Earl of Rosse, who is a mechanical engineer of no mean order. It seems that the other day he entered the engine room of a large manufactory and gazed in a rather careless manner at the working of the machinery. Suddenly he was seen to shake his head, pull his watch out, and to look first at the engine and then at the timepiece. The engineer's attention had been attracted by this somewhat odd behavior of the stranger, and he apostrophized him in a rude and aggressive manner, with a "Well, what's up now; what is it that you've got to find fault with, anyhow?"

"Oh," replied Lord Rosse, "it's all the same to me; I've got no fault to find. I'm just waiting till the boiler explodes."

"The boiler explodes! Why, you are crazy, man!" exclaimed the engineer angrily, preparing to turn the peer out as a dangerous crank.

"Well," retorted the earl, "if you work ten minutes longer with that loose screw there the boiler will certainly explode."

The engineer gazing in the direction indicated by Lord Rosse, paled and jumped to stop the engine.

"Why the devil didn't you say so sooner?" he blurted out.

"Why should I? I have never yet had the opportunity of seeing a boiler explode."

PERSONAL MENTION.

W. M. Mooney, Montreal, of "C" horse nail fame was in Toronto this week.

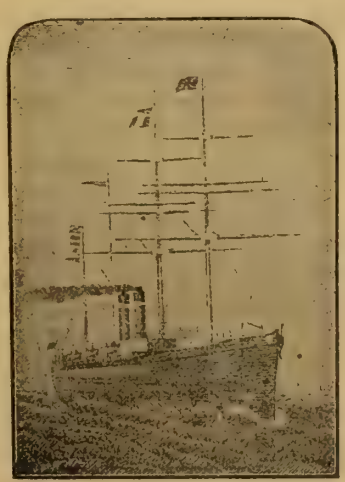
Mr. Wright, representing the Eagle Lock Co., of Terryville, Conn., was in Toronto a few days ago looking up business.

Mr. Kohl, of B. & S. H. Thompson, Montreal, was in Toronto this week paying his respects to the trade.

T. B. Lee, of Rice Lewis & Son, Ltd., left on Thursday for Europe. He is understood to be on business and pleasure bent.

GROWTH OF THE SOUTH.

Richard H. Edmonds, of Baltimore, writing to the London Times on the progress of the Southern States in the past ten years, gives some striking illustrations. Fifteen years ago, he points out, the cotton seed was a waste product; now nearly 300 cotton seed oil mills are in operation, representing a capital of $40,000,000. In 1880 the South mined 6,000,000 tons of coal, in 1893 the output was 28,000,000 tons. Ten years ago the agricultural, manufactured and mine products of the South were valued at about $1,200,000,000 a year. They are now nearly $2,000,000,000, and are annually increasing. The railroad mileage has been more than doubled and the traffic quadrupled. The iron and coal industries and the cotton mills have added nearly $2,000,000,000 to the assessed value of Southern property, while its banking capital has more than doubled.



ALLAN LINE

ROYAL MAIL STEAMSHIPS

Liverpool, Halifax, and Portland Mail Service

After Nov. 18th the Mail Service will be continued for the Winter 1894-5, from Portland to Halifax as under:

STEAMSHIPS.	From Portland.	From Halfax.
STATE OF CALIFORNIA.....	.....	Nov. 24
LAURENTIAN.....	Dec. 6	Dec. 8
NUMIDIAN.....	" 20	" 22
MONGOLIAN.....	Jan. 3	Jan. 5
LAURENTIAN.....	" 17	" 19
NUMIDIAN	" 31	Feb. 2
MONGOLIAN.....	Feb. 14	" 16

The Steamers of this service carry all classes of passengers. The Saloons and Staterooms are in the central part where least motion is felt. Electricity is used for lighting the ships throughout, the lights being at the command of the passengers at any hour of the night. Music rooms and Smoking room on the promenade deck. The Saloons and Staterooms are heated by steam.

RATES OF PASSAGE:—Cabin, $45 and upwards, according to Steamer, location of and number of persons in Stateroom. Second Cabin, $30; Return, $55.

Steerage to or from Liverpool, London, Glasgow, Belfast, or Londonderry, $15.

H. & A. ALLAN, Gen. Agents, Montreal, or H. C. BOURLIER, 1 King St., Toronto

STARTING IN BUSINESS.

A COUPLE of issues ago an editorial appeared in HARDWARE MERCHANT on the subject of the best place in which to start business. In the last number of the American Artizan there is an article on "Starting in Business," which makes such a good companion to it that we reproduce for the benefit of any of our readers who may be thinking of starting into business. The article reads :

"Where shall I start ? is a question that thousands of young men intending to embrace a mercantile career have asked themselves. Every place seems crowded, and a business foothold seems as hard to secure as one on a cable car at the busiest hour of the day. Many a young man has given up in discouragement, scared away by the intensity of competition. What need has Brownville of a fifth or Smithville of an eighth hardware store ? he asks himself, and, failing to find a desirable location where there is no competition and everything is roseate, he gives up in despair. It is true enough there are enough hardware stores in Smithville and Brownville to-day—either town could spare several with but trifling inconvenience to the public—but our prospective merchant must bear in mind that while there is a plethora of medium dealers, medium mechanics, medium lawyers, medium doctors, medium men in all lines, there is an actual dearth of first-class men in business and in professional life. Smithville or Brownville may have too many hardware stores to-day, but there is always room for another, provided it be better than a majority of those already on the ground. In the stern arena of business the fi test will survive, and if you have that innate business superiority that will enable you to give the men you already find in business anywhere the handicap of established position the day is yours. If these men are keen, alert, progressive, then your attempt to elbow into the ranks of trade is no sinecure, but if they are old fogies with more than half a notion that the hardware store will run itself, the progressive and brainy young man will find the establishment of a new hardware store in a town a fairly easy task.

"The young man about to start should not select a location at haphazard, choosing Brownville because his aunt's brother-in-law is in business there, or Jonesburg, because his wife's cousin is the leading politician of that burg. He should carefully judge the prospective chances offered by various localities, and when he finds one he should stick to it as cement sticks to iron.

"The character of the stock a young man should carry should weigh with him when he is looking around for a store. In one town he may be obliged, in order to cater to local needs, to carry more dead stock than in another, or a more varied line, or feel under the necessity (which he should not) of giving such extended credit that his resources are seriously jeopardized.

"There are many things to consider, but we feel safe in saying that the right young man, in the right business and the right location can be banked on as succeeding about as safely as we can bank on anything in this changing and uncertain world."

SOLDERING GLASS TO METALS.

IN a large number of circumstances it becomes necessary to solder glass to metals; this operation, which up to the present, could only be accomplished in certain particular circumstances, and with glass of a special nature, hard to be met with, has always been a delicate operation, giving uncertain results. Some interesting researches have been made to such an end and have given results which it may be useful to mention.

Mr. Carllstat will know, for his remarkable studies upon compression and liquifaction of gases have, according to a contemporary, sent to the Academy of Sciences a new process for soldering glass and porcelain to metals.

This soldering process used by him for his experiments is of the simplest kind. First, the part of the glass or porcelain which is to be soldered is covered with a thin coating of metallic platina. To obtain such a deposit it is sufficient to paint, with a brush, on the piece slightly warmed, chloride of platina quite neutral mixed with essential oil of chamomile. Heat slowly to evaporate the essence, and when the white and odoriferous vapors have disappeared the temperature is raised up to nearly dark red. The platinum is thus reduced, and covers the piece with a metallic coating adhering perfectly.

The piece so metallized is attached to the negative pole of a battery of suitable energy ; if the operation has been made with care a deposit of quite malleable and adhering copper has been made on the platina.

In this state the piece so coppered may be treated as a true metallurgical tube and be soldered by means of tin to iron, copper, bronze, platina and to all metals joined by the solder.

The resistance and strength of this soldering is quite great. Mr. Carllstat has ascertained that a tube of his apparatus for liquifying gasses, the upper ends of which had been closed by means of a metallic stopper, thus soldered, had resisted to a pressure of more than 900 atmospheres.

Platina plating may be replaced by silvering, which can be obtained by heating the glass covered with nitrate of silver to nearly a red heat. Silver so reduced adheres firmly to glass, but numerous trials have given preference to platina.

Messrs. Feix Brothers, glass makers in Albrechtsdorf, Austria, who where exhibitors in 1889, are using an analogous process for the decoration of glass pieces.

These pieces, covered with a net-work artistically designed, are made up of net-works and interlaced ornaments obtained by deposits of electrolytic copper, are then submitted to a supplementary work of carving, and are then plnnged into a galvano-plastic bath which covers them with a thin coating of gold, which increases their brilliancy.

These gentlemen did not disclose the nature of the metal used as a conductor. Mr. F. Walker has found an alloy which adheres very strongly to glass, and which, consequently, can be used for joining glass tubes or closing them tightly, etc. The alloy is composed of 95 per cent. tin and 5 per cent. copper. It is obtained by pouring copper in tin previously melted, stirring with a wooden stick, pouring or granulating it, and then remelting it. It melts at about 360 deg.

By adding ½ to 1 per cent. of lead or zinc the alloy can be made more or less hard or fusible.

It can also be used to cover metals rolled into sheets or wires, to which it imparts the appearance of silver.



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

GOOD BOOKKEEPERS often go astray in the preparation of Balance Sheets, Profit and Loss Accounts, and the adjustment of Capital Accounts. Unless you have competent inspection the errors pass uncorrected. My forte is a knack for dealing with them.
A. C. NEFF Chartered Accountant, Auditor, Trustee, etc.
32 Church St., Toronto.



SCHOOL CLOSETS.

THERE is nothing in which the people should take a deeper interest than in the provision of convenient sanitary appliances for the use of their children at school, and only such arrangements as are of unquestionable excellence should be selected well, remarks Metal Worker. It is too true that there is a disposition to charge all public officials with extravagance in the expenditure of public money, and the result has frequently been a demand for some cheap makeshift which in the end is costly. It is quite probable that this search in the name of economy has brought into the market many sanitary apparatus more or less defective in principle or construction.

The plumber is the true economist when he insists that nothing shall be used but the least expensive form of closet that is first-class in principle and operation, and yet for this advice he is denounced as mercenary. It has been urged that water closets cannot be used where there are no sewers, which shows the great mistake that cities make in not providing a system of sewers at the same time the streets are opened for laying the pipes for water. A cesspool is not to be generally recommended, but with vigilant care and frequent cleaning and disinfection its evils may be almost nullified. Where a cesspool is used, instead of being at the back part of the play grounds, out of the reach of the public eye and a possible menace to the children, it should be located under the sidewalk at the front of the school, so that it may be filled in at the first possible opportunity for connecting the drainage system with a sewer.

By installing a proper system of plumbing in a school the first step is taken for caring for the health of the children. If a cesspool is the only alternative as a receptacle for the discharge of the drainage system, the expense and vigilance necessary to keep it in a proper condition of cleanliness will be an incentive to seek some better method of finally disposing of the sewage. If located in the street, as is the case with thousands of residences in cities where the system of sewers has not extended, any neglect that permits it to become offensive will bring prompt complaint to the Board of Health, which is usually clothed with authority to abate any nuisance that is a menace to the public health.

QUITE AN INDUCEMENT.

Clerk: "I am to be married shortly; couldn't you manage to increase my salary a little?"

Employer: "Couldn't, really; but I'll tell you what I'll do for you, my boy. I'll shorten your hours during the first three months, so that you can spend your evenings at home; and after that I'll lengthen them again, so that you will have an excuse to get away."—New York Weekly.

AMERICAN FENCING WIRE

Barb Wire, Annealed and Oiled Wire, Galvanized Wire, Staples, etc., from stock or for import. Prices right.

A. C. LESLIE & CO.
Montreal and Toronto.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO, LTD., PARIS, ONT.

CHEAP FRESH RELIABLE

Thorold Cement

Should be kept in stock by all Hardware Merchants

By sending a
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Prices and full particulars will be given.

FOR MASONRY WORK OF ALL KINDS

Wire Brushes AND Brooms

For Moulders, Brewers, Factories, Pavements, Track Use, etc.

CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

TRADE MARK.

BLACK DIAMOND



FILE WORKS

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. Gulletting Sawfiles.
Climax Sawfiles. Lightning Sawfiles.

—AND—

EVERY OTHER DESCRIPTION OF SAW FILES.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

A. MORRISON, implement agent, Atwood, has assigned to R. N. Ballantyne.

The creditors of T. Price, furniture, Delhi, met yesterday.

E. T. Nesbitt, lumber, Quebec, has compromised at 10c. on the dollar.

Edward Hagey, general merchant, Preston, has assigned to C. B. Hanning.

Richard C. Short, blacksmith, Darlington township, has assigned to W. Cann.

Rolland & Bro., wholesale cabinet hardware, Montreal, met their creditors yesterday.

The Essex Brass and Iron Co., Ltd., London, are offering to compromise at 60c. on the dollar.

Baily & Claveau, general merchants, Chicautimi, Que., are offesing to compromise at 15c. on the dollar.

Berthiaume & Co., general merchants, St. Jerome, Que., are offering to compromise at 57½c. on the dollar.

Champagne & Senez, general merchants, St. Valere de Bulstrade, Que., has assigned to Le Marche & Aliner.

William Mayhew, general store-keeper, Huntsville, has assigned to Richard Tew. The statement shows liabilities of $16,000 and assets $14,000.

C. B. Wright & Sons, manufacturers of cement, Hull, Que., have compromised at 30c. on the dollar and will be succeeded by the Wright Cement Co., Ltd.

PARTNERSHIPS FORMED AND DISSOLVED.

H. Philion & Go., sash and door manufacturers, Ottawa, have dissolved. A. F. Philion continues.

John M. McDonald and D. J. McDonald, Murray River, P.E.I., have registered a partnership to carry on business as general merchants under the style of McDonald & Son.

Auguste Provencher & Frere, general merchants, Fectsan's Mills, Que., have dissolved and a new firm has been formed, composed of A. Provencher & Alfred Provencher.

Charles Trepanier and Edward Bownett, have registered partnership in Montreal to carry on business in Louiseville, Que., as match manufacturers under the style of the Electric Match Co.

SALES MADE AND PENDING.

P. Pepin, hardware, Montreal, stock advertised for sale.

Fitch & Co., general store, Kingsville, have sold out to G. Brethour.

The general stock of J. Pariseau, Plantagenet, is advertised for sale by tender.

The stock of Abel Cauchon, general merchant, Murray Bay, Que., has been sold at 53c. on the dollar.

The stock of McFarlane Wilson, crockery and fancy goods, Peterboro', invoiced at $6,900, was sold at Suckling's Tuesday at 65c. on the dollar. J. E. McClung was the purchaser.

W. McDivitt, general merchant, Gravenhurst, has been succeeded by W. Meinardus.

The general stock of Fox & Hubbs, Methven, Man., is advertised for sale by auction.

The hardware stock of E. Boucher, Sherbrooke, Que., has been sold at 47c. on the dollar.

Sarpras & Demers' general stock at Chambly Basin, Que., has been sold at 60c. on the dollar.

The stock of Wm. Brown, wholesale carriage hardware, Toronto, is advertised to be sold by auction 28th inst.

The stock of L. A. H. Ogle & Son, general merchant, Pike River, Que., is advertised for sale by tender.

The stock, etc., of D. A. Eaton & Co. stoves and tinware, Woodstock, is to be sold by bailiff on 17th inst.

The stock of the Hopewell Manufacturing Co., mill and manufacturers of chairs, Hopewell, N.S., is advertised for sale.

CHANGES.

P. J. O'Neil, general store, Hilsdale, has sold out to J. S. Earl.

C. O. Rowe, tinsmith, Moncton, N.B., has sold out to Charles Rowe.

J. H. Hill, harness maker, Collingwood, has sold out to D. Clayton.

W. M. Heaslip, tinsmith, Seeley's Bay, has sold out to Steacy Bros.

W. G. Bingham, hardware, etc., Orillia, has sold out to McNab Bros & Co.

R. Boucher has been registered proprietor of the firm of E. Boucher & Fils, tinsmiths, Sherbrooke.

FIRES.

The storehouse of E. A. Byram, manufacturer of hubs, Blenheim, has been burned.

Joseph Brodeur's general stock at St. Hyacinthe, Que., has been damaged by fire and water ; insured.

DEATHS.

T. G. Morris, general merchant, Warwick, is dead.

James Campbell, general store, Scotland, Ont., is dead.

Robt. Glenn, general merchant, Moncton, N.B., is dead.

N. W. McKinnon, pump-maker, Hillsburg, is dead.

R. M. Horsey, of R. M. Horsey & Co., hardware, oils, etc., Kingston, is dead.

C. A. Benson, of the firm of Benson & White, traders, Read Island, B.C., is dead.

G. L. Stephenson, an Aurora business man of some 35 years' standing, died Monday.

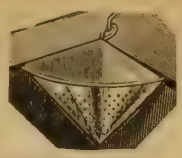
STEAM PIPE COVERINGS.

Some recent experiments have shown, says Metal Worker, that under ordinary conditions with steam of 80 pounds pressure, 100 feet of naked 2-inch pipe will, in the course of a year of 300 days of ten hours each, condense water that has a coal equivalent of 7.7 tons. This, on the exceedingly conservative basis of $2 per ton for coal, amounts to $15 40 per year. Further experiments with various type of pipe covering showed that with the best of those tested there could be brought about a saving of no less than $12 76 upon the length of pipe above specified. The conclusion is evident that good business policy warrants the covering of all exposed steam pipes.

CAN SPECIALTIES BE "BOOMED"?

"CAN a special line be run and carried with a 'boom'?" is a question many are just now asking, says a writer in Ironmonger. I reply in the affirmative, "Unquestionably they can"; and ironmongers who are complaining of dull trade and short returns should wake up and try a "boom." "Does it pay?" is another question asked, and to this I reply, "Yes." Trouble counts for little; expense is the only real matter for consideration in these special efforts. I have had an opportunity lately of witnessing the effect of one of these modern awakenings, and the result upon the retail trade was truly astonishing. There are many things that can be run in this way as special catches, according to the season and the district. Of course the main object of these spasmodic events is to revive trade and get the customers into the shop. Bring fresh clients in, and convince the buyers that you are the people for cheapness and quality, and that not only in one thing, but in all, you are leading the van of competition. To do this the public must believe that the special offer is a genuine one, and that the prices are below the market ones. To enable you to do this a large purchase must be made, and this can often be done at a reduced price. The goods offered must be marked, of course, in plain figures, and the window should be filled to overflowing, every space occupied with the same goods. Large and attractive tickets and lettering must cover all goods. The windows must be lettered over ; otherwise a chief point must be made, in notifying by placards or other means, the public of the special sale now on. The greater part of the profit must be given to the customer, and the retailer must be content for the nonce, with say, 20 per cent. profit on the cost. Convince the people, I say, that you are making a real sacrifice, and if the goods are articles of use and everyday utility, a "boom" can be created; and in the rush which takes place new customers can be secured, old ones will return, and one and all can be made advertising agents for you and your business. Of goods that may be so treated I will mention: Tin trunks, a cheap run of coal-vases, lamps, petroleum stoves, enamelled ware, and, as Christmas comes on, table cutlery makes a good special run. Indeed, many things will suggest themselves to the mind of the energetic ironmonger.

Pickard's Pat. Sink Strain



Has been a great seller with agents. We manufacture agents' specialties.

Address ARMOUR MFG. CO.

342 Yonge Street, TORONTO, ONT.

OUR SALES OF

"BURHAM" Portland Cement

For the past 8 months have been

25,499 CASKS.

"BURHAM" Brand outranks all other Try it and be convinced. . . . .

Sole Consignees for Canada,

McRAE & CO., OTTAWA

Pigou, Wilks & Laurence

Limited.

11 QUEEN VICTORIA ST., - LONDON, E. C.

Sole makers of the

"ALLIANCE"

PRIZE SPORTING POWDER

THE TRADE ONLY SUPPLIED.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

IRWIN'S

CANADIAN CUSTOMS TARIFF

— AND —

ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables (Sterling, Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercial lawyers in our country. This book is **up-to-date**, and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

MILLER OIL HEATER.

Oil heaters are a feature of the trade this season. Some of these have already been referred to in HARDWARE MERCHANT. The list is supplemented this week with an illustration of the Miller heater which M. & L. Samuel, Benjamin & Co. are putting on the market. The heater is clean and odorless, and requires no more care than an ordinary lamp. It has screw adjustment for regulating the wick plunge movement for extinguishing, and is supplied with an extra flame spreader so that the lamp can be used for illuminating when not wanted as a heater. The cylinders are of Russian iron with removable wick top. The heighth of the heater is 32½ inches, and spread of base 12½ inches. The heater is nickel finish and presents an attractive appearance. It holds one gallon of oil, will burn twelve hours, and will warm a room in a few minutes.



WHAT IS ELECTRICITY?

An anonymous writer in the New Science Review offers the following definition for criticism: "It would appear that electricity is simply a form or manifestation that the one force better spoken of as energy may assume under given conditions, and generally, it is a mere transitory stage between the mechanical form and the heat form. In most operations mechanical force passes to the heat form without passing through the electric form, but whenever magnetism is brought into play as a resistance that must be overcome, then mechanical power applied to overcome this resistance always becomes electricity, if only momentarily, in its passage from the mechanical to the heat form. Can we not answer in a fairly satisfactory way the question, 'What is electricity?' by saying that it is simply a form that energy may assume while undergoing transformation from the mechanical, or the chemical form to the heat form, or the reverse?"

One of the oldest pieces of wrought iron known to be in existence is a sickle blade that was found by Belzoni under the base of the Sphinx. Another ancient piece of iron is the wrought bar of Damascus steel which King Porus presented to Alexander the Great.

CALCINED LAND PLASTER

We manufacture from the best rock only. We guarantee our plaster a first-class article. Write for Prices.

WINDSOR PLASTER CO.
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HORSE CLIPPERS

GEM AND H. BOKER

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TORONTO.



THE PIG IRON PRODUCTION.

IN its monthly review of the pig iron production the Iron Age says: Production has increased further, until now in the Central West the make is close to the maximum attainable. The improvements made in the equipment at a number of the furnaces during the idleness caused by the coke strikes is telling in the make of a number of stacks.

On November 1 the active furnace plant, grouped according to fuel used, possessed the following weekly capacity:

Fuel—	No.	Capacity per week.
Anthracite	36	18,600
Coke	123	135,572
Charcoal	22	4,694
Totals November 1	181	158,866
Totals October 1	172	151,135
Increase	9	7,731

The weekly product of all the furnaces on November 1 compared as follows with that of preceding periods:

	Furnaces in blast.	Capacity per week. Gross tons.
November 1, 1894	181	158,866
October 1	172	151,135
September 1	171	151,113
August 1	135	115,356
July 1	107	85,950
June 1	88	62,517
May 1	127	110,210
April 1	144	126,732
March 1	133	110,166
February 1	125	99,242
January 1	130	99,087
December 1, 1893	130	99,379
November 1	117	80,070
October 1	114	73,895
September 1	125	83,434
August 1	169	107,042
July 1	220	153,762
June 1	244	174,029
May 1	251	181,551
April 1	255	178,858
March 1	255	176,978
February 1	251	171,201
January 1	246	173,068
December 1, 1892	246	176,271
November 1	244	171,082

The position of stocks sold and unsold, as reported to us November 1, was as follows, the same furnaces being represented as in former months:

Stocks—	Sept. 1. Tons.	Oct. 1. Tons.	Nov. 1. Tons.
Anthracite pig	116,833	105,287	96,857
Coke pig	197,877	197,427	196,112
Charcoal pig	217,554	221,998	219,351
Totals	532,264	524,712	512,326

CEMENT MIXER.

A practical and convenient apparatus has been devised by which much of the labor and trouble involved in the mixing of cement is saved, says Chattanooga Tradesman. It consists of a substantial bowl of cast brass fitted with cross arms, easily removable, which furnish a bearing for a center crank shaft. The hand crank, when rotated, transmits its motion to a short crank in the bowl. This crank carries a paddle which circles in the material in the bowl and, at the same time, a pinion on top of the paddle shaft engages with a fixed angular gear, which causes the paddle to rotate on its axis—the combined movements thus given to the paddle mixer producing a thorough distribution to all parts of the contents. An advantage of special note in this mixer is that it is constructed entirely of brass except the hand crank outside. When ready to empty the bowl, all the working parts are removed in a moment by drawing out a couple of pins.

MESABA ROYALTIES.

AN effort is to be made by the iron men of the Mesaba range this winter, according to Iron Age, to secure a reduction in the State royalties on ore mined on lands belonging to the State. Already plans have been made under which the members of the new legislature are to be taken over the range and shown the need of reductions. While there is no doubt that the men who are paying State royalties are suffering, there is not much prospect that these royalties can be lessened while the rail rates to the lake are held at their present figure and the original lessees of such mines as the Oliver are getting from 25 to 40 cents above the State royalty of 25 cents. The Oliver is the mine on which the argument on both sides is made, for it is operated by the sub-lesses under a second lease from the State through the Rockfeller Company, the claim being made that they are losing money. The mining men claim that this is proof that royalties are too high, while the other side expect to prove when they get to talking that the assertion that the mine is losing money is proof that the exorbitant rail rate of 80 cents a ton to Duluth and the sub-royalty of 40 cents, this season cut to 25 cents, should both be cut to a reasonable basis. The mining men will ask a sliding scale of royalty, based on 15 cents at the present price of ore and rising to 25 cents when ore touches something like $3 at Cleveland. The great profits of the Rockfeller road—the Duluth, Missabe & Northern—arise and will continue to do so from the ore carrying contracts they have with mining companies like the Oliver, the Biwabik, the Franklin and others. The contract price of ore hauling is 80 cents a ton from the mines to Duluth, "providing no other road shall haul ore from any part of the range to any ore port at a less price." Therein lies a possible solution of the difficulty that has not been seen by many of the iron men of the range. The Duluth & Iron Range Road have, practically speaking, no ore hauling contracts. They are busy, and will be so for years on ore that belongs to the Minnesota Iron Company, of which they are a sub-concern. It makes no difference to the Minnesota whether they charge 25 cents or $1 a ton for ore hauling, as whatever profit there is, either in mining or shipping, goes to the same pocket. The possible result, and that which long headed mining men are even now figuring on, is very plain.

A CO-OPERATIVE TOWN.

THE following interesting account of an English co-operative town is given in the Philadelphia Record:

Oldham (Lancashire), although, comparatively speaking, a modern town, and peopled almost exclusively by the working classes, holds the lead in many respects, but especially in its co-operative movements. No town in the kingdom owns as many joint stock or limited companies which in their turn have created other co-operative combinations.

Its co-operative stores consist of two societies, each with a membership of nearly 11,000. These societies were the pioneers of the "limited" movement in Oldham, and the cotton industry was the first business they began with. Such rapid strides has it made that Oldham is known far and wide as the "divi." The co-operative societies spread still further, and now, in conjunction with the societies in adjacent towns, own a large corn mill, thus sharing the profits to be made from grinding the grain.

There are in Oldham district, in the cotton trade alone, about 150 limited companies, the majority of which have been formed since 1872, with capitals varying from £10,000 to $15,000, chiefly divided into £5 shares. These companies, seeing the profits accruing from buying the raw material, at once formed the Oldham Cotton Buying Company, Limited, almost every company having shares; consequently it is to their own interest to do business with the company and thus share in the profits. But they do not stop here. Seeing the large profit made by the insurance companies, they decided to form one of their own, and the Federated Insurance Company, Limited, sprang into existence, each company holding a number of shares and encouraging it by transferring their insurance business to it.

It is no uncommon thing for some of the cotton companies to consist of 400, 500, and in some cases 700 shareholders, almost all residing in Oldham. Scarcely a family in the town but that own shares in some cotton company or other.

The company movement does not stop with the staple trade (cotton). The butchers were not long behind, and then was formed the Oldham Hide, Skin and Fat Company, Limited, who effectually demoralized private enterprise in that direction. Even the bill posting and advertising business was invaded, the printers forming the Oldham Bill Posting Company, Limited, through them posting their own bills and advertisements. The publicans were not left in the cold, and very soon two ærated water companies were in full swing, each publican, so long as he dealt with the company, holding so many shares. These he must relinquish when he ceases to deal with them. In fact, there is no business, not even poultry farming, which has escaped the company craze, and it is a byword that at one time you could have floated a dog kennel in Oldham.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

BLACKSMITH'S TOOLS.



Horseshoe Vises.

Price, No. 1, - $4 00
" No. 2, - 7.50

Will save their cost in a week's sharpening. . . . .

A. B. JARDINE & Co.
HESPELER, ONT.

GET OUR PRICES FOR

BEST PORTLAND CEMENT

Calcined Plaster. Sewer Pipes.
Chimney Linings and Tops.
Mortar Stains. Fire Bricks and Clay.
Enamelled Porcelain Sinks.
English and Belgian Portland Cements
and General Builders' and Contractors' Supplies.

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MONTREAL.

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,
ESSEX, ONT.

CASTING ALUMINUM BRONZE.

A PAPER on aluminum bronze read before the Virginia Beach meeting of the American Institute of Mining Engineers, by Dr. Leonard Waldo, of Bridgeport, Conn., has just been published. In it he refers to the great difficulties experienced in casting aluminum bronze. He says: I believe them to be more serious, and perhaps less understood, than those encountered in the casting of any known metal. The large contraction which takes place in the actual formation of the pattern casting, and the so far unexplained and unknown chemical actions which occur, have called for ingenious and complicated devices for obtaining sound castings. So far we have hesitated about undertaking castings weighing over two tons, and, of course, those are small castings in comparison with the work done in steel works at present.

The aluminum seems to have a wonderful capacity for occluding hydrogen gas, and the liberation of this gas at the moment of the union of the aluminum with the copper, and the unknown relation which hydride of copper may sustain to the oxygen which exists in the pores, present difficulties which have still to be thoroughly studied. In this manufacture the purity of both aluminum and copper is of the utmost consequence. Those small percentages which almost defy the reagents of the analytical chemist become extremely important when one is working in the dark in regard to aluminum bronze. In making up our crucible charges we cannot depend upon the chemical formulæ only because we must take careful account of the loss and the destructive combinations which take place between aluminum and silicon and iron. In a perfect ingot or casting the solution of aluminum bronze and copper seems to be perfect. The analysis from the top, bottom and sides shows no variation due to segregation. Of course, the mechanical mixture must have been made complete, so as to secure both the chemical combination and the uniform solution of it in excess of copper.

CODE OF SIGNALS WANTED.

First citizen—"It is not enough the bicycles carry bells; the law should enforce a regular system of signals that all can understand."

Second citizen—"What would you suggest?"

"First citizen—"Well, I don't know exactly, but it might be something like this: One ring, 'stand still'; two rings, 'dodge to the right'; three rings, 'dive to the left'; four rings, 'jump straight up and I'll run under you'; five rings, 'turn a back handspring and land behind me'; and so on. You see us folks who can walk are always glad to be accommodating, but the trouble is to find out what the fellow behind us wants us to do.—New York Weekly.

DOWSWELL BROS.
HAMILTON, ONTARIO
MANUFACTURERS OF

Clothes Wringers, Mangles, Churns, Washing Machines, and Household Specialties

Prices are low but you will find our goods first-class. Send for Catalogue. . . . .

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W. L. HALDIMAND & SON, - Montreal

RAMSAY'S

Furniture Varnish
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Inside Varnish
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In Handy Cans
IS THE PROPER LINE.

A. RAMSAY & SON
MONTREAL.

ARBENZ'S RAZORS

For sale by the Trade



With Interchangeable Blades

The Best, Most Reliable, Easiest and Cheapest High-Class Razors in the World.

Lamplough & McNaughton
Sole Agents MONTREAL

John Lucas & Co.'s IMPERIAL FRENCH GREEN

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it The Best Green Made and will have no other.

. . Beware of Counterfeits.

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.



For Iron Fencing Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.



W. & S. BUTCHER, Sheffield, England, Makers for over *ONE HUNDRED YEARS* of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND.

OR



OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb ingots, per lb	18½	19
Straits "	18	18½

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
M.L.S. equal to Bradley		
I.C., usual sizes	$5	25
I.X., "	6	50
I.X.X., "	7	75
Raven & P.D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½ x 17	3 50	3 75
D.X., "	4 50	4 75
D.X.X. "	4 75	5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	3 10	3 25
I.C., special sizes	3 25	3 35

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	6 50	6 75
I.X. Terne Tin	8 75	9 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½	6¾
26 "	6¾	7
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb		1 80
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 25	2 30
Hoop " "	2 25	2 30
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inch	$2	45
5/16 "	2	35
⅜ " and thicker	2	25

Sheet Iron,

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	2	15
½ polished	2	25
All Bright	2 50	2 85

Iron Pipe.

Wrought 67½ to 70 p.c.
Galvanized, 50 to 50 & 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars Best and Queen's Head

16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼

Gordon Crown—

16 to 24 gauge, per lb	4, 4¼
26 gauge, "	4¼, 4½
28 " "	4¾, 5

Note—Cheaper grades about ¼ cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6	6	3-5
" ¼ " "	4⅝	4¾	
" 5-16 " "	4¼	4½	
" ⅜ " "	4⅛	4⅜	
" 7-16 " "	3⅞	4	
" ½ " "	3⅝	3¾	
" ⅝ " "	2⅝	3	
" ¾ " "	2 4-5	2⅞	
Trace, per doz. pairs	$3	60	5 90
German coil, per 100 ft	1	65	2 70
Jack chain, iron, single, per doz yards	0	13	0 50
Jack chain, double, per doz yards	0	15	
Jack chain, brass, single, per doz yards	0	20	1 10

Copper—*Ingot.*

English B. S ton lots	0 10½	0 11
Lake Superior	0 10½	0 11

Bolt or Bar.

Cut lengths, round, ¼ to ½ in.	$0 20	$0 22
" round & square 1 to 2 in	0 19	0 21

Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14	0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½	0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26	0 27

Braziers. (In sheets.)

14x6 ft, 25 to 30 lb ea, per lb	0 16	0 17
" 35 to 45 " "	0 14½	0 15½
" 50 lb and above per lb	0 14	0 14½

Boiler & T. K. Pitts

Plain Tinned per lb		0 19
Spun "		0 23

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge, up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	0 23	0 26
Sheets, hard-rolled 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 04¼	0 04½

Zinc Sheet.

5 cwt casks		0 04¾
Part casks		0 05

Lead.

Imported Pig, per lb	0 2⅞	0 03
Domestic "		0 02¾
Bar, 1 pound		0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½	0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04¼	0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.	
Bar Half-and-half (guar.)	0 13	0 13½
Standard	0 12	0 12½
Wire	0 17	0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10	0 10½
Other makes "	0 9½	0 10

White Lead.

	per cwt.	
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4	25
No. 1 Do	4	00
No. 2 Do	4	75
No. 3 Do	3	50
Brandram Bros'. Genuine	6	00
" " Decorative	5	75
" " No. 1	5	10

f.o.b. Halifax, St. John, Montreal, Toronto,

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1	00
2nd qualities "	0	90
Barn (in bbls)	0 80	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35	1 40
" " (J.F.L.S.) " "		2 75
" " Royal " "	1 10	1 15
Venetian Red, (best) " "	1 80	1 90
English Oxides per cwt	3 00	3 25
American " " "	1 25	1 90
Canadian "		
Paris Green, per lb	0 15	0 16
Burnt Sienna, pure, per lb	0	08½
Burnt Umber "	0	05
do pure	0	08
Drop Black "	0	09
Chrome Yellows "	0	12
" Lemon pure, 8 lb. tins per lb	0	19
Chrome Greens "	0	12
Golden Ochre	0	03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0	69
Extra "	0	90
Brown Japan "	0	65
Brown Japan, Turpentine p. gal.	0	85
No. 1 Carriage "	1	30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 52	0 53
Boiled "	0 55	0 56

Turpentine (in bbls)

Selected Packages, per gal	0 39	0 40

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's per doz	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	4 00	4 25

Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p.cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 75 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	500	4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 70 & 10 to 75 p.c.
Loose Pins, " 70 & 10 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 & 5 to 50 & 10 p.c.
Plate dis. 50 & 5 to 50 & 10 p.c.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots		2 70
Thorold "		1 10
Queenston "		1 10
Napanee "		1 10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz 0 85 4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0		1 35
" No 2		2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p. doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 and 5 per cent.
Black Diamond, 50 & 10 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50 and 10 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25 pc. to 27½ p.c.
Globe File Co.'s disc. 60 and 10 p c.
Horse Rasps, Kearney & Foote's dis Am list, 60 to 60 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 50½ p.c rev. list

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c:

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	11 5	2 20	1 50	....
26 to 40	1 30	2 30	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	.....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 60	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis
Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	75	2 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 15	0 20

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 and 10 to 65 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p.c

Heavy, per lb	03 3-5	0 04½

Screw hook and hinge—

6 to 10 in., per set	0 00	0 03½
12 up "	0 00	0 02½

	Per doz. set
Screw, Eureka	1 13 1 80
Gate, Clark's	1 50 2 20
" Shepard's, dis 50 to 60 p.c	

	Per doz. pairs	
Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 52½ per cent. revised list.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 80 to 80 and 10 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails

Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,

F.O.B. Toronto & Hamilton.... $3 65
Snow, " " ... 3 75
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.
Hay Knives, spear point, L or T hdle 52½ per cent. dis.
Lightning, per doz. 6 50 8 40
Heaths, 45 per cent. dis.

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis 00 to 25 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70.10 to 75 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or Amer. Pat'n. Basis—50 to 60 dy..... 1 75
40dy..... 1 80
30 dy..... 1 85
20, 16 & 12 dy..... 1 90
10 dy..... 1 95
8 & 9 dy..... 2 00
6 & 7 dy..... 2 15

2. Amer. Pattern Only
from 4 to 5 dy 2 25
3 dy. (lath)..... 2 75

3. Canada Pattern Only
from 4 to 5 dy 2 25
3 dy. (lath)..... 2 65
3 dy. A.P. Fine 3 35

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.

Poultry, 65 to 65 and 5 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R. Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 40 per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to 60 and 5 per cent.
Pitcher Spout, 70 to 70 and 5 p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 70 to 70 and 5 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 1⅞ 2
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3¼ 3¾
Lanes, 3½ to 3¾c. ft.

Rakes.

Cast Steel and Malleable Canadian list dis. 52½ p.c. revised list.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.

Canadian dis. 30, 35 per c.

Rope	Per lb. Sisal.	Manilla.
7-16 in. and larger.. ...	7½	9½
¼, 5-16, ⅜ in..... ...	8	10
Cotton, per lb.....	13	16
New Zealand.....	8½	9
Russia Deep Sea, per lb..	12½	13½
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 65
" N P. " 90

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.

Sectional, per lb..... 1½ 1⅝

Saws.

Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz..... ..... 7 50
Hand, Disston's, dis 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross-Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

"Lincoln" McMillan & Haynes, per doz 7 50

Scales.

Standard Manufacturing Co., 60 p.c.
Gurney Scales, 50 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 52½ per cent. revised list

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent
B. & W. N. P., dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 42½ special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 05 1 10
" tinned, 1 25 1 35
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis. 35 to 37½ p.c
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ½ or ¼ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... .... 0 26

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3¼ 3½
Wrought Iron, dis. 80 & 5 to 80 & 10
Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enanelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 0
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 to 75 & 10 p.c

Thimbles.

Asbestos, filled, per doz., 35 to 40 p.c

Ties.

Cow, per doz 1 75 2 50

Tinner's Tools.

P.S.&W., net list.
Canadian 15 to 35 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ p.c. to 35 p.c.
Game, H & N., P. S. & W. or Steel, 62½ to 60.10 H & N and 70 p.c. steel.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9 00

Twines.

Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 50
Binding, Common Sense 6½
" Blue ribbon..... ..... 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8

On prison made twine freight is prepaid to any railway station in Ontario.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5½ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } 3½ 3½
" 4 " 4 & 6 " }
" Plain twist, all deld 3½ 3½
" Steel thorn and ribbon..... 4½ 5
"Lock Barb," 4 point 4½
Ditto Glidden 2 point 4½
Galvanized Barb, "Lyman," 2 to 4 points..... .. 4½
Steel staples 3½ 3½
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1 9

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Genuine, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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Noted for its Extreme Whiteness of Color, Purity and great Covering Property, rendering it specially suitable for Painting in Enamel White and other Decorative Work. To be had of all the Principal Importers in the United States, and for the Canadian trade.

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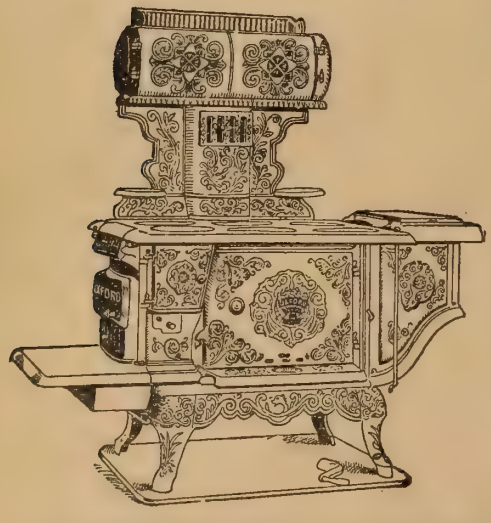
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VOL. VI. TORONTO, NOVEMBER 24, 1894. No. 47.

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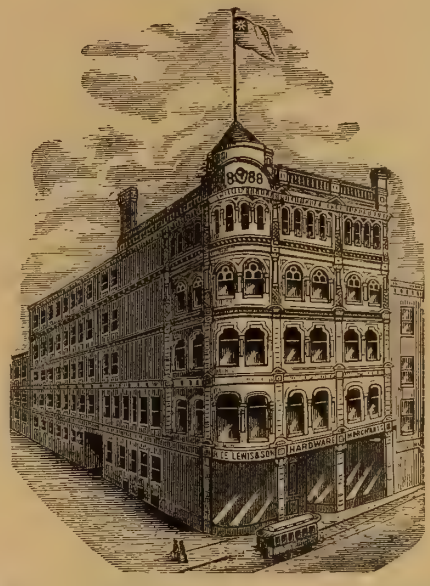
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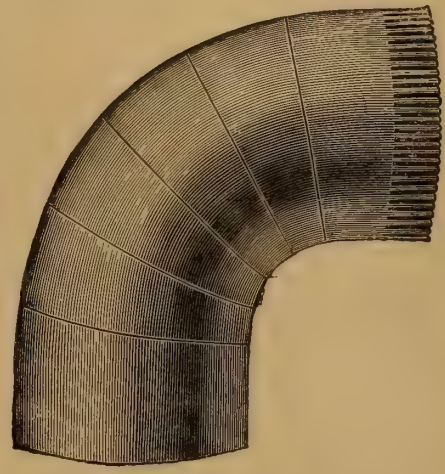
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RULING RE BICYCLE PARTS.

A DECISION of much importance to men in the bicycle business has just been given by Controller of Customs Wallace.

A few months ago a large wholesale hardware firm in Toronto undertook to import all the parts appertaining to bicycles. Its object was to sell them to the retail trade of the country, who could in turn fit the several parts together and thus produce a complete machine.

HARDWARE has persistently advised the retail trade to go more into the handling of bicycles, and the decision of the firm in question to import the parts of bicycles was hailed as an important adjunct to bringing about the desired end.

Many retail hardware men, it was argued, who would not handle bicycles would be induced to buy the parts from the wholesale trade, and either put them together on their own premises or sell them as they were for customers to put together themselves, thus cheapening the price to all concerned.

But a merchant often proposes and the Customs Department disposes.

Those undertaking the importation of these parts of bicycles imagined that they would come in under the different clauses in the tariff governing the particular kinds of material of which they were constructed. For instance, wood rims, they thought, would come in under the item relating to wood and manufactures thereof, tires under that governing rubber and manufactures thereof, cork handles under the clause relating to cork, and so on through the list. The Customs Department, however, decreed that they must pay the same duty as levied upon bicycles, namely, 30 per cent.

This obviously knocked the enterprise on the head, for, of course, there was nothing to be gained if the same duty had to be paid on the parts as on the completed machine.

The trade immediately appealed to Hon. Clarke Wallace, Controller of Customs, and HARDWARE championed its cause. That gentleman gave the matter his careful consideration, and a few days ago he gave his decision, conceding all that was claimed by the importers.

Now, when imported, rims, tires, handles, spokes, etc., are not to be considered as parts of bicycles, but as manufactures of wood, rubber, cork, etc., according to their character.

This ruling should induce a large import trade in bicycle parts next season.

Of course, one would rather see all the articles necessary to the manufacture of a bicycle made in Canada ; but the diversity of materials that enters into the construction of a bicycle is so great that this cannot be done yet without imposing a heavy and unnecessary tax.

By being able to import from England and the United States, where there are factories whose special office is to manufacture the different parts of a bicycle—one making the rims, another the spokes, a third the tires, and so on—the results should prove beneficial all round, from the man who imports to the man who uses a bicycle.

Hon. Mr. Wallace is to be commended for taking the liberal view of the matter that he has.

NEEDS TO BE BROUGHT TO TIME.

THERE is an employe of the Canada Express Company concerning some of whose alleged practices his employers should promptly investigate.

The Canada Express Company secures a large part of its business, and, of course, its profits, from the merchants of the country. Therefore for it to engage, or to allow any of its employes to engage, in pursuits which compete with those upon whom they depend so largely would be unwise, not to say unfair.

Yet, if what is averred to HARDWARE be true, there is at least one of the company's servants who is systematically using his position as express messenger to line his own pockets at the expense of legitimate merchants.

This particular messenger runs between Goderich and Buffalo, on the Buffalo and Lake Huron railway, and the particular character of the complaint against him is that he regularly makes it a practice of buying goods in Buffalo, and in Brantford as well, it is said, and selling them to customers at points along the route who will bestow upon him their patronage. The chief outlet for his purchases is Goderich. Before leaving on his trips he makes a canvass of his customers, filling their orders on his return or subsequent trips.

The company is not charged with being a party to what this man is doing. It undoubtedly knows nothing about it. But now that the matter has been brought to its attention it should move in the premises at once. If the messenger is not paid a salary sufficient for him to live without earning a little on the "side"—and there is no evidence that he is not—he should be given what will. And if his salary is reasonable the company should demand that he either stop acting the part of a merchant or free him from its service, and allow him to devote the whole of his time to buying and selling goods. His present dual position he should not be allowed to occupy another day longer than is necessary.

BAR IRON AND NAIL DIFFICULTY.

EACH successive week is the occasion for the circulation of rumors among the trade both in Montreal and Toronto that steps are being taken to end the existing difficulties on bar iron and cut nails.

As every reader of HARDWARE knows, both these lines have during the past fall been subjects for keen competition in the matter of values.

Ever since the first of September matters have been going from bad to worse on both lines, until it looked at one time as if they would never touch bottom.

At present, prices are still unsettled, but it is questionable if makers can afford to sell them much lower than they are now doing and not go into the bankruptcy court.

Bar iron to-day is easily available, in no matter how small a quantity, at equal to $1.60 Montreal.

Now, though the depression has been much accentuated this season, it is questionable if the difference in the conditions between this fall and last warrants the great variation in price between the two periods.

This time last year bar iron was selling in Montreal at $1.90, or 30c. higher than it is to-day, while it is also worthy of note that the great difference in price did not occur until about a month and a half ago, for in June, July, and, in fact, throughout the summer, the range on Canadian bar iron was $1.70 to $1.80, or within 10c. of what it was last fall.

The case of cut nails has been essentially the same. The cause of the recent remarkable decline in prices is well-known, and there is no necessity to dwell upon it here.

The question that is agitating the trade generally is how long is the present unsettled condition of affairs to last, both on bar iron and on nails, the latter of which are now abnormally low.

If rumor is to be trusted, the two leading elements in the war that has been waged are getting tired, and it is hinted that they may come together soon.

What the nature or stage of the negotiations is at the time of writing is not definitely known, but the assertion that there is to be another hard and fast agreement is questioned by many.

The parties who take this view certainly have precedent on their side, if the fate of previous agreements is a criterion, but for all that it may be quite possible for makers of bar iron and nails to agree not to do business at ruinously low prices, without binding themselves, as in the past, to any rigid arrangement.

One thing is certain, and that is, buyers of all kinds, even though the present state of affairs may have enabled them to get supplies cheaper, will be glad if the friction that at present exists is dispelled, for it possesses many disadvantages when it is a question of doing legitimate business.

TROUBLE IN THE CUSTOMS.

OTTAWA, Nov. 20.—The articles in HARDWARE on the troubles between importers in different parts of Canada and the Customs Department have naturally attracted a good deal of attention here. The officials with few exceptions agree with you. The real cause of all the troubles is Mr. Thomas Watters, the assistant and acting commissioner. He was at one time accountant of the department and filled that important position as far as I can learn satisfactorily. He was a favorite of Hon. Mr. Bowell, who promoted him to the assistant commissionership, but this was an unfortunate move. With an autocratic tendency, his promotion developed that characteristic, and he now acts as if he owed allegiance to no man. It is his duty to render decisions on disputed points between importers and the department. He has not the business experience to do this intelligently or a disposition pliable enough to listen and adapt himself to the views of those who have. He jumps at conclusions without due consideration, and issues the decisions which have worried the Controller as well as the trade. These decisions are not based on any fixed rules or principles, for he affirms a principle one day and decides differently the next. When complaints are made no attention is paid to them. Importers have written time and again without receiving an acknowledgment of any kind. For all this Mr. Wallace has been blamed, but when care was taken to get the correspondence before him personally it received immediate attention.

I have it on the best authority that Mr. Wallace and his deputy are not working harmoniously. Mr. Wallace recognizes Mr. Watters' unfitness for the position, for he positively refuses to promote him to the vacant commissionership, though strong efforts have been made by other members of the Government to force him into it. Mr. Wallace stands by him very well, however, for it is only in the most important matters that he reverses the commissioner's decisions; but these have been quite numerous. This week, so far, two such decisions have been reversed, but only after weeks of correspondence and much discussion. At one time printed copies of such decisions were sent regularly to collectors in different parts of Canada, but recently, I am told, they have been afraid to make them public. The result is that each port gets a special ruling, and often an article comes in at one port at, say, 20 per cent., while at another 35 per cent. is asked.

B. M.

INEXCUSABLE CARELESSNESS.

MOST retailers insure their buildings and their stock to the fullest percentage possible, and see that the premiums are regularly paid and all the conditions complied with. Yet a case occurred in Toronto recently where a building and stock, valued at $9,000, was destroyed by fire and the insurance in force was only $4,000. During the two previous weeks insurance to the amount of $3,000 had been allowed to expire.

But another point where gross carelessness results in disastrous loss is where the ledger and day book are not placed over night in a safe. Recently a retailer left his books lying on his desk when he closed up at night, and next morning he fished out from the ruins a mass of burnt paper which was valueless. His customers owed him a few thousand dollars, and he must trust to their honesty to get that amount—and woe to the man who trusteth to so frail a reed as public honesty.

This is an actual occurrence, although it seems ridiculous. Another case was noticed recently in Western Ontario, where a blacksmith suffered a similar loss, and his accounts amounted to nearly $2,000. These instances show that such gross negligence is not uncommon.

The best way to use a ledger is to burn it yourself and sell for cash. But for merchants who, under compulsion of circumstances, must use books, the best thing is to have a good fire-proof safe. The cost for one sufficiently large to contain the books of a firm doing a business of $20,000 a year, is about $100. The interest on this is $7, say, and this is the amount paid as a premium for an insurance of about $3,000, as the book debts will usually average that. Surely that is cheap insurance.

The merchant of to-day cannot afford to take risks in insurance of any kind. He must insure against fire, against loss from bad debts, against loss from careless management, and against the hundred and one possible contingencies which may ruin the structure of a lifetime."

OUR HUMAN MACHINES.

THE comfort of workmen is a matter to which a great deal more attention could be given that it at present receives. It is true, says The Iron Age, that the question is not wholly neglected when new factories are built or old ones are remodelled. Here and there employers can be found with hearts big enough to consider that the health and comfort of their working people are worthy subjects for their careful contemplation, and purse strings are loosened a little more to enable improvements to be made directly for the benefit of the man at the bench, lathe or rolls. But these instances are altogether too rare. When a new mill or factory is being designed, the highest talent will be employed and the utmost pains taken to secure the best type of building for the purpose. Foundations will be most carefully looked after, the character of the building will be very elaborately studied, so as to provide safeguards against possible disaster from overloading or damage by fire, and the arrangement of the machinery will take the most anxious thought. In these days of small margins labor saving devices will be studied in every direction, and the highest development of human ingenuity will be called into play to reduce loss of time in every direction, as well as to secure expansion of output. All these details, and more, receive anxious attention, but the best machine after all, the human machine, is too frequently left to shift for itself, with no special care. The human machine, while it is capable of withstanding very rough treatment with no immediately perceptible ill effects, really needs better care than any other part of the machinery in the shop. It needs ventilation, protection as far as possible from drafts and over-heating, proper warmth in winter, facilities for promoting cleanliness, and sanitary comforts. The greater part by far of a workman's waking hours is given to his employer, and there is no doubt that this part of his life could be made much more pleasant than it now is. Perhaps if this part of the factory machinery were more carefully looked after the other part of the machinery might be found to work better also. Even if this is not the case there is nevertheless a duty resting upon the employer to do his best in this respect.

Occupations innumerable can be found in which the workmen cannot be made comfortable while performing their tasks. It would be impracticable to attempt it. Yet, even in these cases, the works would be less uninviting if a man were given an opportunity to wash up before he left the place to go home. It would be still better if he were also furnished with a locker in which to keep some slight change of clothing and thus present a somewhat tidy appearance when on his way to and from work. Smutty faces and grimy hands and soiled clothing are not badges of dishonor, but they might be left at the gates of a rolling mill, or the mouth of a mine, or the door of a factory without detracting from the standing of a workman, but adding very much to his self-respect and to the pleasure and esteem of his waiting family. In the matter of sanitary conveniences especially too little care is exercised. Horses are stabled with as much regard for their comfort as is paid to workmen in this respect. When a mill or other manufacturing establishment is erected at a cost of thousands of dollars or hundreds of thousands, it seems pitiful that a few hundred dollars could not be spared to provide sanitary conveniences of a comfortable and cleanly character. In these days water closets and the requisite plumbing work are not costly, underground drainage can be easily arranged, and water for flushing is always available from the supply tanks. Why should the most primitive methods still be found in use, creating disgust whenever a resort to them is necessary. and perhaps injuring the health of those who are obliged to work in their vicinity? The employer to-day, more than at any time in the past history of the world, can affirmatively answer the question, "Am I my brother's keeper?" He is, and it is incumbent on him to treat that brother as well as possible.

This seems to be an excellent field for the exercise of practical philanthropy. A fine library building in a manufacturing town is a most desirable institution. It is well to attempt to lead the minds of workingmen and their families beyond the mere contemplation of their surroundings, and give them an opportunity to enlarge their powers and breathe the atmosphere of something else than a material life, but the library building should follow the establishment of good wash rooms at the works. There is where the care of a workingman should begin, in the promotion of his comfort and in ministration to his absolute personal necessities. The endowment of institutions of this character should precede the endowment of a library by all means.

CLEANING SOLDER.

THIS, writes Oliver Twist in Metal Worker, is something that I believe is not understood as well as it should be by the plumbers of to-day. There are certainly a large number who do not understand it at all, especially in country towns, where they have largely to depend upon their own resources for their knowledge of the trade.

Among the many difficulties the country plumbers have to meet, this one of cleaning solder has bothered them not a little. They mixed their first lot of solder with great care—just so much of tin and just twice that much of lead—and they have started out to learn the art of wiping joints. They once had the opportunity of seeing a man who knew how to do it well and they watched him. My? how nicely that solder worked, to be sure. How bright it was. How smooth. How it could be moved and molded into shape, just like so much butter. They went home and tried it. It worked nicely for a while, although they burned their fingers occasionally. But wait awhile. What can be the matter with the solder? "It seems to set and cool about as fast as I can pour it on the pipe, and when I go to move it to get it into shape, off it falls in chunks; not adhesive at all, no ductility. It cools quite a white color, works like sawdust." "Well," you say, "if it cools so quickly, the metal can't be hot enough." "Yes, it seems hotter in the pot than it was before." Then comes the question: "How is it?"

It is when they have come to this experience that many a boy has laid down the ladle with disgust, and has become completely discouraged. Cheer up boys, there is a way out of the difficulty. Let me see if I can lead you to it. You may have spoilt your solder by overheating it. Some foreign substance may have got into it. You may have caused it by dipping brass couplings, etc., into the pot, in order to tin them. (Don't do this on any account; tin all your brass work with a copper bolt, or soldering iron, as some prefer to call it.) It is liable to occur when wiping on brass couplings, ferrules, soldering nipples, etc. The reason is that brass is an alloy of zinc and copper, and the solder readily mixes with zinc, and a very small portion of zinc is sufficient to cause the lead and tin to crystallize and separate. Now for the cure. Your solder must be made extra hot, almost twice the heat it should be if it was all right. Plumbers' solder melts at 440 degrees; to clean it we want to raise it to 800 degrees. What for? Because the zinc melts at 773 degrees, and we want to bring it to the surface, so that we may skim it off. Don't make it red hot in the daylight, or you will have reached a temperature of about 1100 deg. and you will spoil it. Throw in a lump of sulphur, which by mixing with the zinc will help it to float. Stir up the whole thing well, and skim off the top, which will be a mixture of lead oxide, putty powder, sulphur and zinc. Then when it has cooled down to about the working point stir in lots of tallow and a little rosin, which will take the sulphur out of the metal. Then after adding a little tin to pay for what we have lost by overheating the metal, it will be ready for use again.

Another way to obtain the same result would be to granulate the solder by pounding it. When it reaches the cooling point it will break up as fine as sawdust. Then put it into some dish or other and cover it with spirits of salts, and allow it to stand over night. Then after remelting and adding a little tin it will be all right. Your solder may not be zincky, but burnt through inattention. If it becomes overheated do not stir it, but allow it to cool down to working heat, when the addition of a little tin will cure it. If you consider that tin forms putty powder at 428 degrees and lead oxidizes at 612 degrees, the two together at 440 degrees, what do you think will become of it if you make it red hot in the day time—about 700 degrees hotter than it should be? No wonder if it will not work right. Do not add fine solder or strap solder to your metal unless you are sure of what it is made of. Solder that you buy is often adulterated with antimony, bismuth, etc. which gives it a bright appearance and makes it look good. It will form teats on the bottom of the joint in spite of you. You need to be very careful what you put into the pot if you would have good work. Don't melt zinc in the pot or ladle at all, as it is very troublesome to get rid of. Now make a note of this table:

Plumbers' solder, 2 parts of lead, 1 part of tin, melts at	440°
Fine solder, 1 part of lead, 1 part of tin, melts at	370°
Tin melts at	428°
Lead melts at	612°
Zinc melts at	773°

THE STEEL NAIL.

SIR HENRY BESSEMER, in a recent number of The Engineering Review, thus pithily describes the beginning and progress of the machine-made nail :

It is an interesting fact that at the International Exhibition of 1862 I exhibited the first steel nails that were ever made. Every form and pattern of nail was shown, from large spikes, 6 in. long and weighing only ten to the pound or 22,400 to the ton, down to the minute tacks used by upholsterers, and known as gimp tacks, so small that one ton of steel would make more than 14,000,000 of them.

I well remember how many thousands of people at the International Exhibition of that year passed heedlessly by these germs of a new and important industry, apparently without the remotest idea of the future universal employment of steel in the nail manufacture.

Those that have passed through Wolverhampton and the "Black Country" a dozen years ago must have seen hundreds of young girls, sacrificing all the feminine hopes and aspirations of their young lives, and toiling from dewy morn till dusky eve in smoky, malodorous smithies, each girl with a pair of iron tongs holding the red hot nail in one hand, while with the other she showers upon it blows from the uplifted hammer in such rapid succession as to maintain the incandescence of the iron she is shaping, and the ceaseless din of her fellow workers, who, with grimy faces and horny hands, are reeking in the heat and foul air of the nailer's den.

Time in this, as in so many other things, has wrought its wonted change, for to-day the inexorable power of steam, acting on unconscious matter, which suffers from neither heat, fatigue, nor moral degradation, now yields from a single machine from 50 to 100 nails per minute, at less cost and of better quality than was ever wrung from human sinews and female degradation. The extent of the change thus made will be fully appreciated when it is known that the annual value of unforged steel nails now manufactured exceeds ten millions sterling. And I have often felt that if in my whole life I had done no other useful thing than the introduction of unforged steel nails, this one invention would have been a legitimate source of self-gratulation and thankfulness, in so far as it has successfully wiped out much of such a degrading species of slavery from the list of female employing industries in this country.

KOOTENAY GOLD OUTPUT.

Up to this year, says The Nelson Tribune, British Columbia has owed its reputation as a mining country to the gold output of Cariboo district; but this year will prove that Kootenay is not only British Columbia's greatest silver and lead producing district, but that it has wrested from Cariboo the palm of being the great gold-producing district of the province. The gold output of Cariboo comes from gravel mines; none, so far, coming from quartz mines. The output of Kootenay is mainly from quartz mines, and as quartz mining in Kootenay is not fairly commenced, the present output is likely to be greatly exceeded in the near future. Gravel mining gives employment to but a few men, and at best is not a lasting industry. Quartz mining necessarily gives employment to a large number of men, and the industry is a lasting one. The gold output of Kootenay will this year approximate a total of $200,000, as follows :

Mining Division.	Gravel.	Quartz.
Trail Creek	.....	150,000
Nelson	8,000	20,000
Trout Lake	2,000	.....
Revelstroke	10,000	.....
Fort Steel	10,000	.....
Total	30,000	170,000

EARLY IRON FOUNDING.

At the general meeting of the German Iron Founders' Association recently held in Wiesbaden, Dr. L. Beck, of Biebrich, read a paper on the history of iron casting, in which he observed that the first find of metal was a piece of iron, which was discovered in the foundations of an Egyptian pyramid, and must have dated from more than 3,000 years before the Christian era. The knowledge of cast iron, he continued, is comparatively recent ; in olden times only wrought iron was obtained from the ore, as indeed it still is in Asia and Africa. However skilful may have been the ancients in producing pig iron, the knowledge of cast iron only dates from the beginning of the fifteenth century, and is first mentioned in the archives of Lille. The practical application of cast iron begins at the period when water power superseded manual labor for blowing the bellows. The art of molding only required the transition from pig iron to cast iron. Besides cannons, cannon balls were cast to replace the old stone projectiles, and their molds were made of gypsum. The casting of iron directly from the blast furnace gradually opened up a wide field of applications. In 1685 the first cast iron pipes were used for the water service of Versailles, followed by screwed and flanged pipes. In 1708 the Quaker Darby patented the system of box casting, and in the following year started the famous Coalbrookdale Foundry, which in 1780 turned out the first cast iron bridge. About the same time malleable cast iron was invented in France, and was much advanced by Reaumur, who also perfected the portable shaft furnaces (Schachtofchfen), which must be regarded as the forerunners of the Bessemer converter, and by means of which the casting of iron was emancipated from the blast furnace process. The English cupolas, first mentioned in 1764, were of German origin ; and the invention of the steam engine gave fresh impetus to iron casting for the production of dense cast iron cylinders.

QUALITY NOT QUANTITY.

FAKE advertising methods have been exposed as often as there are days in a decade. But in spite of this the number of those who still allow themselves to be caught by its alluring bait is numerous.

Among the victims are often to be found men who in other things are accounted sharp and shrewd.

In ordinary business matters they are seldom, if ever, misled. They keep their finger ever on the pulse of trade, and are governed in their buying and selling according to the manner in which it beats. But when the projectors of fake advertising schemes open the flood-gates of their persuasive powers upon them they are carried away with little or no effort.

Among the latest evidences of this fact is seen in a case pending before the courts.

Some time since a firm whose business is to promote advertising schemes contracted with a well-known manufacturer to place a card, placard or some such device, in certain public places.

Now this manufacturer has representatives going through the country, and they were instructed to keep their eyes open for the advertisements. They did as bid, and the result is the suit which the deluded advertiser is now bringing.

Advertising is like every other branch of a man's business—it must be looked after. If it is not it will not pay, even if the advertisement is placed in the best medium on earth.

If a business man complies with the solicitations of the promoter of this and that advertising scheme without satisfying himself as to its soundness, he is obviously not careful for this important business adjunct.

Every manufacturer or merchant who hopes to succeed must advertise in some way or other.

There may be an odd one here and there who will pooh-pooh this declaration. But let the most sceptical of disbelievers in the efficacy of advertising to bring trade fathom the methods he employs to sell his goods, and if he is an honest man he will acknowledge that he preaches what he does not practice.

Business men must advertise ; and they all do advertise in some way. But the trouble is that a good many, like the manufacturer referred to, do not advertise wisely.

The best advertising mediums are the legitimate newspapers ; and when we say newspapers we include the daily and weekly newspaper, the trade journal and the magazine.

But in selecting a medium it is not always best to select that which has the largest circulation. The wise plan is to choose that which goes mostly into the hands of those whose custom he desires to cultivate.

In a word, judicious advertising is more a question of quality than of quantity.

METAL AND WOOD COMPETITION.

IT is plain to the most superficial observer that steel and iron are gradually encroaching on the various forms of service once monopolized by wood, says Age of Steel. This is observable in railroad ties, in mine beams and posts, in marine construction and in bridges and in public and private buildings. In this departure the United States has led the way, especially in structural uses. It is hard to say whether this has been the initial impulse or the consequence of the modern tendency to carry structures in central thoroughfares to great heights. It is, however, an easily discernible fact that in this form of use security, economy and convenience are in favor of metal as a substitute for wood and brick work. In ordinary mining the great reduction in the cost of steel beams has been an important factor in extending their use for propping and roofing. Adaptability and economy are easily evident in this industrial line of use. In lightness of weight and smaller size, as compared with timbers of equivalent strength, and in celerity of placing and removal, the advantages are manifest. It is true that in some localities timbers are cheaper than steel beams, but as this is largely a matter of proximity of supply, and the rapid destruction of standing timber is narrowing the margin of material, the future of the steel beam and post in mining operations is practically assured. In this encroachment of metal on wood it is also noticeable that sheet iron is making rapid headway in the building industries. Low prices have had something to do with this movement, but it is also true that lumber has been equally below par. Aside, however, from first cost, the advantages of sheet iron over lumber in protection from fire and in necessity and economy in repairs are so many decisive factors in its favor. We note that in the proposed construction of a dam to be built across the Santa Anna River in Southern California steel is to be largely used. The face of the dam is to be of riveted steel plate and the supports of tubular steel. The cost will be less than one-half the cost of masonry, the material used will be capable of more rapid construction and the work when finished will be less liable to rupture from seismic disturbances. It is needless to say these advantages point to a new era in dam building. Structures of lesser magnitude required in the near future to develop water power are not likely to be without the advantages secured by the use of steel.

NEW BRUNSWICK LUMBER TRADE.

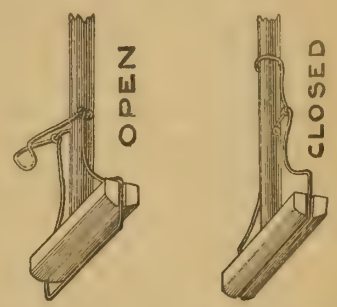
It is estimated that 28,000,000 feet of lumber will be cut on the Tobique (N.B.) river this year, against 20,000,000 last year. Much of the extra quantity will supply mills belonging to the American colony, formerly procuring it from the Aroostook Valley. The Chatham World says: "Private advices announce the failure of James Hallsall & Son, of Canada dock, Liverpool, one of the oldest firms of timber merchants in that port. Their creditors include nearly the whole of the trade in Liverpool, and the amounts range from $10,000 to $20,000 each. The correspondent adds: 'This catastrophe, following the failure of James Smith & Co., both of which are expected to show up very badly, naturally tends to further paralyze trade and shake confidence all around.'"

RE BY-PRODUCT COKE.

REFERENCE has already been made in these columns to the visit to this country and the Continent of a commission from the government geological survey of the United States to enquire into by-product coke manufacture in Europe. We have this week information that the investigations of these gentlemen and of the representatives of other capitalist United States manufacturers who have been examining into the question in Germany, where the manufacture of blast furnace coke in retort ovens has been carried to its fullest development, are now to be followed up by the immediate formation of companies in America for the securing of the patent rights of some of the leading British and European processes, and the erecting at once of coking plants in America on the new method. Already, according to this week's intelligence, the patent rights of the Otto-Hoffman system have been purchased, and a company has been formed, to be known as the Otto Coke and Chemical Company, with headquarters at Cleveland, Ohio, for the introduction of this method into the States and Canada. The Otto-Hoffman system is that of which Dr. C. Otto, of Dahlhausen, Germany, is the inventor, and in Germany, at any rate, it has gained more adherents than any other. We understand, however, that, so far as the commission of the geological survey are concerned, they decline to specifically single out one process more than another for recommendation to American colliery owners and coke producers. Their work, they contend, will be fulfilled when they have laid all the details of the several systems before the department, coke producers being allowed to judge for themselves, after reading the complete report, which method or methods they prefer to adopt. The principal capitalists interested in the company which has just been formed in Ohio—and which is the first that has been formed in the United States—are Messrs. Mather, a well-known firm of Cleveland, U.S.A., and the Cambria Iron Company, of Johnstown. Other companies may be expected to be early formed for the introduction of other of the competitive British and European processes. Provided with plants of this description—the best that modern European chemical and scientific knowledge can devise—the United States coking regions will not only be able to make the best of furnace coke from inferior as well as good coal, but they will be able to save the valuable volatile products in the shape of tar, ammonia, etc., now running to waste.—Kuhlow's German Trade Review.

THE "IDEAL" MOP STICK.

The "Ideal" mop stick, herewith illustrated, is being placed on the market by H.



S. Howland, Sons & Co. It is simple and effective, and the accompanying cuts show the manner in which it is worked.

ELECTRICAL DENTISTRY.

Trials have been made at London, says La Nature, with a new apparatus for the extraction of teeth by electricity. It consists in an induction coil of extremely fine wire, having an interrupter that can vibrate at the rate of 450 times a second. The patient sits in the traditional armchair and takes the negative electrode in his left hand and the positive in his right. At this moment the operator turns on a current whose intensity is gradually increased till it has attained the utmost limit that the patient can support. The extractor is then put in circuit and fastened on the tooth, which under the action of the vibrations is loosened at once. The operation is performed very quickly and the patient feels no other sensation than the pricking produced in the hands and forearms by the passage of the current. "It would be interesting," concludes La Nature, with a little pardonable skepticism, "to have a detailed account of the apparatus to complete this somewhat brief description."

Works: St. Helens, England
PILKINGTON BROS.
LIMITED
MANUFACTURERS OF
Polished Plate
AND
Window Glass
Bevelled Plate
and Mirrors
Rolled Plate, Ornamental Cathedral, etc.
Depots: Busby Lane, Montreal.
Mercer Street, Toronto.

BRITISH DRIFT TOWARD STEEL.

WHAT was pointed out by Iron Trade Review, relative to the rapid increase in the past year in the use of steel in Great Britain, as shown in the statistics of ingot production, is confirmed in a communication to The London Colliery Guardian. It goes into details of changes from iron to steel, from which the following extract will be interesting: "Inquiries recently made in the Midlands reveal a unanimity of opinion in favor of steel among constructive and boiler and machinery engineers and manufacturers engaged in the thousand and one miscellaneous trades classed under the generic term of hardwares, who have hitherto been accustomed to use iron of so overpowering a character as to be perfectly remarkable. The situation is one which, to the ironmaker, affords abundant food for reflection. Almost the only industries in which rolled iron seems to be holding its own are those in which a great amount of welding work has to be done; but of this more anon. In the various trades we have specified, and also among the tin plate workers, edge tool firms, cycle makers, cut nail and screw makers and the like, the proportion of steel to iron being used is steadily becoming a constantly diminishing quantity.

"The chief reasons which cause steel to be preferred to iron for stamping and pressing work are its superabundant toughness and absence of fibre, the increased strain which it will bear, and the greatly superior finish which its use renders possible to finished articles. Most users declare that there is less liability to crack in the making of deep stampings of steel, and the homogeneous nature of the material will allow of its being bent and worked, when cold, either way of the grain with much more success and less risk of fracture than is the case with the older material—iron. To tin plate manufacturers steel is a great boon, and it is declared that sheets rolled from steel have a very smooth surface, and thereby less tin is required than when iron was used. Thus a great saving to producers is brought about. A convincing proof of the progress which steel is making is shown in the Black Country, where within the last month large orders have been placed for bridge and other constructive engineering work, and for the greater portion of these steel is a prominent specification. For iron boiler plates the demand now on the Staffordshire iron exchanges is not one-twentieth that of steel, while locomotive tube firms declare that the orders now being received for iron are but a shadow of the past. The increased ductility and ease of working attached to steel over iron is mentioned as one of the great inducements to its requirements. A sure sign of the times' is the rapid development which is being made in the steel plate department. Plates can now be rolled in much larger sizes than those of iron, and without, it is well to note, 'extras' being asked. Plates of 20 ft. long by 6 ft. wide, and of 30 ft. long by 4½ ft. wide, and diametrical plates of 11 ft. wide, are now being used in boiler works upon which no 'extras' have had to be paid for rolling. Some of these are of ¾ in. and ⅝ in. up to 1 in. and over in thickness, and weigh quite two tons. Galvanized sheets are now beginning to be largely turned out of steel, and one of the most important firms in the Birmingham and Wolverhampton district is now making them entirely of the new metal. They have laid down a signally complete steel rolling plant, by which to produce steel sheets instead of iron, and the most gratifying results are anticipated. Economy is secured by the lower price of the raw material as compared with puddled iron, and in the lessened quantity of spelter necessary in the galvanizing process, owing to the harder nature and superior surface of the black sheets. The importance of this particular departure cannot be over-estimated, and must have a most influential bearing upon the future employment of ironworks labor, particularly at the puddling furnaces.

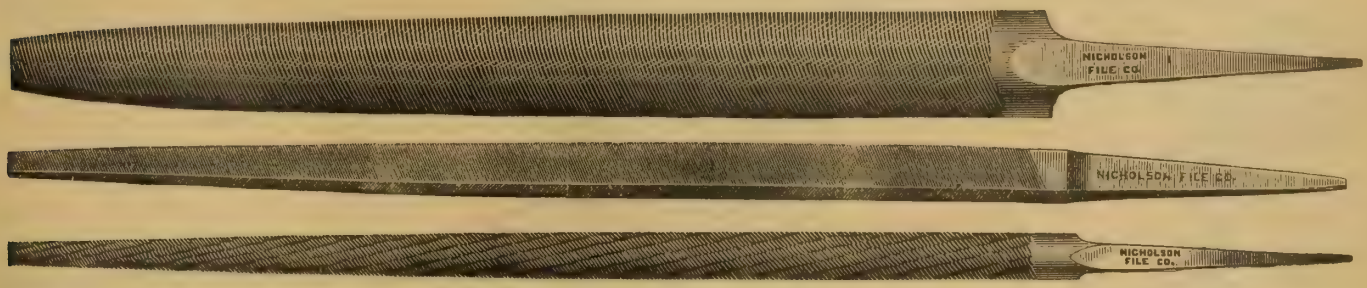
"In some few instances, however, the employment of steel in lieu of iron has not as yet proceeded to any great extent. For example, the makers of heavy chains, chain cables, crane chains, ships' tackle, and of other kinds of naval work, find that steel as now produced in the form of bars, plates, rounds, etc., is less reliable as regards its welding properties than iron. This is accounted for by the extreme hardness of steel, and what is termed its 'intractibleness.' Another difficulty which has not yet been satisfactorily surmounted is the tendency of steel to corrode faster than iron. In view of the strides which scientific metallurgy and chemistry are now making, however, it will be surprising if this defect is not soon remedied. The corrosion frequently takes the form of the 'pitting' of the metal, and subsequent falling into holes—bridge and pier work and similar erections being especially liable to this trouble. Railway companies and other bridge-work users also state that bridges which have been erected of steel are not in all cases found to wear equal to iron, while certain boiler users in the Black Country find the same defect in situations where water is likely to accumulate under or on the boiler plates. The remedy which is just now being recommended by some leading steel producers against corrosion is that engineers shall give up specifying, as the chief desideratum in steel, high tensile strain. It is, they assert, in such material that corrosion most rapidly occurs. Mild steel should be preferred, and such metal, it is claimed, can be produced better by the Thomas Gilchrist method than any other, the basic material being more like puddled iron in its composition than any other steel.

"In face of the facts here referred to showing the growing progress of steel adoption by all classes of manufacturing trades in the Midlands, it is not surprising that increased preparations should be going on in that part of the kingdom to supply the new demand by the establishment of additional steel smelting and steel rolling works and the enlargement of those already existing, and that the puddlers and the manufactured iron masters should begin to regard their occupation as doomed. It is, indeed, in many branches already gone. The future of the iron trade proper is not a happy one, but for steel the outlook is brightening daily."

SASH WEIGHTS.

THE following remarks on sash weights are extracted from The New York Sun: There are few articles of more common use than sash weights. A few windows are still made to be held up with catches, just as there are still key-winding watches; but, like the watches, their number is proportionately so small as to be scarcely appreciable. Sash weights are made of iron and lead. The iron weights are commonly made of tin scrap. Lead, being the heavier metal, is used in places where the weight space at command is not sufficient for iron counterbalances of the required weight. Sash weights are made in regular sizes, ranging from 2 pounds to 30 pounds, and under 2 pounds and over 30 they are made to order. Iron sash weights of the regular sizes are always cast round; in sizes smaller or larger they are cast square. Lead weights are made both round and square in all sizes. Sash weights of 150 to 200 pounds are not common, but they would not be considered remarkable. Weights are sometimes made 300 pounds and up to 400 pounds. Thus there might be on a single sash window nearly ½ ton of weights, and on a two-sash window more than ¾ ton. So perfectly balanced are weights and windows that they can be raised and lowered easily. Heavy weights are never put in by guess, nor is it necessary to adjust them after they are in place. The sash is weighed before the counterbalances are ordered, and the weights are made of precisely the right proportion. The production of sash weights depends upon the degree of activity in building. The total annual consumption in this country is probably about 150,000 tons. There are made in New York, Brooklyn and Jersey City together probably from 10,000 to 15,000 tons of sash weights annually. Not many New York sash weights get more than 150 miles away, except when sold for export. Weights are sent with all sashes exported to South America, Africa, or wherever they may go. The aggregate weight of the counterbalances used in many of the larger modern buildings may be counted in tons. Thus in such a building as the Produce Exchange there are probably from 60 to 80 tons of sash weights; in the Hotel Majestic more than 40 tons.

NICHOLSON FILES



H. S. Howland, Sons & Co.

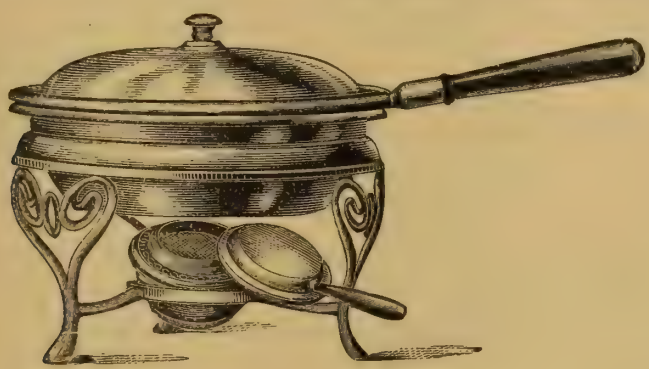
37 Front Street West

Toronto

WHOLESALE HARDWARE MERCHANTS.

A NICE HOLIDAY NOVELTY.

THE average retail hardwareman need scarcely be reminded that the present is opportune for him to look around for novelties for the holiday trade. He already knows that; also that it is possible for him to get better profits from the sale of novelties than from staple goods. But what HARDWARE can do is to draw his attention to the articles of this character that are being put upon the market. The accompanying cut shows an article that is being offered the trade by Rice Lewis & Son, Ltd. It is a chafing dish. These dishes are made in different sizes and styles, and are silver and nickel-plated. They are all handsome, some of them being particularly so. The illustration shows the plainer styles. Retailers, particularly those catering to the better class of trade, should find them good sellers, especially during the holiday trade, possessing as they do the qualities of attractiveness and utility. For making up hurriedly dainty little dishes after being out in the cold of a winter's evening, or before retiring for the night, the chafing dish is just the thing. This fact should prove quite a lever in selling the article. The lamp used with the chafing dish has no wick to get out of order, and is simple and easily managed, while the extinguisher is arranged with a slide, so that the flame can be reduced if desired.



LUMBER TRADE AT OTTAWA.

The manufacturing of lumber is nearly at an end at Ottawa for this season. The lumber cut has been somewhat the same as last year, it being, in the city and immediate vicinity, about 298,000,000 feet. The cut for the district, including the city, is estimated as follows: J. R. Booth, Ottawa, 90.000,000 feet; Bronson & Weston, Ottawa, 73,000,000; Buell, Orr & Hurdman. Hull, 70,000,000; W. C. Edwards, Rockland, 60,000,000; Hawkesbury Lumber Company. 55,000,000; McLachlan Bros., Arnprior, 50,000,000; Gilmour & Hughson, Hull, 40,000,000; James McLaren estate, 35,000,000; Gillies Bros., Braeside, 25,000,000; Ross Bros., Buckingham, 10,000,000.

The Board of Trade returns for October show that during the month the imports increased £310,000, and the exports increased £970,000, as compared with those for the corresponding month of 1893.

SANDERSON, PEARCY & CO.

Paints Oils Varnishes Glass, etc.

61, 63 and 65 Adelaide Street West

Toronto



SHADRACH'S THANKSGIVING

IF jus' you want to see a chile
dat's hones' for to stay,
You take delib'rate look at him
dat speaks to you to-day;
I hardly t'ink you suah to fin' in all
de country o'er,
A chap dat walks a straighter crack along a slippery floor.
But often—wid repentin'-streaks it mus' be understood—
I sit an' think o' good ol' times I wasn't half so good.

'Twas twenty year ago to-night, so fur as I ken trace,
When Shadrach Brown, he come to me, wid business in his
face:
He says, "De T'ursday Holiday is hangin' out its sign;
An' when it comes to thankfulness, dere ain't no color-line.
We ought to hab de sleekest roast ob either spring or fall";
Whereat I says, "Dat's well enough; but whaih's de whaih-
withal?"

De answer was, "Dere's lots o' folks a-livin' mighty near,
Wid turkey-gobblers on deir roosts, dey wouldn't use, dis year;
If dey would lend 'em to de poor, 'twould only serve em right;
You fin' de stingiest man in town, an' deal wid him to-night.
An' I will cook it on your stove, admit our famblies free,
An' have a big Thanksgivin' feast," says Shadrach Brown to me.

Now dat was not at all de way my early years was teached,
It won't agree wid any text dat ever yet was preached:
But Brown, he was a prosper man, an' owned his mule an' cow,
An' I was sort o' hypnertized, I s'pose dey'd call it now;
An' so I own—repentin' deep—I hope it ain't too late—
I started out to toil fur Brown, and do his biddin' straight.

I set an' studied half an hour to make de fac' appear
Who was de stingiest man I knowed in all de country near;
An' den I bor'd ob him dat night (I strongly 'sert an' vow,
I hope de Lawd forgives me dat—I wouldn't do it now);
An' Brown was standin' by my stove, at mornin's soonest ray,
An' helped undress de veteran, an' cooked him half a day.

An' den de famblies gathered roun', partakin' of de cheer,
An' grinnin' says, "Dere ain' no lack of gratitudin', here!"
An' every one dat turkey praised, wid floppin fork and knife,
To see him endin' usefully a long and peaceful life;
An' wid a wink an' wid a shrug, an' wid a smile of glee,
"We're dinin' wid de stingies' man!" says Shadrach Brown
to me.

An' all de festival went right, an' wouldn't have had a hitch,
If little Paminondas Brown didn' turn us in de ditch:
He spoke up: "Poppie, when I wen' to feed de chicks. dis
morn,
De brindle rooster took de cake, a gobblin' of de corn;
I had a look aroun' de roost—I peeped into the well—
De turkey gobbler'd up an' gone we's fattin' for to sell."

Den Brown he kind o' looked at me like one ob us must die;
But I caressed de carvin' knife, an' gazed him in de eye;
I says, "Now Shadrach, look-a-here; you tol' me what to do;—
Of all de chaps in all dis town, de stingiest one is you."
An' den he sort o' wilted down, an' let de joke go free;
"I've cooked my goose an' turkey, too," says Shadrach Brown
to me.

—WILL CARLETON.



HOLIDAY GOODS...

We handle a number of lines suitable for Holiday Goods.

Examine Our . . Catalogue

Prices on Stamped Ware reduced

And order from traveler or by mail.

THOS. DAVIDSON & CO. - Montreal

WE ARE ALWAYS RIGHT.

HARDWARE still adheres to its former announcement that the MacFarlane Shade Co., manufacturers of window shades, etc, would cease to manufacture after Dec. 1, 1894, notwithstanding the denials published in other papers in different parts of Canada. The stock-in-trade of the company will be taken over by their old competitors, George H. Hees & Co. and Menzie, Turner & Co., and the building will be leased by the latter concern for a term of years, during which the MacFarlane Co. agree not to go into business in Canada. Mr. MacFarlane himself will go to Detroit to manage a factory to be stablished there by himself and Hees & Co. The Canadian field will thus be divided between Menzie, Turner & Co. and G. H. Hees & Co.

SCRAPING BOILER TUBES.

A new contrivance for scraping boiler tubes has, according to an exchange, been introduced in Australia. Hitherto the appliances in general use have been worked by spring expansion, and are soon rendered useless. The new scraper works on a hinge, which is closed as the cleaner is pushed into the tube. In the act of drawing out, the hinge is opened, and two disks, which can be gauged to fit any tube, are thrown out. These disks fit so closely to the inside of the tube that their passage causes the removal of all dirt and scale. It is claimed that the new apparatus is cheap, that it cleans the tubes more effectively than any other scraper, that no brushes are required with it, and that it pulls soot, etc., before it, instead of pushing it into the fire box at the back end of the tubes. It is stated that the scraper has been found especially serviceable on board large steamers.

WILD NOTIONS RE ALUMINUM.

The presence of aluminum in clay has led to wild notions as to its available quantities, says Age of Steel. Men have looked on a clay bank and indulged in visionary estimates of the wealth that was simply waiting for a large shovel and a roomy wheelbarrow. It is, however, stated as a cold scientific fact by a member of the United States Geological Survey, that until some radical change is made from the present method of reducing aluminum, bauxite must concontinue to be the chief source from which the metal is obtained. This mineral, according to geological researches, is at present located in Arkansas and in the southern part of the Appalachian Valley, extending from Adairsville, Ga., to Jacksonville, Ala. The continuity of these deposits is not yet demonstrated, and the possible or probable supply is an unknown quantity. That science will ultimately devise sufficient and economic methods of reducing aluminum, by which the ubiquitous white metal can be more generously used, is simply a matter of time.

BOON TO SMALL MANUFACTURERS.

The latest phase of the hire system, according to an English paper, is that adopted by a firm of electricians, who have been canvassing manufacturers in Birmingham, to induce them to adopt the electric light, using their own steam-engines for the generation of the electricity. The firm provide the dynamo and all the fittings, and the payment is spread over a series of years. There is no doubt this will be a boon to small manufacturers whose works are too distant from the mains of the company who have the monopoly for the centre of Birmingham to admit of their taking the supply from them.

SOME STRONG FOREIGN WOODS.

One of the strongest timbers in existence, remarks an exchange, is said to be the Borneo ironwood, whose breaking strain is 1.52 times that of English oak. It is of a dark brown color, turning to a deep red when seasoned, and becoming as black as ebony on long exposure. It neither swells nor shrinks under any degree of dryness or humidity. The white ant and the torredo fail to perforate or destroy it. It weighs 60 pounds per square foot, that of lignum vitæ being 83 pounds, boxwood 80 pounds, ebony 74 pounds, and African oak 62 pounds. The Quebracho wood found in Argentina is said to have extraordinary durability. Posts that have been in the ground 150 years, in soil alternately parched by great heat or sodden by tropical rains, were found to be in sound condition. This wood is free from attacks by insects, does not decay, and is not compressible, and weighs 78 pounds per cubic foot. These qualities make it a splendid material for railway ties.

TRADE BRIEFLETS.

J. R. Hambly, hardware, etc., Drayton, is giving up business, and has been succeeded in hardware by O. B. Henry & Co., and in tinware business by J. D. Fawcett.

The Magnetawan Tanning and Electric Co., of Magnetawan, has been incorporated.

A meeting of the creditors of R. G. Gaucher, hardware merchant, Montreal, has been called for 26th inst.

The creditors of Rolland & Bro., wholesale cabinet hardware, Montreal, have refused the insolvents' offer of 16c. on the dollar, cash, and have ordered the assets to be sold by auction.

Arthur Desaulniers, is registered proprietor of the the hardware firm of Desaulniers & Co., Ste. Anne de la Perade.

THE OAKVILLE BASKET CO.,



Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE BASKET CO.

TRADE CHAT.

THE annual meeting of the Verity Plough Company, Brantford, took place last week, when very satisfactory reports were received. Mr. H. A. Massey was elected president; W. J. Verity, vice-president; W. G. Ranton, secretary-treasurer, and R. H. Verity, general manager.

The Seaforth (Ont.) Electric Light, Heat and Power Co. has been incorporated, with a capital stock of $25,000.

The Farmers' Binder Twine Company, of Brantford, has declared a dividend of 10 per cent. The factory, which was closed, has been started up again with a staff of ninety hands.

A. Moyer, John Kearns, W. J. Houston, and W. E. Rathwell, all of Palmerston, are seeking incorporation as the Canadian Cone Coupler Carriage Co, Ltd., with headquarters at Palmerston and a capital stock of $25,000.

A meeting of the New York State Hardware Jobbers' Association was held in Troy last week. The same afternoon J. M. Warren & Co. tendered the members of the association and invited guests a dinner at the Troy Club.

Allard, the Levis blacksmith who some time ago claimed to have invented a process for hardening copper, has now made a working model of a cannon out of aluminum. He is making another to be tested by the R.C.A., which will measure three feet and only weigh six and a half pounds.

G. A. Richardson has commenced removing his hardware stock into the store vacated by A. McDonald. J. Worthington will remove to Richardson's old premises on Thursday, and G. J. Thorp will take down the partition between his store and the barber shop early next week.—Guelph Herald.

According to The Journal of Commerce a number of western Ontario merchants have been nipped by sending money to the pool brokerage firm of George M. Irwin & Co., Pittsburg, for investment. Irwin & Co. have just failed, owing their depositors some $800,000. The Hamilton Spectator says several Wentworth county men are among the victims.

The half-yearly statement of the Bank of Montreal to October 31st was issued last week. The balance of profit and loss for the half year to April 30th, 1894, was $804,715; profits for the half year to October 31st, after deducting charges of management and making full provisions for all bad and doubtful debts, is $604,862.10. A dividend of 5 per cent. is declared, which amounts to $600,000, leaving a balance of profit and loss carried forward of $809,577.43.

The Nova Scotia Mining Association met in Halifax last week. There were three sessions. The main question under discussion was the federation of the mining associations of Ontario, Quebec and Nova Scotia. At the regular meeting of the Nova Scotia association, held at Sydney, C.B., last summer, it was decided to federate on certain lines. A scheme proposed by the Ontario and Quebec associations was before the meeting yesterday, and was adopted after being amended to a radical degree.

It is reported that gold has been discovered in Kaslo Creek, and a large number of claims have been staked out. It is said that for some time the Chinese have been bringing gold dust into the city and trading it for goods, but not until now was it known where the gold was found. Some of the nuggets attracted attention from their size. Should further explorations confirm the report of the gold being there, there is likely to be considerable immigration in the spring into the district.—News, Vancouver.

J. Trotter, of Wiarton, writes as follows to The Empire: For the sake of many who find it difficult to get money to buy coal, please publish the "Koal-sparr," or as good a recipe. To every pound of common salt add one or more ounces of nitre—saltpetre—and make pickle with it and dampen the coal with it; or, for jewellers, melt the nitre and set fire to it by a spirit lamp and it will melt gold quicker than anyway I know about.

The price of crude oil at Oil Springs, according to a correspondent of London Advertiser, is from 20 to 25 cents higher now than last year at the same time. This is largely due to the scarcity of the supply and the lowering of surplus stocks. Owing to the rise in price a few rigs have commenced drilling in the territory, which would indicate that there are hopes of it remaining at its present figure (i.e., $1.10 clear), for Oil Springs oil. As it is, the price should give considerable impetus to the industry, and hopes are entertained that this, along with the returning confidence in the lumber traffic business, will be fairly lively in the village through the coming winter.

At the meeting of the Hamilton members of the Commercial Travelers' Association the following were nominated for office: First vice-president, H. G. Wright; second vice-president, John Hooper; directors, W. G. Reid, J. H. Herring, J. Stoneman, W. E. LaChance, James Hooper, T. M. Davis, W. B. Croy, F. Smye, Ross Wilson, W. T. Hall, T. P. Allen, W. Bremner and George Mathieson; trustees for Mutual Benefit Society, Alex. Munro, J. Madill, A. Mur dock and George A. Black. It was decided not to have a ball this year.

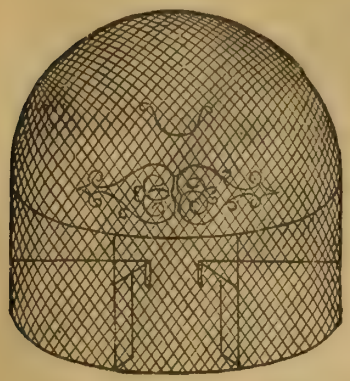
At a conference in Ottawa in the Board of Trade rooms between representatives of the Fire Underwriters' Association and the Ottawa mill owners, the subject of the disposal of sawdust was discussed. The insurance agents declared that the establishment at the mills of furnaces for the destruction of sawdust would cause an increase of fire insurance rates, not only on mill property, but throughout the whole quarter of the town in which they are situated. The period of exemption from the law which prohibits throwing sawdust in the Ottawa river expires next spring.

THE STEEL OUTLOOK.

FROM all standpoints of outlook in the metallurgical world, the future of steel seems to be definitely assured, says Age of Steel. In some cases, such as in rail manufacture and shipbuilding, its position is already determined. Here it has a premiership, and in these industries alone it has a generous scope of service. It is, however, aggressive, and conclusively so, in many other lines where iron was the dominant and undisputed factor. In steam boiler and machine shops, stamping works, bridge and roofing plants, tube and safe works, in tin plate and car shops, steel is becoming a favored material. This is also true in the miscellaneous trades radiating in myriad lines from the old iron hub of the metallurgical circle, as included in the generic term of hardware, in edged tools, cycles, cut nails and screws, and in a thousand-and-one forms of general service. Its qualities, as developed by modern processes, and the adaptation of modern device and ingenuity to its more facile and economic manipulation are so many decisive factors in its supremacy. Plates are rolled in larger sizes than iron, and from thin sheets to those weighing two tons. Galvanized sheets can be turned out with economic and other advantages, and what with a combination of mechanical and chemical skill there may be of obstructive defects in steel as at present produced, are more than likely to be constantly counteracted or diminished. All this will have a direct bearing on the puddling industry. As pointed out in a previous issue of this journal, this departure does not imply the supremacy of steel in uses where iron has its special qualities for special service. It has, however, to be conceded that steel is making rapid headway, and its supremacy, if not all it is to be, is definitely established.

LOW PRICES FOR MANILLA HEMP.

An auction sale of 5,000 bales of Manilla hemp was held in Brooklyn last week, being part of the cargo of the ship Granite State, which arrived about six weeks ago. It appears that the hemp in question was, upon its arrival, rejected by the buyer, and the sale in question was part of proceedings to settle the claims of the sellers. The sum realized was about $50,000, while the prices ranged from 4⅝c. down to 3⅜c., which figures are below the current market quotations. The difference in value will be settled by the courts. The Columbia Cordage Co., of Albany, bought the largest lot, while Philadelphia concerns and New York brokers were the other buyers.



Spark Guards

Brass and blued, open or closed top. Standard sizes in stock ; special sizes made to order.

Barrel Cinder Sifters

Full line in stock.

MANUFACTURED BY

The B. Greening Wire Co., Ltd.,

HAMILTON, CANADA.

WRITE FOR CATALOGUE.

ENGLISH VS. AMERICAN PLUMBING

BETWEEN the work of the American plumbers and the English workmen in the same line, says The Plumber and Decorator, there are a great many radical differences; in fact, the plumbing business in Great Britain and America is carried on upon entirely different lines. On this side of the water the plumber habitually does roofing, makes pipes and flashings, uses lead wastes, makes lead fixtures, is usually a gasfitter, and very generally does decorating work. To a builder he is very frequently a general utility man.

It is very rare to find an American plumber in the roofing business. In fact, the two lines are usually as separate and distinct, in all except the smaller shops and those with questionable character, as the dry goods trade and the grocery trade would be. As far as England is concerned the union of the two trades was a very natural one, because in the early days the lead roof was one of the most common coverings for buildings, and the plumber being a lead worker found quite as much to do on the roofs as with other parts of the drainage of a house. In fact, it seems that the plumber's original business was that of the sheet lead worker, and consequently he was really more of a roofer than anything else, and being a roofer, flashings were part of his work.

The use of the outside waste and vent pipes is something that it is very difficult for the American plumber to understand. In such work open joints or their equivalents are necessary for taking up expansion and contraction. The fact that the winters are comparatively mild prevents the wholesale destruction of the plumbing which would take place in that country with a similar construction. The outside position of the pipes renders them less liable to destruction by vermin than if they were placed within the building. The fact, however, remains that the winters are frequently severe enough to produce frost, and at such times it is difficult to see how a lead system on the exterior wall of a house could be operated without instant destruction or, at least, stoppage. All the English authorities on plumbing, while speaking of the inside work and recommending it, fall back on the outside work as the style which, after all, seems best suited to the demands of the people. The English plumber still does a great deal of lead work which in America has been superseded by materials obtained from the manufacturers ready for use.

Lead trap making is, in America, a thing of the past. Even the bottle trap is now a commercial article, and there is nothing remaining that needs to be made in the shop. Service boxes and drip trays are no longer made of lead, so that the modern American plumber has little to do in general plumbing work beyond bending and fitting pipe and making safes. In the better class of work even safe making is disappearing and water tight floors are taking its place. It is not an unheard of thing to find first class jobs in that country where not 5 pounds of lead have been employed on the whole of the plumbing work.

In America, as in England, gas fitting is recognized, and has been for many years a legitimate part of the plumber's business. In England the union of gas fitting seems to go back to the very beginning of the art of conducting gas pipes, and the continued use of the so-called "composition" pipe, which is a bendable pipe like lead, makes it a very proper branch of the trade. In America, on the other hand, the plumber has taken to the use of iron, brass and other hard metal pipes to such an extent that he has to have his shop fitted with most of the tools for handling wrought iron pipe. Hence he naturally combines gas fitting with wrought iron pipe work as a proper, legitimate branch of his business.

On the other side of the water there is a constant advance in the styles and manufacture of plumbing goods of all kinds. There is nothing used by the plumber, from a joint for lead pipe to a full set of bathroom fixtures, that he cannot buy ready made. The work is becoming more and more a trade in which science and the ability to set up ready made fixtures and ready jointed pipe is more essential than skill in working lead. The schemes of plumbing and drainage made necessary by their tremendous buildings are of a character to call for scientific knowledge of the highest class, but the manual skill needed beyond that of making a perfect screw or calked joint does not seem to be called for. Job after job of fine plumbing work is turned out, and the master plumber will tell you that he did not use a pound of lead. It requires very little thought, therefore, to see that the tendency of the plumbing work in the United States is diametrically opposite to that of Great Britain, and it remains to be seen whether in the future the lines of advancement are to be still further diverging or in common.

THE DRUMMER AND HIS GRIP.

Though the rain and sleet are falling,
And the roads are "awful muddy,"
Though all men "hard times" are bawling,
Though a fellow's nose gets ruddy,
Though the rivers may be frozen,
And the frost may bite and nip,
They can never stop the advent
Of the drummer and his grip.

Though the trains may all be smashing,
Though the horses all go lame,
The drummer, like the bedbug,
Will get there just the same ;
And, when his time is over,
Will come smiling from his trip,
For he always "makes connection,"
Does the drummer with his grip.

Ah, he teaches us a lesson,
With his energy and grit,
Things that "paralyze" most people
Don't astonish him one bit.
And he's ever bright and cheerful,
And a smile is on his lip ;
He's a daisy from away back,
Is the drummer with his grip.

Give him a kind word always,
He'll give you back the same ;
For the doings of some "black sheep"
Don't give the whole tribe blame.
For down, clear down to Hades,
Some so called "good men" slip.
While along the road to Heaven
Goes the drummer (with his grip).

—Exchange.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, Nov. 23, 1894.

HARDWARE.

STRANGE to relate, despite the advance in railway freight rates which took place on Thursday last, the activity in shelf hardware of all kinds, to which reference was made last week, has been fairly well maintained. This fact will be best attested by the statement made by the head of one of the leading firms here, that in two days they received over fifty-five orders for goods from travelers, while their letter orders averaged up from eighteen to twenty daily. The orders were also of fair volume, and it seems fair to assume that stocks generally in country storekeepers' hands are light. In fact, the experience of jobbers all around goes to prove that traders generally have been running on very small supplies all through the fall. In spite of this also a quiet winter's trade is expected on the whole, the present spurt that the trade has been experiencing this week being due to the fact that the cold weather, close of navigation, etc., have convinced buyers of the necessity of procuring some supplies. No particular line has been favored, but all have shared in the week's activity.

WIRE—Quite a number of good sized orders for wire have been received during the week at steady prices, the aggregate volume of trade being considerable.

ROPE—A fair degree of life has been experienced in this line, which rules steady, as previously quoted. We quote: Sisal at 7 to 7½c. for 7-16in. and upwards, and 14 to 15c. deep sea line. Pure Manilla, 9½c. for 7-16 in. and upwards, 10c. for smaller sizes.

CUT NAILS—Values on these still continue unsettled, and at present writing no signs of the reported agreement between makers is forthcoming. Offers have been made again of small lots of stock at a range of $1.50 to $1.65.

WIRE NAILS—There has been an improved movement on these over last week in 5 and 10 keg lots of standard sizes. Discounts continue at 75, 10 and 5, as before.

HORSE NAILS—There has been a good brisk trade doing in these at steady prices. Discounts continue on the basis of 60 and 60 and 2½ on staple lines.

TACKS—There has been a much better demand for tacks since our last. Prices remain as they were.

CHAIN—Cow ties have been going out very freely this week, and trace chains, etc., to a minor extent.

HORSESHOES—Activity in horseshoes both from makers and jobbers referred to in our last has been well maintained. Prices remain unchanged at $3.50 for iron shoes. We quote: steel shoes: XI., Nos. 0, 1 and 2, $5.75 per 100 lbs.; Nos. 3 and 4, $5; assorted sizes, $5.50; steel toe weight shoes, Nos. 1 to 4, $6 per 100 lbs.

WARE—The better demand experienced by other lines has been shared in both by enamelled and common ware. In fact the latter has furnished quite a fair volume of trade, notably such lines as common iron kettles, etc.

PLUMBING SUPPLIES—These continue dull and much the same as they were last reported.

LEAD PIPE—Nothing special to report.

HINGES—These have continued to be a very active line, and a large volume of goods has been moved during the week, especially T and strap hinges.

BUILDERS' SUPPLIES—Featureless, as before.

TOOLS—Shovels, axes, spades, etc., have continued fairly brisk, and among the orders that have been received for other shelf goods, some demand has been experienced for small lots of carpenters' tools, planes, etc.

CLOTHES WRINGERS—Only an occasional order for these comes to the fore, business in them being a bagatelle.

LAMP GOODS—There has been a good demand experienced for lamp burners of the two staple sizes, A and B.

SPORTING GOODS—Have not been quite as active as they were of late.

CUTLERY—Quite a fair number of orders keep coming in for table and pocket cutlery with the enquiries for other goods.

WINTER GOODS—Sleigh bells and skates have, if anything, shown increased activity, and there have been fair enquiries also for horse blankets, surcingles, curry combs, etc.

TAR, ETC.—There has been no change to report in this line, which rules as last quoted. We now quote: Resins, $3 to $5.50 as to brand; coal tar, $3.25 to $3.75; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5¼ to 7½c., and cotton do., 10 to 12c.

TURPENTINE—There has been no change in turpentine during the week, and it rules steady at 44 to 45c.

CEMENT—There has been a rather firmer tendency in cement. We quote: English $2 to $2.10 and Belgian $1.85 to $1.95.

FIREBRICKS—Receipts of these have been heavy, but demand has been good and prices

THE SPLENDID OIL HEATER

WILL HEAT A ROOM 20 FT. SQUARE

No Soot
No Smoke
No Odor

Requires no more care than an ordinary lamp. . . . . .
Just the thing before a stove or furnace is started. . . . .
We can supply a three-hole extension top, making it a perfect oil stove.



The McClary Mfg. Co.

London Toronto
Montreal Winnipeg Vancouver

MONTREAL MARKETS.—Continued.

are well maintained at $15 to $22 per 1,000 as to brand.

METALS.

The movement in heavy iron and metals has been nothing like commensurate with the life displayed by shelf hardware, etc. In fact trade on the whole has continued quiet and buyers are operating cautiously. A healthy point is the fact that people have been working along on very small stocks, which have, in many cases, not been replenished materially during the fall. An indication in this connection has been the receipt by sales' agents here of quite a number of import orders from customers in the west and elsewhere for the winter shipment of such staple lines as galvanized iron and tin plates not a usual thing after the close of navigation.

PIG IRON—Quietness has prevailed in the pig iron market, and prices are unchanged at last week's quotations. We quote ex store: Summerlee and equal brands, $21; Carnbroe and Eglinton, $19 to $19.50; Ferrona, $17.25 to $18; Siemen's, No. 1, $17.25 to $18.

BAR IRON—The unsettled feeling as regards the value of bar iron still prevails, and prices are difficult to quote as ever. There is not much doubt, however, that as matters are at present, practically any quantity, no matter how small, can be had at $1.60 to $1.65, and that this might be cut for a larger lot.

TIN PLATES—The tin plate market remains steady, so far as spot quotations go, though cables cite a rather easier feeling abroad. Very little business has been put through on spot, but some import orders have been received for high grades for winter shipment. We quote $2.75 to $3 for coke and $3.25 to $4 for charcoal.

TERNE PLATES—Nothing special to report in this connection. The range is nominally the same at $5.75 to $6.25, as to grade.

CANADA PLATES—Demand is limited and prices unchanged at $2.05 to $2.15, as to grade.

SHEET IRON—No change to report, with only a small trade passing at $2.20 to $2.30 for No. 28 gauge.

IRON PIPE—This has been featureless and unchanged at 70 and 5 for black and 50 and 5 for galvanized.

INGOT TIN—There has been no recovery from the easy feeling noted last week. In fact, we quote a rather lower inside range of 16½ to 18c.

COPPER—There has been no change in copper, which rules steady at 9¾ to 10¼c.

LEAD—Lead is quiet and unchanged at $2 75 to $2.85.

SPELTER—This rules easy in tone, though there is no quotable change at $4 50 to $4.75.

ANTIMONY—Remains dull as before at 10 to 12c.

HOOPS AND BANDS—Business has been very quiet, with prices unaltered at $2.20 to $2.30.

GALVANIZED IRON—But little life is exhibited, though prices are steady on the whole. We quote: 4¼ to 4½c. for No. 28 Queen's Head; Morewood, 5¾ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

GLASS.

There has been rather more life in glass during the week, but values continue the same. We quote on the basis of $1.25 for first break, with putty in bulk $1.85.

PAINTS AND OILS.

The demand to get supplies forward has led to a little brighter feeling in this market, but it can hardly be said that the change is of a material kind, but is rather a sort of temporary spurt. Prices, as a rule, are steady both on leads and oils. We quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, raw, 57 to 58c., boiled, 60 to 61c.; seal oil, 40 to 45c.

PETROLEUM.

Demand for petroleum has continued good and the market has ruled active and firm. We quote: Canadian refined, 11¼c. in shed in Montreal for round lots, and 12 to 12½c. for smaller quantities, with a dis-

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PAPER BAGS

THE E. B. EDDY CO. HULL, CAN.

Both plain and printed. Any size, weight, color, quality and at mill prices. Inducements to Hardware dealers. Write us or our agents for estimates.

Also Montreal, Toronto, Quebec, Hamilton, Kingston, St. John, Halifax, Winnipeg, Victoria, St. Johns', Nfld.

Sheet Steel Pressed Brick

Fireproof, Durable, and Cheap.
Does not absorb moisture.

STEEL CLAPBOARDS AND
ROCK FACED SIDING

Special Prices to the Trade

CORRUGATED IRON

Metallic Roofing Co. Ltd.

84 to 90 YONGE STREET MANUFACTURERS TORONTO

MONTREAL MARKETS—Continued

count of 2 per cent. for cash. American petroleum is quoted at 15c. in car lots, and 16c. for smaller quantities.

HIDES.

Receipts of hides have been heavy during the week, but the demand from tanners continuing good, there has been no accumulation of stock of a material kind. We quote: No. 1, 4 to 4½c.; No. 2, 3c.; and No. 3, 2c. There has been some little demand for sheepskins during the week, and as high as 75c. each has been paid for them, but now the market can be quoted at 50 to 60c.

TALLOW.

Demand for tallow is slow, but prices rule steady at 5 to 5½c. per lb.

WOOL.

This market has been quiet, with no large business during the week. We quote: Greasy Cape, 14 to 16c.; Canadian fleece, 17 to 20c.; B. A. scoured, 26 to 32c.; Canada pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. Northwest wool, 11 to 12c.; B.C., 10 to 12c.

ASHES.

The market for ashes was quiet and without any change to note. We quote: Firsts, $4.30; seconds, $3.80, and pearls $7 per 100 lbs.

MONTREAL TRADE NOTES.

There were large receipts of firebricks this week, amounting in all to 273,000.

Advices from Liverpool state that a move is on the tapis for the formation of a combine among the glycerine manufacturers.

Cables recently have been easier, both in galvanized iron and tin plate, but values from now out here are not apt to be affected materially by this fact.

The fact that several winter import orders have been placed with A. C. Leslie & Co. for Lydbrook and Allaway tin plate by customers both at Ontario points and in the Maritime Provinces, is an indication that stocks must be pretty light in country dealers' hands.

Arrivals of cement since our last have aggregated 17,000 barrels English and Belgian. This practically winds up the season, the total being 86,700 English and 58,525 Belgian.

The fact that one of the leading shelf goods houses here handled no less than 56 travelers' and 48 letter orders on Monday and Tuesday is a pretty fair indication of activity in that line of goods.

H. W. De Courtenay, of Jas. Hutton & Co., has just returned from a trip to the Pacific Coast. He visited all the leading centres in Manitoba, the Territories, and British Columbia, and considers that the conditions out there are healthier.

Notwithstanding the fact that there were some large import shipments on the last direct steamers here of galvanized iron, sales agents have this week received quite a few import orders for winter delivery—notably, A. C. Leslie & Co. for the Queen's Head brand, which they represent.

On Saturday last Capt. Bartlett, of the Burgess Gun Co., of Buffalo, N.Y., gave an exhibition of shooting at the Montreal Athletic Club House before a number of Montreal shooting men. The exhibition was an eye-opener to the local shots here. The captain demonstrated conclusively the beauties of the Burgess repeating shot gun. Among the feats performed were, throwing a glass ball in the air, attaching the barrel to the stock and breaking the ball before touching the ground; throwing three balls over the shoulder and breaking them, throwing six balls in the air at same time and breaking them all before touching the ground. This was one of the most expert feats exhibited, the time taken being less than three seconds. He also threw a small wooden block in the air, hitting it six times. Caverhill, Learmont & Co. are agents in Montreal for this gun.

TORONTO MARKETS.

TORONTO, Nov. 23, 1894.

HARDWARE.

NO material change has taken place in the volume of business during the week. The improvement noted a week ago has been maintained, and, if anything, enlarged upon. At least, this is the consensus of opinion among the trade. A feature of the trade of the past week has been the numerous orders Toronto wholesalers have been receiving from their customers on the upper lakes, it being the last opportunity of the season to ship by boats running from Collingwood in connection with the G.T.R. This has helped increase the trade, for had it not been for the desire to evade the higher all-rail freights merchants would have probably made their purchases smaller. The C.P.R. is still taking goods for shipment from Owen Sound, but that road is likely to discontinue doing so on short notice. The feature to note in the wire trade is a slight change in the terms on barbed and plain twist. The situation in nails remains much the same as it has been for the past few weeks. The price of coil chain has been reduced a little, but it has not stimulated business any. Horseshoes are going out freely, and plumbers' supplies are still active. Trade in both cutlery and sporting goods continues to decline, which is customary at this season. Payments still stand in need of further improvement.

WIRE—Occasional orders are being received for hay-baling, 14 and 15 gauge; also barbed and plain twist wires. A slight change has been made in the terms regarding barbed and plain twist wires. Hereafter freight will not be paid to points in Ontario on these unless quantities ordered are 500 lbs. or more, but will be priced f.o.b. Toronto. Stove pipe wire is still in active demand. Barbed and plain twist wire and staples are unchanged at 3¼ to 3½c. per lb.

MARKETS.—Continued

ROPE—Demand has not been quite so good as it was for rope, but made-up halters are still being called for in quantities. We quote: Sisal, 7-16 in. and larger, 7½c.; ¼, 5-16, ⅜ in., 8c. Manilla 7-16 in. and larger, 9½c.; ¼, 5-16, ⅜ in., 10c.

CUT NAILS—The lower figures have not increased trade to any extent. The Montreal make seems to be held a little firmer. We quote base price at $1.75 f.o.b. Toronto.

WIRE NAILS—Trade in this line, while quiet, is still more satisfactory than in cut nails. Discounts are unchanged at 75, 10 and 5 per cent., shipments from 10-keg lots being prepaid.

HORSE NAILS—These are going out in fair quantities. The manufacturers are now putting nails on the market in 30-lb boxes, each of which contains six packages of 5-lbs. each. They are subject to the same discount as the regular 25-lb. boxes. Discounts, 60 per cent. off "C." and 60 and 2½ per cent. "P.B." and "M."

TACKS—Nothing new has transpired during the week, the demand still keeping fairly good. We quote: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37 per cent.

CHAIN—There is virtually nothing doing in coil chain, while prices show some reduction. Demand is steady for cow ties.

HORSESHOES—These are going out freely, but large shipments are principally being made from Montreal. Prices are unchanged. We quote: Iron shoes at $3.65, f. o. b. Toronto, subject to rebate in certain cases. Steel shoes are quoted at 15c. per keg advance on Montreal prices.

WARE—Demand has increased somewhat for white ware, and a steady business continues to be done in Peerless and Eclipse wares.

PLUMBING SUPPLIES—Trade has fallen off somewhat since last review, but there still seems to be a fair business doing, taking it all round.

BUILDERS' SUPPLIES—Trade in this line is quiet and featureless.

TOOLS—There is very little doing in draining tools, but business is still good in spades, shovels, axes, axe handles, saws, hay knives, etc.

CLOTHES WRINGERS—Business continues quiet. Trade in this line has been unusually unsatisfactory during the last six weeks or two months. We quote $28 per dozen.

TINWARE—While orders are coming in steadily, they are for much smaller quantities than they were. Stove boards and coal hods are being called for regularly, although not in large lots.

LAMP GOODS—Are attracting little or no attention at the moment.

SPORTING GOODS—Shells and cartridges are receiving some attention, but business in arms has dwindled down to the sale of an odd gun or rifle now and then, the season for these latter goods being practically over.

CUTLERY—There is still a little doing in a sorting-up way, but business is gradually falling off.

WINTER GOODS—Sleigh bells are going out more freely, and the demand for snow shovels is active. Skates are being shipped in large quantities, although stocks in jobbers' hands are not yet complete.

TAR, ETC.—We quote: Roofing pitch, $2.50 per bbl.; pure coal tar $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

CEMENT, ETC.—We quote: Portland cement (English), $3 per bbl. for best grades; New Brunswick plaster Paris, $2 per bbl.; Canadian water lime, $1.25 per bbl.

FIREBRICK, ETC.—Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

The tone of trade continues to improve, but business is quiet, except in galvanized iron, tin plates, and a few other lines.

PIG IRON—Most of the foundries are closed down, and the sales that are being

M. & L. SAMUEL, BENJAMIN & CO.

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164 Fenchurch St., London, E.C.

.... Toronto

Copper and Nickel Plated

TEA KETTLES

Copper and Brass

TODDY KETTLES

Britannia and Nickel Plated

TEA AND COFFEE POTS

MARKETS—Continued

made are in the United States article, and in very small lots at that. We quote as before, ex cars Toronto; Carnbroe, $19.50; Summerlee, $21 to $21.50; Nova Scotia, $18 to $18.50.

BAR IRON—Business is still confined to small lots. We quote base price at $1.75 to $1.80 from stock and $1.70 to $1 75 from factory.

SHEET IRON—The improvement noted last week in the heavier gauges has been maintained. but there is very little call for 26 x 28 at the moment. We quote as follows: 8 to 16 gauge, $2.50; 18 ditto, $2; 20 ditto, $2.10, 22 to 24 ditto $2.20; 26 ditto, $2.45; 28 ditto. $2.65; tinned sheet iron, Manor's, 26 gauge, 7c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

SHEET STEEL—Has been going out freely, especially in the better quality. Russia iron, both genuine and imitation, is in better demand, although no large sales are reported. We quote: 8 to 16 gauge, $2 75 per 100 lbs.; 18 to 20, $2 65; 22 to 24, $2.85; 26, $3.10.

IRON PIPE—Trade has been exceptionally good for some time, and jobbers have had a good deal of difficulty in supplying the demand. At the moment some sizes are completely sold out. This applies both to black and galvanized. Discounts are unchanged at 70 to 70 and 5 per cent. for iron pipe and 50 to 50 and 5 per cent. for galvanized pipe.

LEAD PIPE—A few ton lots have changed hands during the week, but in general the demand is only for small quantities. London has been added to the list as one of the delivery points. We quote: Toronto and west 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON—Numerous orders are being booked for import, and shipments from stock are also good, quite a number of case lots having changed hands. Prices are being well maintained at $4.25 for 28 gauge either from stock or import, for Queen's Head, Gordon Crown and Apollo brands.

CORRUGATED IRON—Prices are a little easier, but demand is better than is usual at this season, partlcularly for the better brands.

INGOT TIN—Has been rather quiet during the past few week in Lamb and Flag, and no improvement has yet developed. Straits, however, has been going out in larger quantities. We quote: Lamb and Flag at 18 to 18½c., and Straits at 17 to 17½c.

INGOT COPPER—A few good sales have been made, but in general the demand is limited. Prices are unchanged at 10 to 10½c.

SHEET COPPER—Very few case lots have been booked during the week, demand being nearly altogether for small lots of plain and tinned. Braziers' sheets are quieter than they were a week or so ago. We quote: Untinned, 14 to 16½c., according to weight and size; brazier sheets, 14 to 17c., according to quality.

ZINC SPELTER—Quiet and unchanged. We quote as before, at 4 to 4¼c. for domestic and 3¾ to 4c. for imported.

BOILER TUBES—A few orders are being taken, but they are usually for small lots. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

GALVANIZED BOILERS—Quite a number of these have gone out during the week at quotations. We quote: 30 gal., $6; 35 gal., $7; 40 gal., $8.

TIN PLATES—A number of orders have been booked for import, and trade from stock, while not heavy, remains steady, and several good import lots booked some time ago are now being delivered to various points through the country. "M.L.S." is going out freely at the base price of $5 to $5.25 per box "I.C." We quote: Coke, 14 to 20 gauge, at $3.10; for sizes 15 to 25c. per box, basis more; "I.C." charcoal, $3.50 to $3.75.

TERNE PLATES—Have been going out a little more freely again, quite a number of orders having been received through the week. Prices unchanged. Box lots unchanged at $6.50 to $6.75.

SHEET ZINC—The improvement noted last week has been maintained at unchanged prices. We quote 4¾c. for cask lots and 5c. for small lots.

HOOPS AND BANDS—Business is quieter, the quantities selling at the moment not being nearly as large as they have been during the previous three weeks. Prices are firm. We quote $2.20 for ton lots and $2.25 for small lots.

CANADA PLATES—Trade continues to be equally divided between 52, 60 and 75 sheet boxes, a brisk business being done. All bright is being called for regularly, but in smaller quantities than the other kinds. We quote half-polished at $2.25 to $2.35, according to quantity; 60-sheet boxes, 10c. per box advance; 75 sheet boxes 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—Trade has remained steady during the past week at unchanged prices. Prices for the better quality are unchanged at 12 to 13c.

PIG LEAD—Business in this line is becoming quiet again. Prices are unchanged at $2.75 to $3, according to quality.

ANTIMONY—Some good sales have been made in the ordinary way, but in general the demand has been small for both the imported and the common. Prices are unchanged at 9½ to 10c.

PAINTS AND OILS.

WHITE LEAD—Business is only of a limited character, and the base price is unchanged at $4.25. English lead is quoted at $5.50 to $6.25.

PUTTY—Demand has fallen off somewhat. We still quote $1.75 for bladders in barrels and $2.25 for cases.

TURPENTINE—Business continues to fall off, and the turnover is now small. The market in the south is still characterized by weakness. Quotations here are unchanged at 39c. f.o.b. Toronto for 5-barrel lots and 40c. for single barrel lots.

LINSEED OIL—Trade is slow at 53 and 54c. for raw and 56 to 57c. for boiled, f.o.b. Toronto, net 30 days.

PREPARED PAINTS — Nothing scarcely doing, only an odd case now and then going out. Pure is unchanged at $1.

CASTOR OIL—There is practically nothing doing. Prices are unchanged at 6¼ to 6½c. in cases and 7c. in tins.

GLASS.

Demand for window has fallen off considerably, business transacted now being of a sorting-up nature, and for small lots as a rule. Much the same applies to fancy glass. The demand for plate glass, on the other hand, appears to be a little better. We quote: Window glass unchanged at $1.10 to $1.15 for first break in 250-foot boxes and $2.05 to $2.10 in 100-foot boxes.

OLD MATERIAL.

Trade is quiet and prices unchanged. We quote: Agricultural scrap, 45c. per cwt.; machinery cast, 45c. per cwt.; stove cast scrap, 25 to 30c.; No. 1 wrought scrap, 35c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 7 to 7½c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3½ to 3¾c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 60c. per 100 lbs.; borings and turnings, 10c.

SEEDS.

The market is steady for alsike at $4 to $5 f.o.b. points of shipment, with a trifle more being paid for extra choice fancy lots. An occasional sample of red clover is now being offered, for which $5 to $5.40 f.o.b. is being paid for good to fine samples. Sales of timothy are still somewhat light, with prices steady at $1.50 to $2.50 per bushel f.o.b. The outside figures in all the above quotations are for the best qualities.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—There is no accumulation, demand and supply being about equal. Prices are unchanged, dealers paying 3½c. for green, and selling cured at 4½c.

SKINS—Sheepskins are quiet and unchanged, dealers still paying 55c. Calfskins are dull and nominally worth 6c.

WOOL—There is no foreign demand, and trade is quiet in consequence. Dealers are

MARKETS—Continued

paying 18c. for fleece and super, and 20c. for extra.

TALLOW—Much as before, dealers paying 5½ to 5¾c. for rendered, and selling at 6¼c.

PETROLEUM.

Trade is still good in burning oils, while lubricating oils are quiet. Prices are slightly lower, except in Carbon safety, which is higher. We quote, in 5 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 11½ to 12c.; carbon safety, 16c.; Canadian water white, 16c.; American water white, 17½c.; photogene, 19c.

The Petrolia Advertiser in its weekly report quotes: Petrolia crude: $1.12 per barrel. Oil Springs crude: $1.13 per barrel. Refined, 7c. in bulk; 9¾c. in barrels in car lots f.o.b. here.

MARKET NOTES.

There has been a slight reduction in the price of coil chain.

H. S. Howland, Sons & Co. are just in receipt of a large consignment of crimp chimneys, A and B; also railroad lantern globes, No. 39.

Horse nails are being put on the market in 30-lb. boxes, containing six packages of five pounds each.

H. S. Howland, Sons & Co. are just in receipt of a large consignment of Keystone egg beaters. This beater, they claim, is the most complete of its kind manufactured.

Rice Lewis & Son, Ltd., are showing some nice novelties in the way of chafing dishes, shaving mirrors, kettles and stands.

H. S. Howland, Sons & Co. have just received a fresh consignment of No. 39 Railroad and Clipper tubular lanterns, and will now be able to fill all their back orders.

M. & L. Samuel, Benjamin & Co. have experienced an increased demand for the Miller oil heater since it was illustrated in HARDWARE.

A new wallpaper renovator is being put on the market. A sample was shown HARDWARE by Sanderson, Pearcy & Co., and, if it is equal to what is claimed for it, should prove a good seller.

The Metallic Roofing Co. has made a contract with the Imperial Bank for supplying it with Hayes' patent lathing for the Toronto building, now being enlarged and overhauled.

H. S. Howland, Sons & Co. have had such a demand for the genuine Acme and Star skates that they have had to send several repeat orders to the factory. They are expecting a consignment daily and will then be able to fill all their pending orders.

Examiner, Sherbrooke: "As announced in our columns last week, Mr. Jas. F. Kerr, who has been employed by Messrs. Lucke & Mitchell for upwards of eighteen years, pur-



SS. SMOKELESS POWDER Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

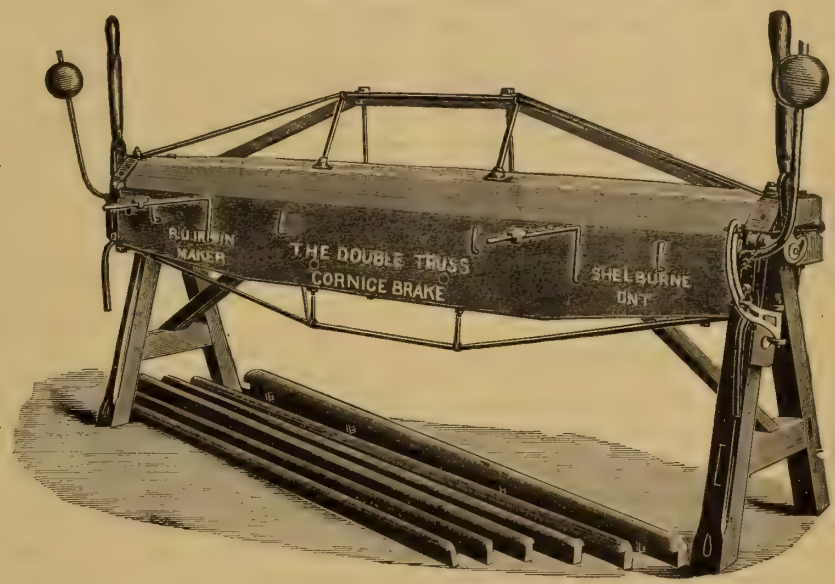
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Our Specialty PURE TURPENTINE Our Customers Need fear no Adulteration

Every barrel guaranteed! We are headquarters for the Pure Article.
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(CROCKER'S PATENT)



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THE TORONTO SILVER PLATE CO.
Manufacturers of Silver and Silver Plate
KING STREET WEST
Toronto.
E. G. Gooderham, Manager.
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chased the insolvent estate of E. Boucher, hardware dealer, and has opened up business on his own account at Boucher's old stand, 81 Wellington street. Mr. Kerr was highly esteemed by the firm whom he served so long, and by his courtesy and business-like manner won the confidence and esteem of the public in general, who will be glad to learn of his success in his new undertaking."

The Metallic Roofing Co. have secured the contract for supplying the Lunatic Asylum at Quebec with 100,000 square feet of metallic ceiling plates. It was erroneously stated last week that the contract was for the Lunatic Asylum at Guelph.

W. D. Birchall, Montreal representative of the Toronto Silver Plate Co., spent about three weeks there this month. He had with him over $3,000 worth of samples, which were on exhibition in his Windsor Hotel sample room. Probably this may account for the rumor in trade circles that the Toronto Silver Plate Co. are about to open a retail store in Montreal. E. G. Gooderham, general manager of the Toronto Silver Plate Co., on being asked if there was any truth in this report, said: "Decidedly, no; our company are manufacturers, not retail merchants, and our trade business is too satisfactory to wish to conflict with it.

UNITED STATES MARKETS.

NEW YORK, Nov. 23, 1894.

PIG TIN—Prices went a fraction lower. Sales were made at 0.15c. under prices that were bid on Monday, and it seemed no difficult matter for the buyers to duplicate their purchases at the close. A fraction decline in the London market and heavy sales there were conspicuous as disturbing features, but a certain amount of pressure comes from the fact that stocks here are large and that deliveries are likely to be heavy, not only here, but in Europe, during the next ten days. In the London market it dropped £1 2s. 6d. to £1 5s. per ton. In the New York market prices receded about 0.15c. on near and 0.10c. on distant future deliveries. Transactions recorded on 'Change included 5 tons January delivery at 14.30c., 10 tons February at 14.30c., 25 tons December at 14.25c., 10 tons April and 10 tons May at 14.25c.

COPPER—A somewhat unsettled tone characterized the market, the result apparently of excessive supplies and slowness of orders from both export and home trade buyers. Prices show more or less irregularity and some weakness. The range quoted is 9⅜ to 9½c. for Lake Superior ingot, 9¼c. for electrolytic and 9.00 to 9.10c. for common casting stock.

PIG LEAD—A moderate business was done, chiefly at 3.12½c. for common Western for prompt and 3.10c. for next month shipment. There was no spirit to the demand, however, and the apparent firmness of prices was due largely to the reserved offering. London cable to Metal Exchange quoted £9 15s. for soft Spanish.

SPELTER—Values remain almost stationary, and the market shows quite steady tone. Orders that go through here are chiefly for single carloads, and reports from primary points indicate a slower condition of affairs there. On ordinary Western brands the range 3.35 to 3.45c. is quoted. London quotation to the Exchange was £14 17s. 6d. for good merchant brands.

ANTIMONY—The market remains steady but quiet, with prices at about 7.25 to 7.35c. for Hallett's and 8.35 to 8.50c. for Cookson's on the spot.

TIN PLATE—Moderate sized lots o ordinary cokes and ternes are being taken for immediate delivery, and prices for these remain quite steady. Futures are relatively lower, but the cheaper prices stimulate purchases.

IRON AND STEEL—No important deals or change in the volume or character of business were reported. The negotiations for both crude and finished products were commonplace also, and upon the whole the situation is about the same as it was at the beginning of the month.

NOVA SCOTIA MARKETS.

HALIFAX, Nov. 23.

HARDWARE.

WHOLESALE dealers report trade as very dull. Orders are coming in very slowly, and only for small supplies. Cold weather has been hoped for, and as it has come better trade may be looked for. On the other hand, retailers report business brisk. This is particularly so in shipping supplies, there being a big fall fleet in port, all of which take supplies here. This has caused a slight stiffening in cordage in small lots. The Retailers' Association held a meeting last week, and the executive met this week. The business was purely local and routine.

ROPE—The jobbing trade is good, but dealers are receiving no large orders. A fair business is reported by the Wortmouth Ropework Company for direct supplies. Quotations are the same as last week, viz.: Sisal, 7½c. for all sizes, pure manilla, 9½c. for all sizes.

CUT NAILS—A good trade is being done in cut nails, but no immediate advance is anticipated. The quotations remain on the $1.90 basis.

WIRE NAILS—There is no demand for wire nails, although there is no change in the quotation of 75c. with 5 per cent. off from last week.

TURPENTINE—Outside painting being over, the demand for turpentine is somewhat slack. The quotations remain at 42 and 43c.

CEMENT—There is really little of this article in the market; the quotations are $2.35 for small lots.

METALS.

PIG IRON—There is very little doing in pig iron among jobbers. Most orders are placed direct with the works. Ferrona is quoted at $15.50.

BAR IRON—Considerable bar iron has been handled this week, and the demand is good. The quotation remains at $2.10 from stock.

LEAD—This stock continues stiff in price and demand, the quotation remaining at $3, which is not likely to last.

SHEET ZINC—The demand is about the same as last week, with quotations remaining at $5 and $5.50, with prospects of a slight decline.

GALVANIZED IRON—There is little or nothing doing in galvanized iron. Quotations are 4½ to 5c.

GLASS.

A good trade is being done in glass, particularly in shore shipments. The local trade is also good. The quotation this week is $1.35.

PAINTS AND OILS.

There is little or no demand for paints and oils, and brighter trade is not looked for at this season. Linseed oil is quoted at 57c for raw and 59c. for boiled, with light stocks. This is a decline of 1c. for raw and 2c. for boiled during the week.

THEY ALL LOVE IT.

Cash!

There isn't a merchant on the face of this planet who, in giving credit, does so with that genuine pleasure that he feels when he handles for every purchase the actual cash—bank bills, gold, or silver, or a cheque equally good.

Difference in price will not compensate him.

It is the old bird-in-the-hand axiom modernized.

That is, a profit of five per cent. on a cash transaction is more to be desired than 20 per cent. probable profit, at 60 days' credit, with the prospect of losing the principal and the profit both.

Did you ever consider how many sales to good paying customers were made profitless by the failure of one customer to pay for goods delivered?

You see, it is not only the profit that is lost, but your goods, too, for which you must pay or have paid others.

This is one of the great disadvantages of the credit system, and it alone should be sufficient to convert all dealers to cash—jobbers as well as retailers.

The merchant who sells for cash has no old losses to make up from the profits on new sales.

Cash is the only safe rule.

Therefore, sell only for cash.—Exchange.

TWO-MANNERED PEOPLE.

PEOPLE who have two sets of manners, one for those arrayed in "soft raiment," and one for the wearers of homespun, often involve themselves in much difficulty and embarrassment, says an exchange. In their estimates of the lofty and the lowly they are constantly making mistakes and displaying the wrong set of manners before the wrong people.

A carriage dealer in the city had this fashion and was especially gruff towards those whom he suspected of shallow purses and yet who were presuming enough to come and look at his wares.

He was standing in his door one day when a stout man walked up, with a rough overcoat buttoned to his chin, and a pair of heavy, unpolished boots on his feet.

"Good day," said the stranger, civilly. "Are you the owner of this establishment?"

"Well, I am," was the curt reply.

"Have you any fine carriages for sale?"

"Well, I have."

"Can I look at them."

"You can do as you please; there they are."

The man must have wished to buy a carriage very much to have accepted such an ungracious permission. However, he seemed to take no notice of the dealer's boorishness, but examined the carriages carefully, and finally picked out one that pleased him. Its price was two hundred dollars, and he said he would call next day and inform him of his decision.

"Oh, yes," said the carriage dealer, "you will call to-morrow, certainly," and he walked away whistling.

To his surprise he did call, and counted out his bills in payment. Greatly disturbed, the dealer looked him over from hat to boots, and then examined each bill with care to see that it was all right. He was now in a fever to learn his customer's name. "Perhaps he would like a receipt?"

"It might be as well," said the other.

"What name?"

"Washington Irving."

What a thunderbolt it was to the admirer of the great and the despiser of the lowly. His apologies began to rain down, but Irving waved them aside. He was too much of a gentleman to take pleasure in his discomfiture, as a narrow mind would surely have done, and bidding him a courteous "good-day," he left him to recover from his chagrin at his leisure."

No doubt Dickens would have made a good point of him in his next story, but Irving was too genial and kindly, and probably felt a sincere regret for his mortification, justly as it was merited.

A true gentleman is not one who puts on politeness as a mask. It is his true face that you see, and it never deceives you. It is a very unfavorable world for masks. The best art cannot keep them often from dropping in most inopportune places, and in most conspicuous noon tidelight.

CHEAPER MONEY.

First-class investments for money are hard to get these days, and to get them those who have money to lend are accepting less interest. Good real estate loans are being made at 5 per cent., and loans on business paper at 5 to 6 per cent. are quite frequent. Many loan companies and banks which have been paying 4 per cent. on deposits have given notice that after January 1, 1895, they will pay only 3½ to 4 per cent.

PULLED THE NAIL.

This is a woman's age, and a business man who knows tells a correspondent that there is positively nothing that she will not undertake. He was lounging in his office one day when the door opened and a well-dressed, comely little woman appeared. She wore a resolute expression in addition to other apparel, and in her hand she carried a large tack raiser.

"Good morning," she said winningly "Is this Mr. Cash's office? Will you please tell me which chair has the nail in it?"

The business man was confused—the nice little woman was a total stranger to him. He answered her wildly, "What chair? What nail?"

"Why," she exclaimed, "my husband has come home three times recently with dreadful holes in his coat and trousers, and he said he tore them on a chair in your office. I'm about tired darning and patching those rents and thought it would be more sensible and satisfactory to come down here, pull the nail out and be done with it. Don't you think so?"

Still in a trance, the merchant agreed with her, found the offending chair, extracted the nail, and with many thanks and smiles the enterprising little woman withdrew.

NEW WIRE-DRAWING FIRM.

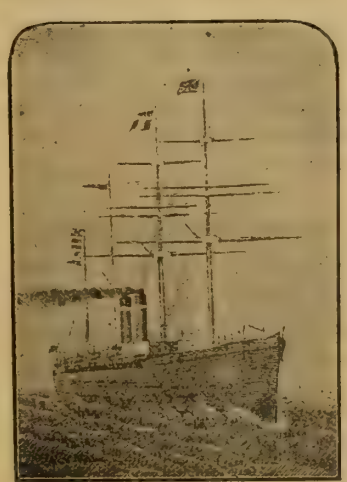
The Western Wire and Nail Co. is the name of a new concern that is seeking incorporation from the Ontario Government. The application for incorporation sets forth that the "object for which incorporation is sought is for the drawing of wire of all descriptions and the manufacture of and dealing in same and its products in any and every form, and the manufacturing of and dealing in plumbers' and painters' supplies."

Operations will be carried on in London, and the capital stock is $50,000, in five hundred shares of $100 each.

The applicants are: Thomas S. Hobbs, mauufacturer, London; Andrew John Somerville, manufacturer; Thomas R. Wood, gentleman; James George, manufacturer; Thomas S. Bayles, manufacturer, all of Toronto. Thomas S. Hobbs, Andrew John Somerville and Thomas R. Wood are to be the first directors of the company.

India has 27,000,000 acres in rice, 18,000,000 in wheat, 75,000,000 in other food grains, 1,600,000 in sugar cane, 251,000 in tea, 10,000,000 in cotton, 1,000,000 in indigo, 300,000 in tobacco.

A man is a good deal like a chameleon, after all. He turns yellow with jealousy, green with envy, blue with despondency, gray with age, red with anger, white with fear and black with despair.—Exchange.



ALLAN LINE

ROYAL MAIL STEAMSHIPS

Liverpool, Halifax, and Portland Mail Service

After Nov. 18th the Mail Service will be continued for the Winter 1894-5, from Portland to Halifax, as under:

STEAMSHIPS.	From Portland.	From Halfax.
STATE OF CALIFORNIA	.....	Nov. 24
LAURENTIAN	Dec. 6	Dec. 8
NUMIDIAN	" 20	" 22
MONGOLIAN	Jan. 3	Jan. 5
LAURENTIAN	" 17	" 19
NUMIDIAN	" 31	Feb. 2
MONGOLIAN	Feb. 14	" 16

The Steamers of this service carry all classes of passengers. The Saloons and Staterooms are in the central part where least motion is felt. Electricity is used for lighting the ships throughout, the lights being at the command of the passengers at any hour of the night. Music rooms and Smoking room on the promenade deck. The Saloons and Staterooms are heated by steam.

RATES OF PASSAGE:—Cabin, $45 and upwards, according to Steamer, location of and number of persons in Stateroom. Second Cabin, $30; Return, $55.

Steerage to or from Liverpool, London, Glasgow, Belfast, or Londonderry, $15.

H. & A. ALLAN, Gen. Agents, Montreal, or H. C. BOURLIER, 1 King St., Toronto

CELLULOSE FOR MANUFACTURING

ONE of the most interesting cellulose compounds recently discovered is the thio-carbonate. In the issue of this journal, August 11, 1893, we outlined its development and the possibilities of its future industrial utility. In view of the success of its practical applications, then only tentatively suggested, we present to our readers a resume of the work to date. While at first many difficulties were encountered, development is now going forward very rapidly; and within the last six months much has been accomplished, both practically and experimentally, which places its industrial importance beyond question.

The different forms which this cellulose compound assumes and its various solutions have each their peculiar properties and applications, and we must refer those desirous of more explicit details to more technical literature. There are now six commercial forms available—the crude solution, dense cellulose in the mass, separate films and sheets, films and sheets on cloth backing, porous cellulose, and various admixtures of cellulose and foreign substances, such as untreated fibre and mineral substances. The uses of these various preparations we enumerated in the article already referred to.

The inertness of the dehydrated product is well shown in its application to woven fabrics. Describing this feature, The Journal of the Society of Chemical Industry says: "Cotton and linen goods behave very differently in regard to their affinity for and power of fixing these cellulose derivatives. When grey linen is passed through a weak solution of cellulose thio-carbonate it is easily fixed by the film. It appears to penetrate the cell-wall and build itself up in the fibre. The cellulose so fixed is not removed by the various chemical treatments the cloth afterwards receives. The character of the solution used has a great effect on the finish of the cloth. It is possible to obtain a very marked difference in the feel by the addition of only two per cent., or to add to the cloth as much as 25 per cent. without making any marked difference. In all cases the cellulose derivative shows itself less acted upon by chemical treatment than the fibre of the cloth."

For the decolorized weak solution there appears to be a large field of application, e.g., for the permanent stiffening and sizing of cloth, as also for collars, cuffs and shirt fronts. It makes an excellent vehicle for pigments in cloth printing. A very dilute solution, with alum, finds application in paper sizing.

The reverted or solid cellulose, that which by special treatment becomes insoluble in water, is of especial importance. This may be worked up in any direction, resembling ebonite in appearance and taking a high polish. Its uses in this form are very numerous, as insulating material for buttons, tool handles, and other small articles, etc.

The production of continuous films is described as follows: A machine has been devised by which a film is produced and reeled in one continuous web. The thick solution, which has been kept till on the point of coagulation, is spread on the surface of a revolving cylinder, half immersed in a bath of brine. The solution is spread by means of an adjustable doctor attached to side deckels, which regulate the width of the film required. The film as it leaves the brine is stripped from the cylinder and passed through a series of vats for decolorizing, dyeing and finishing. It can be dried by passing over steam cylinders and reeled. The film when in the web, before passing on to the drying cylinders, can be grained or stamped by rolls carrying designs in imitation of any surface. Cellulose films prepared in this manner have an affinity for many aniline colors not shared by any other form of cellulose. It becomes dyed so readily with some aniline colors, without a mordant, that the operation can be performed in the web as it passes over the machine.

To prepare thick films the solid coagulum is cut up in pieces of any desired thickness. These are washed, treated under pressure, and calendered. Calendering has a marvelous effect upon the films if they are not thoroughly dehydrated. It has lately been found possible to pulverize the solid decolorized coagulum, and by pressure cause it to come together into compact sheets; also to unite several sheets into one compact mass. This is a very remarkable feature, and it is found possible to stamp boxes direct from the coagulum, embossing and dehydrating them in one operation.

The comparative cheapness of this material as a substitute for other materials serving the purpose, and the many possibilities of new uses, make the cellulose compound well worthy of the careful attention and experiment of manufacturers. For many purposes it has passed the experimental stage and established its usefulness.—N. Y. Journal of Commerce.

THE BICYCLE AS A VEHICLE.

The utility of the bicycle as a vehicle for travel in wild countries, says The Springfield Republican, was given a thorough test by those enterprising young American travelers, Thomas Gaskell Allen and Wm. Louis Sachtleben, whose remarkable journey of 7,000 miles from Constantinople to Pekin has been made so familiar to so many thousands of readers in The Century magazine, and is now reprinted in attractive book form by The Century Co. Riders who are given to dilating on their experience in a week's tour through our own civilized country will perhaps become more modest after reading what it is possible for two freshly-fledged college graduates, quite destitute of experience, to accomplish in the way of travel. Their long and sinuous route led through the midst of savage tribes, most of whom had never seen a European, much less a bicycle. Their strange vehicle was called sometimes a foreign horse, sometimes a "flying machine," sometimes a "self-moving cart," while others who had heard of that unearthly Western invention, the locomotive, mistook the bicycle for that. On their passports it was called, in default of a Chinese equivalent, "a seat-sitting, foot-moving machine." Even more graphic was the description of a Chinaman, "It is a little mule," said he, "that you drive by the ears and kick in the sides to make him go."

AN INTERESTING TEST.

Some interesting experiments, according to Ironmonger, were carried out at the St. Pancras Ironworks, Belleisle, York road, London (Eng.), on Oct. 26th, with the object of testing the fireproof materials invented by Mr. T. L. Banks. This invention is one of the simplest that could be conceived. It supposes, for instance, that in building a house iron is used in the place of joists, and that instead of wooden lath for the purpose of the ceilings a specially constructed iron netting (the basis of the invention) is attached to the bottom of the joists. Under this a plaster or light concrete is applied just as to the old wooden laths, and nothing new is, indeed, visible. By the arrangement of the iron joists and the netting, a space is secured between the ceiling of one room and the floor of another above, through which air may circulate; and as no wood or other combustible material is employed, each room may be made completely fireproof. The advantage claimed over iron and concrete as ordinarily used hitherto is that the current of air between the floors and walls keeps down the temperature of the iron, and so prevents expansion. The test adopted was to light a fierce fire in the lower room of a house built on the principles indicated. It was kept going for more than half an hour, and extinguished when the company went to lunch. On examination being made afterwards it was found that the walls, the floor above, and everything adjoining remained intact.

THE BOWMAN CO.'S STOCK.

The stock of the Bowman Hardware and Sporting Goods Co., Hamilton, was sold on Tuesday last by the sheriff. The stock was valued at $43,000. The price paid was 50c., and it was purchased by a syndicate.

The claims of the principal creditors, and particularly those who tried to set aside the chattel mortgage for $22,000, given to Mr. Lester, had already been bought by representatives of the shareholders, it is understood, at figures ranging from 60 to 90c. on the dollar. Efforts are now being made, it is said, to induce the other creditors to accept 40c. on the dollar for their claims.

A COLD GALVANIZING PROCESS.

WITH the object of cheapening the process of coating iron with zinc and of avoiding the deterioration of the quality of the material which usually follows pickling and hot galvanizing, Mr. Cowper-Coles, of 16 Adams street, W., has invented a process for coating iron with spelter in a cold condition. Messrs. Laird Brothers, of Birkenhead, were the first to adopt the cold galvanizing process, and erected a plant for the purpose of cold-coating plates up to 18 feet long with zinc. The articles to be so treated are first pickled and then passed through a washing tank, or oxidizing tank, after which they are removed to the plating bath by means of an overhead trolley running on rails. To quicken the process, retain a smooth surface and prevent any reduction in the tensile strength, an electric current is passed through the pickling tank. Several shipbuilders are now erecting plants capable of dealing with plates 25 feet long, and of coating the frames of small craft, such as torpedo-boat destroyers, after riveting up. As the result of experiments, made to ascertain the relative tensile strength, etc., of specimens cut from steel-plate strips, treated by the cold process and by the ordinary hot method, it was found that the elastic stress of the plates zinc-plated was 17.4 tons per square inch, as against 16.5 tons by the old method, the ultimate stress being 26.3 tons and 27.9 tons, and the extension in 10 inches 24.9 and 22.6 per cent. respectively. Tests made to determine the adhesion of the zinc-plating, as compared with hot galvanizing, showed that, whilst in the latter case the coating began to scale at from 57,750 lbs. to 63,130 lbs. per square inch, the zinc-plating did not scale, but remained intact throughout the experiments. It is claimed that the cold process is quite 40 per cent. cheaper than the hot, and there is no warping or distorting of articles of small section.—London Times.

PROGRESS IN WELDING.

Welding metallic bodies by simple pressure at temperatures below their fusing point was made a success some years ago. An experimenter, after some fifteen years of practice, says, "the most perfect joints were produced with gold, lead and tin, and the most refractory were bismuth and antimony. Two cylinders thus welded together could be put in a lathe, one of them only being held in the chuck, while the other was being worked upon by a cutting tool, without coming apart." The most striking experiments were those showing the evaporation of metals, or their sublimation at temperatures between 360 and 400 deg. A disk of mica inserted between a zinc and copper couple at 360 deg., when the air was kept away from the surfaces, gave the copper a golden yellow tint over the area of the hole in the mica; a brown layer was produced on the zinc, which by chemical analysis was proved to contain copper. These experiments add new and valuable facts to the rapidly lengthening history of metallurgy.

AMERICAN FENCING WIRE

Barb Wire, Annealed and Oiled Wire, Galvanized Wire, Staples, etc., from stock or for import. Prices right.

A. C. LESLIE & CO.
Montreal and Toronto.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

CHEAP FRESH RELIABLE

Thorold Cement

Should be kept in stock by all Hardware Merchants

By sending a POST CARD to

Estate of John Battle
Thorold
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Prices and full particulars will be given.

FOR MASONRY WORK OF ALL KINDS

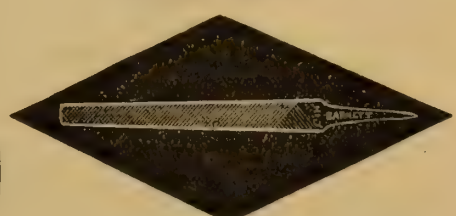
Wire Brushes AND Brooms

For Moulders, Brewers, Factories
Pavements, Track Use, etc.

CHAS. BOECKH & SONS
Manufacturers
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BLACK DIAMOND



FILE WORKS

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. Gulletting Sawfiles.
Climax Sawfiles. Lightning Sawfiles.
—AND—
EVERY OTHER DESCRIPTION OF SAW FILES.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

THE liabilities of Massey & Hall, the insolvent merchants of Massey, Ont., are placed at $16,000 and assets at $18,000.

D. Barrow, harness maker, of North Gower, has assigned to J. Kerr.

T. R. Alliston, blacksmith, etc., Toronto, is offering to compromise.

N. Bernier, general merchant, Edmunston, N.B., has assigned.

Chas. Hill, wagon maker, Lucan, has assigned to H. L. Wilkinson.

W. H. McClure, glassware dealer, Lindsay, has assigned to R. Tew.

W. Mathew, general merchant, Huntsville, has assigned to Richard Tew.

A. Lapointe, carriage maker, Lotbiniere, Que., has obtained an extension.

W. M. Morse, foundry, St. Thomas, has compromised at 30c. on the dollar.

Napoleon Turcot, plumber, Montreal, has compromised at 40c. on the dollar.

A Bathurst, N.B., general merchant named Hugh W. Meahan, has assigned.

M. Hamel, trader, Quebec, has compromised at 50c. on the dollar, cash.

Lemire & Frere, general merchants, Drummondville, Que., met yesterday.

Geo. S. Hinch, general merchant, Tamworth, has assigned to James Aylsworth.

Joseph Pariseau, general merchant, Plantagenet, Ont., has compromised at 50c. on the dollar.

C. Chouinard, hardware, St. Henri de Montreal, has compromised at 50c. on the dollar.

A. Bernier, general merchant, Cap St. Ignace, is offering to compromise at 75c. on the dollar.

T. H. Chouinard, general merchant, Matane, Que., has assigned to Lefebvre & Taschereau.

Champagne & Senez, general merchants, Bulstrode, Que., are to compromise at 40c. on the dollar.

The Essex Brass and Foundry Co., of London, are offering to compromise at 50c. on the dollar.

N. & D. Livingston, general merchants, Yorktown, N. W. T., have compromised at 60c. on the dollar.

A. J. Abernethy, general merchant, Almonte, has assigned to J. W. Lawrence, of John Macdonald & Co.

PARTNERSHIPS FORMED AND DISSOLVED.

M. B. & H. Jewell, agricultural implements, East Farnham, Que., have dissolved. M. B. Jewell continues.

Thomas W. Ness has been registered proprietor of the firm of T. W. Ness & Co., electrical supplies, Montreal.

W. Delisle and Hormidas Bougie have been registered proprietors of the firm of Delisle & Co., blacksmiths, Montreal.

Montreal Wire and Brush Works have dissolved, and a new partnership has been formed, composed of Jabez J. Ulley and Albert S. Ulley; style unchanged.

G. G. McKenzie and W. A. Mowatt have registered a partnership to carry on business in Campbellton, N.B., as general merchants, under the style of McKenzie & Mowatt.

CHANGES.

D. Sullivan, general merchant, Malcolm, has sold out to A. J. Campbell.

The estate of John Tindall, general merchant, Fergus, has sold out to C. M. Beattie.

SALES MADE AND PENDING.

John Brown, blacksmith, Hereward, is advertising business for sale.

The stock of N. B. Putnam, general merchant, Paisley, has been sold.

The stock of Ed. Hagey, general merchant, Preston, is advertised for sale by tender

Joseph Moses, hardware and house-furnishings, Toronto, is advertising business for sale.

The sale of the assets of W. Brown, the insolvent wholesale carriage hardware merchant, advertised for Nov. 28, has been cancelled.

FIRES.

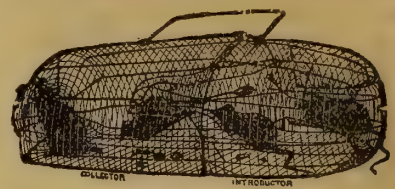
The stock of R. R. Ray & Frere, furniture, St. Hyacinthe, has been partially damaged by fire.

THE INTERIOR FRICTION OF OILS.

Petroff, who has occupied himself very extensively with the examination of lubricants, has investigated the interior friction of oils by means of an apparatus invented by himself, and has given his results in tabular form and graphically by a series of curves. According to his results, says an exchange, the degree of transparency of lubricants, the refinding process, viscosity, flash-point, and fire-point give no basis for estimating the degree of interior friction, though all are of importance. If two oils which at the same temperature possess different interior frictions be mixed, the mixed product will yield a characteristic curve corresponding to that of an oil the qualities of which lie between those of the two components. Consequently, the excessive friction of any thick lubricant may be reduced by mixing with it small proportions of solar oil, pyronaphtha or kerosene, or any oil possessing low interior friction. But this addition can be useful only when the added product does not separate to any great extent. The addition of such light oils can, of course, be easily detected through the flash-point and fire-point. The addition of various resinous materials increases friction in the machinery and in the lubricant itself, while these products have also an injurious chemical effect upon the metallic surfaces subjected to friction. It was also frequently observed that samples of the same oil that were received in the factory at different times did not yield the same characteristic curve, though filling all requirements. This fact is naturally important to consumers on economic grounds.

AN EFFECTIVE RAT TRAP.

The accompanying cut is an illustration of the French rat trap, a shipment of which has been received by M. & L. Samuel, Benjamin & Co. The trap is generally conceded to be the most effective rat catcher on the market to-day, having a record of from 10 to



FRENCH RAT TRAP.

20 rodents per night. This trap, which by the sole fact of its simplicity gives the most astonishing results, is composed of two compartments, which are the "introducer" and the "cell." It is in the latter that the victims meet. A representative of HARDWARE, who has recently returned from the Maritime Provinces, reports that the trap is a great seller there.

Galt manufacturers are thinking of sending conjointly a miscellaneous carload of manufactured goods to the Australian market.



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

CALCINED LAND PLASTER

We manufacture from the best rock only. We guarantee our plaster a first-class article. Write for Prices.

WINDSOR PLASTER CO.
Windsor, N. S.

Books for Retailers
Published for the good of the trade.

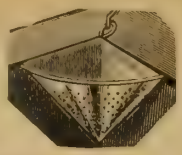
Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price)

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
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This is another batch of Prize Essays full of valuable information.
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Sent, postpaid, on receipt of price.

HARDWARE MERCHANT
TORONTO.

Pickard's Pat. Sink Strain



Has been a great seller with agents. We manufacture agents' specialties.

Address ARMOUR MFG. CO.

342 Yonge Street, TORONTO, ONT.

MUNN'S LIQUID GLUE

Received the Highest Award

WORLD'S FAIR, 1893

In competition with

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THE ART METROPOLE, Agents.

131 Yonge St., TORONTO.

Pigou, Wilks & Laurence

Limited.

11 QUEEN VICTORIA ST., - LONDON, E. C.

Sole makers of the

"ALLIANCE"

PRIZE SPORTING POWDER

THE TRADE ONLY SUPPLIED.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

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PLANTS AT

Radnor Forges, Que. Three Rivers.
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GEO. E. DRUMMOND,

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IRWIN'S

CANADIAN CUSTOMS TARIFF

—AND—

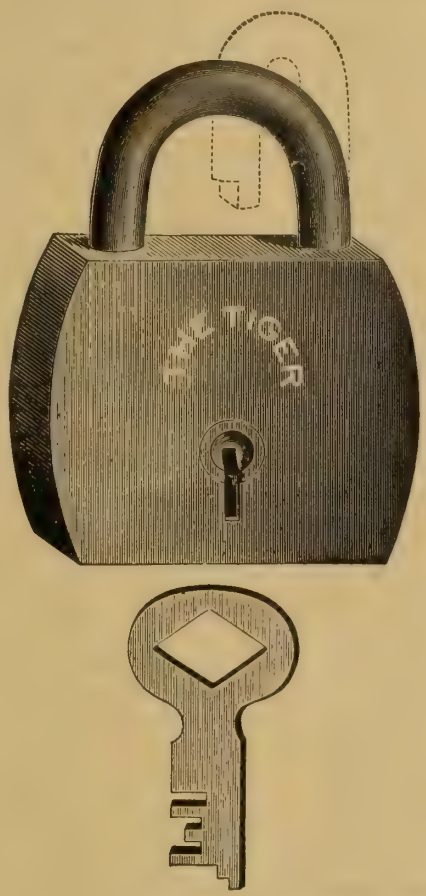
ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables (Sterling, Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercial lawyers in our country. This book is **up-to-date**, and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

THE NEW "TIGER" LOCK.

The "Tiger" new patent automatic steel padlock, of which the accompanying cut is an illustration, is being put on the market by H. S. Howland, Sons & Co. Every part of this lock is machine made and the finish is of the best. The shackle is of a size that adapts this lock to an unusually wide range



of service. The weight, 4½ ounces, suits it to baskets, trunks, and other portable uses. The automatic action is novel and extremely convenient. Packages contain one-half dozen, with six changes, weight 1¾ lbs. This lock, having only one lever, comes much cheaper than the four-lever lock. H. S. Howland, Sons & Co. also carry the four-lever lock, both in steel and brass.

MENDING CAST IRON.

It is generally thought that when any cast iron article is broken that it is the end of it, and it is useless to try to mend it. An experimental workman, according to Hub News, says that a cement may be made which will hold the parts together perfectly. Take two ounces of salammoniac, one ounce of sublimed sulphur, and one pound of cast iron filings; mix in a mortar, keeping the powder perfectly dry. When it is to be used, mix it with twenty times its weight of clear iron filings, grind the mass in a mortar, wet with water until it becomes a paste, and apply to the parts to be mended. After a while it will become as strong and hard as any part of the casting.



HORSE CLIPPERS

GEM AND H. BOKER

Finest Quality. New stock just arrived.

RICE LEWIS & SON

LIMITED

TORONTO - - ONT.

From your own standpoint

it is unprofitable to have insufficient fire-proof protection for all of your business records. Some men have a safe only half large enough, consequently they leave unprotected books which contain valuable data which it would be impossible to replace.

How is it with you?

J. & J. TAYLOR

OLD STOVE MEN'S STORIES

LIKE every other branch of industry, the stove business has leaped forward with giant strides. Where would the stove dealer of to-day find buyers for the particular styles that were all the rage in the '50s, '60s, '70s or even '80s? The other day, says American Artizan, we looked at an '82 catalogue of one of our largest stove houses, and as we glanced from page to page and saw the cuts of the different stoves described as "very modern," "the latest style," etc., we smiled at the mutability of human affairs as we thought what thorough back numbers these brand-new stoves of 1882 were. Stoves may come and stoves may go, but the personalities of our older generation of stovemen remain unchanged amidst the constant changes of their goods. The other day it was our own good fortune to strike two veterans of the trade just as they were getting down to the pleasurable task of swapping stories.

The successful years sit lightly on our young "patriarchs." They are old in years, but young in feeling, decidedly, which is the summum bonum, is it not, my friends?—but their stories are what our readers want, I suppose. Here are a few: A customer came in to complain of a stove; said something was wrong about the chimney, he didn't know what, because he had looked but had seen nothing. "Well, well," said one of these old tinners who told the yarn, "if you can't see, why feel." The customer did not take this suggestion kindly—the idea of sticking your arm up a sooty chimney has a ripe element of comicality lurking in it somewhere.

Another story is as follows: A man wanted to buy a buggy that would go twenty miles an hour; dealer had just the thing; sold him one. Man came back and kicked; said buggy was only an eight-mile-an-hour buggy. Dealer went out, looked at man's horse, saw a veritable skate of the skates, a measly $15 plug and he was justly incensed at the man's gall in thinking an A No. 1 buggy could go twenty miles an hour behind a plug among the plugs in the "hoss" line. Apply this to the stove trade. People buy a first-class stove—none better made—and then they expect this stove to accomplish A No. 1 results when it works in conjunction with a back-number, tortuous n.g. chimney. Story of the buggy and the plug over again.

One more: Resident of interior Pennsylvania bought a stove in the Quaker City. Bye and bye a kick came; stove would not work. Dealer knew it was an A No. 1 stove, knew there were "no flies on it"; customer would not have it; dealer willing to bet his last dollar on the stove and writes customer that he will come up and look at stove. If anything ails stove he will pay his own fare up and back, a trifle of $16. If, on the other hand, fault is in customer's chimney, setting of stove, etc., then customer foots the bill. Agreed. Dealer goes up; finds stove pipe run so far in chimney it sticks full against opposite wall. No wonder stove has no draft. Tableau! Customer "pays the freight," $16, just to find out that a stove pipe shouldn't get over-enthusiastic in sticking its mug into a chimney.

SAVING BY THE SLAG MACHINE.

A machine for handling slag from blast furnaces has been in operation at No. 6 furnace of the Cambria Iron Co., at Johnstown, Pa. Hitherto, explains American Manufacturer, the slag from small furnaces has usually been run into large holes in the sand of the floor, in the centre of each of which a bar was placed. As soon as the slag cooled down it was lifted by means of the bar and carried away to the dump, where it was broken to pieces. Larger furnaces are provided with light railways with iron cars, into which the slag is run, and by which it is removed to the dump. The first cost and the maintenance of such railways and their rolling stock is very high. In the new process referred to the slag is discharged into a number of shallow pans carried by an endless chain conveyor. After the slag enters the pans it is carried by this chain through a bath of water, so that it becomes fairly cooled before it is dumped at the further end into the cars which carry it away. At the Cambria Iron Company's furnace some of this slag has been sold for railroad ballast, for road material, and for use in making concrete for the foundation of buildings. As it is partly hardened by the time it enters the water bath, the cakes in the pans are solid and not spongy or granular. It is estimated that the saving by this machine over the method employing iron cars is about $2,000 a year in car repairs, labor on dump, maintenance of way on dump and in furnace labor. This is aside from the amount realized from the sale of slag.

MACHINERY AND LABOR.

A despatch from Albany, N.Y., says: Many inquiries have reached State Commissioner of Labor Statistics Thomas J. Dowling from all parts of the State asking for information relative to the growing use of improved machinery in all trades or callings, and how far it has affected hand labor. These inquiries come from the largest manufacturers as well as workingmen, and the information is apparently sought with great interest.

The use of improved machinery is now a most important one to the industrial interests of the State, and in order to ascertain the facts desired Mr. Dowling has sent out a circular to nearly every workingmen's organization in the State asking for the date of their organization, number of members at the present time and at time of organization, rate of wages now and previous to organization, hours of labor now and before organization, whether improved machinery is used in their trade or calling, and if so, has the number of the employed been increased or decreased by the use of machinery, and what per cent, and whether by the existence of their organization the reduction of wages has been prevented, and since the creation of their organization whether the general conditions of their trade or calling have been improved.

Another most important question is whether any financial aid has been rendered the members of their organizations during the past year, and if so, how much.

THE YEAR WAS A BAD ONE.

THE forthcoming report of Mr. Chamberlain, United States Commissioner of Navigation, will show, according to N.Y. Journal of Commerce, that the last fiscal year was a very bad one for iron and steel shipbuilding interests on the lakes, as compared with the fiscal year 1893, but the tonnage built in the United States was almost identical in 1894 and 1892. In 1893 the tonnage built was 94,294, of which two-thirds, 62,825, was built on the lakes. In the year ending June 30 last the total was 51,470, and not much more than one-third of this, 19,949, was built on the lakes. Marquette, which reported 17,398 tons in 1893, reports nothing in 1894; Cleveland drops from 16,042 to 4,389; Port Huron from 9,050 to 3,401; Chicago from 8,867 to 3,092, and Detroit from 8,127 to 6,780. On salt water the tonnage built in 1894 was almost exactly the same as that in 1893, the figures being respectively 31,417 and 31,469. In the two years Newport News and Philadelphia changed places. Newport News reported 13,983 tons in 1893 and 4,665 in 1894, and Philadelphia reported 5,527 in 1893 and 13,748 in 1894. Bath reported nothing in 1893 and nearly 6,000 tons in 1894, while Wilmington dropped from nearly 5,000 to less than 800; Baltimore shows little change, and San Francisco built one steamer of 3,528 tons in 1893 and one of 103 ton in 1894. The violent fluctuations in the amount of tonnage built is shown in the following statement by years:

Year.	Tons.	Year.	Tons.
1885	44,028	1890	80,378
1886	14,908	1891	105,618
1887	34,354	1892	51,374
1888	36,719	1893	94,532
1889	54,542	1894	51,470

The increasing size of vessels is shown by the fact that while there was only 96 tons difference between the construction of 1892 and that of 1894, 55 vessels were constructed in the former year and only 39 in the latter. Among the constructions of 1894 may be mentioned a steel sailing ship of 3,004 tons in Bath, and another of 1,644 in Philadelphia; a steel steamer of 4,665 tons at Newport News, one of 3,401 at Port Huron, one of 3,092 at Chicago, one of 2,975 at Bath, one of 2,237 at Buffalo, and three of 6,780 tons in the aggregate at Detroit. Of course, the St. Louis, launched at Philadelphia the other day, does not appear in this enumeration. Wooden construction is not included in these figures.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

THE

Best Upsetter

A Poor Upsetter means to the blacksmith who buys it money thrown away. In the long run it don't pay a merchant to handle goods that are not satisfactory to his customers. Jardine's Patent Tire Upsetter is reliable and durable, and moderate in price.

TRADE MARK J REGISTERED

A. B. JARDINE & Co.

Manufacturers Blacksmiths' Tools

HESPELER, ONT.

GET OUR PRICES FOR

BEST PORTLAND CEMENT

Calcined Plaster. Sewer Pipes.

Chimney Linings and Tops.

Mortar Stains. Fire Bricks and Clay.

Enamelled Porcelain Sinks.

English and Belgian Portland Cements

and General Builders' and Contractors' Supplies.

W. McNally & Co.

MONTREAL.

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,

ESSEX, ONT.

THE NUT AND BOLT TRADE.

The quarterly meeting of the National Amalgamated Association of Nut and Bolt Makers was held at Darlaston on Monday. There was a representative gathering, presided over by Mr. John Richards. The chairman said the nut and bolt trade had not improved in the slightest degree during the past quarter, a fact to be sincerely regretted, as many families were suffering most acutely in consequence of the serious depression. The auditors reported that during the quarter the expenditure had slightly exceeded the income, which was accounted for by the extra expense incurred in sending a representative to the Trades Union Congress. Some discussion arose concerning the action of a certain firm in the trade reducing wages below the present list of prices, and it was decided to leave the matter in the hands of the Darlaston branch—if necessary, to put in a notice demanding wages in accordance with the present list of prices.—Hardwareman, Birmingham.

SILICA IN PIG IRON.

A series of tests shows that the percentage of silicon in pig iron is lowest in that part of the metal which is nearest to the bottom of the blast furnace, and increases in the same charge as the upper portion, nearest the slag hole, is approached—sometimes to the extent of one per cent. But it is not possible to correlate the initial silicon percentage and the rate of increase, as it often happens that a sample in which the lowest portion contains but little silicon is unusually rich in that element in the upper part. The difference cannot be accounted for by the lower specific gravity of the silicon, yet the phosphorus and sulphur do not show the same variation. The results of eight tests are as follows:

Test.	Percentage of Si from below upward.						
1	1.13	1.15	1.15	1.19	1.33	1.40	1.42
2	1.38	1.44	1.45	1.60	1.63	1.72	1.79
3	1.15	1.34	1.43	1.57	2.17	2.18	2.20
4	1.49	1.50	1.54	1.66	1.82	1.84	1.88
5	1.95	2.09	2.13	2.45	2.70	2.72	2.76
6	1.81	1.83	1.84	1.86	1.89	2.86	2.20
7	2.72	2.74	2.77	2.79	2.85	2.88	2.89
8	2.46	2.48	2.50	2.53	2.34	2.58	2.60

POOR OUTLOOK FOR WORKERS.

Touching the hob-nail makers' strike, says Hardware, Birmingham, what hope is there for the workers when nails like a sample before us can be sold at from 2d. to 3d. per lb., according to the size. This nail has a stem equal to any hand-made nail. It looks as if the hand-men would have to turn their efforts in some other direction than nail-making, as their prospects of getting a living are becoming less and less every year. Machinery is being invented and perfected so that even with a choice of nails at equal prices the hand-made would with many take second place owing to the irregularity of the article.

DOWSWELL BROS.

HAMILTON, ONTARIO

MANUFACTURERS OF

Clothes Wringers, Mangles, Churns, Washing Machines, and Household Specialties

Prices are low but you will find our goods first-class. Send for Catalogue. . . . .

EASTERN AGENTS

W. L. HALDIMAND & SON, - Montreal

THE UNIVERSAL VARNISH

Is a leader for Inside or Outside Work.

A. RAMSAY & SON

MONTREAL.

Long Folding-Handle Dust Pan

P.S.—These are less bulky than the ordinary Pan. . . . .

Retails at 25c.

Patent Applied For



The Handle Locks when in use and stands alone. Avoids stooping and dusting the clothing. Something every family requires. Every customer a probable purchaser.

Manufactured by

TARBOX BROS., TORONTO

For sale through the WHOLESALE trade generally.

Price per dozen, $ 2.00

" gross, $21.60

Sample orders, not less than one dozen, delivered.

John Lucas & Co.'s

IMPERIAL FRENCH GREEN

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it The Best Green Made and will have no other.

. . Beware of Counterfeits.

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.

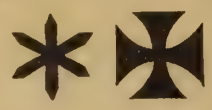


For Iron Fencing Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.

CORPORATE MARK



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb ingots, per lb	18¼	19
Straits "	18	18¼

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
M.L.S. equal to Bradley		
I.C., usual sizes	$5	25
I.X., "	6	50
I.X.X., "	7	75
Raven & P.D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½ x 17	3 50	3 75
D.X.,	4 50	4 75
D.X.X. "	4 75	5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	3 10	3 25
I.C., special sizes	3 25	3 35

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	6 50	6 75
I.X. Terne Tin	8 75	9 00

Charcoal Tin Boiler Plates.

	Per lb.	
Cookley Grade—		
.X.X., 14x56, 50 sheet bxs	6c,	6¼c
" 14x60, "		
14x65,		

Tinned Plates

72x30 up to 24 gauge	6½	6½
26 "	6¾	7
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb	1	80
efined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 25	2 30
Hoop " "	2 25	2 30
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
⅜ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull		2 15
½ polished		2 25
All Bright	2 50	2 85

Iron Pipe.

Wrought 67½ to 70 p.c.
Galvanized, 50 to 50 & 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4⅔
26 gauge, "	4⅔, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4 4½
26 gauge, "	4½ 4⅔
28 " "	4⅔ 5

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4⅔
" 5-16 " "	4¼ 4½
" ⅜ " "	4⅓ 4⅝
" 7-16 " "	3⅝ 4
" ½ " "	3⅝ 3⅞
" ⅝ " "	2⅔ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10½	0 11
Lake Superior	0 10½	0 11

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20	$0 22
" round & square		
1 to 2 in	0 19	0 21

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14	0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½	0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16	0 17
" 35 to 45 " "	0 14½	0 15½
" 50 lb and above per lb	0 14	0 14½

Boiler & T. K. Pitts

Plain Tinned per lb		0 19
Spun "		0 23

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge, up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	0 23	0 26
Sheets, hard-rolled 2x4 ft.	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04½	0 04⅔
Domestic "	0 04¼	0 04½

Zinc Sheet.

5 cwt casks		0 04⅔
Part casks		0 05

Lead.

Imported Pig, per lb	0 2⅞	0 03
Domestic "		0 02⅔
Bar, 1 pound		0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½	0 04⅔
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½	0 04⅔

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.	
Bar Half-and-half (guar.)	0 13	0 13½
Standard	0 12	0 12½
Wire	0 17	0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10	0 10½
Other makes "	0 9½	0 10

White Lead.

	per cwt.	
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4	25
No. 1 Do	4	00
No. 2 Do	4	75
No. 3 Do	3	50
Brandram Bros'. Genuine	6	00
" " Decorative	5	75
" " No. 1	5	10

f.o.b. Halifax, St. John, Montreal, Toronto,

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1	00
2nd qualities "	0	90
Barn (in bbls)	0 80	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian "	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0	69
Extra "	0	90
Brown Japan "	0	65
Brown Japan, Turpentine p. gal.	0	85
No. 1 Carriage "	1	30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 52	0 53
Boiled "	0 55	0 56

Turpentine (in bbls)

Selected Packages, per gal	0 39	0 40

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's per doz.	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount 4 00 4 25
Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather. dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ percent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 55	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 75 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	500	4 28

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 70 & 10 to 75 p.c.
Loose Pins, " 70 & 10 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 & 5 to 50 & 10 p.c.
Plate dis. 50 & 5 to 50 & 10 p.c.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.

Tanged Firmer per doz	0 85	4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.		
Stearns, per doz	8 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0		1 35
" No 2		2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz. 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p. doz	1 70	
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 and 5 per cent.
Black Diamond, 50 & 10 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50 and 10 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25 pc. to 27½ p.c.
Globe File Co.'s disc. 60 and 10 p c.
Horse Rasps, Kearney & Foote's dis Am list, 60 to 60 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 50½ p.c rev. list

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	11 5	2 20	1 50	....
26 to 40	1 30	2 30	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	...	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	.....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 60	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	75	2 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 15	0 20

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 and 10 to 65 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p.c

Heavy, per lb	03 3-5	0 04½

Screw hook and hinge—

6 to 10 in., per set	0 00	0 03½
12 up "	0 00	0 02½

	Per doz. set	
Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		

	Per doz. pairs	
Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 52½ per cent. revised list.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 80 to 80 and 10 per cent.

Wire.
Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails
Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,
F.O.B. Toronto & Hamilton $3 65
Snow, " " ... 3 75
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.
Star, per doz 3 00 3 25

Kettles.
Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys
Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.
Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.
Clauss, bread, cake and paring knives $7.20 per doz. nett.
Hay Knives, spear point, L or T hdle 5½ per cent. dis.
Lightning, per doz. 6 50 8 40
Heaths, 45 per cent. dis.

Ladles.
Melting, per doz 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*
Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50
Cabinet.
Eagle, dis. per cent, 40 to 42½ p.c.
Padlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter
Enterprise, American dis 00 to 25 per cent. dis.
Home, each ....

Mincing Knives.
American, per doz 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to 70.10 to 75 per cent

Nails.
Cut Nails (Iron)
1. Either Canada or Amer. Pat'n. Basis—50 to 60 dy 1 75
40dy 1 80
30 dy 1 85
20, 16 & 12 dy 1 90
10 dy 1 95
8 & 9 dy 2 00
6 & 7 dy 2 15
2. Amer. Pattern Only from 4 to 5 dy 2 25
3 dy. (lath) 2 75
3. Canada Pattern Only from 4 to 5 dy 2 25
3 dy. (lath) 2 65
3 dy. A.P. Fine 3 35
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.
German & American 1 85 3 50

Nail Sets.
per gross
Square, round and octagon 3 38 4 00
Diamond 12 00 15 00

Netting.
Poultry, 65 to 65 and 5 per cent.

Oil.
Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S R. Seal .....per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron Oil Can, with Pamp, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.
Galvanized, per doz 2 25 3 30

Pencils.
Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

Picks
Per doz 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.
Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 40 per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.
English, per doz 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.
Corn, square, per doz 1 35 2 00

Pruning Shears.
Per doz 4 00 5 50

Pulleys
Hothouse, per doz 55 1 00
Axle. 22 33
Screw 27 1 00
Awning 35 2 50

Pumps.
Rumsey or Canadian Cistern 60 to 60 and 5 per cent.
Pitcher Spout, 70 to 70 and 5 p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 70 to 70 and 5 p. c. from factory.

Punches
Saddler's, per doz 1 00 1 85
" Conductors' " 9 00 15 00
Tinner's solid, per set 72
" hollow, per inch 1 00

Putty
Bladder, per 100 lbs 1¾ 2
Tins, lbs 2 50 2 75

Rail.
Barn Door, per foot 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3½ to 3¾c. ft.

Rakes.
Cast Steel and Malleable Canadian list dis. 52½ p.c. revised list.

Razors.
Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.
Currier's, per doz 1 25 3 60

Rivets and Burrs.
4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.
Canadian dis. 30, 35 per c.

Rope	Per lb. Sisal.	Manilla.
7-16 in. and larger.. ...	7½	9½
¼, 5-16, ⅜ in..... ...	8	10
Cotton, per lb.....	13	16
New Zealand.....	8½	9
Russia Deep Sea, per lb..	12½	13½
Jute ..... " ...	06¾	07½

Rules.
Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.
Mrs. Potts, per set 65
" N P. " 90

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord
Per lb..... 22 50

Sash Locks.
Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.
Sectional, per lb..... 1½ 1⅝

Saws.
Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz..... ..... 7 50
Hand, Disston's, dis 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross-Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each 75 2 75
" frame only 7 5

Saw Sets.
"Lincoln" McMillan & Haynes, per doz 7 50

Scales.
Standard Manufacturing Co., 60 p.c.
Gurney Scales, 50 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.
Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.
Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.
Sargent's, per doz 65 4 00

Screws.
Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes
Discount 52½ per cent. revised list

Scythe Snaths.
Canadian, dis. 35 to 40 p. c

Shears.
B. & W., japanned, dis. 75 per cent
B. & W. N. P., dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves
Sliding Door, per set ... 77 1 40

Shovels and Spades
Canadian, dis. 42½ special brands net price.

HALIFAX SHOVEL CO.
Fenerty's disc, 45 to 50 per cent.

Sieves
Wood Rim, black, p. doz 1 05 1 10
" tinned, 1 25 1 35
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps
Harness, German, dis. 35 to 37½ p.c
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio
In ½ or ⅓ gross boxes, per grs. 11 30

Soldering Irons.
Per lb..... .... 0 26

Wrought Spikes
Discount, 20 per cent. to 25 per cent.

Spoke Shaves.
Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.
Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.
Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.
Fence, galvanized, per lb 3½ 3¾
Wrought Iron, dis. 80 & 5 to 80 & 10

Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).
Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2 " " " 4 80

Stone.
Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.
Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" " tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.
English, ass skin per doz. $2 75 $5 0
English Pat. Leather 5 50 9 75
Chesterman s, each 0 90 2 85
" steel, each 0 80 8 00

Thermometers.
Tin case & dairy, dis. 75 to 75 & 10 p.c

Thimbles.
Asbestos, filled, per doz., 35 to 40 p

Ties.
Cow, per doz 1 25 2 50

Tinner's Tools.
P. S. & W., net list.
Canadian 15 to 35 per cent dis.

Tinware.
Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters
Payson's, $2.60 to $5.00 per doz.

Traps
Game, Newhouse, dis 33½ p.c. to 35 p.c
Game, H & N., P. S. & W. or Steel, 62½ to 60.10 H & N and 70 p.c. steel.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.
Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.
Butter, per doz..... 6 25 9 00

Twines.
Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 5
Binding, Common Sense 6½
" Blue ribbon 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8

On prison made twine freight is prepaid to any railway station in Ontario.

Vises.
Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.
Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.
Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.
Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5¾ to 6¼c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.
Galv. 2 barb, 2½ & 5 in. apart } 3½ 3¾
" 4 " 4 & 6 " }
" Plain twist, all deld 3½ 3¾
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 4½
Ditto Glidden 2 point 4½
Galvanized Barb, "Lyman," 2 to 4 points..... .. 4½
Steel staples 3½ 3¾
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth
Ordinary, discount 25 p.c.
Painted Screen, p.100 sq.ft 1 85 1 9

Wrenches.
Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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> Which taken at the flood leads on to fortune;
> Omitted, all the voyage of their life
> Is bound in shallows and in miseries."

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ROTHERHITHE, LONDON, ENG.

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BRANDRAM'S B. B. NO. ONE WHITE LEAD

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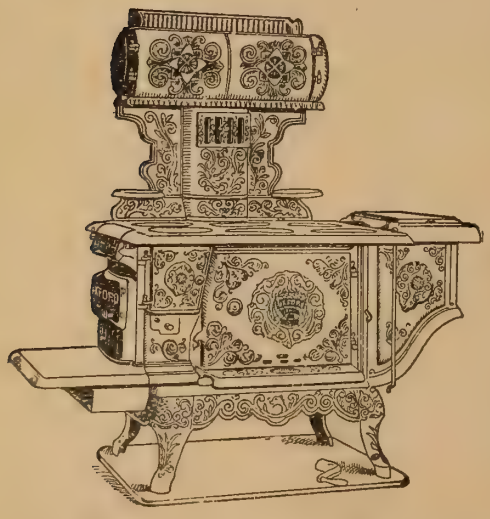
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Have large ovens.

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HARDWARE

AND METAL MERCHANT

VOL. VI. TORONTO, DECEMBER 1, 1894. No. 48.

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ON THE

SYPHON PRINCIPLE



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Pump supplied with this can is attached by means of a screw, thus giving free access to both can and pump and leaving a large hole for filling. A cap is fitted over the syphon tube and pump handle which protects it from being damaged in shipping.

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Toronto.

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Published Weekly. $2.00 a Year.

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J. B. McLEAN, President. *HUGH C. McLEAN, Sec.-Treas.*

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HOW TORONTO LOST AN INDUSTRY

IT has been common report for many years that no enterprise requiring the sanction of the Toronto City Council could get it without paying a number of the aldermen for their support.

They had either to give so much cash direct to these aldermen or buy their support by contracts or in some other indirect way.

Judge McDougall is now investigating these charges, and there seems to be much truth in them.

These kind of aldermen affect the interests of the country at large as well as those of the city much more seriously than is perhaps understood. A case in point will show this.

Some years ago several Toronto capitalists, including Mr. Jaffray, who had been looking carefully into the iron industry, believed that Ontario had the ore which would make a good quality of pig iron. They interested Mr. Morehouse, a successful and responsible American manufacturer. After many tests of the ore, enquiry as to cost of materials laid down at Toronto, probable demand, etc., he thought that there were great possibilities in the iron smelting industry. He agreed to put up most of the capital required, and take hold of the thing himself, if he had some local assistance.

The matter was laid before the Toronto City Council, and they at once offered to give him far more than his company had thought of asking.

When it came to arranging details, certain aldermen asked the representatives of the company "How much is there in this for us?" They found, however, they were dealing with respectable business men, who refused to pay for support. When the matter came before the City Council, every obstacle possible was thrown in their way, and Mr. Morehouse and his company threw up the thing in disgust. Besides paying an entrance, they felt that they would be subject to constant blackmail in future years.

Fortunately for Canada, Hamilton aldermen are of a different stamp. They are in sympathy with the business community. Their ideas rise above their own pockets. They saw Mr. Morehouse, and in a short time everything was satisfactorily arranged. The smelting works were pushed forward, and are likely to be in operation by March next.

The company is doing more than it agreed to. It promised a 150-ton furnace and it is building a 200-ton. It agreed to use 50 per cent. Ontario ore, but it is now arranging to use 90 per cent.

Where there are iron works other industries gather. It will not be long before Hamilton will have a steel plant as well. It is not beyond the mark to say that fully a thousand people will be employed eventually. This has been the experience elsewhere.

Hamilton and her enterprising citizens deserve the works.

HARDWARE could mention other similar instances in which Americans who have come to Toronto, intending to establish a manufactory, have abandoned the idea.

It is time its business men took an interest in civic affairs, instead of leaving them in the hands of professional aldermen.

CANADA AS AN IRON PRODUCER.

ALABAMA is producing the cheapest pig iron in the world to-day, but, if the statement of a gentleman from that district can be depended on, Nova Scotia should occupy that position, and at the same time give better value.

This gentleman recently visited the Maritime Provinces and looked carefully into the prospects of the iron producing districts, and it was while on his way home he expressed himself so favorably of Canadian prospects.

The circumstances bear out his opinions. In Alabama they get their iron ore, coal and lime at different places, considerable distances apart, and it costs a good deal to bring them together at the furnace. When the pig is manufactured they have long freight hauls before they place it in the buyer's hands. In Nova Scotia the ore, coal and lime lie alongside of each other. No part of the province is more than thirty or forty miles from a seaport, and very low rates of freight for water shipment are easily obtainable.

From what HARDWARE has seen, it is quite among the probabilities that before many years Canada will be shipping pig iron to Great Britain and to the United States. The New England States can use some of our iron to advantage at the present time. Experience will improve our different makes.

FAVORS WEIGHING TURPENTINE.

"Your ideas on weighing turpentine are right," said Mr. Robertson, of Kerr & Robertson, St. John. "It is the only fair way to sell this article. Why, I had to allow a man six gallons this week because he said the barrel measured out that much short. We knew this man to be thoroughly honorable, but there are some buyers who might take advantage of us."

HALIFAX HARDWARE SOCIETY.

HALIFAX hardware dealers, wholesale and retail, are a sensible lot of men. They have a successful association with sixteen members. It is called "The Nova Scotia Iron and Hardware Association of Halifax." The officers are :

President.....EDWARD STAIRS.
Vice-President..W. C. BRINE.
Sec.-Treas.....F. J. CRAGG.
Committee.....A. M. BELL, J. W. STAIRS and A. J. GRANT.

They have regular monthly meetings, after which they sit down to light refreshments, and occasionally there is a dinner. This they find an important part of their meeting. The members are drawn closer together about the festive board, and come to a better understanding with each other. In fact, they are now quite surprised how unanimous they are on all subjects. All questions of interest to the local trade are discussed, but the most important one is the regulation of prices. They are, without exception, as far as HARDWARE knows, thoroughly honorable in their dealings, and the word of any one of them is as good as his bond. So that when a scale of prices is adopted they adhere to it. Quite frequently a buyer tells a dealer he can get goods from some other member of the association at cut prices, but investigation proves he is telling an untruth.

In the rounds of the trade HARDWARE was informed that prices were being strictly adhered to. The association very wisely have made the minimum prices low enough to give a fair margin of profit without encouraging cutting, though it was reported that some of the enterprising dealers in Windsor had undersold them in Halifax on fairly large orders.

The article in which the merchants of Halifax do the largest business is rope, and there was so much cutting that often they got no profit ; now they have a margin of about five per cent. Among other articles on which there is a standard price are nails and twine for nets. Other goods are being added to the lists. A discount of 3 per cent. is allowed for cash.

The prices are only binding when selling to consumers and builders. They are changed from time to time to suit the market. The list adopted is printed and displayed in a conspicuous place in each store.

HARDWARE does not agree with this part of the scheme. It is better to work quietly and keep all information of this character from the general public. When they know there is a combination, they make greater efforts to get cut prices. It is like the red flag and the bull. Then people talk about the combine, and exaggerate the profits asked. Sometimes a dealer may want a better profit than the association has agreed to. This list will prevent his doing so.

Another feature in which the association has benefitted its members, is in enabling them to learn at what prices different manufacturers and agents had offered goods.

ROLLING MILL FOR GUELPH.

THE proposition to establish a rolling mill in Guelph is crystalizing into a shape that promises well for its ultimate consummation.

It will be remembered that a proposition was made on behalf of certain gentlemen in Detroit, to the Board of Trade of that city, to erect a rolling mill there under certain conditions. These conditions were that stock should be subscribed by the citizens.

November 13th a committee was appointed to solicit subscriptions to the stock ; and at a meeting of the board, held last week, the committee made the gratifying announcement that all the stock desired had been subscribed.

The citizens of the "Royal City" are enthusiastic over the matter, and evidence of this is seen in the fact that, although a sufficient quantity of stock has been subscribed, it has been decided to still keep the stock-books open. T. P. Coffee, Robert Stewart and James Watt are the gentlemen who have charge of the list.

The citizens of Guelph are to be congratulated on the enthusiasm and push with which they have gone into the matter ; but they must not expect great results to accrue immediately on the works going into operation. From a clause in the report submitted at the meeting held last week, some of them evidently do. The clause reads : "We desire to call the attention of the board to the fact that the subscribers will expect good dividends on their investments, and in order to meet their expectations great care should be exercised in selecting competent business men to assume the responsibility of safeguarding the interests of the shareholders."

If the words "good dividends" mean big dividends, there may be disappointments in store for some subscribers to the stock.

Big dividends, in the present condition of the iron markets of the world, are difficult to create. Just now stockholders in the great majority of industries have to be satisfied with small dividends, and those who have subscribed to stock for the new rolling mill in Guelph must not be disappointed if they fare no better, until, at any rate, the cycle of good times comes around again.

All that is said regarding the necessity of having competent men at the head of the concern is well taken. Competent men are a necessity, and an industry without them has little more prospect of success than would a rolling mill without fire.

STEEL RAILS.

SOME interesting figures were shown HARDWARE by a Montreal iron man on Monday, relative to the standing of the different steel rail producing countries of the world.

The gentleman had secured the figures in question from a recent return of the Iron and Steel Association, so that they can be accepted as reliable.

The figures as given in the return show unmistakably that there has been a great falling off in the demand for steel rails during the last few years ; this too despite the fact that there has been a large increase in the railway mileage in the period under consideration. For instance, in 1883, there were only 265,000 miles of railway open, against 406,000 in 1893, yet the output of steel rails in the four chief producing countries of the world fell from 2,870,928 tons in 1883 to 2,283,711 tons in 1893. In other words, there was an increase of 51 per cent. in railway mileage, and a decrease of 20 per cent. in the production of steel rails.

The United States was the leading steel rail producing country of the world in 1883, and she still holds that position, being in fact far ahead of her rivals. Her production in 1883 was 1,148,700 tons, or almost one-half of the world's total.

In 1893 the United States production was 1,030,353 tons, or again almost one half of the production in that year. As the home demand was about all she could attend to, her exports in 1883 were a bagatelle, 1,291 tons, and in 1893 they had only increased to 15,698 tons.

On the other hand, admirers of "the right little, tight little isle" will be sorry to know that the figures of steel rails, as in other lines, unmistakably show that Britain is losing her position as the premier iron-producing country of the world. Last year her production was only 579,386 tons, or a little over half what it was in 1883, when the production was 1,097,174 tons. Her exports had also decreased from 745,100 tons in 1883 to 462,500 tons in 1893.

Germany, on the other hand, increased her production from 493,411 tons in 1883 to 535,000 tons in 1893, which, no doubt, meant so much of a reduction in the demand for British rails. Germany's exports, however, fell from 176,178 tons in 1883 to 124,848 tons in 1893.

In 1883 Belgium produced 131,635 tons and exported 80,000, against a production of 132,972 in 1893 and exports of 18,826.

It is estimated in the same return that not more than one fourth of the steel rail capacity of Great Britain has been employed in the past five years, and that the United States, with a capacity of 5,000,000 tons, has only had a demand for about one-fifth of that.

WE GIVE FAIR WARNING.

IN every issue of this paper notices of goods appear which have been received or are expected by jobbers and manufacturers' agents. Nearly all of these are gathered by our own reporters. A few are sent in. They are not published as an advertisement, but as news. They are not paid for. It is, and always has been, the policy of this paper not to allow a line of paid reading matter to appear unless specially marked "advertisement." These notices are inserted because they interest some section of our readers.

On several occasions this privilege has been abused by wholesale merchants and manufacturers, who gave information that was not altogether correct They have reported the arrival of a large shipment of something when it was a comparatively small one; that goods which had just come in were extra quality, or very low in price, when they were only average quality and price; that they had the cheapest goods ever offered; that the orders were so numerous it was difficult to fill them; that they were working every night to keep up with them, etc., etc., when the reverse was probably the case.

Such statements as these are often used in an advertisement, but even there it is poor policy. In a reading notice they are misleading, and we do not propose being responsible for them.

We have to ask that firms giving such information in future be careful not to exaggerate or mislead. If any do, we will not hesitate to expose them.

As stated, not a line of paid reading matter is ever allowed into these columns, and will not be at any price. Readers will therefore bear this in mind, and assist us by drawing attention to any misstatements. This, however, we trust, will not be necessary.

THE STRICKLAND FAILURE.

THE failure, in which J. H. Strickland, the Cannington general merchant, (some of the circumstances of whose failure were aired in last week's issue) is the principal, has reached a stage foreign to most bankruptcy cases.

J. H. Strickland, his brother Herbert, and a man named Kerr, understood to be his brother-in law, have been arrested on a charge of defrauding the creditors of the estate.

It is alleged that for some time Strickland has been systematically planning to defraud his creditors.

Demonstrated is it beyond doubt that he has been purchasing goods which, instead of going into his store at Cannington, have been spirited away to the stores at Argyle and Balsover, claimed to be owned by his brothers, but which, under pressure from the creditors, were handed over to the estate since the original assignment. For instance, HARDWARE learns, on the authority of one of the creditors, that six weeks before the assignment Strickland purchased a $500 bill of boots and shoes, but the inspectors could find no trace of them in the store at Cannington. They were, it was subsequently learned, carted to one of the branch stores owned (?) by his brothers. The same fate befell other things, among which was coal oil; they were sold, it is said, to fellow merchants in the town.

Not satisfied with distributing goods among the two branch stores and selling odd lots to other retailers, Strickland hid goods away in places which he thought would escape the eyes of his creditors. Some of it may have, but a detective that was sent up from Toronto to investigate found between four and five hundred dollars' worth of goods stored away in a relative's house. This the creditors have now in their possession.

It is asserted by the creditors that within the last six months Strickland has purchased at least $10,000 worth of goods, while during that time the amount he has paid out in liquidating claims has not exceeded $600, while it is further claimed that during the 30 days alone preceding the assignment he distributed several thousand dollars' worth of goods among the two stores that he had purchased ostensibly for the business in Cannington.

At the Cannington station are two grain warehouses. These are alleged to be owned by brothers of Strickland, but the creditors have their doubts, and are taking steps to discover whether the insolvent ever did transfer them as claimed. They have in remembrance the fact that he claimed the Argyle and Balsover stores were the property of his brothers, and furthermore that he could not produce the evidence of this transfer of these premises. These warehouses are of recent construction, the account for the lumber supplied now being among the claims sent in against the estate. These warehouses are valued at about $2,000.

The outlook for the creditors is beginning to brighten. When the insolvent first met his creditors there was nothing in sight for them, the little stock there was in the Cannington store being covered by a chattel mortgage given to the insolvent's father a few days before the assignment took place. Now they have got the two stocks at Balsover and Argyle, valued at $3.500; the Cannington stock, valued at $2,214 and unencumbered, for the chattel mortgage has been withdrawn; and the $400 worth of goods stored away at a relative's house. Here are over $6,000 worth of assets where there were none before. Then, if the creditors succeed in their designs upon the warehouses in question, there will be a couple of thousand dollars more to be devoted to liquidating their claims.

After the stocks of the three stores had been assigned, the insolvent made an offer to purchase them at 50c. on the dollar, intimating that unless this was accepted sundry claims would be made against the estate, thereby decreasing the percentage the creditors would be likely to get on their claims. This threat it was that finally induced the creditors to send a detective to Cannington, and to subsequently secure the arrest of the persons already cited.

HOME FREIGHTS ON PIG IRON.

Canadian roads, as a rule, do not afford the same encouragement for the development of domestic industries that American railways do. They handi ap them by excessive freights.

When an industry is in its infancy they should assist in its expansion by giving the lowest possible freights to encourage the extensive distribution of its products.

American pig iron is handled by the railroads of the United States at 3-10 of a cent per ton per mile, while the lowest rate on Canadian roads is 4-10 to 5-10 of a cent., and this amount is often distributed among several railroads.

The American roads graduate rates according to the price of iron. When furnace men are selling about cost they bring their rates down to help them and carry on the business.

It is easier for the Canadian roads to do this. They have not so large a capital on which to pay dividends. Much of their property has been paid for by the Government. The iron industries in the Maritime Provinces certainly should receive better rates from the Intercolonial, for the companies there pay large sums annually to that road.

The railways could reduce the rates, and if they did Nova Scotia iron would take the place of much imported product in Ontario.

OIL TRADE IN PETROLIA.

Editor Herring, of the Petrolia Advertiser, was in Toronto last week. The Advertiser draws the greater part of its sustenance from oil, and the weal and the woe of this industry much concerns its estimable publisher. Just now oil is looking up; so is Mr. Herring. And his hopes for the industry were as high as the pinkness of the rose he wore in his buttonhole was beautiful.

"How is the oil trade in Petrolia?" queried THE GROCER.

"Good, sir; good," replied Mr. Herring, his face beaming with pleasure. "And why shouldn't it be, sir, with crude jumping in a short time from 92c. to $1.14. How's the production? The price, sir, is always a gauge of the production: As the price goes up the production increases. Our producers are now busy, and everybody is feeling in good spirits. Petrolia is awake."

A STOVE DAY.

READING the articles on "A Cooking Carnival" and "A Thanksgiving Window" suggested to me that the stove dealers could be benefitted by a stove day, writes "Pointer" in Metal Worker. Of course, every live dealer makes some show at the beginning of the season and then the attractions are bought and the sample rooms not being taken care of in the rush, a stove store is apt to be anything but inviting. In consequence the old shopkeepers hang fire and sitting here and there look melancholy in their isolation. They do more, they or the general arrangement of the stock detract from the attractiveness of stoves that sold readily when the line was full. Toward the last of October it would be a good idea to arrange for a stove day, the sole object of which would be to get rid of old stock and to sell more of leading lines. The stoves, if possible, should be arranged opposite each other, one line having a muslin streamer suspended over it, "The Good Old Fashioned Kind," and over the other "The Very Latest Up to Date." Placards on the old stagers like "Tried and True," "Good as Gold," "Sure to Bake," "Easy on Fuel," "Heats Like Fire," printed on butchers' wrapping paper in red ink, would sort of freshen up the old soldiers.

Then you want a salesman who don't know what the price is, but who is up on science and the comic almanac, to make the people glad they came, and to make them want the stoves so badly that they must have them. The new stock will largely do its own placarding and talking, with the aid of the lithographs and circulars sent with them. When you have planned what you intend to do, hang a whole sheet of stove pipe iron out in front of your place for a banner and fringe it with pie plates and cake tins riveted around the edges. Have painted on it in big white letters, "We Celebrate Stove Day November 22. Our Show Will be Gay." Take that banner in as soon as the day is over. To make it a success an extra man may be needed to get things ready, to hang up the streamer, to suspend your mottoes from it over the stoves. Some of the boys will be glad to earn a half dollar and have some fun driving around town in your business wagon with a transparency announcing your celebration and attracting attention by pounding on an old wash boiler with a stick and rattling sheets of iron and tin. Everything goes in these days but the old "chestnuts," and this is the season to market them.

REGARDING RADIATORS.

There are two leading kinds of steam and hot water radiators, restricting our classification to the variety known as "direct," now before the public. One of these may be described as the ordinary pattern variously interpreted by different manufacturers, while the other is of the form commonly described as a "flue" radiator, and which requires for its satisfactory performance a location where the air may readily reach the bottom of the flues. Over these two kinds of radiators a certain amount of controversy has been in progress for a long time past. Superior advantages are claimed for the flue radiator by its manufacturers on account of its special adaptability to give off heat by convection, and on account of the currents of air which are produced in the room by reason of the flue principle. Against these claims manufacturers of the ordinary pattern of direct radiator show the results of various tests which they have instituted, all going to prove that one radiator is about as good as another and that the flue construction has no special advantages over the common form.—Sanitary Plumber.

VERY KIND OF HIM.

The clerk in the stove establishment was trying to sell the countryman a stove, and the way he talked it up was worth twice the salary he was getting.

"I tell you what it is," he said, "I'll let you have that stove at $15, and you can't get one like it anywhere else in town for less than $21."

"How do you know I can't?" asked the chary old fox from the back lands.

"Because there isn't another like it in town," responded the clerk with the confidence of a man on the witness stand.

"And you have the only one?"

"Yes."

"And you are only letting me have it as an accommodation?"

"Exactly.

The old man patted the clerk on the back affectionately.

"Well, young feller," he said, "I'm as willin' to make a sacrifice as you are, and bein' it's you I won't rob you of the only thing of the kind you have in the world. Good morning. Any time you're up my way stop and take a meal with me. Good-bye," and with a soft, meandering smile he passed away.—Detroit Free Press.

ENLARGING OPERATIONS.

I WANT, writes Philemon, in Stoves and Hardware, to have a short talk with those who are just starting out or who are preparing to enlarge their operations. One day last week I had occasion to visit a small town about eighteen miles up the Hudson. I was strolling along the main street and happened to come across the only stove store in the place. I stepped in for a call, told him who I was and had quite a long talk on business. The store had been running for a year and the owner told me very frankly that he could manage to make nothing more than a fair living, that his sales were few and far between and that while he paid strict attention to business, and did what he could to increase it, he would be obliged to close up shop very soon unless there was a speedy change for the better. With equal frankness I told him that he had chosen the wrong location. The town was large enough for even a heavier stock than he carried, but the residents were mostly New York business men who happened to live in the country over night and who bought most of their supplies in the city. In consequence, there was but little business for the local merchants, excepting the butcher and the grocer, so that Mr. Stove Dealer was out in his calculations when he started a store at a point where a short business talk with himself would have shown it did not belong.

So much for those who are just starting in. And now a word with those who are thinking of some plan by which they can best increase their present business. It is just one word, and that word is ADVERTISE!

CHILLING TEST PIECES.

Writing on the use of liquid carbonic acid gas for chilling test pieces, especially stone, iron and steel, at low temperatures, M. Ph. v. Haller, in The Industrie Zeitung of Riga, says that a cheap and simple form of apparatus in which the test specimens could be cooled would consist of a wooden box with double walls, top and bottom, the spaces between being filled with some non-conducting substance. The liquid gas could be led into such a box from the iron or steel flasks in which it is furnished, and would be deposited in great part in the form of frost at a temperature of about 78 degrees Centi grade. The test specimens could be readily put into and taken from such a box, and would quickly get a low temperature. One of the Russian railroad companies is on the point of having such an apparatus constructed for testing rails and wheel tires at low temperatures. The possibility of accomplishing the desired object with such an outfit, viz., the rapid freezing of specimens, was demonstrated by putting a number of iron test pieces into a bag of several thicknesses of coarse cloth and then introducing the liquid gas. This at once became solid and filled all the spaces between the specimens, which thus lay packed in snow. Each specimen was provided with a depression into which mercury could be poured, and on doing this, after a short exposure in the freezing bag, it was found that the mercury immediately solidified, showing, in the absence of a suitable thermometer, that the temperature of the specimens was certainly below 39 degrees C., if not lower. At the St. Petersburg Laboratory of Experimental Medicine a cold room of quite large proportions has been fitted up, in which also liquid carbonic acid is the cooling agent.

CORRECT CATALOGUES.

By Nath'l C. Fowler, Jr.

THERE must be catalogues. The commercial definition of a catalogue is a printed something which describes something.

A catalogue may be of one page, or of 5,000.

It may weigh half an ounce, or it may be heavy enough for a shawl strap.

It may be in fine type, in coarse type, with pictures or without pictures.

It may contain a price list, and it may not.

A catalogue must tell the whole story, briefly if possible, of the article presented.

It must present its advantages, and, if it be an honest catalogue, it will announce its disadvantages.

If anything has an out the public will discover it.

The maker had better tell the public what he has not been able to perfect, for by so doing he will counteract counteracting argument.

The maker can better talk against his article than can the consumer.

Somebody will talk against it anyway.

Let the manufacturer do the bulk of the talking.

A catalogue writer, if he knows anything, will present the advantages in their most perfect light, and the disadvantages in a somewhat darkened light, but he will present the latter, and will give reason for their existence.

As the majority of catalogues reach non-technical readers, even the scientific catalogue should not be too technically scientific.

The ignorant man can understand plain English, and the intelligent man appreciates simplicity.

Sometimes technical terms must be used, but they need not be over-used.

A manufacturer has no right to suppose that because he knows all about his article an outsider can understand it by his description of it.

Even if a catalogue is to reach only experts, there is no reason why it should be crowded with technical terms when plainer English will tell the story as effectively.

As the manufacturer does not know where his catalogue will go, as its circulation after it leaves his office is beyond his control, he should make the catalogue intelligible to the scientific reader, if it be a scientific catalogue, and intelligible to the reader who has not the technical education, because by so doing his catalogue will serve a double purpose.

It will be understood by those skilled in the line presented, and understood by those who sooner or later may become in need of the goods.

A catalogue should never contain illustrations unless the illustrations are apt to do justice to the goods illustrated.

Better have nothing but plain text, if that text be well written, than pictures which give no adequate idea of the article presented.

If the illustrations be other than outline, they must be printed upon first-class paper with first-class press work.

The explanation of a picture should be on the same page as the picture, or on the page facing it.

The reader should never be obliged to hunt to find out what a picture means.

Every paragraph should be complete in itself, even if it necessitates repetition.

There should be few, if any, references to other pages.

The reader should be allowed to understand the catalogue without learning the catalogue.

The catalogue should be a text-book, and no text-book that is good for anything is objectionably disconnected.

A catalogue should contain a very brief preface.

Once in a great while a man is discovered who likes to read a preface, but generally that man hasn't cash enough to buy a paper of hair pins.

There is no use in announcing, "We beg leave to present."

That's what the catalogue is for.

What's the need of wasting good white space in telling a self-evident fact.

The title page of a catalogue should not be plastered over with names of officers and directors.

The cover of a catalogue should not contain advertising.

The cover should present only the title, with or without a decorative illustration, and the cover illustration should never be of a technical character.

A catalogue should look like a book on the outside.

If a catalogue does not contain too many articles, and is to give prices, let those prices appear with the descriptions. Don't crowd them into the back of the book.

A catalogue should never be sent to promiscuous lists of names, and should seldom be sent to anybody unless it is asked for.

Something for nothing isn't business, never was business, and never will be business.

A catalogue should be sent to enquirers, and generally it is inadvisable to demand a stamp for it, because the effort necessary on the part of the asker is all the pay he is expected to give for a thing which is supposed to be more in your interest than in his.

Advertise the catalogue, and say you will send it for a postal card request, and, if the catalogue be an expensive one, generally accompany it with a personally written letter.

There is no objection to requesting the askers of catalogues to give you the names of others who might like to receive it, and in that case you should send a personal letter to those parties, stating that you send the catalogue at the request of another party.

The trade paper offers a legitimate means for the circulation of catalogues.

The catalogue should be extensively advertised in it, and sent to all who ask for it.

Catalogues, if not too expensive, should be given free to anyone who asks for them.

Generally one can afford to give away as many catalogues as people ask for, or send for, for if the receiver does not buy the goods himself, he is liable to place the catalogue somewhere where somebody who wants the goods may see it.

If a concern issues a very expensive catalogue, it should have a supplementary catalogue, and should push the circulation of this smaller catalogue, and in that smaller catalogue announce that under certain conditions the larger catalogue will be sent.

Make your catalogue readable anyway.

No matter what it treats of, let it handle its subject as a writer would present it disconnected from your business, and let your business be brought into the catalogue as a necessity.

This is almost always possible, although it may seem impossible to the average catalogue compiler.

A catalogue is a legitimate book of information upon the subject it illustrates, and it should be valuable to buyers of the goods it presents, whether such buyers buy of you or of somebody else.

If a catalogue is only of value to you, it is of little value to anybody else.

Do not understand that I recommend that a catalogue be so much of a book that your goods are not properly presented, for there is a way of making your goods a part of the book without hurting the book, and there is also a way of making your goods so prominent that the catalogue is nothing more or less than a collection of hand bills announcing the goods you have, of interest to you and of no interest to the outsider.

Always remember that you are writing the catalogue for the receiver, not for yourself; that something of interest to you may not interest others, and that your catalogue should have intrinsic value which will force the receiver to preserve it, and he will not keep a book which is a medley of bald-headed advertisements, with so much advertising in it that one can not discover anything worth reading.

Works: St. Helens, England
PILKINGTON BROS.
LIMITED
MANUFACTURERS OF
Polished Plate
AND
Window Glass
Bevelled Plate
and Mirrors
Rolled Plate, Ornamental Cathedral, etc.
Depots: Busby Lane, Montreal.
Mercer Street, Toronto.

WHERE TO START BUSINESS.

Editor HARDWARE:

SIR,—I saw a query recently in HARDWARE as to a good place to open a general hardware business. I do not know of any better than Moncton, N.B. It is a place of 8,000 inhabitants, the headquarters of the Intercolonial Railway, which pays out a large sum monthly for wages; there is a cotton mill, sugar refinery, foundry, woollen factory, and several other industries employing a large number of hands, and it is the centre of a prosperous agricultural district. People are all well off and make good customers. There are only two hardware stores in the place, but only one has modern ideas. Both are reputed to have made a good deal of money, for they are well off. There is plenty of room here for a hustler.

St. John, N.B., Nov. 24. TRAVELER.

THEY SEEK A DRAIN TILE MAKER.

Editor HARDWARE:

SIR,—Can you and will you kindly give us the address of some maker in Ontario of white tiles for farm draining and oblige.

MOWAT & CO.

[Will some of our readers please furnish Mowat & Co. the desired information.—ED.]

WANTS A BRIDGE BUILDER.

The Editor of HARDWARE is in receipt of the following letter from a subscriber:

"DEAR SIR,—We are open to receive tenders for 148-foot long 18-foot roadway iron bridge. Can you tell us where in Canada we can obtain this. Are they made here now or imported. We cannot find mention of any in your advertising columns."

There was one in Toronto, but their place is now occupied by the Graham nail works If any of our readers know of any other concern who manufacture or can supply such a bridge, we will thank them to send in the name, when we will place them in communication with the firm in question.

AN EXPLANATION.

DEAR HARDWARE, — With reference to the following paragraph which appeared in your isssue of the 23rd, viz.: "John Waddell, of Harriston, against whom the corporation of that town had entered a suit for payment of taxes, obtained a verdict in his favor," I beg leave to say your informant must have been totally ignorant of the facts, or wilfully misrepresented them. I was not sued for taxes, as I owed none; but was brought up under a by-law relating to transient traders. After doing business in Harriston for nearly fourteen years, I moved to Chesley last year, and returned to Harriston last May. The corporation brought said action against me to make me pay the sum of $50 by way of transient trader's license, but they failed to prove me a transient trader, hence the verdict in my favor. JOHN WADDELL.

Harriston, Nov. 26, '94.

BUSINESS WEST OF PORT ARTHUR

JOHN CAMERON, general subscription agent of HARDWARE MERCHANT has just completed a successful trip from Port Arthur to the Pacific. He has been there since June, and has visited every place in that magnificent district, going over the ground more thoroughly than ever before. The result is that we have now nearly



MR. JOHN CAMERON.

double the number of readers we had before. In several instances he had to drive nearly a hundred miles to see business men. He says the paper is doing more than any other factor in drawing the people of the different parts of Canada closer together, for it is read from the Atlantic to the Pacific. Through its columns the leading business men in the most remote districts are becoming acquainted and are taking an increased interest in each other's welfare.

Speaking of trade, Mr. Cameron says business is on a satisfactory basis. Merchants are giving less credit and are paying their accounts more promptly. They are, he says, if anything, generally more enterprising than eastern business men.

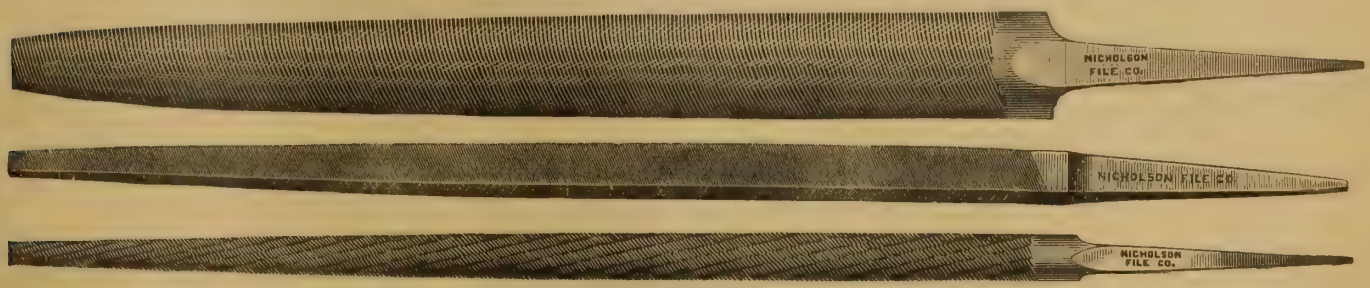
THOSE BICYCLE UMBRELLAS.

One of the most interesting creatures to be seen on a rainy day, remarks a contemporary, is the bicycle man and his umbrella. As the gearing and the man are supposed to operate in conjunction, they may be technically considered as one. As a matter of fact, however, they are sometimes half-a-dozen, if the statement of a correspondent from New York is to be believed. The bicycle man and his umbrella are organized under the same code of philosophy as is the Chinese soldier who fights under the umbrella—that it is better to be killed than to get wet. The umbrella rests in a socket provided for it on the guiding bar. The rider mounts the machine, spreads the umbrella and sails away defiant of a storm. Sometimes—sometimes he doesn't. I saw a case of this kind the other day in Twenty-third street. The young man mounted all right and spread his umbrella all right, but he didn't sail away worth a cent. The wind blew him over every time. And every time he got up and set 'em up again. The eyes of the world were trained on him and he persisted. He tried to get the angle of the breeze, but anybody who has ever carried an umbrella in New York can tell how futile this gentleman found it. Finally, when there wasn't a clean spot on him, and the umbrella was as full of holes as a sieve, he wrenched it violently from its socket and dashed it into the nearest gutter, calmly mounted the machine and rode away in the rain.

COSTS CANNOT BE DUPLICATED.

Although orders for new ships to be built on the lakes during the coming winter are very limited, the builders of steel vessels are not prepared to duplicate prices for which they offered to build large freight carriers at this time a year ago. The difference may not be very great, but builders look to the probability of somewhat higher prices for material, and the chance also of an increase in labor cost. Take, for instance, the steamer Nicholas, owned by the Minch estate, of Cleveland, and which was probably constructed with less profit to the builders, the Cleveland Ship Building Co., than any other large steel steamer ever built on the lakes, She was built for $150,000, but sales of stock have since been made on a basis of $155,000. It is not at all probable that the builders of this boat would accept the former price, although it cannot be said that they have stated anything to the contrary. The Globe Iron Works Co. has fixed a price on the steamer Globe, which went into commission a few weeks ago, and they are holding for the figure decided upon, with every prospect of securing it, on account of the favorable reception that the boat has received among people who know a good ship when they see it, and also on account of the change for the better in conditions bearing upon lake freights. Of course the price asked for the Globe is not made public, but it is understood to be in the neighborhood of $170,000 cash.—Marine Review.

NICHOLSON FILES



H. S. Howland, Sons & Co.

37 Front Street West

Toronto

WHOLESALE HARDWARE MERCHANTS.

GUNS MADE OF LEATHER.

Leather guns are somewhat of a curiosity, the honor of having invented them being a matter of dispute between the nations of Sweden and Scotland. According to one account, given in Macmillan's Magazine, they were built of the most hardened leather, girt about with hoops of iron and brass. According to another they had a core of tin and were bound round with cordage. In neither case could they be expected to last long, though we are told that they could be "brought to discharge" as often as ten times in succession, but when we reflect how few are the rounds that can be fired from the monster guns of our own day without renewal of the inner tube we cannot afford to sneer at the shortness of their life. They were at any rate mobile, for they could be carried on a pony's back or stacked together by the half dozen in "barricados of wood, borne on wheels." Moreover, they did good service more than once, as, for instance, at Newburn and at Cropredy Bridge. Later on they seem to have fallen into disrepute, for we hear of the "leather guns by which the king and country hath been cheated,' though even at Killiecrankie Mackay had some of "Sandy's Stoups," as they were called, with him.

WHAT CONSTITUTES A WIDE TIRE?

The agitation of the wide tire subject has become one of the leading topics of the day, and all kinds of visionary ideas are indulged in. One journal up in Maine advocates a short front axle, with tires ten inches wide on the front wheels and twelve inches wide on the hind wheels, and thus make the wagon a "road maker," denying that such wagons will draw harder than those with narrow ties. It is just such absurdities as this that tend to antagonize the owners of vehicles. What is wanted is a practical demonstration as to what constitutes a "wide tire." Vehicles are built weighing all the way from 40 pounds to 4,000 pounds or more, and adapted to individual specific uses, carrying weights of from a hundred pounds or less up to many tons. What shall be a correct width for the tire to each is the question, and it is one that the carriage builder should determine. The mere approval of wide tires without specifying conditions, is misleading and injudicious. It is possible to establish a maximum width for specific weights, and steps should be taken to secure something definite regarding it.—The Hub.

SCHEMES FOR DRAWING TRADE.

With a view of attracting customers, I notice that a Birmingham ironmonger has taken to selling reels of cotton, which he advertises at three for 1d., writes "Vulcan" in Ironmonger. Whether this price allows of a profit I should question, but it no doubt serves its purpose in getting into the shop ladies who are not likely to leave without making other purchases. An up-to-date ironmonger occupys a column in a Bristol newspaper notifying that he is having a sale, and stating that "during sale we give to all gentlemen who shave a razor-case, whether they are buyers or not. Please ask for one." Few are likely to do this without buying a razor to place in the case, unless they are made of the same stuff as the woman who sent her boy to borrow a dozen eggs of one neighbor, and a sitting hen from another, hoping thus to raise chickens without cost.

SANDERSON, PEARCY & CO.

Paints Oils Varnishes Glass, etc.

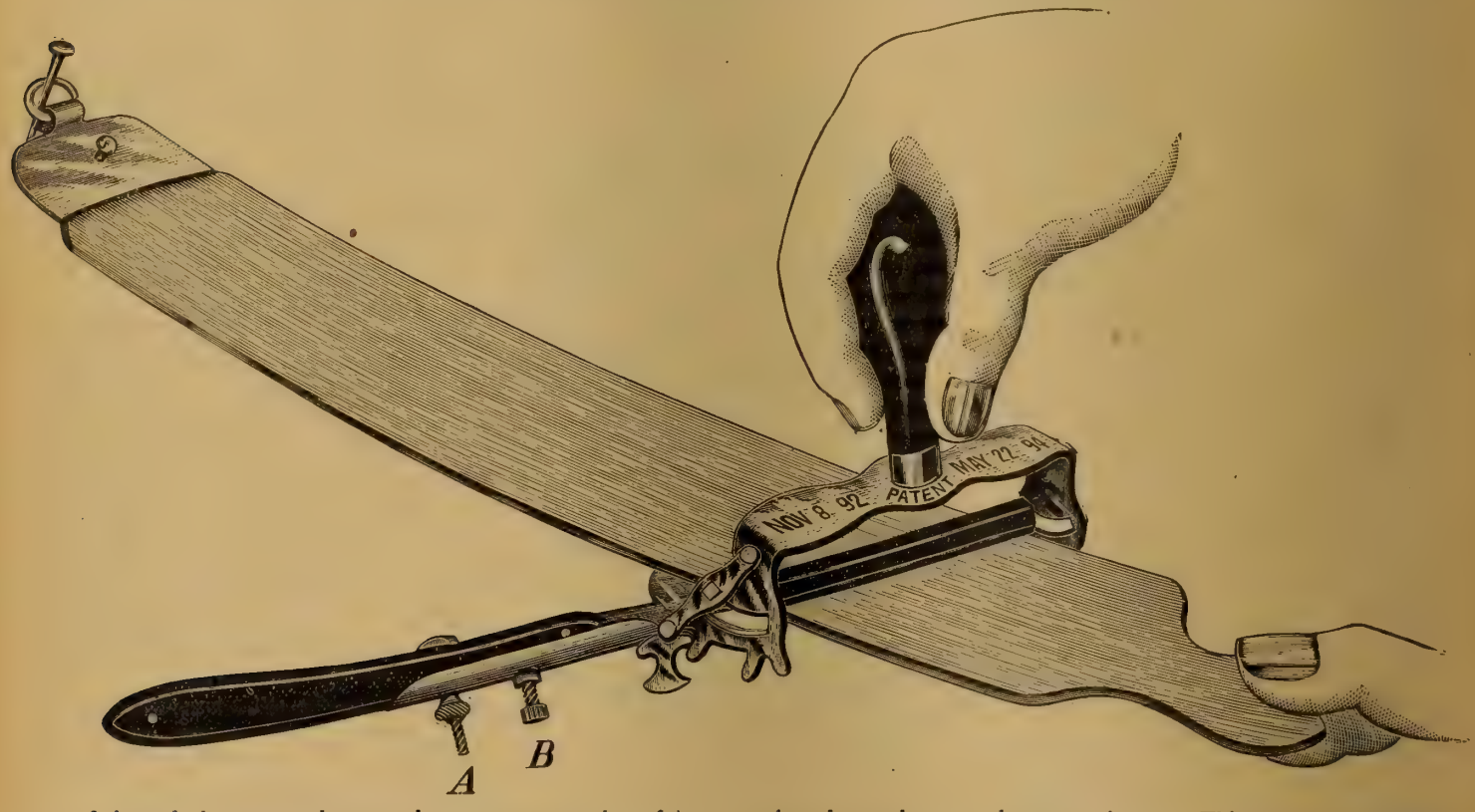
61, 63 and 65 Adelaide Street West

Toronto

THE SERVICE STROPPING MACHINE

LAMPLOUGH & McNAUGHTON, Temple building, Montreal, are placing on the market "The Service Stropping Machine," here shown. It is explained that all parts of this article are nickel-plated, with a black enameled handle and a substantial cross-bar. "A nickeled metallic attachment, with brass set screws (A and B) is used to keep the handle and blade of the razor in a straight line; and in adjusting the attachment to the back of the shank and handle the hook of the screw A is passed through the handle and turned, then fastened in place by screwing the knurled nut. After this the screw B is turned until the handle and blade are tightened in a straight line. The screw B, when once properly adjusted to a razor, needs no further resetting.

The razor blade is then slid in the frame holder, and one end of the swing strop is passed through the opening between the revolving slider and the cross-bar; strop is held in a horizontal position, and by moving the machine forward and back over the strop, the friction causes the blade to be reversed each time, automatically turning it on its back with the cutting edge pressed against the strop. The strokes may be short or long, quick or slow, as desired, and in every case the machine will work to perfection, giving the blade a fine, keen edge, such as never can be produced in the ordinary way of stropping. The strop will not be spoiled, as it is quite impossible to cut into the leather. The machine is sold with the strop."



Several large saw mills will be built along the line of the Ottawa and Parry Sound Railway, and their products will be shipped by rail.

TESTING WHITE LEAD.

WILL anybody ever know, from the tests made by the committees of the various associations, which is the best average brand of white lead? queries a writer in The Hub. I say average brand, because it is a well-known fact, which the committees will do well to take into consideration, that white lead does not run uniform; hence, the testing of one sample of any brand does not show the average qualities of the product put up from time to time and sold under that brand. All factories make more or less poor white lead, and sell it under the same brand with the best. There is no known process of corrosion by which a uniformly good article of white lead can be obtained; hence, until some new and better process is discovered, we shall occasionally have trouble with white lead. Test one keg to day and it may pan out well; test another of the same brand a week or a month hence, and you may get a different result.

By the exercise of care and skill, and by the employment of the best facilities, some factories make a better and more uniform product than others; hence, to find the best average white lead, it is only necessary to test numerous samples of each brand made at different times during one year, at least. A single test of twenty-four brands of white lead is liable to do injustice to more or less manufacturers, because the committee is liable to get hold of a sample of the best corroded lead of one factory and the poorest of another, I believe.

Many old painters are firm in the belief that white lead does not cover as well as in former days. I think the belief is well founded upon the facts in the case, and that the trouble lies in the changed methods of corrosion. In the old Dutch process the same length of time is given the lead in the stacks, but a greater per cent. of corrosion is obtained than formerly, because the thickness of the buckle has been reduced one-half at least. Hence, while the weight of lead in proportion to the tan bark in the stack is not increased, the surface exposed to the action of the corroding, hydrating, and carbonating elements in the stack is nearly doubled; which certainly modifies the action of the chemical forces upon the exposed surface of the lead.

I have the statement from a superintendent of a white lead factory, who has had the benefit of thirty-five years' experience in white lead making, that the best white lead ever made by the Dutch process was made by using buckles double the thickness of those now in use. This statement agrees with my experience and observation.

A CLEVER IDEA.

I have seen, writes "Vulcan," in Ironmonger, the details of what appears at first sight to be a clever scheme of "Profit Sharing in Trade on Insurance Principles," adopted by the Arms and Ammunition Manufacturing Company (Limited), London. Under this plan, customers purchasing the goods of the company to any specified amount in one year will be presented, free, with a life-assurance policy for the same amount covering the following year. Thus, if a customer buys £100 worth of goods in 1894, he will be given a policy for that amount valid during 1895, the assurance being guaranteed by a well-known assurance office. The idea is clever, and I should not be surprised to see it freely imitated.

HOLIDAY GOODS...

We handle a number of lines suitable for Holiday Goods.

Examine Our . . Catalogue

Prices on Stamped Ware reduced

And order from traveler or by mail.

THOS. DAVIDSON & CO. - Montreal

TRADE CHAT.

THE Crystal Gold Mining Co. of Rathbun, Ltd., Mattawa, Ont., has been incorporated.

The Brampton foundry has been sold for $6,000.

The Acme Silver Co., of Toronto, is applying for incorporation.

The Ontario Mining Institute will meet in Kingston in January. It has a membership of 70.

The Calvin Co. is busy building a new steam barge, which will be launched in the spring.

The Midland Electric Light and Power Co., Ltd., Midland, is applying for incorporation.

The lead at Smithfield, N.S., is to be worked by the Dominion Smelting and Refining Co.

The St. John mine, at Country Harbor, has just turned out a brick of gold worth $3,000—the result of 15 days' work.

Bromley & Nevins have opened out in the general blacksmithing business in John Mercer's new shop in Chilliwack, B.C.

The Pelequin gold mine on Wahnapatitae Lake, purchased last spring by Rianaldo McConnell, shows four veins of rich auriferous quartz.

The Hamilton Radial Railway Co. asks the city for a bonus of $400,000, in return for which paid-up stock to an equal amount is offered.

Another electrical enterprise is talked of in Ottawa. It is to manufacture a primary battery, the patent for which has been purchased from a United States inventor.

The repair yards and general workshops of the C. P. R. at Winnipeg are still kept in active operation, owing to repairs necessary to rolling stock, which is required for freight hauling.

The race horse still leads the bicycle a few seconds, and an Italian mechanic has invented a wheel which he says will carry a man a mile and a half with one-twentieth of the exertion now required in cycling. A Rhode Island inventor claims to have an aluminum wheel weighing three pounds which will go at double the speed of the present machine.

Merrick, Anderson & Co., whose extensive wholesale hardware house at Winnipeg was destroyed by fire last Friday, will probably enter sult against the city for $10,000 damages. The fire brigade was engaged at another large fire, and the water supply at this second one was so inadequate that the warehouse burned without any effort to save it.

The government inspector of boilers has been called upon lately to institute prosecutions against several persons running boilers without certificates. Under the provincial statutes it is a crlminal offence to run a boiler without the inspector's certificate, and it is proposed to see that the provisions of the statute are rigidly adhered to.—Herald, Morden, Man.

Says The Truro News : "The Dominion Smelting and Refining Company are opening up the lead deposits at Smithfield, Middle Stewiacke. George C. Underhill, who promoted and organized this company, is the manager, and is carrying on active work at Smithfield. The stock is owned by some of the most enterprising and successful business men in Halifax. The capital stock of the company is $200,000, and 50 per cent. of this is fully paid up. The latest reports are that an exceedingly rich lead has been struck within a few days."

A correspondent writes The Halifax Chronicle: The Messrs. McMillan and their associates at Isaacs' Harbor have found the apparently valuable gold lode from which the nuggets drifted that they found in the early part of last summer. The lead is eighteen inches thick and corresponds in size with the boulders that contained the nuggets. The gold that a blast in the lead produced proves to be the same as the nuggets. Their property, containing one hundred areas, and the property of the Richardson Gold Mining Co., which also contains one hundred areas, and adjoins, promises to be valuable.

It may be cited, as evidence that the current decline in prices in the United States is not special to this country, that the imports of Germany, for the first nine months of 1894, show an increase over last year of 7.5 per cent. in quantity and of only 0.2 per cent. in value ; while in the exports there was a gain of 6.2 per cent. in quantity with a loss of 5.6 per cent. in value. This is a virtual parallel to our own experience and largely explains the agrarian and commercial discontents that prevail in Germany. The facts confirm what we have repeatedly urged, that the present unsatisfactory industrial conditions in this country are due to universal causes, affecting all the great commercial nations alike.—N. Y. Journal of Commerce.

There is an article in The Cordage Trade Journal which is stated to be an accurate outline of the policy of the management of the United States Cordage Company. The company will not henceforth produce more goods than the market warrants, and will make as small an amount as possible for stock. In pursuance of this policy it is making little binder twine. The Chicago, Pearson and Sewell & Day plants only are running on twine. The Rinck mill in Easton will soon start up on twine. Rope is being produced at the Wall, Lawrence, Allen, Sewell & Day, New Bedford and Rinck mills. The company expects a brisk trade in rope next spring when navigation opens. A concentration of manufacturing is being gradually effected.

A PUSHING HALIFAX FIRM.

Cragg Bros. & Co., Halifax, are shipping German novelties to the North-west Territories. When HARDWARE was in their place a few days ago they were filling an order from Edmonton. They are working up a profitable, though not a very extensive, trade in the west. Some time ago this firm made a good thing out of scissors. They bought 5,000 damaged pairs. They advertised them, and their store was crowded every day. They sold most of them in 2½ days. This bait drew many buyers for other goods, who have since became permanent customers. People are still enquiring for the cheap scissors.

MERITS OF STEEL AND IRON.

THE comparative merits of steel and iron, says Age of Steel, are at present a subject of more than usual interest and discussion. The progress made during comparatively recent years, both in methods of production and increased forms of service, have practically reversed some old-time conditions. In this displacement, as in all other industrial changes, the tables of losses and gains make the disturbance of economics a source of confusion and more or less unfounded apprehension. This is more emphatic when the iron industries have been long standing and antedate the more recent processes and methods. It is natural, under these circumstances, that more or less of prejudice should exist on all the disputing points of the question as to the respective merits of the two products.

That there are special merits held exclusively by both manufactured iron and steel is conceded, the real trouble being when the one denies the claims of the other. The question is not as to the supremacy of steel, but as to the proper and best uses of iron.

In a consensus of opinions and facts recently collated by a British contemporary in the Birmingham district the preference for steel over iron is marked as a material for the workshops. The trades in which steel is making its way include tin plate workers, lock makers, safe makers, japanners, stampers of deep and shallow hollow-ware, wire makers, spring and axle makers and others. Sheets rolled from steel for tin plate manufacture have, it is said, so clear and polished a surface that the quantity of tin necessary is considerably less than with black sheets of iron, an economy to the tin plate manufacturer that is self-suggestive. The increased toughness and absence of fibre in steel, compared with iron, its capacity for increased strain, and its superior finish, make it preferable for stamping and pressing processes. It is less liable to crack, and its homogeneous nature allows of its being bent and worked when cold either way of the grain with more success and with less risk of fracture than with iron.

Industries in which heavy pressed work is produced out of bars and rods and some similar solid forms of material, in certain descriptions of heavy chains, ships' tackle and other kinds of marine work, steel in the forms of flats, rounds, bars, etc., is not so reliable as iron. With these advantages conceded, it is a fact that the decline in the wrought iron trade in Great Britain has been marked.

The economic results of this transition from iron to steel have involved heavy expenditure and losses. In puddling furnaces the loss is placed by the Iron Trade Circular at $25,000,000. The same authority says: "On the other hand, there has been the expenditure incurred in providing the new steel-producing plant to take the place of the old wrought iron forges. To a large extent the trade has suffered by the change, though the public has more than gained. The change has been great, and to the betterment of the men employed. The heavy work of the puddler has been eased, so far as labor is concerned. It is among the more important of the many changes recently introduced that the same quantity of steel can be produced with about one-fourth the amount of labor required in the older industry."

CORPORATION HARDWARE.

The Board of Works of the Toronto City Council Saturday last awarded tenders for its supplies during the year. Among the tenders accepted were these: 5-inch wire nails, T. Meredith & Co., $2 14 per 100 lbs.; other tenders $2.28, $2.27⅜, $2.37½, $2.37¼. Lumber—Reid Company, of Toronto, plank, per 1,000 feet, $12.56, scantling $12 27; other tenders—Bryce & Co., plank, $13.39 and scantling, $12.40. Miscellaneous—Hardware, Aikenhead Hardware Company $1,014.06; other tenders—$1,182.66, $1,088.95; $1,119 87. Ironwork—Galloway, Taylor & Co., castings, per 100 lbs., $1 40; wrought iron, $3; other tenders—$1 43 and $2.50.

The tender for the five-inch wire nails has been the cause of much discussion among members of the trade. The price at which Mr. Meredith has agreed to supply these nails is away down below the figure that even the largest wholesalers can buy from the combination, much less the regular jobbing price, and how he is going to get supplies is puzzling them, especially as it is understood that all the manufacturers have repudiated having had any connection whatever in the matter.

"But, mark my words," said a gentleman, "Tom Meredith is too sharp to be caught in any trap."

THE ADVANCE IN BROOM CORN.

One of our reporters, in interviewing the well-known firm of H. A. Nelson & Sons, who are the largest manufacturers of corn brooms and whisks in the Dominion, was informed that, on account of the scarcity of rain and the hot winds which prevailed in the far Western States last summer, the crops, outside of Illinois, were almost a total failure, and, in consequence, prices have advanced $40 to $50 per ton. Fortunately for Messrs. H. A. Nelson & Sons, before this year's crop was harvested they had secured of the 1893 crop 17 carloads at very low prices, besides which they have already received of the new crop 34 carloads, making in all 51 carloads, which, however, will not be sufficient to put them through until another harvest. This firm have now a capacity of 250 dozens per day, and are, with two or three exceptions, the largest manufacturers of brooms and whisks in the world. They state that, from the best information they can obtain, there will be a shortage of from 6,000 to 8,000 tons, and that in the near future the price of broom corn will likely be higher than it has been for many years, consequently the public must expect to pay more for their brooms.

A SUCCESSFUL SCHEME.

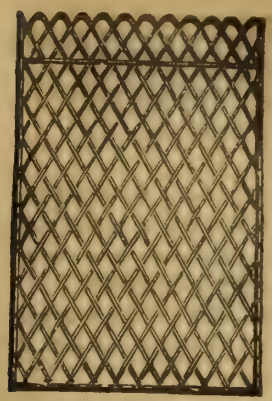
There is, says a contemporary, an association of the leading hardware houses in one of the large towns of Pennsylvania which has made a practical success of two very important aims; one is to ensure uniformity of price to the consumer, and the other is a plan of co-operative buying by which each gets the benefit of the lowest discount obtainable from manufacturers and jobbers (or factors, as we designate them) by combining their orders for staple goods and thus buying in quantities. One of their number, designated the "secretary of prices," fixes prices which all agree to abide by. Also, all orders for leading lines are given out by one house, and the goods, on receipt, distributed by them among the several members of the organization. We are assured that both schemes work admirably and advantageously to all concerned, which presupposes, we must admit, a good deal less of mutual jealousy and a good deal more of mutual confidence than exists, we fear, as a rule amongst local competitors in this country. With absolute fidelity to each other, and an assurance that the amount of each firm's purchases should be treated as strictly confidential by the buying member, and we do not see why such an arrangement should not work here with equal advantage. Such an organization would have an invaluable position in dealing with "Stores" and the big pirates.

ALUMINUM FOR NAVY USE.

In the office of Chief Constructor of the United States Navy Hichborn are several sheets of aluminum which had been exposed to sea water for three months and were badly fouled. Commodore Hichborn remarked that it was worse than the fouling of copper exposed for the same length of time. "But this fouling does not condemn its use in various parts of naval construction—for life-boats, side-fittings, tanks, fittings for air-ports, hinges, skylights, doors, bulkheads, etc. It is strong and light and much use can be made of it, but for sheathing it is not a success when exposed to sea-water." Commodore Hichborn has closely watched all experiments in the use of aluminum in naval construction, and thus far concedes the great value of the metal in the finish of ships, but not in the construction of hulls.

The deposits in the Government savings banks for October amounted to $278,205 and the withdrawals to $328,316.

It is announced that the Republic of Andora, which lies upon the border of two great neighboring nations, has bought a gun. It is a Krupp gun, carrying 20 miles, and the territory of Andora is but seven miles in extent, so that whenever the gun is fired somebody in one of the neighboring nations is in danger of being hit. What such a small country wants with such a large weapon, we are not told.—Invention.



GUARDS...

Inside Fine Woven Wire Blinds,
Lettered or Plain. . . . .

Basement Window Guards
Factory and Mill Window Guards
School and Church Window Guards
Store Front Guards
Office Counter Railings . . . .

MANUFACTURED BY
THE B. GREENING WIRE CO., Limited
HAMILTON, CAN.
WRITE FOR CATALOGUE.

AMERICAN TIN PLATE OUTPUT.

IRA AYER, special agent of the United States Treasury Department, has submitted to Secretary Carlisle a report as to the production of tin and terne plates in the United States during the quarter ended June 30, with comparative statements of production.

During the quarter named forty firms manufactured 46,466,335 pounds of tin and terne plates proper, against an output of 38,260,411 pounds by thirty-six firms during the previous quarter.

Of the output for the quarter 33,501,344 pounds, or more than 72 per cent., were made from sheets rolled in the United States, and of this amount 32,477,703 pounds, or about 97 per cent., consisted of the class of plates weighing lighter than 63 pounds per 100 square feet.

Of the commercial plates manufactured during the quarter 26,752,996 pounds were coated with tin and 19,713,339 pounds were terne coated.

The quantity of American sheet iron and steel made into articles and ware, tinned or terne-plated, was 1,807,854 pounds. This makes the aggregate output of tin and terne plate for the quarter, from all sources, 48,274,189 pounds ; that of the previous quarter was 40,423,300 pounds.

The production for the quarter, subject to comparison with net imports, under the Department's ruling, inclusive of products from American sheet iron and steel, tinned or terne-plated, was 34,285,557 pounds, as compared with 26,545,162 pounds during the previous quarter.

The production for the fiscal year ended June 30, 1894, subject to such comparison, stated by quarters, was as follows :

Quarter ended—	Lbs.	Quarter ended—	Lbs.
Sept. 30, '93	9,257,610	March 31, '94	28,545,162
Dec. 31, '93	16,553,716	June 30, '94	34,285,557

Total for fiscal year ended June 30, 1894 88,642,045

By report dated February 20, 1893, it was shown that one third of the net importations of the class of plates weighing lighter than 63 pounds per 100 square feet, during the fiscal year ended June 30, 1892, was 79,307,939. The difference is 9,334,106.

From these figures it is seen that during the fiscal year ended June 30, 1894, American manufacturers produced of tin and terne plates as defined in the law, solely from sheets rolled in the United States, 9,334,106 pounds in excess of the net imports during the fiscal year ended June 30, 1892, subject to comparison with such domestic production.

The production of black plates in the United States during the quarter was 37,864,901 pounds, and of this amount 32,449,205 pounds, or more than 85 per cent., belonged to the class weighing lighter than 63 pounds per 100 square feet. The production of the previous quarter was 30,070,701 pounds, of which 23,514,881 pounds, or more than 78 per cent. were of the lighter class.

The production of American black plates of the class weighing lighter than 63 pounds per 100 square feet was 8,934,324 in excess of that of any previous quarter.

Twenty rolling mills made sworn returns of production, against eighteen that made sworn returns for the quarter preceding.

Of the forty firms that made sworn returns of the manufacture of commercial tin and terne plates, twenty used wholly American plates, with an output of 25,558,798 pounds ; five used wholly foreign plates, with an output of 4,700,197 pounds ; fifteen used both American and foreign plates, with an aggregate output of 16,207,340 pounds, of which 7,942,546 pounds were made from American black plates.

Sixteen stamping or other manufacturing companies that used American sheet iron and steel in the manufacture of articles and wares tinned or terne-plated submitted, sworn statements of production, as against fourteen during the previous quarter.

A comparison is instituted by years of the manufacture of tin and terne plates proper. This shows that during the fiscal year 1892, 9,296,553 pounds or 68.12 per cent. of American black plate was used, and 4,350,166, or 31.88 per cent. of foreign black plate ; in 1893, 43,599,524 pounds, or 43.68 per cent. of American black plate and 56,219,478 pounds, or 56.32 per cent. of foreign black plates, and in 1894, 85,968,202 pounds, or 61.74 per cent. of American black plate and 53,255,265 pounds, or 38.26 per cent. of foreign black plate.

The amount of American sheet iron and steel made into articles and wares tinned or terne-plated, by years, is stated as follows :

	Lbs.		Lbs.
1892	5,620,867	1894	6,268,203
1893	8,802,861		

The quantity of tin plates and terne plates imported and entered for immediate consumption, and of such as were imported on and after July 1st, 1891, and were withdrawn from warehouse for consumption during the quarter ended June 30th, 1894, was :

	Lbs.		Lbs.
Tin plates	110,505,069	Terne plates	9,051,017
Total			119,556,088

The quantity of tin plates and terne plates on which duties had been paid, and which were used in the manufacture of articles exported, with benefit of drawback during the quarter, was :

	Lbs.		Lbs.
Tin plates	36,501,595	Terne plates	54,856
Total			36,556,451

THE MOVEMENT A FAILURE.

The early closing movement has not been working satisfactorily in Winnipeg. Some time ago, it will be remembered, the Provincial Act providing for the early closing of stores was brought into force in Winnipeg. The law, however, has not been closely observed, and no effort has been made to enforce it. At the last meeting of the City Council, a deputation of retailers were present, who urged the council to enforce the law. It was stated that while many of the merchants closed upat the appointed hour, others kept open later. There appears to be some doubt as to the legality of the by-law, as well as to the mode of procedure in prosecuting cases of violation of the law. The matter was dropped by the adoption of a motion requesting the police commissioners to take such action as they may think fit to enforce the by-law.--Commercial.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, Nov. 30, 1894.

HARDWARE.

THE activity noted last week in general hardware was not maintained during the present one, and the volume of trade has shrunk appreciably, as compared with a week ago. But, though trade is smaller, a fair demand is still experienced for seasonable goods, such as skates, sleigh bells, etc., but other lines are almost without movement. No change is to note in prices, and the situation in this respect is unchanged. Cut nails, in fact, are about the only unsettled feature. Payments are not as favorable as they might be.

WIRE—There is a moderate demand for stovepipe and hay-baling wire, but business is of a very limited kind.

ROPE—Demand for rope has ruled very quiet, and there is no change in prices to report. We quote as follows: Sisal at 7 to 7½c. for 7-16in. and upwards, and 14 to 15c. deep sea line. Pure Manilla, 9½c. for 7-16 in. and upwards, 10c. for smaller sizes.

CUT NAILS—There is little or no change in cut nails, business ruling very quiet. We quote a range of $1.50 to $1.65, according to quantity, the outside representing the ordinary jobbing trade basis.

WIRE NAILS—The movement in this line continues quiet, and no large sales are being put through. Discounts are unchanged at 75, 10 and 5, as before.

HORSE NAILS—There is little change to report in these, business being only fair. The basis remains the same—60 and 60 and 2½ in staple lines.

TACKS—Only a very small trade is to note in these, of the merest hand-to-mouth character.

CHAIN—Little or nothing is doing, and cow ties, which have been quite active recently, show a falling off.

HORSESHOES—The makers report some fair orders as going forward, but the distribution from second hands is rather dull if anything this week Prices remain unchanged at $3.50 for iron shoes. We quote: steel shoes: XI., Nos. 0, 1 and 2, $5.75 per 100 lbs.; Nos. 3 and 4, $5; assorted sizes, $5.50; steel toe weight shoes, Nos. 1 to 4, $6 per 100 lbs.

WARE—The chief feature this week has been the receipt of an order for a round quantity of Peerless ware for future delivery in the Northwest. Otherwise the demand is of a colorless kind.

PLUMBING SUPPLIES—There is only a very small movement to report in this line, which is not likely to induce any new feature.

BUILDING SUPPLIES—Featureless describes the position in this line.

LEAD PIPE—No large business doing, in fact, only a few small orders have been booked during the week. Discounts remain the same.

HINGES—These have not been quite so active as they were a week ago, but small-sized orders have kept coming in for both T and strap.

TOOLS—Business has moved on the quiet side in these, and only a few small orders for axes, axe handles, shovels, spades, etc., are noted.

CLOTHES WRINGERS—Trade remains as quiet and dull as ever.

LAMP GOODS—A few five, three and four-box lots of A and B burners, which have been moving during the week, are practically the only thing doing in lamp goods.

SPORTING GOODS—Are not receiving quite as much attention as they were. In fact, the season is about over.

CUTLERY—Very little business has occurred in this line since the opening of the week.

WINTER GOODS—Demand for seasonable goods, such as skates and sleigh bells, furnish the principal movement at the moment, but dealers' wants have been pretty well supplied, for a time at least.

TAR, ETC.—The market is without change. We quote: Resins, $3 to $5.50 as to brand; coal tar, $3.25 to $3.75; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5¼ to 7½c., and cotton do., 10 to 12c.

TURPENTINE—There has been a decline of 2c. in the range on this, which we now quote at 42 to 44c. Demand is slow at the decline.

CEMENT—In cement the feeling is firmer and prices are 5c. higher, English cement now being quoted at $2 05 to $2.15 and Belgian, $1.90 to $2.

FIREBRICKS—No change is to note in these and we quote $15 to $22 per 1,000.

METALS.

The situation in heavy iron and metal is dull and unchanged, and nothing else is looked for now for some time to come, though it is admitted that stocks generally are light. Dealers, however, have demonstrated their ability this year to run along on a light supply, so that the trade don't bank much on the admitted fact of light

THE SPLENDID OIL HEATER

WILL HEAT A ROOM 20 FT. SQUARE

No Soot
No Smoke
No Odor

Requires no more care than an ordinary lamp.
Just the thing before a stove or furnace is started.
We can supply a three-hole extension top, making it a perfect oil stove.



The McClary Mfg. Co.

London Toronto
Montreal Winnipeg Vancouver

MONTREAL MARKETS—Continued

supplies in the country. No change is to note in values, and prices on the whole rule firm on the basis of quotations ex store for the winter season.

PIG IRON—Little or nothing has been done in pig iron since our last report. In fact, except in the case of small jobbing lots, prices are purely nominal, but the tone is steady and we quote, ex store: Summerlee and equal brands, $21; Carnbroe and Eglinton, $19.50; Ferrona, $17.25 to $18; Siemen's, No. 1, $17.25 to $18.

BAR IRON—The tone in this line has not become a whit more settled than it was. In fact, though we quote $1 60 to $1.65 as a jair range, there is reason for believing that the inside figure has been again cut this week, and not for very large lots either. Though we give the outside figure, therefore, to fall in with all ideas it is not unlikely that small parcels can be had at $1.60.

TIN PLATES—There is not much doing in tin plates, but the tone is rather firmer and we advance our inside price 10c. on last week, for the stock here is pretty well concentrated, and the largest holders say that $2.85 is their inside price. We quote $2.85 to $3.

TERNE PLATES — There has been no change in these, the demand being unimportant and the transactions small. We repeat our range of $5.75 to $6.25, as to grade.

CANADA PLATES—No activity is to record in these which, however, rule rather steadier in tone at $2.05 to $2.15, as to quality.

SHEET IRON—There is no change in this line, business ruling quiet with prices the same, on the basis of $2.20 to $2.30 for No. 28 gauge.

IRON PIPE—Jobbers here report business quiet on the whole, and there is no change to note in discounts, which rule at 70 and 5 for black, and 50 and 5 for galvanized pipe.

INGOT TIN—This line remains quiet and prices continue unchanged at 16½ to 18c. Advices from outside markets, however, are much easier, and new supplies could no doubt be laid down for less. If this state of affairs is long existent spot prices are apt to follow suit.

COPPER—The steady feeling here in copper that we noted some weeks ago is maintained. We quote 9¾ to 10¼c., as to quality.

LEAD—Demand for lead is small and unimportant, but the price is held rather firmer here this week at $2.55.

SPELTER—The easy tone that has ruled spelter for some time is still prominent, and values have been shaded materially on some transactions. In consequence we lower our range to $4.25 to $4.50.

ANTIMONY—There have been some small sales of this at 10c. which is a fair quotation.

HOOPS AND BANDS—No activity is to note in these, business ruling quiet and prices unchanged at $2.20 to $2.30.

GALVANIZED IRON—Business in this is quiet but prices are steady. The great bulk of the stock here is concentrated in the hands of one firm. We quote: 4¼ to 4½c. for No. 28 Queen's Head; Morewood, 5¾ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

GLASS.

The window glass market after showing a moderate degree of life last week has quieted down again. The normal basis here is $1.25 for first break, but we understand that some round lots have been put through at $1.20. Putty in bulk remains at $1.85.

PAINTS AND OILS.

This trade has become stagnant and business is almost motionless. So much is this the case that several of the houses have commenced to take stock this week. We quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25; linseed oil, raw, 57 to 58c., boiled, 60 to 61c.; seal oil, 40 to 45c.

PETROLEUM.

There is still a good business doing in petroleum at the advance already noted. We quote: Canadian refined, 11¾c. in shed in

WRAPPING PAPERS

PAPER BAGS

THE E. B. EDDY CO. HULL, CAN.

Both plain and printed. Any size, weight, color, quality and at mill prices. Inducements to Hardware dealers. Write us or our agents for estimates.

Also Montreal, Toronto, Quebec, Hamilton, Kingston, St. John, Halifax, Winnipeg, Victoria, St. Johns', Nfld.

Sheet Steel Pressed Brick

Fireproof, Durable, and Cheap.
Does not absorb moisture.

CORRUGATED IRON

STEEL CLAPBOARDS AND ROCK FACED SIDING

Special Prices to the Trade

Metallic Roofing Co. Ltd.

84 to 90 YONGE STREET MANUFACTURERS TORONTO

MONTREAL MARKETS.—Continued.

Montreal in round lots and 12½ to 13c. for smaller quantities, with a discount of 2 per cent. cash. American petroleum, 15c. car lots and 16c. smaller lots.

HIDES.

The hide market has ruled steady under a fairly good demand. We quote : 4½c. for No. 1 from first and 5c. from second hands. Round lots of lambskins have changed hands at 60 to 65c., as to size, while calfskins are quotable at 5 to 6c.

TALLOW.

There is no change in tallow, which rules steady at 5 to 5½c.

WOOL.

The market continues quiet, with only a few small sales passing. We quote : Greasy Cape, 13½ to 16c.; Canadian fleece, 17 to 20c.; B. A. scoured, 26 to 32c. ; Canada pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. Northwest wool, 11 to 12c.; B.C., 10 to 11c.

ASHES.

The market for ashes was quiet and weaker, with prices lower all round. We quote: Firsts, pots $4.10 ; seconds, $3.50 to $3.60, and pearls, $6.50 per 100 lbs.

MONTREAL TRADE NOTES.

Advices on tin are lower, and it is said that it can be laid down in Montreal for fully 1c. under inside spot quotations.

The many friends of Col. Massey are working like Trojans for his election to the presidency of the Dominion Commercial Travelers' Association.

H. McLaren & Co. are at present filling a large order of Safford radiators for the new branch building of the Bank of Montreal on Notre Dame street west ; also a large convent in the East End.

One of the largest orders for Peerless ware in a long time was secured this week by Caverhill, Larmont & Co. from a jobbing firm in Winnipeg. The goods are to be forwarded as wanted.

McArthur, Corneille & Co. are the first house in the paint and oil trade to start stock-taking. They commenced this operation this week, and expect to get through in the course of a week.

We are indebted to Messrs. Wm McNally & Co. for the following interesting statistics: Imports of cement for season 1894—87,722 bbls. English, 2,100 German, and 57,547 Belgian, making a grand total of 147,369 barrels. The imports for 1893 were, 143,880 bbls. English, and 61,040 Belgian, a total of 204,920 bbls.

The extensive foundry plant of the late A. Chanteloup & Co. was finally sold out for the heirs by Mr. Fulton, of Fulton & Richards, to Messrs. D. Yuile, James King and A. Grier, for the sum of $80,000 This is considered to be a pretty low figure for the business in question, which, as the trade generally knows, was one of the leading brass founding establishments in Canada. It will not leave much for the heirs either, as there are encumbrances in the shape of mortgages, etc., on the property almost equ valent to the amount named.

TORONTO MARKETS.

TORONTO, Nov. 30, 1894.

HARDWARE.

NO material change has taken place in trade during the week. The holiday trade is beginning to open up, and this week's volume of business is rather larger than a week ago. Granite ware, skates, lamp goods and other such similar seasonable lines are going out briskly. Some nice things are being shown in carvers in cases, and some attention is beginning to be paid to them, although trade generally in cutlery is probably momentarily higher than a week ago. The demand is on the whole rather better for nails, hinges, cross-cut saws, chain and files. Stove pipe wire continues to receive attention, and coppered steel wire is lower and in better demand. Rope is showing some improvement in regard to business, and the same may be said of plumbing supplies. Prices are a little better on coil chain, and the discounts on pressed ware have been reduced. A satisfactory feature of the situation is the general improvement that is to be noted in payments, although this does not imply that they are as good as they might be.

WIRE—Hay-baling wire is in fair demand. Occasional orders are being received for barb and twist wire, but not to any extent. Stovepipe wire is in good demand. Coppered steel wire has shown some improvement, but prices are a little lower than they have been in the imported. We still quote plain twist, barb wire and staples at 3¼ to 3½c. per lb.

ROPE—Demand is a little better than it was, but quantities wanted are still small We quote : Sisal, 7-16 in. and larger, 7½c.; ¼, 5-16, ⅜ in., 8c. Manilla, 7-16 in. and larger, 9½c.; ¼, 5-16, ⅜ in., 10c.

CUT NAILS—While there is a steady demand for small quantities, there are no carload lots changing hands. Prices are still held at $1.75 f.o.b. Toronto.

WIRE NAILS—Trade has improved a little during the week, orders now coming in more freely for half-ton lots. Discounts are unchanged at 75, 10 and 5 per cent., shipments from 10-keg lots being prepaid.

HORSE NAILS—These are in better demand than they were, quite a large number of box lots having changed hands during the week. Discounts, 60 per cent. off " C " and 60 and 2½ per cent. " P.B." and " M."

TACKS—There is nothing special to report, except it be that brass headed tacks for fancy work are in better request. We quote : Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per

MARKETS.—Continued

cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37 per cent.

CHAIN—Business is improving in coil chain, but prices are a little lower than they were. There are a few cow ties selling, but trade in this line, generally speaking, is quiet.

HORSESHOES—Demand keeps good and prices steady. We quote: Iron shoes at $3.65, f. o. b. Toronto, subject to rebate in certain cases. Steel shoes are quoted at 15c. per keg advance on Montreal prices.

WARE—Business remains steady, especially in Peerless and Eclipse wares. Trade in white ware, on the other hand, has fallen off. Tin ware for specialties remains active, but for the general supply quantities are very much smaller. Discounts on pressed ware have been reduced.

PLUMBING SUPPLIES—On country account trade shows a little more activity, but in the city business is still flat.

BUILDERS' SUPPLIES—There is nothing special to report beyond the fact that locks and hinges are in good demand.

TOOLS—Business continues fairly good in spades, shovels, axes, axe-handles, cross-cut saws, hay knives, etc. There is not much doing in draining tools.

CLOTHES WRINGERS—No improvement has yet developed, business being dull at $28 per dozen. Jobbers cannot account for the small trade that has been experienced in this line during the past three months.

TINWARE—Stove boards and coal hods are still being called for in small lots.

LAMP GOODS—Trade is fairly good in small quantities.

SPORTING GOODS—Shells and cartridges are about the only lines that are receiving attention, although a good many revolvers are being sold.

CUTLERY—Trade is probably not as good as last week, but there appears to be a fair sorting-up trade doing.

WINTER GOODS—The article receiving the chief attention in this line at the moment is skates, which are now going out freely, some large shipments having been made during the week.

TINNERS' SUPPLIES—A few good orders have been received during the week, both for American and Canadian makes.

TAR, ETC.—We quote: Roofing pitch, $2.50 per bbl.; pure coal tar $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

CEMENT, ETC.—We quote: Portland cement (English), $3 per bbl. for best grades; New Brunswick plaster Paris, $2 per bbl.; Canadian water lime, $1.25 per bbl.

FIREBRICK, ETC.—Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

Business remains much as before, and there have been no particular fluctuations in values.

PIG IRON—We hear of nothing worthy of note and prices are as before. We quote as before, ex cars Toronto; Carnbroe, $19.50; Summerlee, $21 to $21.50; Nova Scotia, $18 to $18.50.

Rogers, Brown & Co, Buffalo, report the Toronto market for American pig iron as follows: We note quite an increase in demand, mostly for carload and fifty ton lots. Whether this is due to additional consumption or to a desire to use iron which has been imported it is difficult to say at present. We quote for cash in bond, f.o.b. cars Toronto: No. 1, Foundry strong coke iron Lake Superior ore, $13.05; No. 2, Foundry strong coke iron Lake Superior ore, $12.55; Jackson County silvery, No. 1, $16 to $17; Lake Superior charcoal, $14.05; Southern soft, No. 1, $11.75; Southern soft, No. 2, $11.50.

BAR IRON—Trade is dull and featureless. We quote base price at $1.75 to $1.80 from stock and $1.70 to $1.75 from factory.

SHEET IRON—This line has shown considerable activity in all gauges from 16 up. A number of shipments of good qualities have been made, and prices rule firm. We

Snow Shovels, Steel and Wood.

Skates, "Athletic" and others.

Sleigh Bells and Shaft Gongs.

M. & L. SAMUEL, BENJAMIN & CO.

26, 28, 30 Front Street West

ENGLISH HOUSE:

SAMUEL, SONS & BENJAMIN

164 Fenchurch St., London, E.C.

. . . . Toronto

MARKETS—Continued

quote as follows: 8 to 16 gauge, $2.50; 18 ditto, $2; 20 ditto, $2.10, 22 to 24 ditto $2.20; 26 ditto, $2.45; 28 ditto. $2.65; tinned sheet iron, Manor's, 26 gauge, 7c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

SHEET STEEL—An improved demand is reported, while business in Russian iron has, on the other hand, fallen off. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

IRON PIPE—Stocks are still low, and some difficulty is experienced in supplying the demand. Prices are being invoiced at equal to 70, 70 and 5 per cent. for iron pipe and 50, 50 and 5 for galvanized pipe.

LEAD PIPE—Trade in this line has shown a little more life, orders being more numerous and for fair quantities. We quote: Toronto and west 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON—Orders continue to be freely booked for galvanized iron, and shipments from stock have been frequent. Prices are being well maintained at $4.25 for 28 gauge either from stock or import, for Queen's Head, Gordon Crown and Apollo brands.

INGOT TIN—There is not much doing, orders being very small. Prices are unchanged. We quote: Lamb and Flag at 18 to 18½c., and Straits at 17 to 17½c.

INGOT COPPER—Some good shipments have been made during the week at prices slightly under those quoted last week, but for the general demand in small lots, 10 to 10½c. is still the idea.

SHEET COPPER—There is not much doing, braziers' sheets being about the only kind moving. We quote: Untinned, 14 to 16½c., according to weight and size; brazier sheets, 14 to 17c., according to quality.

ZINC SPELTER—Trade remains as before, quiet. We quote as before at 4 to 4¼c. for domestic and 3¼ to 4c. for imported.

BOILER TUBES—There is still a little business doing at quotations. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

BOILERS—Galvanized boilers have been going out quite freely during the week, and a few orders have been received for the copper kind. We quote: Galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; coppered, $16.20 to $20, according to size.

TIN PLATES—While orders for import are still being booked freely, shipments from stock are a little heavier than they have been. "M.L.S." is still in demand at the base price of $5 to $5.25 per box "I.C." We quote: Coke, 14 to 20 gauge, at $3.10; for larger sizes 15 to 25c. per box basis more; "I.C." charcoal, $3.50 to $3.75.

TERNE PLATES—A few boxes have gone out, but business is dull in this line. Box lots are unchanged at $6.50 to $6.75.

SHEET ZINC—Prices are still being adhered to at 4¾c. for cask lots and 5c. for small lots. Shipments, however, have not been quite so heavy as they were last week.

HOOPS AND BANDS—Business has not improved any, although prices remain firm. We quote $2.20 for ton lots and $2.25 for small lots.

CANADA PLATES—Business in this line is still active at unchanged prices. We quote: Half-polished at $2.25 to $2.35, according to quantity; 60-sheet boxes, 10c. per box advance; 75-sheet boxes 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—Quantities moving have not been quite as good as they were, but there is still a steady demand at firm prices. The better quality we still quote at 12 to 13c.

PIG LEAD—Trade is a little better than it has been, but prices remain as before at $2.75 to $3, according to quality.

ANTIMONY—There has been a slight improvement in business, but the volume is still small and prices unchanged at 9½ to 10c.

PAINTS AND OILS.

There has been a slight improvement in turpentine and prepared paints, but business, generally speaking, is dull. Payments are a little better than they were.

WHITE LEAD—Very little doing in the domestic article, but some attention is being devoted to English brands. We quote: Domestic, $4.25; English, $5.50 to $6.25.

PUTTY—There is a fair business doing, but there is not much satisfaction in it at $1.75, which is the figure for bladders in barrels; cases, $2.25.

TURPENTINE—Some houses report a little better business this week, but it does not appear to be general. Quotations here are unchanged at 39c., f.o.b. Toronto, for 5-barrel lots and 40c. for single barrel lots.

LINSEED OIL—Trade keeps quiet at 53 and 53½c. for raw and 56 to 56½c. for boiled, f.o.b. Toronto, net 30 days.

CASTOR OIL—Quiet and unchanged, at 6¼ to 6½c. in cases and 7c. in tins.

PREPARED PAINTS—Some houses have had a few more orders this week, but trade in general is dull at $1 for pure.

VARNISHES—Trade is a little quieter than it was. Even in the English article business has fallen off, although not to the extent that it has in other kinds.

GLASS.

Window glass is quiet, and although further shipments have been received during the week, stocks are still incomplete. Prices are still unchanged at $1.10 to $1.15 for first break in 50-foot boxes, and $2.05 to $2.10 in 100-foot boxes. A fairly good trade is doing in fancy glass, and some good contracts have been made in plate glass.

OLD MATERIAL.

There is not much doing, but prices show some slight changes. We quote: Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 35 to 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, old copper bottoms, 5½ to 6c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3½ to 4c.; country mixed rags, 50 to 70c.; clean dry bones, 55c. per 100 lbs.; borings and turnings, 5c.

SEEDS.

The feeling is somewhat better, there being more enquiry both for Alsike and red clover. Timothy is about steady at former quotations. We quote f. o. b. outside points: Alsike, $4 to $5.25 per bushel; red clover, $5.25 to $5.50; timothy, $1.50 to $2.50.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are firm, with supply and demand about equal. Prices are unchanged, dealers paying 3½c. for green and selling cured at 4½c.

SKINS—Sheepskins are offering liberally, stocks accumulating in the country. A lot of between 4,000 and 5,000 skins have arrived on the Toronto market from Chicago, which has had a bearish effect on the market. We still quote 55c., but this figure is not likely to be maintained. Calfskins are nominal at 6c.

WOOL—Demand from the mills is chiefly for small lots, and there is no foreign demand. The shipment of sheepskins from Chicago has naturally had a depressing effect on the market for pulled wools. Dealers are paying 18c. for fleece and super, and 20c. for extra.

TALLOW—Continues firm, dealers paying 5½ to 5¾c., and selling at 6¼c.; rough, 2c.

PETROLEUM.

Business is good, with prices firm aud unchanged. We quote, in 5 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 11½ to 12c.; carbon safety, 16c.; Canadian water white, 16c.; American water white, 17½c.; photogene, 19c.

The Petrolia Advertiser in its weekly report quotes: Petrolia crude, $1.13 per barrel; Oil Springs crude, $1.14 per barrel; refined, 7c. in bulk; 9¾c. in barrels in car lots f.o.b. here.

MARKET NOTES.

M. & L. Samuel, Benjamin & Co. are having a big run on "K. & F." files and rasps.

A fresh supply of mariners' and surveyors' compasses is in stock with H. S. Howland, Sons & Co.

Sanderson Pearcy & Co. have moved into their new premises at 61-65 Adelaide street west.

A shipment of Baker's "Perfection" razors is just to hand with H. S. Howland, Sons & Co.

M. & L. Samuel, Benjamin & Co. report an increasing trade in their Argentine nickel-plated tea kettles.

H. S. Howland, Sons & Co. have in stock this week the Halifax Co.'s spades, shovels and scoops, which they recently purchased

at a great reduction, and which are being offered to the retail trade at what the firm claims to be a correspondingly low figure.

The hardware stock of J. D. Lemieux, Quebec, has been sold at 63c. on the dollar.

The Toronto Lead and Color Co. have been appointed agents in Western Canada for Munn's liquid fish glue.

M. & L. Samuel, Benjamin & Co. report that they have now a splendid and complete stock of carvers in cases.

Two shipments of glass—one each of "Double Diamond" and "Star"—aggregating 2,000 cases came to hand this week for Stewart & Wood.

A subscriber writes: "Will you kindly get for us a receipt how to marbelize iron?" Can any of the readers of HARDWARE furnish the information?

H. S. Howland, Sons & Co. report that the present is one of the best seasons they have had in cross-cut saws. They are at the moment experiencing a good demand for cow ties.

Munro Bros., New Glasgow, have an order from the Intercolonial railway for 100 of their special patent wire seats for first-class coaches. They have also fitted St. James' church, Dartmouth, with these seats.

Quite a number of orders are being received by M. & L. Samuel, Benjamin & Co. for the "Perfection" granite tea and coffee pots for the holiday trade. This firm is also experiencing a good demand for plated ware.

H. S. Howland, Sons & Co. still retain the Ontario agency for Rixford's harvest tools, and are now booking orders for these goods. "And we will," said a representative, "guarantee prices, so that customers may have no hesitation in placing orders for their future requirements."

Pilkington Bros. have secured the contract to supply Robt. Simpson's new big department store at Queen and Yonge' streets, Toronto, with plate glass. The contract is one of the largest that has been given in Toronto for some time.

"A man telephoned us the other day that he wanted a few barrels of turpentine, but that he would not buy from us unless he could buy by weight," said a jobber. "We agreed, and the results showed that had he bought by the barrel he would have been 1½ gallons ahead on the five barrels he bought. In other words, the five barrels contained 1½ gallons more than they were gauged."

Francis, Frost & Co. have purchased the business and plant of the Weather & Waterproof Paint Co., and are now prepared to supply the trade with the paints formerly produced by the latter firm. "We claim," said a member of the firm, "that this paint is superior to any mixed paint on the market."

Josiah Fowler, St. John, has put in additional machinery for making striking ham-



SS. SMOKELESS POWDER Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.
429 Board of Trade Building
MONTREAL, Agents.
SEND FOR PRICE LIST.

Our Specialty PURE TURPENTINE Every Barrel Guaranteed Pure.

FRANCIS, FROST & CO. Manufacturers of WEATHER AND WATERPROOF PAINT
Office and Warehouse: 33 Front Street West. TORONTO Factory: 122-4 Richmond Street East.
Buy ELASTEROLE Varnish for outside or inside work.

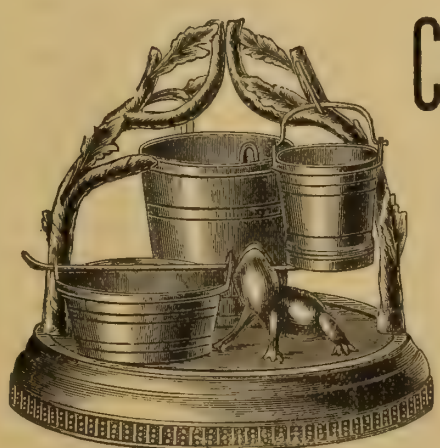
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Best Anti-Friction Metal for all Machinery Bearings.

It prevents Hot Boxes.
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Send your orders to all dealers, or to

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SMOKER'S SET.

Christmas Novelties and Specialties

New goods in every line of our manufacture.

See our selection before placing your orders elsewhere.

THE TORONTO SILVER PLATE CO.

Manufacturers of Sterling Silver and Electro Silver Plate.

King Street West
. . . Toronto.

E. G. GOODERHAM, Manager. JNO. C. COPP, Sec.-Treasurer.

mers and sledges of all kinds, miners' hammers, wedges, etc. They are also extending their manufacture of chisels and drawing knives, axes, hatchets and other bevelled tools. With their new plant the cost of manufacture is reduced, and they can shade former prices for these goods.

Kerr & Robertson, St. John, N.B, have a good lantern, in which an ordinary lamp-glass is used, which can be retailed for 25c.

Emmerson & Fisher, St. John, N.B.,are at work on a new catalogue. It will be about 100 pages more than the one issued four years ago, besides being larger.

The St. John, N.B., Bolt and Nut Works are beginning to place their goods on the Ontario market. They are making a specialty of machine and track bolts and nuts. Duncan S. McIntyre is their Montreal representative.

Caverhill, Learmont & Co., Montreal, have been appointed agents for the "Burgess" 12 gauge repeating shot gun, said to be the rapidest firing gun of any gun in the world. Capt. Bartlett, the traveling representative of the manufacturers, can hit a block in the air six times before it reaches the ground. He can also strike six objects in the air in 2¾ seconds.

The Toronto Silver Plate Co. were the successful tenderers for the replating of the Windsor Hotel (Montreal) silverware. They are now working on the flatware, of which there is 300 dozen. This work coming in at this busy season necessitated their adding four sand buffers to their already large staff.

The Toronto Silver Plate Co. have special facilities for handling all kinds of re-plating work to the best advantage, and the price list that they are now issuing, covering the re-plating of all parts of bicycles, skates, etc., will be of especial interest to the trade, and we would suggest to write for one.

NOVA SCOTIA MARKETS.

HALIFAX, Nov. 30. 1894.

BUSINESS is looking up, and some wholesale firms report good sales. The greatest part of the trade being done now is with the large fleet of coasting vessels now in port. Most of the crews are fishermen part of the year and sailors the other part, and from Prince Edward Island in the north to Lunenburg in the west they come here at this season in their little craft and make their purchases for a whole year. As their trade is cash it is greatly sought after, and keen competition follows. An arrangement has been made between the Halifax Hardware Association and the Consumers' Cordage Company, regulating the price of rope for local trade. Heretofore the Cordage Company sold "lots to suit purchasers" at the same discount allowed the wholesale trade. By the new arrangement the company relinquish the sale in small quantities, but a man can place an order for four tons, take it in lots as he requires it, and thus have the benefit of the discount.

ROPE—There is a slight advance in rope. Sisal is quoted at 7½c. for all sizes; pure manilla, 9½ to 10c. for all sizes, according to quality.

CUT NAILS—Quotations remain on the basis of $1.85, with fair demand.

BUILDERS' SUPPLIES—There is very little doing in this line on account of the weather.

HORSESHOES—There is a satisfactory trade in this line, with prices at (iron), $3.75.

NAVAL STORES—Tar is worth $2.85 per bbl.; rosin, 95c. per 100 lbs. for ordinary: pitch, $2.50 per bbl.; coal tar, $3.25 per bbl.; oakum, 6½ to 7½c, according to quality.

CHAIN—It is a little early for any brisk trade in this line, and not much can be looked for until lumbering commences. The quotations are: ⅜, $3.50; ½, $3; ⅝, $2.80; ¾, $2.75.

BAR IRON—This line remains quiet, with quotations at $1.90, in store.

TIN PLATES—Trade is dull. The quotations are: Coke, $2 75 to $3.10.

SHEET IRON—The demand is very light. Prices range from $2 to $2.25.

IRON PIPE—Very little doing. The quotations are: Black, 1¼ in., 65 p.c. off list for American; 1½ to 2 in., 67½c.; 2½ in. and upwards, 68½c.; Canadian, up to 1½ in., 67½c.; 1½ in., 70c. and 5 p.c. discount.

INGOT TIN—No trade to speak of. The quotations are 18 to 18½c.

STEEL BOILER PLATE—The quotations are on a basis of $2; heads, $2.25.

FUNNEL IRON—The prices are: Ex-store, $2.40.

BOILER TUBES—The supplies on the market are all Scotch. The quotations are: 2 in., 7¾c.; 2½ in., 9½c.; 3 in., 11c.

CAST STEEL—A fairly good jobbing trade is reported, the quotations being 8½c.

LEAD—There is no change in this line, the old quotation of $3 being announced.

COTTON DUCK—Little or nothing doing. Yarmouth is quoted at 32½ off list.

GLASS—Glass is dull and unchanged at $1.25 for first break. Putty in bulk is quoted at $2.

PAINTS AND OILS—Paints remain unchanged. Linseed oil is quoted at 58c. for raw and 61c. for boiled, with prospects of being a little stronger.

HALIFAX MARKET NOTES.

Mrs. Potts' sad irons are selling for 75c.

Halifax retailers report business fairly good.

Extensive lumbering operations this winter are expected.

A meeting is to be held in New Glasgow on December 12th to perfect the amalgamation of the Nova Scotia Steel and Forge Co. and the New Glasgow Iron, Coal and Railway Co. (Ferrona Iron Works).

There are thirteen hardware firms in Halifax, all wholesale and retail. It is impossible for a wholesale firm to do business without retailing. There are no exclusive retailers.

Cragg Bros. are the only hardware men who deal in stoves. They report trade in that line good.

NEW BRUNSWICK MARKETS.

ST. JOHN, N.B., Nov. 30, 1894.

WINTER has set in, and to-day we are having a heavy fall of snow. The weather is not cold, but it is just disagreeable enough to keep people indoors, and, as a consequence, business about town is rather dull to-day. The St. John river has closed for the season, and travelers for the hardware firms are coming in and getting ready for the next season's business. Christmas is rapidly approaching, and, merchants are preparing for a flurry in the retail trade, especially in fancy goods.

Manufacturers of goods in the hardware lines, such as nails, tacks, brushes, etc., have had a fair season and considering the state of trade throughout the Dominion, are satisfied with the result. They hope the new year will show an improved condition of affairs throughout the country, and there is every reason to believe that their hopes will be realized. Stove manufacturers report a fair business. The keen edge has worn off this trade until next season, and they are running along with light stocks. Prices in all branches of hardware are ruling low and have shown no tendency to move upwards. The merchants, though, are satisfied, and are confident of a brighter outlook during the coming year.

HARDWARE had a pleasant conversation with Mr. Fisher, of Emmerson & Fisher, to-day. The firm are among the many believers in the excellence of this journal, and receive and enjoy a copy of it each week. Messrs. Emmerson & Fisher are the only firm in St. John who have introduced the aluminum kitchen goods, and find a ready sale for them. Very few new lines have yet been offered to the public by any of the merchants, and will not be until the Christmas season is closer upon us. Sleds, skates, sleigh bells, and such articles are already in active demand, and to-day's snow will force a demand in this line.

GEO. MCLEAN.

UNITED STATES MARKETS.

NEW YORK, Nov. 30, 1894.

PIG TIN—Advices of a further decline of 15s. in London served to depress prices considerably in the New York market. December to March deliveries went at as low as 13.70c. Prompt delivery

could have been secured quite as cheaply at one time. Later public advices noted a reaction of 2s. 6d. to 7s. 6d., and private advices quoted a still further advance. Influential operators, who have lat erly be:n on the bear side of the market, then figured as somewhat aggressive bulls, paying 13.80c. for January and subsequently bidding 13.80c. for December and 13.90c. for January delivery. Outside of speculative circles there was too much uncertainty for movement of any importance and only a moderate turnover took place. Transactions recorded on 'Change included 5 tons March delivery at 13.70c.; 25 tons January at 13.70c.; 25 tons January at 13.80c.

COPPER—The Boston story about a large deal in Lake Superior ingot at 9.60c. is not confirmed. In fact, it is looked upon as being something in the nature of a stock jobbing story. The report that an agreement between producers to limit output had been arrived at was also denied by merchants who are in position to know whereof they speak. The plain fact is that nothing more than routine business is passing and that the demand does not exceed ordinary proportions. Fair quotations are 9⅛c. for Lake Superior ingot, 9.30 to 9 35c. for electrolytic, and 9 to 9.15c. for common casting stock.

PIG LEAD—Little spirit developed in trade in this metal, and the market remains in the same condition that it has been previously this week. That is to say, buyers and sellers are apart on prices and neither inclined to yield. Meanwhile, business is on a moderate scale. Common Western for prompt delivery or shipment during the balance of the year could not, to all appearances, have been secured at less than 3.12½c. Buyers at above 3.10c. were extremely few. There was some foreign lead on sale at 3.15c. London cable to the Metal Exchange quoted an advance to £9 13s. 9d. for soft Spanish.

SPELTER—For early shipment there are still sellers of ordinary Western at 3.35 to 3.40c., as to brand, but this rate seems unattractive, despite its low level and the probability that Eastbound freight rates will be advanced in the near future. In short, the market is flat and without what might properly be called redeeming features. London quotation to the Metal Exchange was £14 8s. 9d. for good merchant brands.

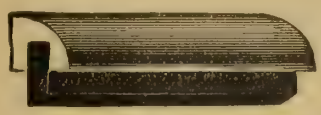
ANTIMONY—Aside from routine business there is little doing. Prices remain at about 7¼ to 7⅜c. for Hallett's and 8⅜ to 8½c. for Cookson's on the spot.

TIN PLATE—No improvement has taken place in the demand for any class of plates, prompt or forward delivery. The buying is slow and negotiation continues to be exceedingly tame. Meanwhile supplies accumulate, and the weight proves sufficient to keep prices quite unsettled.

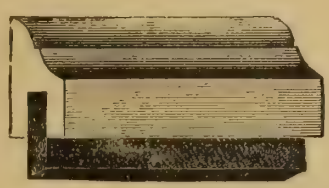
IRON AND STEEL—For some brands of American pig iron the demand is very fair, but general buying is still on extremely conservative lines, and there is no sign of consumers putting in more stock than may be needed to meet well defined wants. Supplies are ample, and there is still sufficient competition to keep prices rather soft. Nothing new transpires in the market for foreign iron, the demand being light, and the moderate business that passes at former prices. In the manufactured articles no new features were reported for the day.

WEATHER STRIPS.

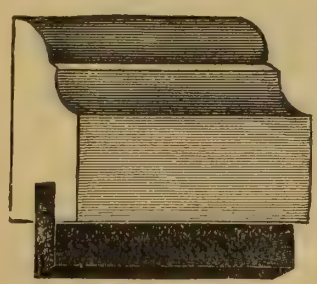
The accompanying cuts are illustrations of wood and felt weather strips, a 25,000 feet shipment of which Rice Lewis & Son, Ltd., have just received. These strips are not new on the market this season. They were introduced last season, but so late that the trade had not much chance to get acquainted with them. Nos. 0 and 1 are for sides, tops and



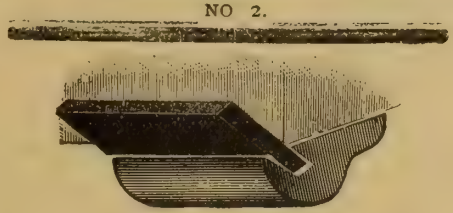
NO. 0.



NO. 1.



NO 2.



NO. 4.

bottoms of windows. No. 2 is used for doors, the felt to press gently on the sill. No. 4 closes the joint between the two sashes in lift or hinged windows, inside or out, or for the centre of double doors. The strips have proved good sellers.

IN THE RETAILERS' DOMAIN.

J. & H. SPENCE, general merchants, Pipe Bay, have opened a branch store at Dyer's Bay, head of the Bruce Peninsula.

Moore Bros., of Blackstock, are moving into the store formerly occupied by William Parr.

J. H. Ratcliffe, general merchant, Stouffville, was in Toronto a few days ago, "looking for snaps," as a traveler put it.

Alex. Watson, Kinmount, is opening a branch store at Wilberforce, which is now the terminus of the Irondale and Bancroft railway.

PERSONAL MENTION.

J. P. McNaughton, of Lamplough & McNaughton, Montreal, was in Toronto this week on business.

Frank D Benjamin, of M. & L. Samuel, Benjamin & Co., left for Europe Thursday. He will be away about three months.

CASTING STEEL.

A. T. Graham & Co., New Glasgow, foundrymen, are going into casting steel. They use scrap and new steel, and have been getting very good results. So far they have been making gearing for machine shops. They have also made a few plow points, which have been sold at 15c. each over iron shares.

The merchant who grumbles and sighs
And turns up the whites of his eighs,
In sorrow and pique
Because trade's very wique,
Is the fellow who won't advertighs.
—Printer's Ink.

The St. John Bolt & Nut Works
ST. JOHN, NEW BRUNSWICK
Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends. Montreal Agent,
D. S. McINTYRE, Royal Insurance Building

WE MAKE HAMMERS
Sledges and Edge Tools for every purpose. Only best steel used. Our goods give such satisfaction that trade has steadily increased, and we had to build several additions to our works. A new machine just erected doubles our output, and we can quote better prices than ever.
Write for fuller particulars.
JOSIAH FOWLER St. John, N.B.

TAKE A NOTE OF IT. Tel. 1040
I've moved my office to
CANADA LIFE BUILDING
A. C. NEFF, Chartered Accountant, Auditor, Assignee, etc.

Books for Retailers
Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price

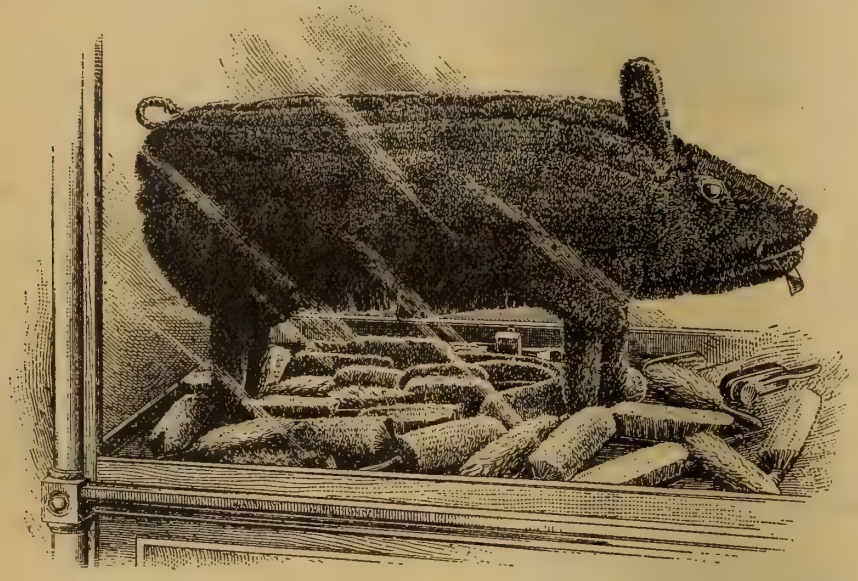
Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS
Sent, postpaid, on receipt of price

HARDWARE MERCHANT
TORONTO.

UNIQUE BRUSH EXHIBIT.

A WINDOW display, in order to obtain the best results, should be unique. The accompanying cut shows a display of the character indicated. The idea originated with a Norwich, Conn., firm, and was produced in last week's Iron Age. Everybody can gather from the cut that the display is a pig made up of different kinds of brushes. The foundation of the body is made up of six bushel baskets, five of which are nested and the other one inverted, and to these are wired floor, counter, and window brushes, entirely covering the baskets. A frame of ⅞ to 2 inch strips constitutes the head, to which brushes are wired, leaving a place for



the mouth, in which an ear of corn is placed. Incandescent electric lamps form the eyes, connected to a wire running down behind the animal, and at night the lamps are lighted. The tail is made of hemp braided, and the legs of counter brushes with the handles down. After the pig is placed in the window the floor is covered with brushes, and the lower portion of the legs banked up, so that the counter brush handles do not show.

Referring to the display as seen in the Norwich firm's window, Iron Age says: "The window was also dressed with all the different kinds of brushes the firm handle. The animal when completed measured a little over 7 feet. The display proved a great success and attracted much attention.

LOWER BICYCLE PRICES.

IT is announced that a number of bicycle manufacturers have decided upon a list price of $100 for next season. This applies to the standard grades alone and will not include any of the specialties, which will range in price from $115 to $140. Various reasons are given for the change, one of which is the cheapening of the cost of manufacture without any sacrifice of quality, and an effort to increase the sale of the wheels by giving the same value for a smaller amount of money. This movement was anticipated two months ago in an interview with one of the leading manufacturers and published in these columns, but no general action was taken until last week and, as stated above, only a certain number of the manufacturers are preparing to make the change. It is intimated that one of the reasons leading to the lower list prices is in the fact that a good sized lot of wheels are being carried over to next year and that the change will apply only to wheels of similar patterns. This is not authoritative, however, and is merely given as a rumor, although it is partially borne out by ascertained facts.

Any reduction in cost necessarily means a lower margin of profit on each individual sale and this will be the first effect of the change. Nevertheless, the ultimate result cannot be otherwise than favorable, providing the list price is not advanced and the same quality of wheels are sold as was the case during the present year. More wheels will be sold on account of the lessened cost, and while the profits on each one will be smaller the total volume of business will be increased and the wheels will have even a more general sale among and by the retail hardware trade than was the case this year. The gradual doing away of the agency system, excepting through the jobbers, which is now an assured fact, and the confining of the sale to the retail hardware trade whenever this is possible, will lessen the cost and risk of handling and will extend the sales of the wheels through the retailers to a degree that was not possible under the former system. It is said on good authority that but very few wheels in this territory remain unsold from this season, to be carried over to next year, and that the making of many contracts for future delivery has been delayed until a definite announcement regarding a fixed list price could be obtained from the manufacturers, while now that this price has been made it is expected that preparations for next season's trade will take on a livelier gait and that next year's business will be in excess, dollar for dollar, of what it has been for '94. The sales this year in this territory were far in advance of any that had preceded it and '95 cannot fail to improve upon the record.—Hardware Reporter.

AXLES AND BOXES IN TRANSIT.

There is no greater annoyance to the carriage seller than when his team arrives at the railway station to tow home from one to one dozen vehicles, to find that while in transit one or more boxes have become stuck to the axles because of the continued and quick vibration and churning of box and spindle, remarks The Hub. The fatty matter of the oil has become exhausted, leaving nothing but the fibrine (if animal) or solid (if mineral) matter of the oil. With the glutinous substance thus created, and the minute particles of iron or steel dust removed from box and spindle a cement or gum is formed in small particles. The heat engendered hardens the same. It then gets in its fine work, encysts itself securely in box and spindle, continues to grow larger and harder, and at last bids defiance to turning wheel or removing the box from the spindle. Barrels of turpentine spirits or a tank ship of petroleum would not budge it. The jack screw, or shock, are the only effective agents. Its best cure is to avoid the matter in the beginning, which can be done as follows: A cheap board trestle under each axle, high enough to lift wheels clear of floor, is one way. Remove the wheels and tie gunny bagging on spindles, or put a wood box on spindles while in transit. If a taper spindle put an extra washer on back of spindle and set up strong enough on nuts to prevent wheels from turning on spindle. This will also be found a good prevention. Any of the number is cheaper and better than the annoyance referred to.

WIRE FENCE TELEPHONE.

"Down in Texas," says an electrical salesman, in Electrical Review, "I think there is a good demand for a telephone that can talk over 100 miles of barbed wire fence. On the ranches cowboys are kept 'riding the fence,' that is, riding up and down a section of barbed wire fence, inspecting it and keeping it in order. Many ranches are twenty, thirty and fifty miles square, and if a serious break in a fence is found, the cowboy must ride back to the ranch to report. Now if a good telephone could be provided for each section, it would save all that riding. The staples holding the two top wires to the posts could be removed, insulators put in their places, and a man would have a complete metallic telephone circuit around his ranch."

INDUSTRIAL USES OF ALUMINUM.

THIS new metal, says Age of Steel, is being freely experimented with. It has furnished the usual quota of surprises and disappointments and also had the benefit or misfortune of being advertised and criticised in advance. In spite, however, of over-zealous friends and premature critics, the new metal is being better known and more widely used. Its peculiar properties in its pure state and in combination with alloys, while more or less determined, have yet a broad range of investigation and possibilities. It is safe to say that its merits will determine its uses, and as these are more definitely announced the field for aluminum will steadily broaden.

In naval and military furnishings and equipment it is already being largely adopted. These include torpedo boats and launches, canteens, scabbards, and buckles, with tests being made of horse shoes and of light field artillery. In Great Britain a torpedo boat, built with a steel framework and aluminum plates for the hull, developed unusual speed, which is claimed by the builders as being partly due to the lightness of the metal used. Experiments made with the same class of boat in France have justified, not only its further use along the same lines, but its more extended use in larger vessels. Die plates made of aluminum bronze, as used in a French postage stamp manufactory, are found to outlast plates made of brass and of steel—a plate of aluminum bronze lasting for months without renewal. It has been introduced into the textile fabric industry, aluminum or its alloys being interwoven into the fabric. It is claimed that cloth made wholly or partly of this material is free from chemical action, and being nonoxidizable, can be washed without fear of injury. To enumerate the various uses to which aluminum and its alloys are being put, and such as are in sight but not yet in operation, would be a tax on the patience of our readers and the necessary limits of this article. That its importance in many of our industries will steadily broaden there can be no question.

IDEAL CARPET TACKS.



This cut is a facsimile of a new package of carpet tacks put on the market by S. R. Foster & Son, St. John, N.B. It is an exact imitation of their nail keg. It differs from any other similar package. The packages are in the shape of barrels, but, as Mr. Robertson, of Kerr & Robertson, remarked to HARDWARE, Mr. Foster is a prominent temperance man, and a barrel was too suggestive and against his religious principles.

AMERICAN FENCING WIRE

Barb Wire, Annealed and Oiled Wire, Galvanized Wire, Staples, etc., from stock or for import. Prices right.

A. C. LESLIE & CO.
Montreal and Toronto.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

CHEAP FRESH RELIABLE

Thorold Cement

Should be kept in stock by all Hardware Merchants

By sending a
POST CARD
to

Estate of John Battle
Thorold
Ont.

Prices and full particulars will be given.

FOR MASONRY WORK OF ALL KINDS

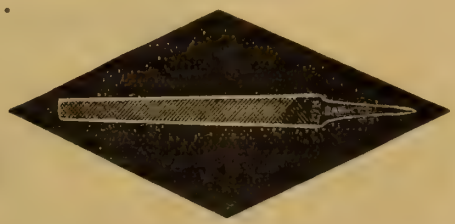
Wire Brushes AND Brooms

For Moulders, Brewers, Factories
Pavements, Track Use, etc.

CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

TRADE MARK.

BLACK DIAMOND FILE WORKS



21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. Gulletting Sawfiles.
Climax Sawfiles. Lightning Sawfiles.

—AND—

EVERY OTHER DESCRIPTION OF SAW FILES.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

W. F. BECK, crockery, Montreal, is offering to compromise at 50c. on the dollar.

Chas. G. Brodeur, plumber, etc, Montreal, has assigned.

B. Bennem, blacksmith, Warkworth, has assigned to J. Finlay.

Alex. Logan, furniture, Parry Sound, has assigned to W. L. Haight.

Angus Kennedy, general merchant, Lochban, N. S., has assigned.

Dayton & Brydon, general merchants, Hilton, Man., have assigned.

Whipple & Cooper, brass founders, Hamilton, have assigned to W. Anderson.

R. G. Gaucher, hardware, Montreal, is offering to compromise at 35c. on the dollar, cash.

J. R. Bailey, general merchant, of Port Colborue, has effected a settlement with his creditors.

A. Bernier, general merchant, Cap St. Ignace, Que., has compromised at 75c. on the dollar.

Landry & Co., general merchants, Becancour, have assigned, and a meeting of creditors will be held 6th inst.

Bailey & Claveau, general merchants, Chicoutimi, Que., have secured a settlement with their creditors at 75c. on the dollar.

The Hamilton Bridge Co., Ltd., has been declared insolvent and ordered to be wound up. C. S. Scott has been appointed liquidator.

The creditors of the estate of T. R. Allison, blacksmith and grocer, Bloor street, Toronto, who assigned to Henry Barber & Co., have accepted an offer of 30c. on the dollar, at three, six and nine months, secured.

SALES MADE AND PENDING.

A. J. Abernethy, general merchant, Almonte, has had his stock sold.

James Hunter, blacksmith, Bright, Ont., is advertising business for sale.

The hardware stock of Godfrey & Co., Vancouver, is advertised for sale.

The stock of T. G. Watson, hardware, stoves and tinware, has been sold.

The estate of Charles Asmus, painter, Montreal, is advertised by bailiff for sale.

The general stock of W. Barnard & Co., Sutton West, is to be sold by auction 5th prox.

At Suckling's auction rooms the general stock of Hugh Mitchell, of Fergus, was sold at 50 cents on the dollar.

The stock of Perrault & Co., furniture, is to be sold by auction 3rd inst. Perrault & Co.'s liabilities are about $10,000.

C. Kloepfer, of Guelph, has purchased the stock of carriage hardware of Wm. Brown, Front street, Toronto. He will conduct the business as formerly.

PARTNERSHIPS FORMED AND DISSOLVED.

Goodday, Benson & Co., lumber merchants, Quebec, have dissolved.

Susan A. McIndoe, wife of T. L. Clark, and Auguste Comte have been registered proprietors of the firm of T. L. Clark & Co., hardware, Montreal.

A partnership has been registered in Montreal by Kengi Ishikawa and Wakamaru Togan to carry on business as general traders under the style of K. Ishikawa & Co.

CHANGES.

George L. Jarman, furniture, Bancroft, has been succeeded by John Jackson.

John Edgeworth, general merchant, Stevensville, has sold out to Fred. Prisan.

Hunter & McKinnon, general merchants, New Denver, B.C., have removed to Silverton.

J. W. Richardson, agricultural implements, Tilbury Centre, has sold out to J. T. Campbell.

E. Chanteloup, brass founder, etc., Montreal, has sold out to James E. King and David Yuile.

George Terryberry, blacksmith, Revelstoke, B.C., has been succeeded by James McMahon.

S. F. Freeman & Son, general merchants, Moose Creek and Ottawa, have sold out business at former place to J. T. Gannon.

FIRES.

S. J. McMahon, tinsmith, Hawkesbury, is dead.

G. C. Crawford, sawmill, Zimmerman, is dead.

Smith & Burns, grocers, St. Mary's, have been burned out.

Minnie S. Dent, grocer, Woodstock, has been burned out.

D. Quesnel, of Quesnel, Sharpe & Co., paints, glass, etc., Montreal, is dead.

James Hamilton, of James Hamilton & Son, general merchants, etc., Glen Huron, is dead.

The frame block at Alexander Station, Man. occupied by P. Dickson & Co., general store and the Commercial Hotel, were totally destroyed by fire one night last week. Loss $10,000; partially insured.

DEATHS.

A. G. Ogilvie, grocer and tanner, Little River, N.S., is dead.

PLUMBERS' ADVERTISING.

How a plumber can best advertise his business is often a serious question. Every plumbing establishment has a certain amount of trade, and how to increase that trade, even at the expense of less competent mechanics in the neighborhood, is frequently a serious problem. A circular issued not long since by a Brooklyn firm is an illustration, says Sanitary Plumber, of how at least one firm has attempted to solve the question, and some account of it here may be suggestive to others.

The circular is printed in two colors. Its evident frankness throughout is one of its commendable features. The first line in red is as follows: "Does your plumber suit you?" The next two lines are in black, and contain this wholesome advice by way of answer: "If he does, stick to him; if not, make a change." Then comes the following, which is somewhat personal:

"Are you a crank and hard to please?

"If you are we can please you, and give you references from other cranks.

"Does your boiler rumble?

"How are the wash tubs?

"When are you going to put in that wash basin?

"Do you need repairs for your range?

"Does your roof leak; does it want painting?

"Is the leader all right?

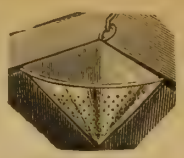
"Is there water in your cellar?

"We are M.D.'s in our line. Consultation free. Office hours, from 7 a.m. to 9 p.m."



A Proof that Street Car Advertising does not Pay.

Pickard's Pat. Sink Strain



Has been a great seller with agents. We manufacture agents' specialties.

Address ARMOUR MFG. CO.

342 Yonge Street, TORONTO, ONT.

MUNN'S LIQUID GLUE

Received the Highest Award

WORLD'S FAIR, 1893

In competition with

American Glues

THE ART METROPOLE, Agents.

131 Yonge St., TORONTO.

Pigou, Wilks & Laurence

Limited.

11 QUEEN VICTORIA ST., - LONDON, E. C.

Sole makers of the

"ALLIANCE"

PRIZE SPORTING POWDER

THE TRADE ONLY SUPPLIED.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

IRWIN'S

CANADIAN CUSTOMS TARIFF

— AND —

ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables (Sterling, Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercial lawyers in our country. This book is **up-to-date**, and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

CONCEALING THE RADIATOR.

While we were walking around the waiting rooms examining the work above described, says the editor of Sanitary Plumber, we were forcibly reminded by what we saw of the case of the lady who attempted to conceal the hideousness of the radiator in her parlor by attachments and decorations of her own invention. She had a carpenter fit a board at the top of the radiator, and over this placed a thick table-cover of some sort of wool goods. Down the front she hung a heavy cloth, almost felt-like in character, on which she had laboriously wrought some very handsome needlework. About the base she tufted some art rugs. The pedestal thus covered and embellished was a thing of beauty, but, alas, not a joy forever, so far as heating the apartment was concerned. When she sent for the heating man to complain to him that the room was not warm, she made the honest statement that it was scarcely warmer, in fact, than it would be if there had been no steam at all. She had unwittingly performed a good job of insulation. She had put around her radiator, for the purpose of improving its appearance, the equivalent of what engineers put around steam pipes to save radiation of heat to economize fuel. What has been done in the Pennsylvania Terminal does not employ felt or other fibrous material, but, nevertheless, it is of a character to most successfully interrupt the currents of air, both at the inlet and at the discharge, that were intended by the makers of the radiators to do the principal part of the work of warming the room.

A DEPARTMENT TIRE.

A new bicycle tire has, according to an exchange, just been devised in France, which is intended to do away with the defects of all other tires. It consists in substance of a thin rubber tube whose inner surface is intersected by rubber disks perpendicular to it, and placed close to one another. Disks and surfaces are all molded in one piece. The disks are thicker at the circumference than at the centre, to prevent the tube from sinking into the interstices between the supports, and they are made eccentric so as to distribute the resisting power of the surface without increasing the weight of the tire. They divide the tire into a very large number of air chambers, perfectly independent of one another, so that if one is pierced the others are not affected. These add to the elasticity of the tire and do not need to be filled with compressed air. The motion is as easy as that of the best pneumatic tires, while the accidents to which pneumatic tires are subject are done away with. The tire can be applied at once to all rims for solid or hollow tires. For pneumatic tire machines some light but inexpensive modifications of the rim will be necessary.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

CALCINED PLASTER LAND

We manufacture from the best rock only. We guarantee our plaster a first-class article. Write for Prices.

WINDSOR PLASTER CO.

Windsor, N.S.

THEILE & QUACK

ELBERFELD, GERMANY.

Manufacturers and Exporters of high-class

HARDWARE

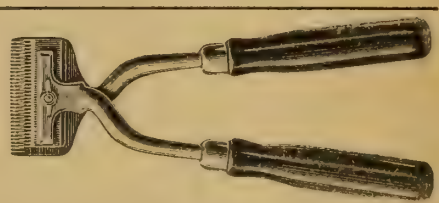
CUTLERY AND ENAMELLED IRONWARE.

Ask for goods marked Theile & Quack.

LAMPLOUGH & McNAUGHTON

Canadian Agents

Temple Building, - MONTREAL.



HORSE CLIPPERS

GEM AND H. BOKER

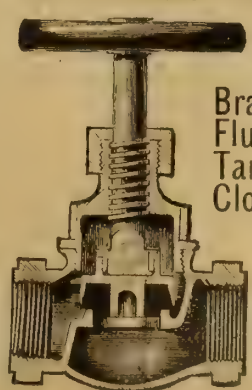
Finest Quality. New stock just arrived.

RICE LEWIS & SON

LIMITED

TORONTO - - ONT.

For Plumbers' and Steamfitters'



Brass Supplies
Flush Tanks
Tank Boards and
Closet Seats

. . . WRITE . . .

THE

Stevens Mfg. Co.

London, Ont.

BICYCLES IN HARDWARE STORES.

I HAVE been selling shelf hardware to the larger retail hardware trade on the road since 1867, principally to larger towns in Wisconsin, Michigan and Minnesota, but the average retail hardware dealer in my territory is as "scary" of the bicycle business as he would be of the sewing machine business, and gives the following as the principal reasons for taking this position :

OBJECTIONS.

No living man can do a bicycle business on a cash basis. The business must be run on credit or on the installment plan.

It would be necessary that we run a machine shop for repair work, etc.

The wheels would take up more room than we have to spare for such slow selling goods.

There are now so many lines of wheels in the market, all claiming to be the best, that we would have to keep a different make or style for every customer we might strike.

We do not ride a wheel, and there is no one in the store that does, or that understands the wheel business, which would put us to a disadvantage as against a regular bicycle dealer.

Look at the number of bicycle dealers here, and see how little they are making, and how few of them make a success of it.

ANSWERS TO OBJECTIONS.

To these several objections I make the following replies :

Bicycles can be and are being sold for cash by many retail hardware dealers at a good profit, and even if some do have to be sold on credit the same discretion can and should be shown as in selling a stove or a bill of house trimmings. It will not be good business policy to sell a $100 bicycle on time or on the installment plan to a person who is earning only $6 per week, and who must depend upon his savings to pay for his wheel.

It is not actually necessary that you should run a machine shop to be in the wheel business. I know of many bicycle dealers among the retail hardwaremen who avoid this expense and who make a success of the business. Some retail hardware dealers in larger cities now sell goodly numbers of stoves yearly and do not keep a tinner or run a tin shop in any sense of the word. These men are merchants, not storekeepers, and understand their business. I also know of retail hardware dealers who sell as high as 25 wheels per season who do all their bicycle repair work in their own tin shop and their tinners are now getting to be quite expert at repairing bicycles. There are 25 hardware retailers in one city where I go to, who are selling lawn mowers. Not one of them is prepared to do a general lawn mower repair business in its fullest meaning. Still these people all sell lawn mowers, and some of them sell 25 to 50 per year now, while, when they first started out, they were afraid to put in any mowers. They would order them one at a time, as they found a customer for one. The same rule applies to bicycles as to refrigerators, lawn mowers, clothes wringers, steel ranges, gas ranges, and many other items which in former years were sold principally by firms who sold one of these items only. No trouble about the machine shop part of the business. What one cannot do in that line properly, can be done at the factory or elsewhere.

IT WILL PAY TO

devote a reasonable amount of room or space to bicycles in a store. Some retail hardware dealers fill up the lightest and most valuable portion of their store with such goods as mounted grindstones, stove hollow ware, stovepipe, saw bucks, wagon jacks, wheelbarrows, cauldron kettles, building paper, fence wire, poultry netting, horse pokes, post hole diggers, etc. All such goods sell at little or no profit to the retailer, and can be kept in the cellar or basement, or in the warehouse, or on an upper floor if there is an elevator. These goods can be sold without having any special talent as a salesman, They sell themselves, consequently they are kept in the foreground. These storekeepers tell you they have no room for bicycles. On the other hand, some modern hardware merchants sell ten or twenty bicycles during a season, and never find it necessary to keep over two or three samples in sight.

ASSORTMENT.

There is no more necessity for carrying a large variety of makes of bicycles than there would be of refrigerators. Select one or two good makes, always including one high grade of established reputation, made by a manufacturer of good repute. Secure a wheel that has a sufficient number of good points that will commend themselves to buyers of bicycles and then sell that wheel against all comers.

THE SALESMAN.

Learn to be a salesman.

A salesman does not have to be a bicyclist to sell wheels. Some large carriage dealers are neither coachmen nor horse jockies. You don't need to be a chopper to sell axes or a cook to know how to sell house furnishing hardware. A hardware dealer cannot expect to learn all the trades to fit himself for selling tools.

BICYCLES AND HARDWARE.

Because exclusive bicycle dealers fail in many instances to make a success of selling wheels at a profit the wide awake retail hardware dealer should not take fright. The exclusive bicycle dealer has to run a whole establishment for the wheel business alone. A merchant has his establishment in good working order and can add one more line without adding perceptibly to his present expenses. Again, a merchant has more people coming into his store than the exclusive bicycle dealer has in his. He has been established in business for years and has many friends who will trust to his judgment in the matter of selecting a bicycle, even though there were an exclusive bicycle house on either side of him.

My advice to the retail hardware dealer who is so timid on this subject would be to try the thing before he condemns it.

SUCCESSFUL MERCHANTS.

Very few retail hardware dealers, proportionately, who have ever given the bicycle business a fair trial have discontinued it. They learn to like the business and usually end up with riding a good wheel themselves. Don't get too many makes on the start. You'll soon be able to judge for yourself as to that part of it. Go lightly on bicycle sundries until you get further along in the business. Your customer will, as a rule, wait until you can get what he wants in that line from headquarters.

A GROWING BUSINESS.

Let it be known far and wide that you are in the bicycle business with the rest of them. Conduct the business on the same lines as you do the other important items in your stock. Think for a moment of the hundreds of thousands of wheels now in use and the probable increase to be expected on an article that is growing in popular favor, and that has come to stay, and decide to get your share of the benefit to be derived in the way of profits on sales that will surely go to those who are not afraid to tackle the wheel business. Don't be a turtle ; be an eagle.—Henry M. Gay, in Iron Age.

INCREASED TIN PLATE IMPORTS.

The American Manufacturer says that in October Great Britain exported 24,854 tons of tin plate to the United States. Compared with the record for the corresponding month in 1893 this shows an increase of about 80 per cent., and is the largest on record since the month of June last year. Compared with the exports during September those o October showed an increase of over 40 per cent. The stoppage of the American tin plate establishments tends to increase the demand on foreign supplies. The total exports of tin plate from Great Britain to the United States (gross tons) during the pas five years are shown in the following :

	1894	1893.	1892.	1891.	1890.
January	18,296	23,498	17,554	32,018	23,613
February	13,413	20,190	22,268	28,253	18,334
March	16,907	31,334	22,789	38,638	17,245
April	13,210	31,651	31,061	45,208	23,373
May	21,291	26,988	23,799	55,569	25,619
June	17,247	26,759	23,550	63,539	39,703
July	17,805	22,248	24,750	4,323	37,011
August	19,125	15,784	24,221	5,629	25,519
September	17,672	13,789	22 535	11,139	25,557
October	24,854	13,861	19,901	12,461	36,955
November	....	15,495	20,634	14,831	28,330
December	....	14,031	23.417	13,536	25,709
Totals	179,820	255,583	276,479	325,145	318,108

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

BLACKSMITH'S TOOLS.



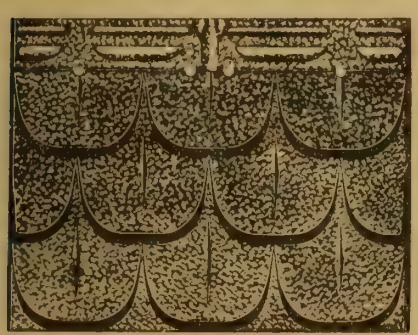
Horseshoe Vises.

Price, No. 1, - $4 00
" No. 2, - 7.50

Will save their cost in a week's sharpening. . . . .

A. B. JARDINE & Co.
HESPELER, ONT.

Pedlar's Patent Steel Shingle



The only metal shingle made in Canada that is sold under a guarantee of 25 years. We also manufacture Metal Roofing of all descriptions, Corrugated Iron, Metal Sidings, and Metal Ceilings. **A protective discount allowed the trade.**

Write us for Catalogue.

THE PEDLAR METAL ROOFING CO.
Office and Works - OSHAWA, ONT.

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,
ESSEX, ONT.

STRENGTH OF STEEL.

IN a paper read before the British Iron and Steel Institute, a paper to which Mr. P. C. Gilchrist, a member of the Council, refers as "one of the most important ever received by the Institute," Mr. William R. Webster, member of the Engineers' Club, of Philadelphia, gives the very valuable results of tests upon more than 1,000 plates of basic Bessemer and basic open-hearth steel manufactured by the Pottstown Iron Co., and tested upon an Olsen machine at that establishment.

The chemical determinations were made on drillings from the broken test-pieces. The investigations cover the effects of carbon, sulphur, phosphorus and manganese upon the ultimate strength of the steel. They indicate that ⅜-inch plate of pure iron without carbon, sulphur, phosphorus, manganese or silicon, would have an ultimate strength of about 34,750 pounds per square inch, and the tables give the added strengths imparted by varying proportions of the elements referred to.

Carbon is found to increase the strength about 800 pounds per square inch for each 0.01 per cent. In steels containing 0.07 to 0.08 of carbon, phosphorus also adds 800 pounds for each 0.01 per cent., but the effect of the phosphorus increases with the percentage of carbon, until in steel with 0.15 of carbon, 0.01 phosphorus adds 1,500 pounds per square inch. Steel with 0.15 per cent. of manganese has 3,600 pounds per square inch higher tensile strength than steel free from manganese, but the effect of equal additions of manganese decreases as its percentage increases, so that when the percentage of manganese reaches 0.50 per cent., the increase in ultimate strength for an addition of 0.15 per cent. is only 1,500 pounds per square inch.

Sulphur is credited with a constant effect of 500 pounds for each 0.01 per cent., but the effects of this element are still being carefully studied. The indications are that the ultimate strengths of plates with high carbon and high phosphorus are more affected by the finishing temperature than are those with small percentages of these elements.

The practical results of the experiments are most satisfactory. The figures used are in current use at the Pottstown works, and out of the last one thousand blows graded by means of them, 98 per cent. met the requirements of the orders and were accepted. The author, who has treated of this subject in papers read before the American Institute of Mining Engineers, August, 1892, and July, 1893, refers in high terms to Mr. H. M. Howe's recent experiments on the heat treatment of steel, and to the investigations of Mr. A. Lanz, of the Peine Works, upon the effect of oxygen in increasing the hardness and decreasing the ductility of steel.

DOWSWELL BROS.

HAMILTON, ONTARIO

MANUFACTURERS OF

Clothes Wringers, Mangles, Churns, Washing Machines, and Household Specialties

Prices are low but you will find our goods first-class. Send for Catalogue. . . . .

EASTERN AGENTS

W. L. HALDIMAND & SON, - Montreal

RAMSAY'S

Pure Lead
Mixed Paints
Oil Stains
Varnishes

ARE AHEAD

Long Folding-Handle Dust Pan

P.S.—These are less bulky than the ordinary Pan. . . . .

Retails at 25c.

Patent Applied For



The Handle Locks when in use and stands alone. Avoids stooping and dusting the clothing. Something every family requires. Every customer a probable purchaser.

Manufactured by

TARBOX BROS., TORONTO

For sale through the WHOLESALE trade generally.

Price per dozen, $ 2.00
" gross, $21.60

Sample orders, not less than one dozen, delivered.

Be Sure

The brand reads

JOHN LUCAS & CO.'S

And you will get the old . .

Original, and Only Reliable And Durable Green

Imperial French Green

——OF THIS NAME

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.



For Iron Fencing Bank and Office Railings and all kinds of Iron Work address

Toronto Fence and Ornamental Iron Works,

73 Adelaide Street West, TORONTO.



W. & S. BUTCHER, Sheffield, England, Makers for over *ONE HUNDRED YEARS* of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR  OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	18½ 19
Straits "	18 18½

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 25
I.X., "	6 50
I.X.X., "	7 75
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	75 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 10 3 25
I.C., special sizes	3 25 3 35

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base Price
Common Bar, per 100 lb	1 80
refined " "	2 35 2 65
Horse Shoe " "	2 60 2 75
Band " "	2 25 2 30
Hoop " "	2 25 2 30
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 5
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 11
Tank Plates1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

3-inch	10½c
4-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 40 2 50
22 to 24 "	2 25 2 35
26 "	2 35 2 45
28 "	2 50 2 65

Canada Plates.

All dull	2 15
½ polished	2 25
All Bright	2 50 2 85

Iron Pipe.

Wrought 67½ to 70 p.c.
Galvanized, 50 to 50 & 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4 4½
26 gauge, "	4½ 4¾
28 " "	4¾ 5

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4½
" ⅜ " "	4½ 4⅝
" 7-16 " "	3⅞ 4
" ½ " "	3⅝ 3⅞
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10½ 0 11
Lake Superior	0 10½ 0 11

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square	
1 to 2 in	0 19 0 21

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04¼ 0 04½

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2¾ 0 03
Domestic "	0 02¾
Bar, 1 pound	0 04¼
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 13 0 13½
Standard	0 12 0 12½
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10 0 10½
Other makes "	0 9½ 0 10

White Lead.

	per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 25
No. 1 Do	4 00
No. 2 Do	4 75
No. 3 Do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

f.o.b. Halifax, St. John, Montreal, Toronto,

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 00
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre "	0 06
French "	0 05
Marine Black "	0 09
" Green "	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) "	2 75
" " Royal "	1 10 1 15
Venetian Red, (best) "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } " "	1 25 1 90
Canadian " }	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0	69
Extra "	0	90
Brown Japan "	0	65
Brown Japan, Turpentine p. gal.	0	85
No. 1 Carriage "	1	30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 52	0 53
Boiled "	0 55	0 56

Turpentine (in bbls)

Selected Packages, per gal	0 39	0 40

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	4 00	4 25

Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00
Blacksmiths' discount 35,40 per cent		

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ percent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex	per doz.	1 25	1 75
Mascot	"	1 35	1 85
Erminie	"	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 75 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	5 00	4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 70 & 10 to 75 p.c.
Loose Pins, " 70 & 10 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	99	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 & 5 to 50 & 10 p.c.
Plate dis. 50 & 5 to 50 & 10 p.c.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots		2 70
Thorold "		1 10
Queenston "		1 10
Napanee "		1 10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*
American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.

Tanged Firmer per doz	0 85	4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0		1 35
" No. 2		2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1 70	
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 and 5 per cent.
Black Diamond, 50 & 10 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50 and 10 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 and 10 p c.
Horse Rasps, Kearney & Foote's dis Am list, 60 to 60 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 50½ p.c rev. list

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40

Glass.—*Window.*

Box Price.

Size United inches	Star, Per 50 ft	Star, Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	11 5	2 20	1 50	....
26 to 40	1 30	2 30	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	...	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	.....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 60	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	75	2 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 15	0 20

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 and 10 to 65 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap, dis 65 to 70 p.c
Heavy, per lb 03 3-5 0 04½
Screw hook and hinge—

6 to 10 in., per set	0 00	0 03½
12 up "	0 00	0 02½

	Per doz. set
Screw, Eureka	1 13 1 80
Gate, Clark's	1 50 2 20
" Shepard's, dis 50 to 60 p.c	

	Per doz. pairs
Spring	1 35 1 40
" Shepard's Samson	1 75 1 90

Hoes.

Garden, Mortar, etc., discount 52½ per cent. revised list.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 60 to 80 and 10 per cent.

Wire.
Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails
Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,
F.O.B. Toronto & Hamilton.... $3 65
Snow, " " ... 3 75
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.
Star, per doz 3 00 3 25

Kettles.
Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys
Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.
Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Knives.
Clauss, bread, cake and paring knives $7.20 per doz. nett.
Hay Knives, spear point, L or T hdle 52½ per cent. dis.
Lightning, per doz. 6 50 8 40
Heaths, 45 per cent. dis.

Ladles.
Melting, per doz..... 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*
Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50
Cabinet.
Eagle, dis. per cent, 40 to 42½ p.c.
Padlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter
Enterprise, American dis 00 to 25 per cent. dis.
Home, each ....

Mincing Knives.
American, per doz 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to 70.10 to 75 per cent

Nails.
Cut Nails (Iron)
1. Either Canada or Amer. Pat'n. Basis—50 to 60 dy..... 1 75
40dy..... 1 80
30 dy..... 1 85
20, 16 & 12 dy..... 1 90
10 dy..... 1 95
8 & 9 dy..... 2 00
6 & 7 dy..... 2 15
2. Amer. Pattern Only from 4 to 5 dy 2 25
3 dy. (lath)..... 2 75
3. Canada Pattern Only from 4 to 5 dy 2 25
3 dy. (lath)..... 2 65
3 dy. A.P. Fine 3 35
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.
German & American.... 1 85 3 50

Nail Sets.
per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.
Poultry, 65 to 65 and 5 per cent.

Oil.
Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S R. Seal .....per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... . 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.
Galvanized, per doz 2 25 3 30

Pencils.
Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks
Per doz..... 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.
Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 40 per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.
English, per doz..... 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.
Corn, square, per doz.... 1 35 2 00

Pruning Shears.
Per doz..... 4 00 5 50

Pulleys
Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.
Rumsey or Canadian Cistern 60 to 60 and 5 per cent.
Pitcher Spout, 70 to 70 and 5 p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 70 to 70 and 5 p. c. from factory.

Punches
Saddler's, per doz..... 1 00 1 85
" Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty
Bladder, per 100 lbs 1¾ 2
Tins, lbs 2 50 2 75

Rail.
Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3½ to 3¾c. ft.

Rakes.
Cast Steel and Malleable Canadian list dis. 52½ p.c. revised list.

Razors.
Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.
Currier's, per doz 1 25 3 60

Rivets and Burrs.
4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.
Canadian dis. 30, 35 per c.

Rope	Per lb. Sisal.	Manilla.
7-16 in. and larger.. ...	7½	9½
¼, 5-16, ⅜ in..... ...	8	10
Cotton, per lb.....	13	16
New Zealand.....	8½	9
Russia Deep Sea, per lb..	12¾	13½
Jute	06¾	07½

Rules.
Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.
Mrs. Potts, per set 65
" N P. 90

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord
Per lb..... 22 50

Sash Locks.
Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.
Sectional, per lb..... 1½ 1⅝

Saws.
Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz 7 50
Hand, Disston's, dis 15 p. c.
S. & D, dis. 35 per cent. to 40 p.c.
Cross-Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.
"Lincoln" McMillan & Haynes, per doz 7 50

Scales.
Standard Manufacturing Co., 60 p.c.
Gurney Scales, 50 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.
Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.
Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.
Sargent's, per doz 65 4 00

Screws.
Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes
Discount 52½ per cent. revised list

Scythe Snaths.
Canadian, dis. 35 to 40 p. c

Shears.
B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves
Sliding Door, per set ... 77 1 40

Shovels and Spades
Canadian, dis. 42½ special brands net price.

HALIFAX SHOVEL CO.
Fenerty's disc, 45 to 50 per cent.

Sieves
Wood Rim, black, p. doz 1 05 1 10
" tinned, 1 25 1 35
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps
Harness, German, dis. 35 to 37½ p.c
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio
In ¼ or ½ gross boxes, per grs. 11 30

Soldering Irons.
Per lb..... .... 0 26

Wrought Spikes
Discount, 20 per cent. to 25 per cent.

Spoke Shaves.
Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.
Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.
Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.
Fence, galvanized, per lb 3½ 3¾
Wrought Iron, dis. 80 & 5 to 80 & 10
Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).
Stove Pipe Varnish, enanelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " 4 80

Stone.
Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.
Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.
English, ass skin per doz. $2 75 $5 0
English Pat. Leather 5 50 9 75
Chesterman s, each 0 90 2 85
" steel, each 0 80 8 00

Thermometers.
Tin case & dairy, dis. 75 to 75 & 10 p.c

Thimbles.
Asbestos, filled, per doz., 35 to 40 p c

Ties.
Cow, per doz ..... 1 [illegible] 2 50

Tinner's Tools.
P. S. & W., net list.
Canadian 15 to 35 per cent dis.

Tinware.
Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters
Payson's, $2.60 to $5.00 per doz.

Traps
Game, Newhouse, dis 33½ p.c. to 35 p.c.
Game, H & N., P. S. & W. or Steel, 62 to 60.10 H & N and 70 p.c. steel.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.
Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.
Butter, per doz..... 6 25 9 00

Twines.
Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 5b
Binding, Common Sense 6½
" Blue ribbon..... ..... 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8

On prison made twine freight is prepaid to any railway station in Ontario.

Vises.
Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.
Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.
Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.
Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5¾ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils..... 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } " 4 " 4 & 6 " "	3½ 3¾
" Plain twist, all deld	3½ 3¾
" Steel thorn and ribbon.....	4¾ 5
"Lock Barb," 4 point	.. 4½
Ditto Glidden 2 point	.. 4½
Galvanized Barb, "Lyman," 2 to 4 points.....	.. 4½
Steel staples	3½ 3¾

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth
Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1 9

Wrenches.
Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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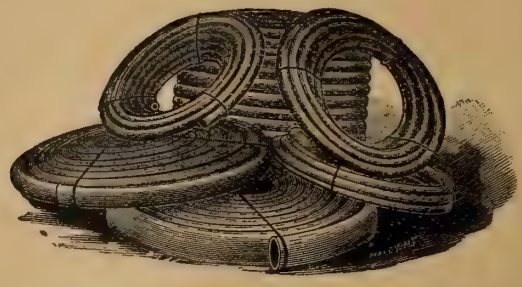
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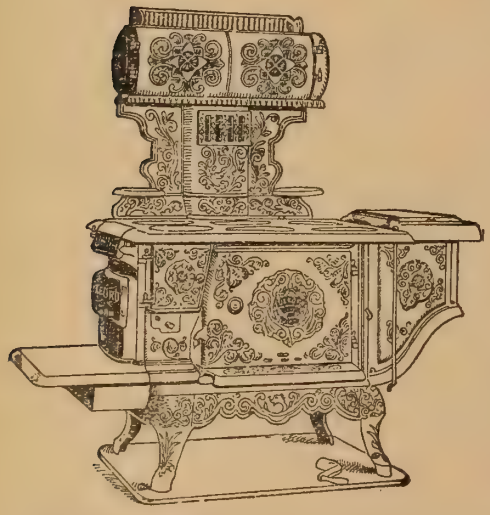
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CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VI. TORONTO, DECEMBER 8, 1894. No. 49.

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Published Weekly. $2.00 a Year.

Vol. VI. TORONTO AND MONTREAL, DECEMBER 8, 1894 No. 49

J. B. McLEAN, President. *HUGH C. McLEAN, Sec.-Treas.*

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THE HOLIDAY TRADE.

IT has been asserted that it is not within the province of the retail hardware merchant to cater to the Christmas and holiday trade.

While this doctrine does not obtain as a rule, yet that it does to some extent is equally obvious. A glance at a store here and there in both city and country during the holiday season proves it.

If the hardwareman's stock consisted wholly of such staples as nails, iron, steel, stoves, spades, shovels, etc., there might be some excuse for his not catering to the holiday trade. As it does not, it is evident that no foundation for arguing against catering to the holiday trade can be found in that direction. Nor to a live man can one be found in any other.

Without going outside the hardware business proper, any man with ordinary powers of conception can select from the stock of any first-class wholesale hardware house a multiplicity of articles that would prove good sellers during the coming festive season.

The better plan is for the retailer to pay a visit to the wholesale houses and see for himself. He can always do better on such occasions than by dealing through travelers.

We live in a utilitarian age, and people now-a-day want articles that are useful as well as attractive. Where then can the desideratum be better secured than in a well-assorted hardware stock? Nowhere.

Obviously, then, it is the duty of every hardware dealer to impress this fact upon the buying public by judicious and attractive advertisements in the local papers, and by nice window displays.

Keep persistently dinning into their ears the adaptability and suitability of your goods for Christmas and New Year's presents.

Do this, and proof ample will there be of the unsoundness of the doctrine that catering to the holiday trade does not come within the province of the retail hardware merchant.

THAT WIRE NAIL TENDER.

THE information published in HARDWARE last week, regarding an exceptionally low tender made upon 5-inch wire nails by T. Meredith & Co., of Toronto, has raised a regular rumpus in Montreal.

Coming right on the head of cutting in wire, to which HARDWARE exclusively called attention, it has put one or two of the leading Montreal jobbers on their "high horse" in earnest.

They assert, quite rightly, that the makers' association has a penalty covering cases of the kind, but if things are to go on in the way they have been lately, it might just as well be a dead letter.

The two makers in Montreal, on their part, state that they are not supplying 5-inch nails to anyone at a figure which would enable him to make such a tender. It is evidently the same old story on wire nails that has already been acted in the bar iron, cut nail and other trade combination dramas.

Figured out, the tender in question is away below the level of the makers' best price, even allowing for the drawback that they give to certain preferred large jobbers.

The discount is 75, 10 and 5, less 3c. for cash, and with the additional 7½ per cent. allowed jobbers by makers, the 5-inch wire nails, it is asserted by Montreal jobbers, could not be sold under $2.30 without a loss.

A JUSTIFIABLE BOYCOTT.

A retailer in a thriving town in Nova Scotia did a good general store business and made money. He did not make it as rapidly as he desired, and he began cutting prices.

To prevent him getting all the trade his competitors did the same, and in a short time business was more or less demoralized in that place ; but the cutting kept on until he was forced to suspend, as is usually the case, for a house cannot sell goods at less than cost and live.

He then compromised with his creditors at 40c. on the dollar, and advertised extensively that he had secured his stock at that price, and had some rare bargains to offer. Buyers rushed to his place and other stores were neglected.

A number of the merchants of that town are pretty shrewd. They agreed not to purchase from any wholesale merchant or manufacturer who sold to the insolvent. This has had a beneficial effect. Travelers do not call upon him. Some houses have tried to work his business by mail but two of them have been found out and the other dealers have withdrawn their business. This is a hint which might be adopted in other places.

The moral pressure from a wholesale house can often prevent a retailer from cutting prices. Why should they not be asked to apply it ?

A GOOD POINT.

Mr. Bent, of Bent & Cohoon, New Glasgow, makes a good point in favor of all leading retailers in the Maritime Provinces being on the jobbers' list. Nearly every wholesale house in the three provinces has a retail department and their travelers sell to consumers. As Mr. Bent said to HARDWARE : "Halifax and St. John houses have recently sold small tools to many of our customers at wholesale prices. It is unfair to us that jobbers should do so, and especially when they do not contribute anything to the taxes of the towns in which they sell goods."

TENDENCY OF TIN PLATE.

AS noted in HARDWARE'S regular Montreal market report, there is a better feeling on tin plate, and this improvement in tone gives indications of being of some permanence.

As a result of this, holders of plate in Montreal are not by any means the anxious sellers that they were ; in fact, some of them are sanguine that they will pull off some better profits on these goods, and offset some of the losses they have made on others.

Stocks there, however, can be set down as ample for all requirements, so that no radical change in prices is looked for by the more cautious traders.

It may be interesting to note in this connection that Great Britain exported 80 per cent. more tin plate to the United States in October, 1894, than in the corresponding month in 1893, the record of American imports of tin plate for October this fall being the largest since June last year.

The increase in the demand for the British plate across the line is due, of course, to the stoppage of the American tin plate establishments.

In fact, the British tin plate imported into the United States last October was larger by 40 per cent. than any corresponding month since 1890, when the American imports in October were 36,955 tons, against 24,854 tons this year.

This increased consumption of foreign tin plate is liable to continue for some time, for the American tin plate works have now been shut down for nearly two months, and all the mills have not got into thorough and complete operation, for the fight is not yet over between the Tin Plate Makers' Association and the Amalgamated Association.

THE SUPPLY OF CEMENT.

REFERENCE has been made before by HARDWARE to the backwardness of contracting and building operations in Montreal and the east.

This has been demonstrated unmistakably in almost every single line of material that such operations call for. The result of this is that dealers in most of these lines are carrying smaller stocks than usual this season.

The stock of cement at present carried in Montreal is one of the best evidences in this connection.

No definite figures can, of course, be given, but it is approximated that the stock there is lighter by 10,000 to 20,000 casks than it was last year.

The imports from the opening of navigation to the close have been 56,000 odd casks less, so that the above figures cannot be very wide of the mark.

All this bears out what was said in these columns a month ago, and if we have an early spring it is just possible that there will be some people who will run short of cement before the first boats get to Montreal next year. The imports of cement for the season 1894 amount to 87,722 barrels English, 2,100 German, and 57,547 Belgian, which make a grand total of 147,369 barrels. The imports for 1893 were 143,880 barrels English, and 61,040 Belgian, which makes a total of 204,920 barrels, and an increase of 57,551 barrels, compared with this season.

AMERICAN GALVANIZED TIN.

The canvass of the iron trade in Montreal by a sales agent with a sample of American galvanized iron, which, it is claimed, was offered at a price that was lower than the quotation for Queen's Head, is causing speculation among the trade there as to whether the experience in American pig is not going to be repeated in galvanized plates and other lines, for if they can lay down the raw iron and also the finished product of one of the leading lines, the presumption is that these offers by Americans will be made on other lines as well.

At any rate, the firms to whom the agent showed his sample say that if the stock of the small lots which they have ordered is anything like the sample, it will mean a 100-case order.

It looks, therefore, as if the expectations for an extension of this trade had good chances of fulfilment, and that British imports had another keen competitor.

NOT CANADA'S FAULT.

THERE is so much surplus wealth in England that capitalists are constantly looking for investments for it. They are easily led into subscribing stock in all sorts of concerns that promise fabulous dividends, without inquiring whether those organizing them are capable or responsible. Generally they induce some member of Parliament or nobleman to become president. Large sums are frequently subscribed in this way.

Some of these concerns are of a most fraudulent character, and deliberate falsehoods are told in the prospectus. Their nature is sometimes discovered before the promoters have succeeded in floating the full amount of stock.

Two of these—a dressed meat company and a colonization company—were nipped in the bud. The first was warmly supported by the Canadian press, and one of its directors was a titled member of the Dominion Government.

HARDWARE exposed the scheme, and the London papers took it up in time to prevent more than a few thousand being paid up.

Other investments of this sort are those which are good in themselves but which are so mismanaged that they fail to pay dividends.

Others again pay good dividends, but these are absorbed by the directors' and office expenses, and the ordinary shareholders get nothing. One such concern has just been brought to our attention.

It bought a going industry in Canada. At first it paid dividends, but for some years it has paid nothing. At the same time the Canadian office has been sending large sums of money across the Atlantic. Last year $32,000 was sent over as the year's profits, but the ordinary shareholders got nothing. This amount was eaten up in directors' fees, office expenses, etc., in London. As all the business is done on this side there is no necessity for the directors to meet more than once a year to pass dividends, etc., and a secretary at £100 a year would be well paid for the duties it is actually necessary for him to perform.

These experiences not only bring Canadian investments into disrepute, but they seriously affect the country. Such directors blame failures and no dividends on bad trade conditions, when business in Canada is admitted to have been all through the depression on a better basis than any other country in the world. British investors who have their money with reliable institutions here have done well. We know of an Edinburgh capitalist who lost a large sum in two wild cat investments in Canada and was denouncing the country until he paid it a visit. He then went into a reputable Nova Scotia investment, on which he is getting 8 per cent. on preferred and 16 per cent. on his common stock. He admits it is the most profitable investment he has.

FORTUNATE MIDLAND.

James Playfair. the well-known lumber man of Sturgeon Bay, will remove to Midland in the spring, where he is under contract with an American firm to cut in the neighborhood of 200,000,000 feet of pine. This fact has much brightened the outlook in Midland. Mr. Playfair has also secured the contract for lighting Midland with incandescent electric light. The electric light plant will be run in connection with the mill, and consequently the latter will be in operation night and day. It is estimated that it will take about ten years to complete the contract for lumber, and it is expected that one hundred hands will be given steady employment during that time.

PRESSED WARE MEN ORGANIZE.

THE Canadian manufacturers of pressed ware have formed an association ; or, rather, they have revived their old organization.

The membership comprises the McClary Manufacturing Co., London ; Thomas Davidson & Co., Montreal ; E. T. Wright & Co., Hamilton ; Kemp Manufacturing Co., Toronto. These are all the manufacturers of pressed ware there are in Canada.

The association has been organized on lines similar to those of the nail and kindred organizations, it being agreed to supply jobbers at a fixed rate, and to grant them a rebate provided they do not give more than the stipulated discounts. It is understood that the jobbers' list will be enlarged, while it is expected that a certain big department store will also find a place thereon. This latter possibility is, of course, distasteful to the regular trade, but it looks as if the opposition will not avail, it being pointed out that the department store in question is one of the largest buyers in the country.

As with the nail, wire, and similar associations, rebates will come through a central source, and all complaints will be made through it. In the old association this feature was lacking, hence one of its most inherent weaknesses.

The new association has reduced the price of pressed ware, and values are expected to hereafter rule steadier.

ANOTHER USE FOR GYPSUM.

Samples of gypsum rock were sent to the World's Fair by the Albert Manufacturing Co., of Hillsborough, and formed part of Canada's mineral display.

This is the rock mined in different parts of Ontario, New Brunswick, and Nova Scotia, which, when crushed and boiled, produces calcined and land plaster.

In color it is blueish white, but otherwise resembles white marble. Being soft, it is easily worked. This feature was observed by some of the Germans who were at the exhibition, and they secured sample blocks, which were sent to Berlin.

As was expected, the stone is found admirably adapted for carving. Sculptors find it much easier to work than marble, and they are disposed to use it for images, ornaments, and other indoor carvings of all kinds.

An order was received a short time ago for a considerable quantity, and this is now being got ready for immediate shipment.

ROCKWALL PLASTER IN CANADA.

The Albert Mfg. Co., Hillsborough, N. B., have made an arrangement with the Rockwall Co., New York, for the exclusive manufacture and sale of their plaster in Canada. The "Mixer" was imported and placed in position a few days ago, but the product is not yet on the market. It will be a competitor of "Adamant" wall plaster which is now imported and sold in many parts of Canada. There is every prospect of a good business being done, for this plaster gives a hard surface that will not crack, as does the ordinary material. It is sold through the hardware trade, and is ready for mixing with water and sand.

FIRST ENGINE IN CANADA.

Ed. A. Everett, St. John, who moved from King street to the Market Building, Charlotte street, a few months ago, finds the change advantageous. He has dropped his wall paper department and increased his hardware stock. His grandfather brought the first steam engine to Canada. At that time there was a law in England forbidding anyone to export machinery to the colonies. They wanted the colonies to be consumers and not producers, and would not allow them to have any machinery. The engine was seized, but released. Mr. Everett then had it taken to pieces and shipped, hidden in kegs, barrels, etc., as hardware. Some months later it was running in St. John.

CANADIAN FINANCIAL POSITION.

BRADSTREET'S, New York, in its issue Dec. 1, has an article by W. C. Cornwall, Buffalo, on business during the panic, which shows that trade in Canada is established upon a much sounder basis than in the United States. Bradstreet's says that during the strictly panicky season Canadian banks came through with only a 3 per cent. decrease in deposits, while those of the United States lost 20 per cent. Loans in Canada decreased 1⅓ per cent, while in the United States they fell off 12½ per cent. In the savings bank deposits the decrease in the United States was nearly 8 per cent.; in Canada they were stationary or slightly increased. Failures in Canada increased 5 per cent. over the previous year ; in the States they were 51 per cent. greater. In the States 240 banks failed ; in Canada, not one. Canada's bank-note circulation is limited in round numbers to $60,000,000. Yet, when New York banks could not get currency, excepting by resorting to the New York clearing house certificate expedient, Canada had a lee-way of $20,000,000 to $30,000,000.

Yet, in the face of this evidence from a disinterested source, some English journals say that Canadians are financially bankrupt, and advise no purchases of Canadian securities. There appears to be some truth in the hint from London that these articles are for the purpose of blackmailing the governments, municipalities, and corporations who are seeking to float bonds on the London market.

MONEY.

IT is money that makes the mare go, and it is business that makes the money go—that makes it circulate. As a natural result of the caution which capitalists and banking institutions have been exercising lately, money is only being invested in what may be termed gilt-edged ventures. Consequently, of course, many good dollars are lying idle in the vaults of the monetary institutions, and money is getting cheaper and cheaper as a result. An evidence of this latter fact was exhibited last week, when business men and others, who have been laying away little "nest eggs" for rainy days in the savings departments of certain institutions, were notified that they would hereafter be only accorded 3½ per cent. instead of 4 per cent. This sum is still ½ per cent. higher than usually obtains with the regular chartered banks.

With money as cheap as it is, and with the trade prospects of the country obviously improving, opportune is it now for the floating of industrial projects such as are indigenous to the country ; not exotic or wild-cat schemes. By-and-by money will be dearer, and then promoters of enterprises will be compelled to pay more for their powder and shot. I'm only a poor newspaper man ; I wish I was a promoter.

About $2,000,000 was paid out in Montreal last week in dividends. Happy Montreal, and happy too, I expect, some of the recipients of these dividends were, for, although wiser in their generation than the people of Toronto in this respect, I opine that some of them are feeling the effects of chasing too far the wild will-o the wisp of a real estate boom.

Uncle Sam has succeeded in floating his $50,000 000 bonds and bringing up the depleted reserve to the $100,000,000 mark, and even a little past it in fact. But he has not yet solved the problem of how to keep the reserve to the tide water mark. Gold still has a tendency to flow Europe-ward, and on Saturday last it was only the fact that none but old coins were on hand that prevented a parcel of the yellow metal going where the conditions seem more congenial to its health.

Last week's statement of the New York banks caused a good deal of surprise. It was expected that, as a result of the floating of the $50,000,000 government bond, the cash items would show a much larger decrease than $19,531,900. While some expect that next week's figures will reflect further loss, others there are who contend that the comparative smallness of the decrease in the bank's figures indicate that there has been a large withdrawal of gold from institutions other than the associated banks.

ARGUROS.

OUR LEADING RETAILERS.

F. J. GILLESPIE.

F. J. GILLESPIE, general merchant, Uptergrove, county of Ontario, first saw the light of day in the township of Adjala, in the county of Simcoe, on December 16th, 1855. His father, Owen Gillespie, shortly afterwards sold his farm in Adjala and moved to the adjoining township of Tossoronto, where the subject of our sketch was brought up on a farm. He was frequently engaged in clearing, hauling saw-logs, etc., and performing other duties incidental to pioneer life in a new and comparatively uncleared wilderness. Owing to the school being over four miles away, he was unable to attend such an institution until he was about 12 years of age, when a new school was erected some two miles from his father's farm. In four years and six months, a good deal of which time he was kept home, young Gillespie went from the alphabet to a third class certificate, which he secured in 1872. C.S. McMain, now of Toronto, but then of Everett, was his teacher, and, under Mr. McMain, young Frank overtook and passed nearly every one in the school. Rev. J. F. German, M.A., Rev. Wm. McKee, B.A., and Rev. P. Rey and many other school visitors predicted a bright future for the then brilli nt youth. Mr. Gillespie began to teach in November, 1872, and continued for fourteen consecutive years, the la t six of which he taught at Uptergrove, where he is now doing a successful business.

Mr. Gillespie began business in 1886. He bought and paid for, in cash, his business stand from William Maguire, now of Queen street, Toronto, and put in about $1,500 worth of stock. Since then the stock has constantly been added to, until to-day it is fairly large and well assorted. Mr. Gillespie attributes his success to his always having told the truth to his customers. On this account children are frequently large purchasers at his store, because the parents know they will get as good bargains as if they went themselves.

Honest, straightforward dealing has won for him the esteem, and more, the affection, of the people of Mara township, where he deservedly holds the highest office in their gift—that of reeve. Mr. Gillespie, besides running a general store, has bought grain or W. D. Matthews & Co, of Toronto, for nine years, and is still in their employ.

Mr. Gillespie represents the Liverpool, London and Globe, Royal Insurance, Sun Life, Worts Estate, R. Edwards & Co., and other money lending companies. To show how careful Mr. Gillespie is in his business habits it is only necessary to mention that he has been lending money on notes to the Mara public for R. Edwards & Co for nine years past, and in no year did he lend less than $2,000 in that way, and one year it was as high as $8,000, and yet R. Edwards & Co. have never lost one dollar through Mr. Gillespie's agency. In 1881 Mr. Gillespie was appointed clerk of the seventh division court for the county of Ontario, but as it is a very small court little or no time is lost in doing the work. Mr. Gillespie, during his business career, has not been indifferent to the duties of citizenship, for in January, 1890, he accepted the deputy reeveship of his township, and January last was elected reeve by acclamation. During the four years Mr. Gillespie was at the County Council as deputy reeve, he held the chairmanship of the committee on legislation, education and finance respectively. He was the first deputy reeve in the county of Ontario to ever hold the important chairmanship of finance. Mr. Gillespie's business methods and geniality of disposition won for him the confidence and esteem of the county council, and in January last he was elected warden of Ontario, one of the most advanced and wealthiest counties in Ontario. During the past eight and a half years Mr. Gillespie has worked hard, looking after his store, grain, division court office and latterly the township business. Apart from this business life Mr. Gillespie finds time to assist one or more societies. He is chief of Dunbarton Camp of the Sons of Scotland, and a member of St. Andrew's C. M. B. A., of Brechin. In May, 1881, Mr. Gillespie married Miss Christina McDonald, of Mara, by whom he has six children, three boys and three girls. The union has been a happy one, and Mr. Gillespie's business owes much to the assistance of his wife. A few weeks ago, readers of HARDWARE will remember, Mr. Gillespie was nominated by the Reformers in North Ontario as their candidate at the next general election for the House of Commons.



F. J. GILLESPIE.

TYPHOID AMONG PLUMBERS.

It is a question, not infrequently raised in boards of health, whether it is allowable or not to send plumbing inspectors to houses where typhoid fever exists. Also, if plumbing in such houses is defective, shall orders to do the required repairs be enforced while the fever yet remains? It is the practice in some towns, says The Journal of the American Medical Association, to leave the matters of inspection to those plumbers who have no dread of the work, and not insist that a plumber shall go whether he will or no. There will ordinarily be some one or more inspectors at the service of the health officers ready for this class of work. As to compelling the prosecution of repairs during the pendency of the malady, it may be assumed that the dangers to the workman can be reduced to a minimum by a thorough and frequent disinfection of the evacuations of the patient, and of the drainage system by which those excreta are carried away.

When the water-closet in a house drains into a cesspool, an arrangement common in many suburban places where sewers do not exist, the cess pool should be drenched with disinfectants; when the case is recovered the cesspool should be cleaned to the bottom in the presence of an abundant use of chloride of lime or other approved disinfectant. That plumbers may not with impunity engage in this kind of repairing work, we have proof in a case that lately occurred at Montclair, New Jersey. In a recent report by the health board of that town, mention is made of a plumber being attacked by typhoid fever in consequence of having done repairs in one or more of the houses where the fever had occurred.

STEEL AND IRON TO AMALGAMATE.

The New Glasgow Steel and Forge Co., Trenton, N.S., manufacturers of steel, and the New Glasgow Iron, Coal and Railway Co., Ferrona, N.S., manufacturers of pig iron, are likely to amalgamate. Many of the largest stockholders are the same in both concerns. It is believed that as their interests are so closely identified, the one being the best customer of the other, they can be run more economically as one concern.

On Saturday the mineral lands in the township of Pittsburg, Ont., were sold by a syndicate to the Chicago Corundun Co. at a big figure.

RAINY RIVER MINING DISTRICT.

AT a meeting of the Geographical Section of the Canadian Institute Dr. A. P. Coleman read a paper on "The Geology of the Rainy Lake Region" He began his interesting paper with an explanation of the Rainy River District, and illustrated his account with specimens and chalk drawings. He entered into a detailed description of the different strata and rocks of the region with which he was dealing, and confined the latter portion of his remarks largely to describing the gold-bearing materials in this district. He entered into some pleasant reminiscences of his last summer's visit to Rainy Lake City, which is south of the boundary line, and which, he said, was made up of twelve or thirteen houses and several tents. There was also a hotel in the place, where he engaged a room, which, according to his description, was anything but private. The following day Dr. Coleman visited a little mine in this district. It was forty feet deep, and a few handfuls of dirt which were washed yielded a fine string of gold. Somewhat later, a five-stamp mill which had been put up was inspected. In it 30 tons of material were crushed, and, as it was the first experiment made in the mill, there was much interest on the part of the people.

Their expectations were fairly well realized, a brick of gold having been obtained from the quartz. At the time Dr. Coleman left this place gold was being produced at the rate of about $17 per ton, and he felt satisfied that the mines would be a success. It was also probable that other mines would be opened on the Canadian side of the boundary. When he was there a small mine on Canadian territory had been opened up. The quartz taken from it contained traces of gold, but the mine was on an island partly under water. He would not be surprised, however, if it should turn out to be a valuable one. In his opinion, the prospects were that there would be many valuable mines throughout the district in the future. Up the Seine River, he said, near School Lake, veins occurred in granolithic rock which contained free gold. Since his visit he had heard that the work had proved extremely successful, and that much gold had been discovered. One stamp mill was being put up, and another mill was in the course of erection at a little distance from it. In a number of other places development was going on, and, in the Manitou District especially, rich gold-bearing quartz had been obtained. In concluding, he said that it was too soon to express a positive opinion regarding the ultimate result of gold mining in Rainy Lake District, but the outlook was promising.

PRIMITIVE MINING METHODS.

Primitive methods of gold mining, according to an exchange, are reported from Sinaloa, Mexico, where the natives work only in dry weather, sinking rude shafts from eight to sixteen feet to bed rock, and panning the gold in the crudest method, though making from $2 to $5 per day. The merchants there who buy the gold, which is mostly coarse gold, are reported to place the precious metal in one side of a pair of scales, while the other side is filled with grains of corn until balanced. A calculation is then made which is very much against the poor Indian—one grain of corn equals one grain of gold. In this way the merchant gets the gold at less than $6 per ounce, and payment is made therefor in Mexican silver, which is there quoted at thirty cents per ounce.

PLATINUM DEPOSITS.

The Ural platinum deposits in Russia are said to be the only ones in the world, as this metal is worked nowhere else, and is known simply as a mineral finely disseminated in certain rocks. Platinum occurs in the Ural Government of Perm, where it is found on various private properties and state lands. In the district of Goroblagodat there are 70 allotments for the exploitation of platinum under different private individuals. At present all the platinum extracted in the Urals is forwarded in the crude state to St. Petersburg, whence it is sent abroad. Although there are two laboratories in the Russian capital for refining platinum ore, the greater quantity is sent abroad in the crude state. The largest quantity of platinum is now extracted at the deposits of Nizhni-Tagilsk, belonging to Prince Demidoff San Donato, and at the Krestovosdvigensk deposits of Count Schouvaloff. In 1890 there were 6,000 workmen employed in the exploitation of platinum.

AN ORE DREDGER.

Up on the Mesaba range a new invention for handling ore, known as the Bates ore dredger, is receiving quite a good deal of attention from mining men. The construction, according to an exchange, is simple, although the invention is by some considered a great achievement in the science of mining. No cars, tracks, or equipment are required in the mine. First, a tower 75 to 100 feet is erected on either side of the ore body or other material to be removed. The set towers are on platforms mounted on railway tracks, and the hoisting engine and boiler are placed on the main platform. A 2½ inch wire cable is stretched between the two towers, and on this cable is conveyed the carriage from which is suspended the dipper. This dipper is a huge affair, weighing over three tons, with four leaves, which open and close at the will of the operator. The dipper, when open, has a spread of 9 feet, and gathers 2½ yards of dirt to a load. It is lowered slowly to the ore body, and not dropped from a height, as was at first necessary. The action is such that as the leaves are closing the dipper digs downward until fully closed, and fills itself without the least trouble. The action of the dipper pulls down, instead of upwards, until loaded. The dipper is then hoisted and carried to the pocket over the car and emptied. When the cut is sufficiently wide, both hoisting and carrying can be done at the same time, thus increasing the speed.

The best time in loading a 20-ton car was 15 minutes, but, when everything is in good working order, it is expected to load 5 cars an hour.

Practical mining men have expressed the opinion that this invention solves the problem that will confront Mesaba range miners when the ore is so deep down that loading with the steam shovel is no longer possible. The dipper will go down after the ore at any depth.

SILVER AND ITS PRICE.

The fact that the production of silver in the United States, according to Metal Market Report, will be less than 39,000,000 ounces covering this year, compared to 60,500,000 for the year 1893, knocks out the argument of many that the ruling low prices of silver during this year would not curtail production of the white metal.

It is not at all improbable that it would be necessary to experience an average price of 65c. to secure an output of 40,000,000 ounces, and at an average price of 60c. we would not realize a normal production of more than 30,000,000 ounces a year.

ENGLAND THE BEST CUSTOMER.

By far the best customer for Russian manganese ore is England, as will be seen from the following table, which shows the exports to various countries during the three years ending 1891. It should be added, however, that the quantity put to the credit of Holland was, more probably than not, intended for German works :

Country.	1889. Tons.	1890. Tons.	1891. Tons.
England	38,466	86,405	40,739
Holland	5,717	24,025	23,566
France	1,992	8,378	835
Germany	4,970	7,197	4,270
United States	154	6,554	2,667
Belgium	1,715	1,717	2,319

Works: St. Helens, England
PILKINGTON BROS.
LIMITED
MANUFACTURERS OF
Polished Plate
AND
Window Glass
Bevelled Plate
and Mirrors
Rolled Plate, Ornamental Cathedral, etc.
Depots: Busby Lane, Montreal.
Mercer Street, Toronto.

COST OF STOVE PATTERNS.

THE discussion of the cost of stove patterns, says a writer in Iron Age, whether in the office or foundry, is apt to bring to light some things that are less disagreeable when kept shady. The sand heap of the biggest foundry dwindles to an ant hill compared with the "heap" that is put into stove patterns, and to reduce this "heap" to the ant hill proportion is a secret that some have not yet discovered, or, at least, have not yet put into practice. That the practice will not be followed widely by that class of foundrymen who lay up their treasure in other places than bank vaults is more than probable when the secret is disclosed by the relation of the following experience :

In making a business trip that kept the Atlantic ocean within a day's travel, a hint was given that interesting information could be secured by stopping at the foundry of an enterprising firm. The foundry was not as big then as it is now, because it is said that the wicked shall flourish for a season. The boss was not in, but by some push and geniality a chat was started with a workman who seemed in authority, and a trip about the foundry to show it off was made. One of the parts of a popular stove, all filed up and mounted on a new fallow board, called forth the remark that the stove that that piece belonged to must be a new one and a seller. The workman said it was, and the conversation brought the information that they were going to make it in three sizes.

Then the visitor masqueraded as a buyer from the tenement house district of New York on the lookout for a bargain in a small stove, and would buy 500 if the price could be made right and the stove showed up right. The workman said he thought he could show him a stove if he would say nothing abroad at present, as the stove was not quite ready for the market.

They adjourned to the pattern filers' domain and there another size was all filed up ready for the sand and set up previous to being taken apart and sent to the fallow-board man. Another size was partly filed up, and on expressing satisfaction the boss was hunted up and a net cash price was quoted on all sizes, which was 20 per cent. lower than the inside price to big jobbers made by the house who put the stove on the market. The boss said that was as near as he could quote, but not to close a contract until he had got the stove running in the sand, as he would do better if he could, but must have the profit that he had calculated on in the price quoted. He was told that the small size was most in demand and the order would probably be divided, 300, 150 and only 50 of the large size, at which he made no complaint.

Well, the stove came on the market, and as it had a patented feature which the original foundry made under a shop right, application was made to the patentee to protect them, but as there was no money in it for the patentee he respectfully declined. There was no design patent on the stove, and the pirate continued his piracy, at a small expense for patterns and no expense for advertising or introducing a well-known and popular stove.

In another section sufficiently removed to prevent conspiracy, but still suitable, a man departed from his early training and filed up a stove that was having a fine run in his locality, and made trouble by selling it at a low price to dealers, who cut under the price which rival dealers thereabouts got for the original of the counterfeit. This stove, however, was of striking contour and of plain style, yet was protected by a design patent, or copyright; so the blast was put on the pirate, which made him take water, but in order to remove further temptation his counterfeit patterns were purchased for a nominal sum. He had experienced trouble in making some parts straight, and incurred a considerable loss, and these parts began to crack in a short time, so that orders for new parts came in. He could not supply them, and the wrath of his trade proved expensive and enduring. Verily, the wicked shall flourish for a season! So long as "buy cheap and sell dear" is practiesd there will be enough people in this world who follow it to take the goods made from stolen patterns, though such goods are not freely bought by reputable tradesmen, particularly straight out stove dealers.

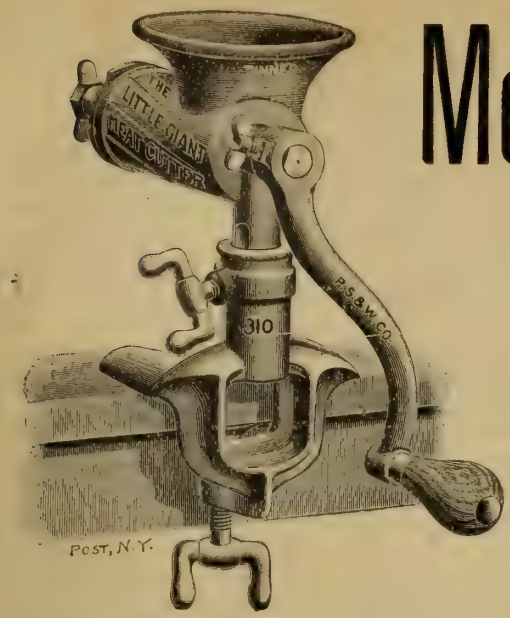
NOTES ON THE FURNACE TRADE.

THE same business principle is involved in the sale of a furnace as in the case of a stove, but there is a vast difference in the erection or instalation writes C. B. Ford, in Metal Worker. The stove seller's responsibility is generally supposed to end with the sale, excepting the guarantee, where one has been made, but it is at this point that the responsibility of the furnace man may be said to begin. The furnace must not only be such as to answer all the requirements in itself, but the house or building in which it is to be used should be taken into consideration when laying out the work that it is to perform satisfactorily. In short, the furnace and its equipments should be fitted into the house with as much care as a garment is fitted by the tailor, so that the seller may be in a position to guard against complaints that are sure to come if the work has not been properly done.

The first question to be settled is the construction of the house, whether of wood, brick or stone. The outside and inside measurements should also be ascertained, including the number and length of each storey and each separate room, not omitting the halls, the cellar and whether it extends under the entire building, and if the house stands alone or in a block. These are important questions, and the reasons will suggest themselves without further explanation. The inside arrangement of the building should also be ascertained, in order to provide a central location for the furnace and the proper distribution of the pipes, while a diagram should be prepared that shows the general shape of the interior and the size of the different apartments to be heated. This diagram should also show the location of the chimneys and the inside dimensions of the smoke flue, and if the flue projects above the roof. It is also advisable to learn the exact points at which the registers are to be placed, bearing in mind that the proper place for the furnace is as near as possible to the central point of the registers on the first floor and that short, straight and elevated pipes will give the best results. In many cases, the registers in the halls of the first and second floors will afford sufficient heat for the sleeping apartments, but it is always necessary in making specifications and adapting a furnace thereto that the exact number and location of the registers be designated.

When these important matters of detail receive the attention they deserve, the work of the furnace man is half completed. But it is absolutely necessary in all cases where a successful operation is to be assured that the work should conform to the specifications in every respect, and that none of the details be omitted. One objection to the use of furnaces at points remote from the manufacturer, and where the cost would be too great if all the work is to be done by those who are sent on for the purpose, is that either through ignorance or neglect on the part of the local furnace man the furnace itself does not bear out the claim of the manufacturer, and is condemned through no fault of its own. The sale and successful introduction of one furnace is more than likely to lead to others, but bad work, when it becomes known, is equally certain to throw the furnace and its seller into disrepute and prevent the making of other sales.

There is still another matter that is worth considering in connection with bad or insufficient work. And that is cheap work, which may generally be set down as the worst kind, and as being unproductive of good to any one concerned in the contract. It occasionally happens that two or more furnacemen are competitors for the one contract. Each one is naturally anxious to obtain it and is willing to make concessions in price. This is one of the consequences of an active trade and cannot be well avoided. But there is neither reason nor profit in so slighting the work that the concessions in price may be overcome by economy in labor or material. A case of this kind came up recently and will serve to illustrate the point. A contract was to be let and four furnace dealers were asked to put in their bids, each one being aware that



Meat Choppers and Stuffers

LITTLE GIANT and ENTERPRISE

H. S. HOWLAND, SONS & CO.

Wholesale ... Hardware

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he was competing against the others. This led to the lopping off of a number of items that would lessen the amount of the bid, and the one who lopped off the most was finally given the work. But, in the meantime, a fifth competitor was called in and was told that if he would do the work for the amount of money stated in the lowest bid he would be given the preference over the others. He went through the house, examined the specifications, saw to his own satisfaction that he could not do the work satisfactorily at the stated figure, and then refused to accept it. It was, as stated above, finally given to the lowest priced of the other four, but the result was unsatisfactory, the purchaser refused to pay the bill and a suit to recover the amount is now pending. This is an extreme case, of course, but it serves to show the lacking policy in poor work when something of a different kind is expected. Within proper limitations, the best is always the cheapest in the end, if resulting benefits are to be considered.

A man may guy,
And a man may lie,
And a man may puff and blow;
But he can't get trade
By sitting in the shade,
Waiting for business to grow.—Ex.

PROSPECTS IN IRON.

Considerable importance is being attached, says Iron Age, to the entrance of the Ohio Steel Co. into the market, with its capacity to convert close to 1,400 tons of pig iron per day. It is claimed that the requirements of this concern will take care of a large tonnage which now finds its way into the open markett. While this view is well supported, it must be borne in mind that the new seller is not making its own market, but will dispose of its product to former customers of Pittsburgh and other districts.

It is clear, therefore, that before the middle of next year there will be only moderate additions to furnace capacity and that then a large new consumer will make its appearance. So far as the immediate future is concerned the tremendous output in the Central West seems likely to overshadow the consumption of a dull winter. It is an open question whether accumulations of iron during the period will be ample enough to act as a fly-wheel in carrying the trade over the notable increase in the demand which spring is confidently expected to bring. Much, of course, will depend upon developments in the rail trade. If next year's tonnage is anywhere near what it ought to be in ordinary times, a tremendous pressure will be put upon the capacity of that part of our country which is able to make iron at present prices at a moderate profit.

CLOSING ON HOLIDAYS.

There are still many live towns in which the merchants do not take advantage of public holidays. Truro, N. S., did not do so until about two years ago. Previous to that they were all open on these days and the poor dealer got no rest whatever. An agreement was prepared and signed by all the retailers to close on Christmas, New Year's, Good Friday, Dominion, Thanksgiving and Truro's natal day. The Board of Trade looks after the matter and publishes a notice a few days before each holiday. People are thus warned of the closing.

There is a good Board of Trade in the town, and there is no reason why the merchants should not carry out an agreement to close at 6 or 7 o'clock each evening excepting Saturday. It is done in many smaller places in Nova Scotia, and dealers who have got into the way would not think of going back to the old days.

LEADED GLASS PLATE GLASS

Any required design. Sand, Wheel or Acid Cut Glass.

Sanderson Pearcy & Co. 61, 63 and 65 Adelaide Street West Toronto

BRITISH INDUSTRIES.

TINSLEY'S Magazine some time ago ran a series of articles on "British Industries." No. XII dealt with Day & Martin, blacking manufacturers, London. THE GROCER now submits the article for the perusal of the trade in Canada. It reads :

In our day the standard of commerce and not the laurel crown of conquest is the means whereby the capabilities of nations are gauged. In a country wise in commerce, what would seem to be insignificant manufactures can be transformed into eminently important industries. In a world of rapid change the small business of the day before yesterday becomes, to-day, the centre of a world-wide trade. Blacking is a production which may not be considered of vast importance in itself, but there can be no question as to its manufacture having become a most important British industry, thanks, mainly, to the firm of Day & Martin, whose name has grown to be almost synonymous with their goods. One cannot speak of Day & Martin without thinking of boot polish, although one may perhaps have occasion to anathematise blacking for not being "dayandmartin."

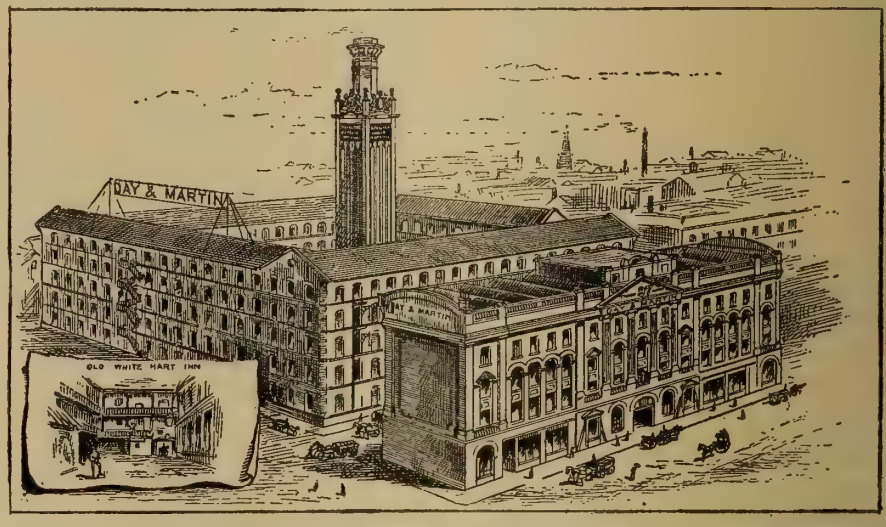
It is only natural that the names of the firm and of their production should come together trippingly on the tongue, for it is now something more than a century since their wares first came before the public, and their fame began to grow.

Some of the ingredients of their famous blacking are not exactly a secret, indeed, "Chambers' Encyclopædia" and other abundant books of reference, treat the firm of Day & Martin as the one important manufacturing house, and their class of production as typical of the whole trade.

If it is wished, the cause of so much brightness may be kept a secret, but the effect will always be widely known. Many more or less, especially less, authentic legends are told in connection with the original recipe. We give the only real and true account;

About one hundred and fifty years ago, when wigs were worn, there lived a maker of perukes at Doncaster. One day a soldier came to the shop to be shaved, and mentioned in the course of conversation, for our barber was cheerful and chatty, that he was obliged to return to his regiment, stationed in York, on foot, as he was without the necessary money for coach fare. The barber had known poverty in his day, and was pleased to help a neighbour, so he either gave or lent His Majesty's man the money for the coach. Unlike most good Samaritans, this one was rewarded at once. The soldier returned to York in due course, and wrote to Mr. Martin, the hairdresser of Doncaster, with the returned loan, many sincere thanks, and the recipe for a certain preparation which he said he had long used with excellent effect upon the boots of his officers. Mr. Martin tried the manufacture of this material and found it successful; he then turned his thoughts to London, where a friend of his, Mr. Day by name, carried forward a flourishing business in Tavistock street, then a rather more fashionable part of town than at the present time. Day & Martin decided that the soldier's recipe was good, they began to make their famous blacking from it, and thus were laid the foundations of one of the most splendid and flourishing business which London knows.

For very many years the house of Day & Martin found local habitation in High Holborn, to which address they had removed after outgrowing their original quarters in Tavistock street. Number "97" High Holborn managed to contain the commerce of this house for something over eighty years. As the business grew and grew, houses to right and left were requisitioned, and an embargo laid upon all purchasable adjoining property; but in such a busy London artery as Holborn this sort of extension cannot be carried beyond a certain point. Although



the premises had at last become a vast block of buildings they were still too small for the increasing commerce of the firm, and the erection of a new factory became a burning question. To relieve the strain upon the London head-quarters, a branch factory was established in Liverpool some few years since. This move brought fresh business to Liverpool, but did not decrease the demands upon London in any appreciable degree; thus the new works became absolutely necessary to the proper conduct of the trade.

Day & Martin have been fortunate in finding a large site, suitable to their purpose, in the Borough-road, and almost adjoining the Borough-road station. Here, in the heart of a highly important industrial centre, they have raised the new factories, of which we give a full page illustration. A glance at this little picture will tell the reader much. It will be seen that the block fronting upon the Borough road is divided from the quadrangular factory by a wide street. The well-appointed offices and warehouses are situated in the first block; the manufacturing departments, packing floors, etc., in the second and larger building. The floors of both blocks cover a space of four acres; one may, therefore, suppose that the old Holborn difficulty—want of space—has been banished at last.

The factories at the back alone employ five hundred persons. The structure is built upon the "mill" principle, which has the advantage of insuring a plenitude of light and air; the building is five stories in height, each floor being lofty and thoroughly well lighted. Of course, the motive power, the machinery, the boilers, etc., are of the very latest description and of the best possible kind.

In passing through the factories, the firm's method of carrying out their ideas in regard to the construction of the works suggests to the mind a well-known phrase from the "Table Talk" of Coleridge — "The great desiderata are taste and common sense." In no building have we seen a more complete combination of these two qualities; in the construction itself, and in the laying down of the plant, the eminent desiderata of solidity, light, ventilation, protection against fire, convenience and adaptability of machinery, have been fully considered; in short, there are few factories in England at once so well designed as regards utilitarianism, comfort and appearance.

Day & Martin originated the idea of using tins some 60 or 70 years ago; they have always been popular, and of late years have come into very general use with both the army and navy by reason of their light weight and easy transit.

The packing-room is, of course, an immensely important one; when one considers the enormous tonnage which daily leaves this establishment, it becomes unnecessary to go into details. These goods go all over the world; the red-coated carmen and excellent teams of horses of this house are to be seen in all our streets and docks delivering goods.

Wherever Day & Martin have exhibited their goods, in London, in Paris, in the United States, and Australia, the highest awards have been received; were proof re-

HOLIDAY GOODS...

We handle a number of lines suitable for Holiday Goods.

Prices on Stamped Ware reduced

Examine Our . . Catalogue

And order from traveler or by mail.

THOS. DAVIDSON & CO. - Montreal

quired, this international verdict of excellence would alone prove this house facile princeps in their trade.

In the illustration of the works, our artist has inserted a little sketch showing the old White Hart Inn, situated near the present site of Day & Martin's factory, which Charles Dickens has made famous in "Pickwick." At the time when Dickens wrote his "first and funniest" the house of Day & Martin was in its early youth, but already well-known and evidently well thought of by Dickens, as may be seen from the following quotation: The scene is the old "White Hart" where Sam Weller occupies the post of "boots"; Mr. Jingle and the spinster aunt have arrived—"Mr. Samuel brushed away with such hearty goodwill, that in a few minutes the boots and shoes, with a polish which would have struck envy to the soul of the amiable Mr. Warren (for they used Day & Martin's at the 'White Hart') had arrived at the door of Number Five."

It is well-known that owing to the careless habits of his father, and to the fact that his uncle, James Lamert, had become manager of a blacking warehouse, the to-be-great novelist, Charles Dickens, entered upon this trade and worked long and wearily at Hungerford Stairs.

Such a novelist as Dickens must use every experience of his life; so observant a man must know the practical as well as the artistic value of all that comes within his ken, and so we find that even his knowledge of the qualities of blacking is not allowed to die, but becomes immortal on his wittiest pages. Once upon a time, in his earliest days, he wrote a certain "copy of verse," singing the praises of a preparation, at one time somewhat of a rival to Day & Martin. Here they are:

"I pitied the dove, for my bosom was tender;
I pitied the sigh that she gave to the wind;
But I ne'er shall forget the superlative splendor
Of Warren's Jet Blacking, the pride of mankind."

Later experience proved to him—what the firm have so often told the world—that Day and Martin's Blacking is the best. This fact has been stated on almost inaccessible Alpine heights, and the Pyramids of Egypt have told of Peerless Blacking.

The shoeblack has long been an important person in the London streets; much of his fame he owes to Number "97," the trade mark of this house.

About the time that Mr. Martin was shaving the soldier at Doncaster, Mr. Gay, of "Fables" fame, was publishing a lively work, under the title of "Trivia, or the Art of Walking the Streets of London;" in which, as the Goddess of Mud, he addresses the fraternity of shoeblacks:

"Go, thrive; at some frequented corner stand;
This brush I give thee, grasp it in thy hand;
Temper the foot within this vase of oil,
And let the little tripod aid thy toil;
On this methink I see the walking crew,
At thy request support the miry shoe;
The foot grows black that was with dirt embrown'd
And in thy pocket jingling halfpence sound,
The Goddess plunges swift beneath the flood,
And dashes all around her showers of mud;
The youth straight chose his post; the labor ply'd
Where branching streets from Charing Cross divide;
His treble voice resounds along the Mews,
And Whitehall echoes—'Clean your honor's shoes.'"

There is no more interesting page in the history of this house than that which tells of their connection with the energetic army of shoeblacks now to be found in every part of the metropolis and all over the kingdom. It is said that nine out of ten of the boxes belonging to the Shoeblack Brigade bear the legend "Day and Martin." The stock in trade is the free gift of the firm, who thus fully equip many hundreds of men and boys, enabling those who would otherwise be unemployed to gain an extremely honest living and a very fair wage.

That this practical philanthropy of a commercial house should find its reward in extending trade is only a logical result. But apart from the Shoeblack Brigades, many acts of wise liberality are connected with this house; fortunes have been made here in which the deserving poor have shared. To mention one instance: Mr. Day, the founder of the firm, built almshouses at Edgeware and founded the Blind Man's Friend Charity, which he endowed with £100,000.

Although the ordinary boot blacking is the staple of this firm's trade, there are many collateral goods manufactured and supplied to dealers in large quantities. These include such accessories to the blacking trade as their celebrated Kid Renovating Polish, Russet Cream for restoring and polishing the brown leather boots, leggings, etc., which are now worn, and the like. Harness Blacking, paste, and other compositions of this nature, are also among their well-known productions. Brunswick Black, Berlin Black, Pouch Blacking, Waterproof Dubbin, Brass and Burnishing Polish and Paste, and Furniture Polish are all among the specialties which the firm have brought before the public in time to anticipate a demand.

The founders of this house have long since passed away; their successors have come into it bringing with them the energy and ability which have more than maintained the prestige of the firm. The present conduct of the trade is an important administration in itself, but "the work divided aptly, shorter grows," and this immense concern now runs along the road to lasting fame upon well-oiled wheels.

THE KNIGHTS OF THE GRIP.

The Commercial Travellers' Association met on Saturday night last and nominated these officers for the election, which takes place December 28:

Directors—H. Bedlington, John Burns, William Caldwell, R. H. Cosby, J. H. Devaney, E. Fielding, J. B. Gillespie, H. Goodman, A. Hart, R. Ivens, H. Leeson, J. Muldrew, C. H. Murdock, J. R. Muir, J. McKay, John Orr, E. E. Starr, R. J. Salsbury, J. Taylor, George West and G. M. White.

Toronto Board—President, R. H. Gray (acclamation); first vice-president, James Haywood, R. J. Orr; second vice-president, W. C. Ellis, C. E. Kyle; treasurer, James C. Black (acclamation).

At the general meeting of the Western Ontario Commercial Travelers' Association, held in London, J. M. Dillon was elected by acclamation, as were the other officers, as follows: First vice-president, P. J. Conroy; second vice-president, Daniel Mackenzie; third vice president, A. W. Robertson, Hamilton; secretary, Alfred Robinson; treasurer, Samuel Munro. R. K. Hope and John Booker, of Toronto, were nominated on the Board of Directors.

TRADE CHAT.

EIGHTY per cent. of wheat available for export in Manitoba and Territories has been shipped out. The balance will be stored in Fort William elevators until the opening of navigation in the spring.

Mr. J. W. Redfern, the Owen Sound hardwareman, took possession of his new premises on Monday evening.

The operators in the binder twine factory at the Kingston penitentiary are engaged in making twine for next summer.

Toronto's street commissioner is putting up new street signs. The letters are made of aluminum, and are on a background of cast-iron plate.

C. S. Scott has been appointed permanent liquidator of the Hamilton Bridge Co. The works will be closed down to-morrow, and will be offered for sale by tender.

The plant from the Hamilton glass works is now being removed to Toronto. It is doubtful if the factory will ever be opened up again. It is also said that the Burlington factory will be closed down in the spring.

Stanley Mills & Co., hardware merchants, Hamilton, have purchased Ex-Ald. Kelly's property on King street east, near James street, for $65,000. When the leases of the principal tenants expire a five-story building will be erected.

At a meeting of the stockholders of the Vehicle Company, Kingston, held Tuesday, the appointments of G. Richardson as president, and C. Livingston as vice-president, were confirmed.

Iron Age says: The steel rail manufacturers for 1895 have decided to lower the prices $2 per ton on all rails, 45 pounds per yard and upwards, thus making the price $22 east and $23 west. This is official.

Mr. A. Huson and Horace Huson have purchased the hardware stock of the estate of T. G. Watson, and intend carrying on the hardware business in their own store next door to the old stand.—Review, Paris.

The new mining laboratory at the School of Mines, Kingston, will be completed this week, and will then be ready for work in crushing and testing ores. Crushers, stamps and concentrating machines will be set up this week.

An action for $5,000 damages has been taken against the Dominion Bridge Co. and Brunet & Fils, contractors, Montreal, by the heirs of Joseph Marquis, one of the victims of the street railway building accident. The action will decide who was responsible for the recent catastrophe.

One of the applications of electricity, as described in The St. Louis Globe-Democrat, is to the sealing of cans of fruit and preserved meats. A conductive layer is formed on the lid of the can, and a metal coating is deposited by the ordinary methods of electroplating. The process is being applied to the sealing of bottles of wine, beer and chemicals with a metallic coating or capsule.

T. J. Ryan, crown lands agent at Sudbury, was in Toronto last week. He reported considerable activity in the nickel industry, and said that the development of properties has shown very favorable indications. On the Wahnapitae river, twenty miles north of Sudbury, very valuable gold discoveries have been made.

A correspondent of The Empire writes: "To cement leather to metal, spread over the metal a thin, hot solution of glue. Soak your leather well with a warm solution of gall nuts before placing it on the metal. Press down firmly, and let dry. Cemented in this way, leather will tear before it can be separated from the metal."

Navigation has closed at Collingwood, all the steamers of the competing lines now being prepared for winter quarters. The harbor is full of vessels of all kinds, sizes and qualities. Watchers from the distant lighthouses are coming home to spend the winter with their families, and the town is alive with sailors and returned fishermen.

The new vessel building at the dock at Collingwood is getting along rapidly. The planking and steel plates will be put on at once. Every effort will be made to have this mammoth steamer ready for sea by the middle of April next. Two or three other vessels are to be constructed here before the opening of navigation.

At a largely attended meeting of the Retailers' Association held in Delmonico hall, a constitution and by-laws for the government of the organization was adopted and forty new members were added to the roll. Another meeting will be held in a fortnight, at which several questions of interest to the retail trade will be discussed. The membership fee has been placed at $1 for merchants and 50c. for salesmen.—Free Press, Winnipeg.

A meeting of the Beaver Steamship Co.'s creditors was held in Liverpool. It was stated that if a certain Liverpool bank were entitled, under the debentures, to a charge in the company's assets, there would be nothing left. The courts could not decide whether or not the debenture holders were entitled to the first charge until after the arrival of the vice-president with the trust deed, and the appointment of an official liquidator. Proposals for a compromise have been made.

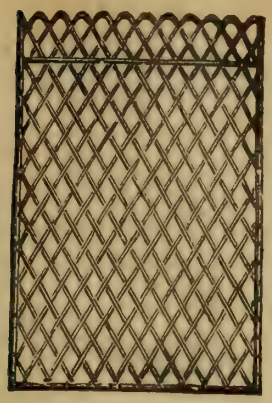
Application will be made for incorporation by letters patent of the Ottawa Porcelain and Carbon Company (limited), with a capital of $100,000; also of the Facer Hammered Solid Steel Car and Locomotive Wheel Company, with a capital of $150,000, and quarters at Berlin, Ont.; also the Mica Boiler Covering Company (limited), with headquarters at Toronto, and a capital stock of $150,000. The proposed incorporators of the latter company are Horace Thorn, John Foy, H. C. Hammond, A. D. Benjamin, N. Kingsmill, F. D. Benjamin and H. C. Mitchell, all of Toronto.

There was lately heard a case in which the plaintiff testified that his financial position had always been good. The opposing counsel took him in hand for cross-examination and undertook to break down his testimony upon this point. "Have you ever been bankrupt?" asked the lawyer. "I have not," was the answer. "Now, be careful; did you ever stop payment?" "Yes." "Ah, I thought we should get at it finally. When did that happen?" "After I had paid all I owed."

The following is the list of the railways subsidized this year by the Quebec Government, with their respective amounts:—Quebec and Lake St. John, $389,258; Bay de Chaleurs, $169,180; Montreal and Western, $85,000; Ottawa and Gatineau Valley, $72,800; Canada Atlantic, $7,000; Montfort Colonization, $34,250; Orford Mountain, $21,520; Lotbiniere and Megantic, $37,983.25; United Counties, $37,042.50; Phillipsburg Quarries Junction, $25,720; Quebec, Montreal, Ottawa and Occidental, $46,977.69.

SKY-ROCKET CLERKS.

Merchants are often very short-sighted, says Dry Goods Reporter, in judging of the ability of their clerks, and commit the mistake of overlooking conscientious clerks who are steadily and earnestly working away conserving the best interests of the merchant, and giving their approval and encouragement to the superficial sky-rocket clerk who is bent only on making a good showing, whatever the cost may be. Among other things, the "sky-rocket" clerk seeks to show only the most attractive goods, the easy sellers. He scorns shop-worn goods or those which have not caught on to popular favor because they take time to sell. The conscientious clerk, on the other hand, believes that he will best conserve his employer's interest by clearing out such goods as quickly as possible, even if it does take more time, and avoid having them become dead stock on his hands, necessitating a fearful sacrifice in price to get rid of them. He will not run the risk of offending a regular and good, but somewhat slow, customer by treating her in an impatient and hasty manner because others are waiting. He is long-sighted enough to seek to please and bring back every customer he waits on, even if the temporary showing be not so great. The "sky-rocket" clerk makes a rush for every customer coming to the department, unmindful of the rights and claims of other clerks. He is afraid to have her look around any length of time for fear some other clerk might get a sale in ahead of him, and therefore pounces upon her immediately, running the risk of offending by overdue haste. He is brilliant while he lasts, but he seldom lasts long.



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WRITE FOR CATALOGUE.

IRON VS. STEEL FOR CHAINS.

AN English letter gives the following as to the relative standing of steel and iron for heavy chains, in the opinion of large manufacturers of chains and cables. It will be noted incidentally, remarks Iron Trade Review, that no opinion is expressed as to the strength of weldless links of steel. The strength of these latter has been well established by experiment as much beyond that of welded iron, saying nothing of their greater reliability :

"I have recently had occasion to interview certain of the leading chain cable makers in the Tipton and Dudley districts as to their views on the suitability of steel for chain and cable making, and in the present state of the steel question they are particularly interesting. That part of the country is the seat of this special class of work and is, therefore, the chief centre for the United Kingdom, if not, indeed, for the whole of Europe. The most important firms declare that they have very little faith in chains or cables made from steel, for the reason that they can never depend on sound welding. They have made numerous experiments, but have not as yet come across any steel that will weld with the same amount of security as the best brands of chain iron. During the past 25 years they have experimented upon nearly every kind of steel bar made for chain purposes, and they go so far as to say that a steel chain with welded links can never hope to be classed with anything above a third-rate quality of iron. The firm informed me that the same thing applies to railway and colliery wagon couplings, and illustrate tests made at Lloyd's public testing machine, in which Siemens steel couplings, made especially for testing, broke at a strain of 45 tons, compared with 59½ tons borne by the celebrated Bowling iron (Yorkshire) and 66¾ tons and 67½ tons from iron employed at this firm's work.

"These ironmasters further stated that although the mild steel now put upon the market is much better than a few years back, the expectation that this material would supersede iron for heavy chain manufacture has not been realized. As a striking example of the preference which, even among steelmasters, exist for chains of iron, the firm mentioned that it supplies the leading steelmakers in the country with crane chains, and these all specify iron."

A TRADE OR A PROFESSION.

The question of whether a boy shall learn a trade or go into a profession is one which is troubling a great many parents just now, says Sanitary Plumber. It is one which is not always easy to settle. If a boy has any mechanical inclination or skill, undoubtedly the trade is the better, more money-making and more satisfactory line for him to follow. In learning a trade to-day there must be a radical departure from the old methods. It is out of the question to go into a shop to learn. One must seek the trade schools and learn the "why" before learning the hand skill. The reason is as important as the way. But in selecting a trade as a foundation for business, let the beginner beware of one important point. It is not worth while to learn any trade in which machinery is taking, or is likely to take, an important part; that is, it is not worth while to go into such a trade unless one can enter it as a maker of machines or a superintendent.

At the present time, for example, carpentry is becoming less and less a skilled trade and more and more a matter of fine machinery and good superintendence. The carpenter of to-day hangs ready made doors and nails in place ready made wainscoting. In the plumbing, gas fitting and steam fitting trades, on the contrary, there is still a large field for the skill and knowledge of the individual.

But the boy who learns any one of these trades to-day must remember that it is his brains and not his skill of hand which will make him an easy place in the world, bring him business and wealth. There are very few lines of business at the present time in which mere skill of hand counts very much. This is the age of brains; it is the age in which knowledge of business and ability to work in a practical way combined makes the rich man. The idea that the young man should keep uppermost in his mind is to learn how to do those things which cannot be done by machinery and which require skill and brains combined.

PLATE DEVELOPMENT.

The plates were in the early days hammered by hand from iron made in the charcoal hearth, and the cleaning was done by immersion in sour barley water. In 1728 the rolling of the sheets was introduced by Hanbury at Pontypool. Sulphuric acid was used instead of barley water in 1806. And so it was that one improvement gradually followed another. For making this important article of commerce thin, either wrought iron of a special quality is used, or steel, principally Siemens, nowadays, it is said. The bars are cut into suitable lengths and each is heated to redness. It is then passed through rollers until about double its original length. The next step consists in folding it across the middle. It is then reheated and rerolled. The doubling-up process, heating and rolling, continues until a proper thickness has been reached. The sheets are cut to size, and are then in the form of rough, black plates, coated with black oxide. This oxide is removed by a bath of warm dilute sulphuric acid and rubbing with sand and water. After thorough annealing the plates are ready for the tin coating. They are first of all treated to a thorough bath of grease, and are afterward plunged, at two or more stages of the process, into melted tin. They are finally cleansed from grease, classified and packed for the market.

SELLING COMPUTING SCALES.

A traveler has sold a number of computing scales in the Maritime Provinces. He goes into a town and tells them his price is $130, but in order to introduce them he will sell two in each town at $100. After that, they say, the manufacturers positively refuse to dispose of any at less than $130. It is hardly likely that this rule will be adhered to, however, as the company must have a very large profit at $100. The scale is a good one, and apparently accurate, but it is questionable whether it will pay the average dealer to invest at so high a price.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, Dec. 7, 1894.

HARDWARE.

THE past week again witnessed a renewed degree of activity in many lines of shelf hardware, which fact was an agreeable surprise to traders generally. No one however expects the activity to be lasting; in fact, they look for a dull trade after this week until the turn of the year. The main feature of the week has been the good volume of orders for skates and sleigh bells, and accompanying these was a fair sorting demand for hinges, cow ties and other lines. In a word, though the aggregate week's trade was not of large proportions the turnover was quite satisfactory on the whole.

WIRE—Fair orders in a small way for hay baling wire were noted this week, but otherwise the market is quiet.

ROPE—Demand for rope was of a quiet jobbing kind, and there is no change in prices. We quote as follows: Sisal at 7 to 7½c. for 7-16in. and upwards, and 14 to 15c. deep sea line. Pure Manilla, 9½c. for 7-16 in. and upwards, 10c. for smaller sizes.

CUT NAILS—Buyers confine themselves to immediate wants, and the demand in this connection is small, so that nails rule very quiet. Sellers hold that it is difficult to induce an order, even for a small quantity, at $1.50, but we quote a range of $1.50 to $1.60.

WIRE NAILS—There has been little or no change in these. The fact of the low corporation tender in Toronto has caused some discussion here, which is referred to elsewhere. Discounts are unchanged at 75, 10 and 5, with 3 per cent. for cash, as before.

HORSE NAILS—Some fair-sized lots have been sent forward, but there are no symptoms of sustained activity. The basis remains 60 per cent. and 60 and 2½ per cent. on the two standard lines.

TACKS—Nothing special in tacks, and prices remain as before.

CHAIN—A few sorting lots of cow ties have been going forward with lots of winter goods.

HORSESHOES—Demand for these is not quite as brisk as it was, but values remain steady. We quote: $3.50 for iron shoes; steel shoes: XI., Nos. 0, 1 and 2, $5.75 per 100 lbs.; Nos. 3 and 4, $5; assorted sizes, $5.50; steel toe weight shoes, Nos. 1 to 4, $6 per 100 lbs.

WARE—There has been nothing special to report in this line.

PLUMBING SUPPLIES—Business remains as flat as ever.

BUILDING SUPPLIES—The same remarks apply to this line.

LEAD PIPE—These are quiet and unchanged.

HINGES—A few fair sized lots of T and strap hinges have been moving, but the demand is falling off.

TOOLS—No special activity is to note in these, and they are apt to rule quiet now.

CLOTHES WRINGERS—No change, quietness being the dominant feature.

LAMP GOODS—A quiet trade is to note in these, principally in staple sizes of lamp burners

SPORTING GOODS—There is no life in these now, demand being about over.

CUTLERY—Trade is this line is falling off.

WINTER GOODS—Demand for sleigh bells and skates has continued fairly active, these goods, in fact, being the pivot on which the shelf goods swung this week.

TAR, ETC.—There has been no change in this line, business ruling quiet. We quote as follows: Resins, $3 to $5.50, as to brand; coal tar, $3.25 to $3.75; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5¼ to 7½c., and cotton do., 10 to 12c.

TURPENTINE—This rules dull and unchanged at last week's decline—42 to 44c.

CEMENT—This market is firm at the advance noted last week. We quote English at $2.05 to $2.15 and Belgian, $1.90 to $2.

FIREBRICKS—A fair sort of trade is doing in firebricks at $15 to $22 per 1,000, as to brand.

METALS.

There has been no change in the position of the heavy iron and metal market of a radical kind. Prices as a rule are steady, except on bar iron, which continues more or less unsettled. The offer of some samples of American galvanized plates has been one of the new features of the week. The facts in connection with it are referred to specially elsewhere.

PIG IRON—There has been but little life in the pig iron market since our last. The sale of an occasional car lot of Scotch pig and some Canadian are about the only business that has been put through. American pig is still offered at the same range, $17.50 and $18. We quote, ex store: Summerlee and equal brands, $21; Carnbroe and Eglinton, $19.50; Ferrona, $17.25 to $18; Siemens, No. 1, $17.25 to $18.

BAR IRON—This branch of the trade continues unsettled. There are dealers who

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The McClary Mfg. Co.

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MONTREAL MARKETS—Continued

will not do business under $1 65, but as there are others who are accepting orders at $1.57½ to $1.60, the former are not doing any trade.

TIN PLATES—The steady feeling noted last week is well maintained, but business is very limited. We quote : Cokes, $2.85 to $3, and charcoal, $3.25 to $3.50.

TERNE PLATES—A few small lots have been moved within our range of $5.75 to $6.25, bu', as a whole, business is very dull.

CANADA PLATES—A very moderate jobbing demand is all there is to report in this line, but prices are steadily held at $2.05 to $2.15.

SHEET IRON—Only a quiet business doing at unchanged prices—$2.20 to $2 30 for No. 28 gauge.

IRON PIPE—There is only a small jobbing trade doing in iron pipe. Discounts are 70 and 5 for black and 50 and 5 for galvanized.

INGOT TIN—This line remains steady on spot, and though outside markets rule very easy, sales having been made in New York at 13½c., the spot range is quoted at 16½ to 18c.

COPPER—There is no change in copper, which rules quiet, with prices steady at 9¾ to 10¼c.

LEAD—There is very little demand for lead, but prices are steady at $2.85.

SPELTER—The easy tone in spelter continues, and prices are again lower. We now quote $4 to $4.25.

ZINC SHEETS—There has been a quiet demand for these at $4.50 to $4.75.

ANTIMONY—Featureless and unchanged at 10c.

HOOPS AND BANDS—No change or activity to note, and we quote $2.20 to $2.30.

GALVANIZED IRON—There is only a very quiet trade doing. We quote : 4¼ to 4½c. for No. 28 Queen's Head; Morewood, 5¾ to 6c. ; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

GLASS.

The window glass market is without change. Prices here are nominally the same on the basis of $1.25 for first break, but, as noted last week, this would be cut in the case of a round lot. Putty in bulk remains at $1 85.

PAINTS AND OILS.

There has been little change in the situation of this market, except that the demand is now almost nil, and most of the houses are stock-taking. We quote : Choice brands white lead, Government standard, $4 75 ; No. 1, $4.50 ; No. 2, $4.25; No. 3, $4 ; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 4¼c.; do., No. 1, 4c.; zinc white, pure, $7.25 ; No. 1, $6.25 ; No. 2, $5.25; linseed oil, raw, 57 to 58c., boiled, 60 to 61c.; putty in bulk, $1.85.

CHEMICALS AND DYESTUFFS.

Business in heavy chemicals is very quiet and prices are much the same as they were. We quote as follows : Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda 70 to 75c. ; carbolic acid, 1lb. bottles, 25 to 30c. ; caustic soda, 60 per cent., $2.15 to $2.75 ; ditto, 70 per cent., $2.40 to $2.50 ; chlorate of potash, 20 to 22c.; alum, $1.40 to $1.50 ; copperas, 75 to 80c. ; sulphur flour, $1.75 to $2.00 ; ditto roll, $2.00 to $2.10 ; sulphate of copper, $4.50 to $5.00 ; white sugar of lead, 7½ to 8½c. ; bich. potash, 10 to 12c. ; sumach, Sicily, per ton, $75 to $80 ; soda ash, 48 to 50 per cent., $1.15 to $1.50 ; chip logwood, $2.00 to $2.10; castor oil, 6½ to 7c., and Norwegian cod liver oil, $25 to $26.

PETROLEUM.

The petroleum market is without change and values are well maintained. We quote : Canadian refined, 12c. in shed in Montreal for round lots, and 12½ to 13c. for smaller quantities, with a discount of 2 per cent. for cash. American petroleum is quoted at 15c. car lots and 16c. smaller lots.

HIDES.

Demand for hides is fairly good, and quite a large volume of business has been put through. Receipts are large owing to the cold weather, but stocks have not accumulated. Regular values are unchanged at 4 to 4½c. for No. 1; 3c. for No. 2, and 2c. for No. 3. Sheepskins and lambskins are coming in freely, and are rather easier at 55 to 60c. Calfskins are quoted at 5 to 6c.

WRAPPING PAPERS

PAPER BAGS

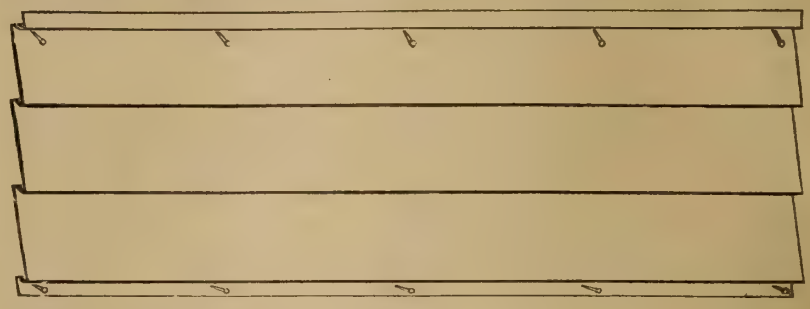
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MONTREAL MARKETS—Continued

TALLOW.

The tallow market is very quiet and prices unchanged at 5 to 5½c. per lb., as to quality.

WOOL.

The market continues quiet and unchanged, with only a small hand to mouth trade doing. We quote: Greasy Cape, 13½ to 16c.; Canadian fleece, 17 to 20c.; B. A. scoured, 26 to 32c.; Canada pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. Northwest wool, 11 to 12c.; B.C., 10 to 11c.

ASHES.

There is no change in ashes. Receipts are light and the market steady. We quote: First pots, $4.10; seconds, $3.50 to $3.60, and pearls at about $6.50 per 100 lbs.

The ashes inspector furnishes the following comparative statement of the amount of ashes in store:

	Pots.	Pearls.	Total.
In store 1st January, 1894	47	40	87
In store 1st January, 1893	95	52	147
RECEIPTS.			
From 1st January to 1st December, 1894	1,830	206	2,036
From 1st January to 1st December, 1893	1,508	148	1,656
DELIVERIES.			
From 1st January to 1st December, 1894	1,777	237	2,014
From 1st January to 1st December, 1893	1,550	171	1,721
In store 30th November, 1894	101	109	110
In store 30th November, 1893	53	29	82

MONTREAL TRADE NOTES.

Cable advices on linseed oil are 5c. firmer, but the spot price is unchanged under a dull demand.

Offers of American pig iron are still made freely here at $17.50 to $18, duty paid, laid down. Low offers on hoops and bands are also being made by American sales agents.

Latest mail advices to McArthur, Corneille & Co. on oils say that reductions in prices are general. Castor oil is in poor demand, and although Calcutta maintains its position, Madras and Continental are both down, the latter 15s. per ton; and the lower figures have been accepted over the whole of 1895. Cocoanut is in small supply, but considerable arrivals are expected and the price has receded 10s. to £2. Linseed has been in limited consumption, but the make has been small, so that no stock has accumulated. Indeed, the country is bare of stock, but in spite of that the price goes down, 9d. per cwt. having been lost during the month. Rape oil is so low that it has begun to attract attention. Cotton seed oil, after losing 2s. per cwt., has begun to stiffen.

Mail advices from Liverpool to Bellhouse, Dillon & Co. on chemicals are interesting. They are as follows: "Once more we have to report a general giving way in prices of the leading articles. The keen competition between English and American makers has no doubt had much to do with this, and at the moment there does not appear to be much hope of its being diminished. Bleaching powder is again offering in fair supply for early delivery, and is 2s. 6d. to 5s. per ton cheaper. Caustic soda shows an even greater decline. Soda ash has dropped during recent months, so much more in proportion than the other heavy articles, that there is now no margin left to cut. We do not see any inducement to buy bleach or caustic powder but shrinkage in the price of ash, especially of ammonia alkali, during the past two years, we think some mutual arrangement among the makers to support prices for 1895 is not unlikely. The stock of recovered sulphur has been exhausted, and already about two-thirds of next year's supply has been contracted for."

TORONTO MARKETS.

TORONTO, Dec. 7, 1894.

HARDWARE.

THE jobbing houses are fairly well employed. The orders, as usual, are small, but they are numerous. The aggregate trade is larger than it was a week ago, and orders more regular. Prices are, however, no more satisfactory. An association has been formed by the manufacturers of pressed ware, but prices are rather lower, instead of higher. The line is probably showing the most activity at the moment. Rope shows some improvement, and a marked change for the better is to be noted in wire nails. White ware is in better demand than it was. A fair sorting-up trade is reported in cutlery, but business in this line is not altogether up to expectations.

WIRE—Orders are still being received for hay-baling wire, but in barbed and plain twist wire business has fallen off considerably, there now being scarcely anything doing. Coppered steel wires are still in good demand. The price on barbed wire remains unchanged at 3½c. per lb., f.o.b. Toronto, or in lots of 500 lbs freight will be allowed at maximum rate of 25c. per 100 lbs.

ROPE—Business is a little better than it was a week ago, but principally in the smaller sizes from ¼ to ⅞ inch. We quote: Sisal, 7-16 in. and larger, 7½c.; ¼, 5-16, ⅜ in., 8c. Manilla, 7-16 in. and larger, 9½c.; ¼, 5-16, ⅜ in., 10c.

CUT NAILS—Very few large lots have been booked, business being quiet. Prices are unchanged at $1.75 Toronto.

WIRE NAILS—Trade is considerably better, orders having been coming in quite freely during the week, principally for 10-keg lots. Discounts are unchanged at 75, 10 and 5 per cent., shipments from 10-keg lots being prepaid.

HORSE NAILS—The increased demand noted in last issue has been maintained. Discounts, 60 per cent. off "C" and 60 and 2½ per cent. off "P.B." and "M."

TACKS—Quite a few orders have been received for the brass headed tacks in cartoon boxes, and there is still a good demand for clout nails. We quote: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk

MARKETS—Continued

nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37 per cent.

CHAIN—The improvement in trade noted last week continues, and is principally in smaller sizes, running from 3-16 to 5-16. Stocks of cow ties are pretty low, on account of the fairly satisfactory trade that has been done. Orders are still coming in, but they are small.

HORSESHOES—While the demand is good, trade is not as large as it was anticipated by the jobbers that it would be. A few orders for snow-shoes have been received, but not any quantities of these are stocked in Toronto. We quote: Iron shoes at $3.65, f. o. b. Toronto, subject to rebate in certain cases. Steel shoes are quoted at 15c. per keg advance on Montreal prices.

WARE—There is an increased demand for white ware, and a steady business is re-reported in Peerless and Eclipse wares.

TINWARE—Demand for pieced and pressed lines appears to be better than it was, and business remains steady in specialties. Prices in milk can trimmings will be lower next year than they were this year.

PLUMBING SUPPLIES—The demand noted during the last few weeks seems to have been satisfied, and business is now quiet both in city and country.

BUILDERS' SUPPLIES—As far as locks, hinges and articles of that description are concerned, trade continues steady on country account, but the results in the city are still unsatisfactory.

TOOLS—Business is still fairly good in spades, shovels, axes, axe-handles, cross-cut saws, hay knives, etc.

CLOTHES WRINGERS—Trade in this line remains in much about the same stagnant condition that it has been for some weeks. We still quote $28 per dozen.

SPORTING GOODS—A few revolvers, cartridges, shells and wads are going out, but all in small quantities. A few rifles have also been called for during the week.

CUTLERY—There is a fair sorting up trade being done, but business in case carvers on holiday account is not up to expectations.

WINTER SUPPLIES—Trade in skates is lively, jobbers finding it difficult to supply the demand in all sizes. This applies to "Athletic," "Acme" and hockey skates. Racing skates are also selling well.

METALS.

Trade has been good during the week in galvanized iron, black iron, and Canada plates. Sheet brass, both hard and soft, has been in extra good demand.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: During the week little of consequence has transpired. Buying has been light, and, on account of the near approach of stock-taking, deliveries are being postponed. We quote for cash in bond, f.o.b. cars Toronto: No. 1, Foundry strong coke iron Lake Superior ore, $13.05; No. 2, Foundry strong coke iron Lake Superior ore, $12.55; Jackson County silvery, No. 1, $16 to $17; Lake Superior charcoal, $15.05; Southern soft, No. 1, $11.75; Southern soft, No. 2, $11.50.

BAR IRON—There is nothing new to report, trade still being quiet and prices unchanged. Base price: $1.70 to $1.75 from factory, and $1.75 to $1 80 from stock.

SHEET IRON—The activity noted last week has increased, rather than otherwise, quite a quantity of this article having been shipped during the past week. We quote as follows: 8 to 16 gauge, $2.50; 18 ditto, $2; 20 ditto, $2.10, 22 to 24 ditto $2.20; 26 ditto, $2.45; 28 ditto. $2.65; tinned sheet iron, Manor's, 26 gauge, 7c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

SHEET STEEL—A little improvement is shown in this line, and trade is about equally divided between "Dead Flat" and the cheaper quality. We quote: 8 to 16 gauge, $2 75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

IRON PIPE—Jobbers are virtually in the same position as during the past few weeks, being unable to secure a sufficiency from the manufacturers. Notwithstanding this, however, prices have been shaded on large lots. Prices are being invoiced at equal

Snow Shovels, Steel and Wood.

Skates, "Athletic" and others.

Sleigh Bells and Shaft Gongs.

M. & L. SAMUEL, BENJAMIN & CO.

26, 28, 30 Front Street West

ENGLISH HOUSE:

SAMUEL, SONS & BENJAMIN

164 Fenchurch St., London, E.C.

.... Toronto

to 70, 70 and 5 per cent. for iron pipe and 50, 50 and 5 for galvanized pipe.

LEAD PIPE—While there are only a few ton lots changing hands, there is a steady demand for small lots. We quote: Toronto and west 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON—Business continues satisfactory. Quite a number of enquiries have been heard during the week for heavy gauges and large sizes, which as a rule are only imported to order. Import orders are coming in freely. Prices are unchanged, $4.25 still being the idea for 28 gauge in Queen's Head, Gordon Crown and Apollo brands.

INGOT TIN—Orders for Lamb & Flag are not large, but in Straits a number of good shipments have been made. Prices in ordinary quantities have held as quoted, but for good shipments prices have been shaded a little. We quote: Lamb & Flag at 18 to 18½c., and Straits at 17 to 17½c.

INGOT COPPER—While no carload lots have changed hands, some pretty fair orders have been received. Prices for ordinary shipments are same as noted last week, namely, 10 to 10½c.

SHEET COPPER—Shipments from stock are small, but quite a number of large quantities, booked for import, were delivered this week. There is a little better demand for braziers' sheets.

ZINC SPELTER—Enquiries are limited. We quote as before at 3¼ to 4c. for domestic and 4 to 4¼c. for imported. We quote: Untinned, 14 to 16½c., according to weight and size; brazier sheets, 14 to 17c., according to quality.

BOILER TUBES—Business is of a hand-to-mouth character, with quotations as before: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

BOILERS—Trade in both galvanized and coppered boilers is much as before. We quote: Galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; coppered, $16.20 to $20, according to size.

TIN PLATES—Trade has been fairly good, but principally in the large sizes, 20 x 28. Tinned iron is being called for regularly now, although only in small quantities, and orders are now being booked for import for delivery February and March. No large orders have been booked for coked tin. Prices are without material change. We quote: Coke, 14 to 20 gauge, at $3.10; for larger sizes 15 to 25c. per box basis more; "I.C." charcoal, $3.50 to $3.75.

TERNE PLATES—The demand has been better again during the past week, a number of orders having been received from different parts of the country. Price rules lower at from $6.25 to $6.50, according to brand.

SHEET ZINC—Not many cask lots are being called for, and trade generally is quiet. We still quote: 4¾c. for cask lots and 5c for small lots.

HOOPS AND BANDS—Business has shown a little more life, and prices are firm at $2.20 in ton lots and $2.25 in small lots.

CANADA PLATES—Trade in this line is not quite so brisk as it was in the city. In the country it remains much as before. Dealers are pretty well supplied at the moment. We quote: Half-polished at $2.25 to $2.35, according to quantity; 60-sheet boxes, 10c. per box advance; 75-sheet boxes 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—There is nothing special to note, there being just a quiet trade doing. Better quality is unchanged at 12 to 13c.

PIG LEAD—Considerably more business has been transacted during the past week, although orders have not been large. Prices are unchanged at $2.75 to $3, according to quality.

ANTIMONY—The improvement noted last week seems to have been maintained, although it does not follow by any means that business is brisk. Prices are unchanged at 9½ to 10c., according to quality.

PAINTS AND OILS.

Trade is quiet all round and in no one line can there said to be anything approaching activity. Payments are fair.

WHITE LEAD—There is practically nothing doing. We quote: Domestic, $4.25 English, $5.50 to $6.25.

PUTTY—Business is much as before. Prices are unchanged at $1.75 for bladders in barrels; cases, $2.25.

TURPENTINE — The Southern market shows further weakness, but the price here is unchanged, with business quiet. We quote 39c., f.o.b. Toronto, for 5-barrel lots and 40c. for single barrel lots.

LINSEED OIL—Trade is quiet and unchanged, at 53 and 53½c. for raw and 56 to 56½c. for boiled, f. o. b. Toronto, net 30 days.

CASTOR OIL—Quiet and unchanged, at 6¼ to 6½c. in cases and 7c. in tins.

PREPARED PAINTS—Dull and featureless, at $1 for pure.

SHELLAC—There has been a good business doing in this line during the past couple of weeks, mostly from furniture dealers.

GLASS.

There is not a great deal doing in window glass, and the demand that there is, largely covers sizes in which there is a scarcity, especially in the Double Diamond brand. Orders are now being booked for import for next season's trade. Figures are unchanged, at $1.10 to $1.15 for first break. Glass now being laid costs about $1.13 first break. Cutting in plate glass seems to have broken out with fresh vigor, and the members of the association are credited with taking a hand in it, several orders having been placed within the last week or ten days much below regular figures. The regular discount is 35 per cent., but HARDWARE is informed that as high as 45 per cent. is being accorded in some instances. Business is quiet in fancy glass.

OLD MATERIAL.

Business continues quiet at unchanged figures. We quote as follows: Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 35 to 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, old copper bottoms, 5½ to 6c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3½ to 4c.; country mixed rags, 50 to 70c.; clean dry bones, 55c. per 100 lbs.; borings and turnings, 5c.

SEEDS.

There is considerable movement, especially in alsike, threshing of which has become more general since seasonable weather set in. We quote: Red clover, $5 40 to $5 65; alsike, $4 to $5.20; timothy, $1.75 to $2.50.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are in fair demand at steady prices. Prices are unchanged, dealers paying 3½c. for green and selling cured at 4½c.

SKINS—Sheepskins are offering freely, while buyers, on the other hand, are disposed to hold off. Prices are, however, 5c. higher, quotations now being 90c. Calfskins are nominal at 6c.

WOOL—Market is quiet at unchanged prices. We quote: Supers, 18 to 19c.; fleece, 17 to 18½c.

TALLOW—Is easier, dealers now paying 5½c. and selling at 6 to 6¼c.

PETROLEUM.

Business is still good, with prices firm and unchanged. We quote, in 5 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 11½ to 12c.; carbon safety, 16c.; Canadian water white, 16c.; American water white, 17½c; photogene, 19c.

The Petrolia Advertiser in its weekly report quotes: Petrolia crude, $1.13 per barrel; Oil Springs crude, $1.14 per barrel; refined, 7c. in bulk; 9¾c. in barrels in car lots f.o.b. here. The Oil Exchange is assuming its old-time activity, and the attendance is daily increasing in numbers. Even a spirit of excitement is noticeable at times, and buyers rush their bids in their great anxiety to be first in the field for any crude that may be for sale. Sellers, on the other hand, are not easily found, and it is remarkably apparent that the raw material is getting scarce.

MARKET NOTES.

H. S. Howland, Sons & Co. are just in receipt of a line of Heinisch and Seymour's trimmers.

There is a nice display of carvers in cases in one of Rice Lewis & Son's windows, which would repay the trade to inspect.

A first and final dividend of 20c. on the dollar has been declared in the estate of A.

C. Fraser, the insolvent hardware and coal dealer of Galt. Fraser's liabilities were between $50,000 and $60,000.

H. S. Howland, Sons & Co. report large sales of snow shovels, skates, furnace scoops and ash sifters.

L. R. Rettie & Co., Truro, are doing a good export lumbering trade in connection with their regular hardware business.

M. & L. Samuel, Benjamin & Co. report that the demand for hockey and racing skates is unusually good with them this season.

Mr. Sheraton, of Sheraton & Whittaker, hardware dealers, St. John, N.B., is a brother of the celebrated principal of Wycliffe University.

J. H. Glanvill & Co., general merchants, Thessalon, have compromised with their creditors at 83c. on the dollar, cash. The firm was burned out recently, hence the compromise.

An indestructible bath-tub, held to be superior to anything of the kind on the market, has been patented by J. O. Thorn, of the Metallic Roofing Co., and will shortly be placed on the market by him.

J. A. Mather, hardware merchant, Lowell, recently experimented with one of the French wire rat-traps illustrated in HARDWARE a few weeks ago. The other day he informed M. & L. Samuel, Benjamin & Co., from whom he purchased the trap, that in a short space of time he had caught 24 rodents, seven of which—the parents and five children—were entrapped together.

Robb Engineering Co., Amherst, N. S., are building a 50x100 addition to their engine department, and a new pattern making shop, 70x60. They have recently been working into a good trade in high-class engines for electric plants.

The Metallic Roofing Co. have lately supplied the new glass works at Wallaceburg with 4,000 square feet of "Owl" brand galvanized corrugated iron; also a large quantity of steel-pressed brick for Elias Rogers & Co.'s coal sheds, Toronto.

The Toronto Silver Plate Co. continues busy. The company found it necessary last week to start up the factory on longer time; it now being in operation until nine o'clock at night. This means something; either business is improving, or the Toronto Silver Plate Co. is getting more than its share.

F. F. Murphy, Windsor, N.S., finds a steadily increasing business in hot-water heating, not only in Windsor, but he has put in several plants in villages and towns near by, as well as in the better class of farm houses. He handles the Safford radiators.

Craig, MacArthur & Co. have completed arrangements with the Hy. R. Worthington Pump Co. for the right of the exclusive sale of the Worthington pumps in Western Ontario. A full line of all the smaller boiler feed pumps will be carried in stock at Toronto, larger sizes being shipped from New York.

C. Elliott, Moncton, who has one of the best sporting goods houses in New Brunswick, is gradually working into a general hardware trade. He should have no difficulty in doing well, as there are only two stores in the city, which numbers over 10,000, and both these concerns have made money.

Some of the Maritime Province dealers not on the list for bolts have been importing them from the States at 85 and 5c., and the Canadian price was 75 and 5c., but they are now asking 75 and 12½c, f.o.b. Montreal, which is about 1 per cent. lower. The Canadian makes are iron and the American steel bolts.

R. B. Birchall, of the Toronto Silver Plate Co., is now at the Windsor Hotel, Montreal, with samples of the newest things that company are showing in sterling silver and plated ware. It is the most attractive display HARDWARE has yet seen in Canada, and is well worth a visit from local and outside dealers. Besides the fine lines they are showing an assortment of cheap goods.

E Jackson & Son, Windsor, N.S., the partners of which are C. M. and W. W. Shaw, have their new three-storey building almost completed. They have now extensive

Toronto Silver Plate Co.

TORONTO S.P. COMPANY



No. 012. Photo Frame. 90 cts. net.

Christmas Silverware

HAVE YOU BOUGHT YET?

If not, write for our Illustrated Price List.

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Factories and Salesrooms: 570 King Street West, Toronto, Canada.

E. G. GOODERHAM, Manager. JNO. C. COPP, Sec.-Treas.

premises, being 75 feet square. Part of the building they have leased for two other stores. It runs from Water street to a wharf in rear. The store, ceiling, counters, etc., are artistically finished in hard pine and white wood. C. M. Shaw was in New York this fall looking for novelties and taking a well-earned rest.

UNITED STATES MARKETS.

NEW YORK, Dec. 7, 1894.

PIG TIN—Prices in this market dropped about 1-10c. per pound under the depressing influence of advices by wire of 10s. to 12s. 6d. decline in London, and continued heavy selling there, particularly of future deliveries. The lower level of values did not, to all accounts, stimulate investment demand or lead to freer purchases by consumers. It seemed to have a deadening rather than a stimulating influence upon speculation, and, taken as a whole, the market presented a rather dejected appearance, with both near and distant future deliveries offered openly at 13.70c. Ordinary jobbing orders were filled at 13 80 to 13 90c., thirty days. Arrivals yesterday were 185 tons, making a total of 565 tons thus far this month.

COPPER—Aside from strictly routine business nothing was reported for the day, and the condition of the market seems to be practically the same as it has been for a week or ten days past, since sellers make no new move, while buyers operate very indifferently. However, prices keep quite steady at about 9.50c. for Lake Superior ingot, 9.30 to 9 40c. for electrolytic and 9 to 9.15c. for common casting stock.

PIG LEAD—To all accounts there was no increase in number or size of orders and little or no change in the attitude of sellers. Prompt deliveries are not easily obtained and only at stiff prices, say 3.15 to 3.17½c. Forward shipments, on the other hand, find few buyers at 3.12½c., or on that basis. London cable to the Metal Exchange quoted £9 12s. 6d. for soft Spanish.

SPELTER—The market remains in a dull condition. Buyers for larger quantities than single carloads are strictly the exception, and it is rare that contracts call for deliveries further ahead than this month. Prices are weakish, on the basis of 3.35 to 3.40c. for ordinary Western brands. London quotation to the Metal Exchange was £14 13s. 9d. for good merchant brands.

ANTIMONY—There is little doing outside of jobbing distribution, but prices remain steady at 7¼ to 7⅜c. for Hallett's and 8½c. for Cookson's, from store.

TIN PLATE—Purchases of spot stock were only fair. Comparatively few orders were placed for forward deliveries. In short, the market wore a dull appearance. Prices are slightly lower in some instances, and generally rather weak.

IRON AND STEEL—In the market for crude material there is no new feature. Dealings are of strictly routine type, and the demand is quite as spiritless as it has been during the past two or three weeks. Prices are without radical change, but still lean more or less in buyers' favor. Orders for heavy finished products, such as beams, girders, tanks, etc., come along slowly, and the intending buyers are invariably indifferent. In steel rails and track fastenings there is little doing in this quarter. Ordinary merchant bars, etc., are selling slowly, and prices throughout continue unsettled and weak.

NOVA SCOTIA MARKETS.

HALIFAX, Dec. 7, 1894.

IT is very hard to form an opinion of the state of trade by the statements of the wholesale dealers. Some report business "very good," some say it is "fair," while others say "there is nothing doing at all." It may therefore be safe to say that business is fairly good. The city retailers are certainly doing a good trade for the season. The Halifax Hardware Association is proving a good thing for our dealers, and Secretary Cragg says the members are only sorry it was not organized years ago. The arrangement between the association and the Consumers' Cordage Co, relative to the sale of rope in small lots to non-dealers, is working satisfactorily.

ROPE—There is no change in this article from last week. Sisal is quoted at 7½c. for all sizes; pure manilla, 9½ to 10c. for all sizes, according to quality.

CUT NAILS—The demand is light. Quotations are on the basis of $1.85.

BUILDERS' SUPPLIES—There is nothing whatever doing in this line, and no encouraging prospects.

HORSESHOES—Trade is still good in this line, and prices remain at $3.75 for iron.

NAVAL STORES—This line still keeps well up, owing to coasting vessels taking away supplies for spring. Tar is worth $2 85 per bbl.; rosin, 95c. per 100 lbs. for ordinary: pitch, $2.50 per bbl.; coal tar, $3 25 per bbl.; oakum, 6½ to 7½c, according to quality.

CHAIN — Some small improvement is noted, but there is no change in prices, which are: ⅜, $3.50; ½, $3; ⅝, $2.80; ¾, $2.75.

COTTON DUCK—This is the only article in the market showing a change in price. The quotation last week was 32½ off list; it is 35 this week.

IRON PIPE—Very poor trade is reported all round in this line, and quotations remain unchanged at: Black, 1¼ in., 65 p.c. off list for American; 1½ to 2 in., 67½c.; 2½ in. and upwards, 68½c.; Canadian, up to 1½ in., 67½c.; 1½ in., 70c. and 5 p.c. discount.

GLASS—The quotations are: $1.25 for first break. Putty in bulk remains at $2, with small demand.

PAINTS AND OILS—The trade in paints and oils during the week has been fairly good, and the prospects are for stronger prices. Linseed oil is quoted at 58c. for raw and 62c. for boiled. There is very little demand for turpentine.

INGOT TIN—Quotations are 18 to 18½c.

STEEL BOILER PLATE—The quotations are on a basis of $2; heads, $2.25, and very little demand.

BOILER TUBES—Are quoted at: 2 in., 7¾c.; 2½ in., 9½c.; 3 in., 11c.

LEAD—The quotations remain at $3. A fair demand is reported.

HALIFAX MARKET NOTES.

Bowes & Leahy, painters, Dartmouth, N. S., have dissolved by mutual consent.

IRON DEVELOPMENT IN N.S.

AMERICAN capitalists are going to take a hand in the developing of the iron deposits of Nova Scotia. About five years ago a Mr. Richmond, of New York, went to Picton county and secured some very valuable deposits of hematite iron. He started to build a railway from New Glasgow to Sunny Brae, a distance of 18 miles, but he never finished the work. In the meantime the present works at Ferrona were established and another line of railway constructed. Mr. Richmond was in Nova Scotia the other day attending a meeting of his company. He stated to HARDWARE that his company were now prepared to go on with the work—that they had the necessary capital, and, further, that they intended extending their line to the Atlantic coast, the terminus to be near Whitehaven, where they would have an open port all the year round. Their intention, he said, was to erect smelting furnaces at Whitehaven and ship the pig from there to the United States by water. The hope that all this is true is based on the fact that a staff of engineers are now surveying the line of railway, which will be some sixty miles in length, and run through the county of Guysboro'. Mr. Richmond says he has the promise of the Dominion Government for the regular subsidy. He expects the duty on pig to be removed entirely by the U. S. Government, and expresses the hope of building up an important industry at Whitehaven, which place at present is only a fishing village, though the harbor is a good one.

R. G Gaucher, hardware merchant, Montreal, has made an assignment at the demand of Caverhill, Learmont & Co. The liabilities are large, slightly over $20,000. The creditors' list is a large one. The principals are Dame Flore Cardinal, $5,750; G. G. Gaucher, $4,450; successors E. Pellerin, $1,109; the Willard Vale Manufacturing Co., St. Catharines, $1,286; Banque d' Hochelaga, $1,900; Abbott & Co., $423; Walter H. Cottingham & Co., $332; David Madore, $342; Caverhill, Learmont & Co., $275; O. S. Rixford Manufacturing Co., Upper Bedford, $394; Painchaud, Squire & Co., $289, and many others in smaller amounts.

HE GOES TO THE STATES.

EDITOR HARDWARE: I was thinking this morning how I would tell my friends in the hardware business throughout the Dominion that I am going to take my Christmas dinner this year with Uncle Sam, instead of Her Majesty, as heretofore, when it occurred to me that HARDWARE would do it for me better and more thoroughly than anyone else.

To go "home" at such a season is most natural, but to go away from friends at such a season to enjoy the fireside of strangers can hardly compensate for missing the more complete enjoyment of being with those who understand one best.

The object of my letter to my friends in this instance will be better understood when I tell them that my connection with the Canada Horse Nail Co. has terminated by mutual and most satisfactory arrangements, and that for the future I am to devote myself wholly to our Ausable-Chasm business; that is to say, Mr. Ferrier becomes owner of the works at Montreal, and I have acquired the American business and books at Ausable-Chasm, N.Y., in every particular.

All this has already taken place, and it only remains for me to bid good-bye to my friends the Shoes, my friends in the trade, and my competitors, to whom I extend my hand, assuring them that the "C" nail still lives. W. M. MOONEY.

RE WEIGHING TURPENTINE.

EDITOR HARDWARE: — The following item appeared in your last issue:

"A man telephoned us the other day that he wanted a few barrels of turpentine, but that he would not buy from us unless he could buy by weight," said a jobber. "We agreed, and the results showed that had he bought by the barrel he would have been 1½ gallons ahead on the five barrels he bought. In other words, the five barrels contained 1½ gallons more than they were gauged."

Now, how could parties sell five barrels turpentine on which they were allowed five gallons outage (one gallon on each barrel, which the party receiving had no chance of getting), and yet give 1½ gallons over the actual weight, as turpentine will not go over 4 4-10 lbs. to the gallon?

PERNIC.

REMARKS.—HARDWARE showed the communication to the jobber who gave the information in question, and he said: "In spite of all argument that might be brought to bear against such a possibility, I can assure you the five barrels turned out as we claimed; and furthermore, this week we sold another five barrels to the same buyer, and they showed even better than 1½ gallons. Here are the figures for your inspection. I cannot explain why it is, any more than that it shows the barrels contained more than they were gauged to contain."

EDITOR.

CONCERNING RETAILERS.

JOHN WHITESIDES, general merchant, Huntsville, has moved into his new store. So has J. N. Mathew, of the same town.

Thos. Mulcahey, general merchant, Orillia, has sold his stock and good will to Crawford & Walker, who took possession 1st inst. Crawford & Walker are highly spoken of, and should continue to make the business the success it was under their predecessor. Mr. Mulcahey, who has been doing business in the same town and premises for nearly a quarter of a century, has well earned the rest he now proposes to enjoy.

There is a new store and a new general merchant in Belmore. The proprietor is W. J. McGrogan, and he opened Monday last.

THE MAKING OF GLASS.

THE raw materials for the manufacture of glass are never entirely pure, says Kuhlow's Trade Review, some few varieties of fine ware and optical glass being excepted. Some impurities need exert no injurious effect on the quality of the product, while the presence of others will ruin it. All such as so enter into combination with glass as to mar its transparency or brilliancy should be most carefully avoided in selecting the ingredients for our batch. It is not required that these ingredients be chemically pure in order to manufacture good, saleable glass. They should be as good as are to be obtained at the ruling prices of the market. They should be controlled by analyses made from time to time as the melts may seem to indicate that the glass is changing in quality, or when the quality has a tendency to be irregular. Our materials should also be selected with a view to the particular species of glass we are making. The Siemens Co. in Dresden take a good regular variety of granite, add a little sulphate, sand and coal to it, and melt it into glass, which makes good bottles, but should anyone try to blow window glass out of the same melt, it would not find much sale. Dr. Schott employs none but the finest materials in the manufacture of optical glass at his works in Jena, Germany, but glassware made for ordinary use never would be made so fine, because a cheaper grade answers the demand just as well. We must merely exercise care in getting the best in the market for our purpose.

The following are some of the common substances which color glass:

Copper	ruby, green or blue.
Cobalt	blue.
Nickel	greenish blue.
Iron	yellow or green.
Chromium	green.
Manganese	violet.

The following produce opacity:

Aluminum in large quantity.
Arsenic.
Tin.
Fluorine.
Phosphoric acid.

It will be readily seen that only one of all these substances occurs sufficiently widespread to occasion us much trouble, viz., iron. Aluminum is equally common, but in small quantities it does no harm, in fact, it serves to make the glass easier to work. Metallic iron does not dissolve in glass. If a good sized piece of iron be thrown into a deep tank, after a little while the glass is as good as before, and the bad glass we would have in this short interval is as much and more the result of introducing a cold foreign body into the molten glass as the effect of the metal iron on the chemical mixture. However, the oxides of iron dissolve very readily. As iron always occurs in the earth in form of one of its oxides we meet it as an impurity of our raw materials always in a form in which it goes into solution in the glass. Ferrous oxide colors glass an intense green; ferric oxide a faint yellow. The process of obviating as far as possible the coloring effects of iron is called "discolorising" the glass. In doing this we may avail ourselves of certain chemical reactions or take advantage of certain physical laws. As the color of ferric oxide

Monarch  Metal

Best Anti-Friction Metal for all Machinery Bearings.

It prevents Hot Boxes.
It will not Cut or Heat Journals.
Its lasting qualities are of the highest order.
It is a Self-Lubricant.
It saves a large percentage of Oil.
It accomplishes its work with much cheaper grades of Lubricants.
It increases the Motive Power.
It is the only metal that protects and does not wear Journals; it Enamels them.
It is adapted to high and low speed Machinery.
It will stand the heavy work of Rolling, Sugar, Saw and Wire Mills, etc.
It is especially adapted to all Steamship Bearings.

Send your orders to all dealers, or to

The James Robertson Co. Ltd., Toronto

Montreal
Winnipeg
St. John, N.B.

in glass is very faint, and that of ferrous oxide very intense, it is quiet evident that, since we cannot rid ourselves of the iron entirely, we should choose the least of two evils and try to get our iron all in form of the former. Unfortunately we cannot easily make use of the direct reaction.

$$2FeO + O = Fe^2O^3.$$

It is true that this has been done in the recent experiments made in England with the use of oxygen in assisting the melting of glass, an account of which was published in this paper some time since. But this process is not yet within the reach of the ordinary manufacturer, and so we must find some substance rich in oxygen, which will give it up when it is melted as one of the ingredients of the batch. Among the best for our purpose are nitre and arsenic.

$$2FeO + 2KNO^3 = Fe^2O^3 + K^2O + 2NO^2$$

$$6FeO + As^2O^3 = 3Fe^2O^3 + As^2.$$

Arsenic is reduced by the carbon of the batch to the metallic state, and oxygen liberated, which then unites with the ferrous oxide. The former is at once volatilised, rises in large bubbles through the molten mass and serves to materially assist in the fining.

But in the high temperature of our glass furnaces it is not possible to exclude ferrous oxide from the glass entirely, even if great care be taken to supply adequate oxidising materials. The heat and the reducing flames effect a reduction of a part of the ferric oxide in all cases. Every glass maker who has taken the trouble to compare the color of the glass of every day's melt of the year's run has observed a variation not only in intensity, but in shade as well. These differences in shade occasioned Bontempts to make a series of investigations of the real color of ferric and ferrous silicates and their mixtures in varying proportions. He arrived at the following result :

$6FeO.1Fe^2O^3$ ..... black.

$3FeO.2Fe^2O^3$ ..... blue.

$2FeO.2Fe^2O^3$ ..... green.

$2FeO.3Fe^2O^3$ ..... yellow.

$1FeO.3Fe^2O^3$ ..... orange.

Fe^2O^3 ..... red.

We never arrived, then, at a complete oxidation ; it appears impossible to attain anything better than a semi-oxidation. Accordingly, it has been sought to effect a more complete neutralisation of the color of the iron by utilizing the law of physics of light, that certain pairs of colored rays when mixed together give white light, the well-known complementary colors. If two complementary colors be put together in the same piece of glass, practically occupying the same space, the rays of light are so thoroughly mingled that the resultant is white light, i.e., the glass appears transparent. One of the oldest decolorising agents is black oxide of manganese. Doubtless it owes its efficacy in part to the fact that violet (the color which manganic oxide (MnO) imparts to glass) is the complementary color of greenish yellow. When black oxide of manganese is added to glass, it first oxidizes part of the ferrous oxide according to the reaction :

$$MnO + 2FeO = Fe^2O^3 + Mno.$$

If a little of the MnO be left over after the iron has been oxidised as far as possible, the very faint red tint which the manganous silicate would color the glass would serve to neutralise the green tint of the glass. Black oxide of manganese would therefore appear to be the decoloriser par excellence. But there is one very serious drawback to its use. The sunlight striking the glass as it stands in the window gradually effects a reduction of the ferric oxide and oxidation of the manganese which is present in the glass as manganous oxide MnO. The result is that the glass becomes so clearly a violet color that it is sometimes quite noticeable. Such windows are not often seen in this country, but the writer has seen several in Germany, where manganese has been more generally in use than in this country, and where a window stays in place usually a much longer time. On account of this very marked tendency of such glass to fade, the use of black oxide of manganese has been largely discontinued. Nickel oxide is very largely used now, and is growing in favor as a very reliable decoloriser. Henrivaux proposed to substitute zinc, but it seems never to have been used. In all cases where it is found in glass it seems not to play the part of a decoloriser, but to take the place of the divalent base of the double silicate, the R' of the formula,

$$R'R''6SiO^2.$$

In this country, where we have very pure materials and excellent furnaces, decolorising agents are more frequently dispensed with than in Europe, where arsenic or nickel oxide enters into the composition of nearly every fine grade of glass. In general it might be said that both are equally good in effecting the decolorisation. In a pot furnace there is an advantage in employing arsenic, as its volatilisation helps the fining.

NORTHERN VS. SOUTHERN IRONS.

MORE than five months have passed since the development, particularly in the north-western market, of indications that makers of northern foundry irons were successfully beating back the tide of competition from the south. In the Chicago market, the heavy buying in June was almost exclusively of northern irons. Since that time, week by week, the story has been re-told—an almost entire absence of sales by southern producers. Even the customary requisitions for southern softeners have been greatly reduced, while contracts have been closed with northern furnaces, at low prices, for soft irons, in the face of claims on one side that a proper mixture for successful work could not be made with pig iron from all-Lake-Superior ore. In commenting last July on the elements in this contest, as they had been developed, The Iron Trade Review said :

The question of quality enters to some extent into this contest. The conditions in that respect are not widely different. Yet there is without doubt less disposition than ever among foundrymen to regard brands or locality names, or shop traditions, in buying their irons. The idea that pig iron made from Lake Superior ores will not fill all the requirements of the foundryman, whether his output be light gray iron or machinery castings, is passing away. The red shortness of iron made exclusively from low phosphorus Lake Superior ores can be readily corrected by the employment of such high phosphorus ores as are found in certain Crystal Falls mines on the Menominee range, for example, and mill cinder at all times puts the corrective in the hands of the furnaceman. It was noted in the recent pig iron sales in Chicago that even southern softeners were not in demand. It has been common practice, in making light gray castings, to secure the necessary fluidity by the use of these softeners, and in the satisfactory handling of sprues and miscellaneous scrap, they have come to be regarded as indispensable.

It has become more and more evident in the five months of buying, since the above was written, that price is with the very large majority of foundrymen the controlling consideration. The foundryman is much less dependent to-day than ever before, upon the salesman with a mixture. There is so little regard for traditions and names among progressive buyers of foundry irons, that it would be a hard matter to convince them that they could not get along without a certain proportion of southern iron ; and just as difficult to persuade them that northern iron, in greater or less proportion, is indispensable to their practice. Before southern irons came into the market, castings of all descriptions were made from all northern irons. And since southern irons have made a place for themselves against much evil report there are foundries here and there that depend upon them altogether. The southern irons that are large scrap carriers can be duplicated by northern furnaces ; similar irons have always been available from northern furnaces. The only difference is that a fancy price prevailed and a fancy name was given these irons, when produced in the north. The southern producer brought nothing new to the foundryman except unheard-of cheapness. And now that strength, fluidity, scrap-carrying quality, and a cheapness that has out-cheapened the southern irons which they have bought in late years, are all to be had from northern furnaces, a good many north-western foundrymen are going to them for all their wants.

It is claimed by some northern foundry furnaces that a certain trade will take their iron in preference to southern iron at the same price, because they have been able, with the chemist's aid, to duplicate orders more closely than their southern competitors. It is true, however, that greater and greater regularity is being attained, by the same methods, at the furnaces of the south. It is one of the strongest proofs of the advance the foundryman has made, that he is less and less tied up to a mixture and more and more able to do what a time of unprecedentedly cheap castings compels him to do—to buy his iron from the furnace that will sell iron of the grade he wants, at the lowest price.—Iron Trade Review.

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
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Being the experience of the most prominent and successful merchants.
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This is another batch of Prize Essays full of valuable information.
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Sent, postpaid, on receipt of price

HARDWARE MERCHANT
TORONTO.

BUSY SEASON TEMPTATIONS.

THE busy season of the heating trade, particularly of that part of it which is principally related to domestic heating appliances, has arrived, writes "L. A. N." in Metal Worker. Business has been bad with this trade for so long that what this autumn may offer will be eagerly sought and competed for. That phase of competition and bane of trade, cutting prices, is, under such circumstances, likely to be excessively indulged in. Its effects upon the whole trade have often enough been pointed out. They are universally recognized as bad. Talk with almost any man in the business and he will both admit and lament the evil. The chances are that within an hour after the conversation he will slice all the profit off an estimate to keep his neighbor over the way from getting the job at a cut price. It is only a question between these rivals of which can stand this sort of thing the longer. Mr. Longpurse can stand it for a greater time than Shortpurse, and he flatters himself that when Mr. Shortpurse has folded his tent and silently stolen away, the field will be clear, prices can be restored and the money sunk in wiping out competition can be regained. Is this sure?

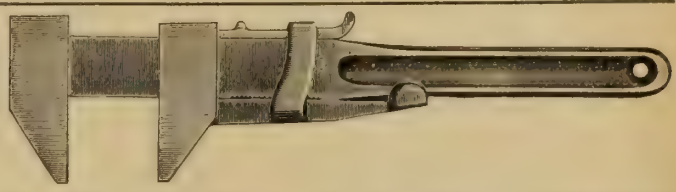
Shortpurse has gone out of business—perhaps has been employed as a salesman by Longpurse or some other dealer, and lives to regret that he had not stopped before he had begun business for himself. The interest on the money he has sunk in a foolish struggle would now gratefully eke out a salary not any too large for his needs and wishes. But Longpurse's bank account is not so full as it was, and this being known to some enterprising man, the latter sees an opportunity. He rents Shortpurse's old store, fits it up nicely, stocks it with nice goods, and Longpurse finds he has got to divide the trade or begin to cut prices once more. Perhaps he can stand a second dose of this, but the years are rushing along and he is not getting rich. He has not even amassed a competence. The time for inventories and balance sheets is approaching, and he has well grounded fears that the end of the year will show that instead of any profit having been made, his capital has been further impaired. This does not make him happy or proud. He would be better off, perhaps, if he also had folded his tent like Shortpurse. Sympathy for such men seems misplaced, for cutting prices below a fair margin of profit is not only the meanest, but the most dangerous kind of competition indulged in by any business man. If the trade cannot realize a reasonable average profit for all the men in it, its condition cannot be improved by lessening profits. The trouble is that there are too many in the business.

Make your customers feel at home in your place of business. Be social. Don't let a customer feel that your interest in his welfare ends with his pocket-book.

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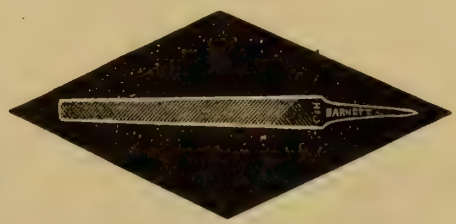
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—AND—

EVERY OTHER DESCRIPTION OF SAW FILES.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

KING & DORLAND, general store, Nipigon, have assigned to A. D. Sutherland.

Campbell & Co., Rat Portage, are compromising at 50c.

E. B. Dowdall, general merchant, Almonte, has assigned.

J. Little, blacksmith, Maxwell, has assigned to A. S. Vandusen.

Laesser & Sprague, painters, of Windsor, are asking for an extension.

S. Tabor & Son, general merchant, Morton, has assigned to Sheriff Smart.

T. E. Michaud & Co., general merchants, St. Raymond, Que., have assigned.

Edward Denis, general merchant, Rigaud, Que., has assigned to A. Lamarche.

N. Gauthier & Co., contractors, Montreal, are offering to compromise at 25c. on the dollar.

J. J. McIndoo, general merchant, Caledonia, has assigned to C. S. Scott. He owes about $10,000.

R. G. Gaucher, wholesale and retail hardware, Montreal, is offering to compromise at 50c. on the dollar.

Terrebonne, Berthiaume & Co., general merchants, St. Jerome, Que., have compromised at 57c. on the dollar, cash.

MacEwan & Co., of Sudbury, have assigned to James T. Tennant, of the firm of Hains & Tennant, of Brockville, Ont.

A. B. H. Carl, general merchant, of Norland, has assigned to Richard Tew. A meeting of the creditors has been called for Monday, the 10th.

A demand of assignment has been made upon J. S. Mayo, wholesale oils, Montreal, and a meeting of creditors will be held today (Saturday.)

PARTNERSHIPS FORMED AND DISSOLVED.

Bouchard & Lang, traders, Montreal, have dissolved.

Wilson & Pye, general store, Harriston, have dissolved.

Newton & Wilson, implement agents, Woodstock. have dissolved.

Forlong & Sexsmith, general merchants, Steveston, B.C., have dissolved.

Newton & Wilson, agricultural implements, Woodstock, have dissolved. W. Wilson continues.

Mrs. Delia Lajoie, wife of L. O. Demers,, has been registered proprietress of the firm of L. O. Demers & Co., tinsmiths, St. Liboire, Que.

Wm. O. Kennedy and David Ross have been registered proprietors of the firm of W. & D. Ross, manufacturers woodenware novelties, Montreal.

The Coaticook Electric Light Co., of Coaticook, Que., has dissolved, and a new company composed of Fritz E. Lovell and Moodie B. Lovell formed; style unchanged.

A partnership has been registered in St. Henri de Montreal by L. Robert and C. Chouinard to carry on business as hardware merchants under the style of Robert & Chouinard.

CHANGES.

W. G. Warren, iron worker, Vancouver, has sold out to Colin McCallum.

H. J. Horton, blacksmith, Dunlap, has been succeeded by W. H. Phillips.

Mrs. E. J. Ratcliffe, tinware, etc., Barrie, has sold out to Strange & McNab.

S. Allan, carriage maker and blacksmith, Ameliasburg, has been succeeded by A. Crossley.

A. McGowan, carriage maker and blacksmith, Tweed, has sold out to Fitchett & McNair.

Kate Wildfong, general merchant, Louise, Ont, is about to be succeeded by W. H. Pritchard, of Williamsford, who has removed to the former place.

SALES MADE AND PENDING.

The general stock of F. Hunt, Kinburn, has been sold at 60 cents.

The assets of Rolland & Bro., wholesale cabinet hardware, Montreal, have been sold.

The stock of B. Hallonquist, general merchant, Oak Lake, Man., is advertised for sale.

The general stock of W. Barnard & Co., general merchants, Sutton West, has been sold.

The stock of J. D. Lemieux, hardware merchant, Quebec, has been sold at 63c. on the dollar.

The estate of the late H. B. Ganton, hardware merchant, Lion's Head, Ont., is advertised for sale.

The stock of McDonald & Hall, general merchants, Massey, Ont., is advertised for sale by auction 12th inst.

The stocks of J. H. Strickland, insolvent general storekeeper of Cannington, Argyle and Bolsover, were sold at Suckling's Thursday last. Stock No. 1, Cannington, $1,400, was sold to G. A. East for 47c. on the dollar; stock No. 2, Cannington, $300, was sold to F. T. Andrews for 33c. on the dollar. The Argyle stock, $1,316, was purchased by T. W. Dodds at 72½c.; and the Bolsover stock was knocked down to Hugh Wilson at 71c. on the dollar.

FIRES.

W. H. Elford & Co., general merchants, Colborne, Ont., have been burned out.

J. A. Bernardin, general merchant, Buckingham, Que., has been burned out.

The lumber stock of H. Fautaux, hardware and lumber dealer, Ste. Cunegonde, has been partially burned; insured.

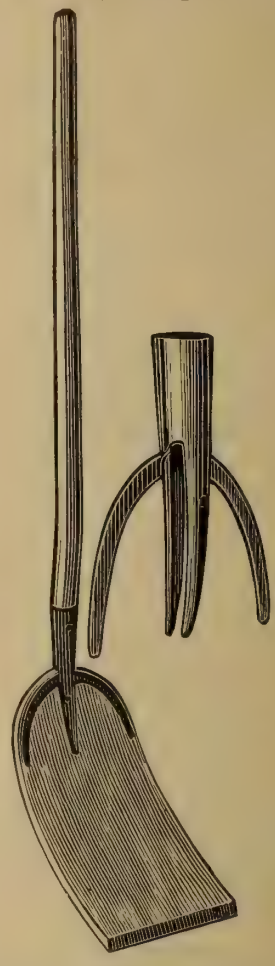
DEATHS.

George Lloyd, stoves and tinware, St. Catharines, is dead.

J. H. Reid, of Chatham, is seeking inducements from Berlin for the establishment of a land roller factory. The council will offer him ten years' exemption from taxes.

THE EXCELSIOR SNOW SHOVEL.

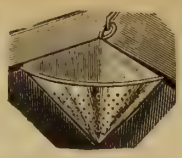
THE Excelsior Snow Shovel, of which the accompanying cut is an illustration, is being sold in large quantities by H S. Howland, Sons & Co. This snow shovel is held to be one of the best designed ever placed on the market. The malleable iron casting which attaches the handle to the blade is so constructed that the socket, bands, and clamps are all in one piece, as shown in cut, and being firmly riveted to the blade, it makes the shovel strong and prevents the blade from splitting, and is held to be much stronger than those shovels the handles of which are attached to one side of blade only. Another advantage is that, if the handle should get broken, another can easily be put in its place.



COST AND COMPETITION.

AN old tradesman remarked that competition would be less severe if actual cost was better known. The truth of the statement needs no defence, and it is quite probable that more would be gained by educating cut-rate competitors than by fretting over lost contracts. A short time since, prices were so demoralized in a certain locality that no dealer could see any light ahead. One, more agressive than the others, sent word to all to meet at his place a set evening to discuss an important matter. He found a good attendance, and by means of his account slips he showed the cost for time and material, well inside of a safe busines profit, required for several kinds of work which all were doing. By this method some were for the first time made aware that they were in error in the prices they thought they could afford to quote. The meeting brought mutual confidence and respect where distrust and bitter feelings had prevailed. A resolution was passed in which all agreed to look carefully into their work and charge a uniform advance for profit,

Pickard's Pat. Sink Strain



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ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables (Sterling, Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercial lawyers in our country. This book is **up-to-date**, and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

and to continue the practice for one month, regardless of results, which were to be reported at the subsequent meeting. Now, the system of carefully calculating cost has been firmly established there, and the methods of some, which were imperfect, have been remodeled. Competition still continues, but, as all have a good idea of the actual cost, it does not result in a loss. Furthermore, better work is being done, and better material is being used than formerly.—Metal Worker.

ODIOUS COMPARISONS.

A FEW Canadians have got into the habit of looking away from home for enterprise and development, says The Winnipeg Commercial. They belittle their own country, and point to what they consider the greater enterprise of other countries. The United States is generally the country referred to as the embodiment of advancement. If these people were acquainted with the actual facts, they would have little reason for such comparisons to the disadvantage of their own country. The fact is, that in an honest comparison of the progress of the two countries, Canada is by no means at a disadvantage, but rather the contrary is the case. The only true comparison is one of percentage. Canada has increased in population more rapidly than the United States, notwithstanding that our population is small as compared with the Republic. In railways and in shipping we are clean out of sight in advance of our neighbors, and in education and actual prosperity of the masses we are certainly ahead of the United States. Following is a comparative statement of the railway mileage of the two countries, compiled from recent official reports :

In the United States there were added 2,630 miles of railway last year, an increase of less than two per cent. during the year, as against 1,764 miles in Canada, equal to an increase of 13 per cent. The number of miles in operation at the close of 1893 was in the United States 145,869 and 17,332 in Canada. To have a mileage in proportion to population equal to the railway mileage in Canada, the United States should be able to show 35,000 miles more than that country possesses, according to the official returns quoted from, so that at the present rate of progress Canada is, comparatively speaking, 15 years ahead of her neighbors in railway development. This is only one comparison of many which can be made to the advantage of this country. It is all very well for our neighbors to the south to boast of their great achievements, but enterprise and advancement on this continent do not remain entirely with them, notwithstanding that some few Canadians seem to be willing to admit that it does. The republic has certainly made great progress in some respects, and we may add that this has been largely possible through the investment of British capital in the country.



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We manufacture from the best rock only. We guarantee our plaster a first-class article. Write for Prices.

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WE WANT

To send a man to every store in Canada to show samples of our goods, and would pay for a seat in a conveyance driving through the country. State terms and route now covered. B. M., care of MacLean Pub. Co., 10 Front E., Toronto.

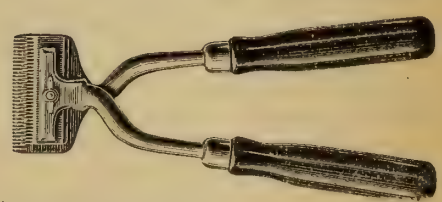
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Hammers and Sledges of every Kind

At lower prices than ever before.
Only best steel used.

Write for fuller particulars.

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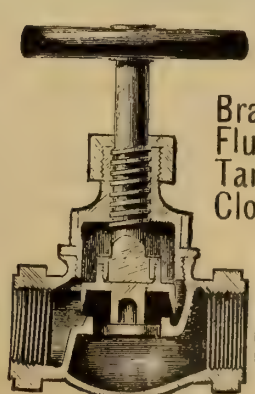
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Brass Supplies
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London, Ont.

COKE MALLEABLE CASTINGS.

THE manufacture of malleable castings has long, says Iron Age, been an important branch of the American foundry trade. Lightness with strength is the object aimed at in the production of innumerable articles. Few people on the face of the earth are so perpetually at war with clumsiness, and even the appearance of heaviness, as Americans. Safety and durability are not lost sight of, but are always carefully considered, after which comes the question of avoiding the use of surplus metal, except in cases in which very great strength can only be secured by means of ponderous masses of material. But in building machinery for light manufacturing, or for rapid movement, or for agricultural purposes, everything in the nature of surplus weight is rigorously eliminated. Agricultural implements and vehicles, as made by American manufacturers, are almost marvels of lightness and strength, so thoroughly has the question of easy draft been studied. In mechanics' tools, hardware specialties, builders' hardware, saddlery hardware and house furnishing goods the same conditions are apparent. Mere dead weight is avoided unless it is an essential feature of the article itself. To this feature of American manufactured products the makers of malleable castings have made valuable contributions. They have been alert and progressive, and the very large establishments in numerous localities making a specialty of malleable castings testify strongly to the hold which this class of products has secured on the trade of the country.

The peculiar excellence of American malleable castings has until recently been attributed in no small degree to the character of the pig iron used. Lake Superior charcoal was regarded as the ideal material, being smelted from very rich pure ores, with the purest of fuels. Producers of Lake Superior charcoal iron therefore regarded the malleable casting trade as one of their own particular possessions, secured to them by natural laws. But the Western manufacturers of coke pig iron have rudely interrupted the even tenor of their way, and are not only inducing the malleable casting makers to use a mixture of coke with charcoal iron, but seriously threaten to absorb the entire trade. A revolution, therefore, seems to be impending in the manufacture of malleables. Two factors are at work in bringing about this result: One is the desire of the malleable foundrymen to secure cheaper material than charcoal iron and the other is the effort of coke iron producers to widen the consumption of their product. The experiments made in the introduction of coke iron have therefore proceeded with the active cooperation of both interests. Bessemer iron was taken as the basis of experimentation, as it approaches most nearly to the chemical composition of Lake Superior charcoal iron. These experiments have extended over a period of about three years, and Western makers of malleables do not now hesitate to say that they can make thoroughly satisfactory castings from coke iron exclusively. They have had some prejudice to overcome from their customers, who were skeptical of good results from any other material than charcoal iron. This prejudice, however, is rapidly disappearing when the fact is demonstrated that the coke malleables are by no means the inferior goods which they feared. Some malleable foundrymen were also prejudiced against the use of coke iron at its inception, but they have been persuaded to adopt it by the force of circumstances, among which may be mentioned the powerful lever of lower prices made by coke-consuming competitors. An instance is noted of one maker of malleables who bought a carload of coke iron for trial, which became mixed with the charcoal iron in his yard and could not be afterwards identified. The castings were carefully watched until the stock was cleaned up, but no ill effects whatever were perceptible from the mixture. It is needless to say that coke iron rapidly grew in favor with this establishment.

The substitution of coke iron in this class of castings is another triumph of the chemist. The manufacturers of malleables who use coke iron do not hesitate to say that they are now more certain of results than when they depended exclusively on charcoal iron. The method adopted by the coke iron producers is to analyze every carload of iron destined for malleable purposes, so that the consumer knows precisely what he is getting. He is then able to determine the exact treatment to be given to the iron in each carload to secure a specific result. His work is not done at haphazard, but with as nearly exact knowledge as it is possible to get. To meet such conditions the producer of charcoal iron must not only sell his product at an even price, but must also furnish an analysis of each carload, as the mere fact that the iron is smelted with charcoal is not accepted as a guarantee of uniformity nor even of superior fitness for the purpose. The conditions thus imposed bear heavily on the charcoal iron producer, who is handicapped by the high cost of his fuel and cannot well afford to incur much additional expense. The consumer, however, is greatly benefited, as the cost of malleable castings has been reduced in conformity with the reduction made in the cost of the raw material.

A NEW BRONZE.

The Engineer mentions a new bronze that has lately been introduced in France, which, it is claimed, is much superior to manganese bronze or phosphor bronze. Roma, which is the name by which it is known, contains copper, phosphorus, tin, aluminum and manganese. It is a pale yellow, has a specific gravity of 8.5, and melts at a temperature of about 1,000 C. As it does not corrode in sea water, and is not magnetic, it is preferable to steel for the hulls of steamers. It is said to have shown a strength of 24½ tons per square inch for castings, 31 tons for forgings and 35 tons for rolled metal, all of which is certainly very extraordinary. Possibly the cost of it is so high as to prevent its extended use.

A TRICK OF THE TRADE.

THE place where I worked, writes B. Smith in Metal Worker, was one of the kind that turned nothing away that came, and in the blacksmith shop the boss held forth and was not very often laid out. A big steamboat used to run from our town every day, lying there all night. One night she was away behind time and it was found that a nut on a 3-inch rod, connecting the engine with the walking beam, had split and the engineer was afraid it would not last till he landed. When he arrived there were no tools in our town to duplicate the nut and he was in a dilemma what to do, and didn't see how he could make his trip for a day or two. The boss heard of it and went to see the break, then told the engineer that if he would let him have that nut he would mend it so he could use it the next day, when it would be stronger than ever. The engineer didn't believe it and wanted an explanation, which the boss wouldn't give, and as the engineer had little to lose he concluded to let him try it, going to the shop to see the job done. A band was made of good iron that fitted the nut tight when white hot, after the nut had been heated and closed. The band was driven down on the nut and cooled by a plunge in water, and as the band was heavy the nut was stronger than ever before and rendered service for years after.

One day a traveling "jour" asked for a job, seeing that our shop was busy, but the boss did not want him. The "jour" stayed and talked and showed that he was a bright fellow, and the boss rather liked him; told him the history of his favorite pair of tongs; showed him how nice they worked and talked with him considerably. He asked the "jour" if he could weld three pieces of iron together in one weld at one heat without help. The "jour" said that was too much for him, and the boss said if he could have done that he would have hired him anyhow. The boss asked the "jour" to dinner, but he seemed embarrassed at his inability to do the test job and would not go. When the boss came back from dinner he found his favorite centre punch welded to the jaws of his favorite tongs, which were hanging over the horn of the anvil with the rivet cut out—three pieces of iron welded at one heat at one place without help. The boss cussed, then owned up beaten, and if he could have found the fellow he would have given him a job; but evidently the "jour" concluded that the boss would heat a welding heat should they meet, and got out of town as soon as possible.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

Quantity Tells On Prices

TRADE MARK J REGISTERED.

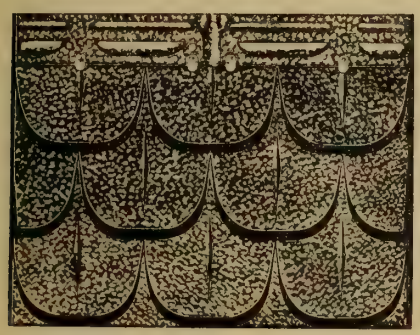
In consequence of lower cost of production, resulting from manufacturing in larger lots and with better facilities, we are enabled to announce for Hand- **REDUCED PRICES** Drilling Machines and Tire Upsetters. Send for new prices.

A. B. JARDINE & Co.

Manufacturers Blacksmiths' Tools

HESPELER, ONT.

Pedlar's Patent Steel Shingle



The only metal shingle made in Canada that is sold under a guarantee of 25 years. We also manufacture Metal Roofing of all descriptions, Corrugated Iron, Metal Sidings, and Metal Ceilings. **A protective discount allowed the trade.**

Write us for Catalogue.

THE PEDLAR METAL ROOFING CO.

Office and Works - OSHAWA, ONT.

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,

ESSEX, ONT.

SUCCESS.

WHAT is success? Who are our successful men? What qualities of mind are essential to prosperity? There is not one of us who has not asked himself this question, not once, but a hundred times, says American Artizan. We all want to be successful, and we all envy people whom we look on as having reached the goal which we are striving to attain. Some of us do attain a real substantial success in life, and yet we look on our lives as failures, because we have fallen below the ideal of our youthful ambition.

Here is Jones, the well-known rake manufacturer. Every hardware dealer knows Jones' rake to be an honest rake, and the Jones Manufacturing Co. to be a thoroughly square and honorable house. Jones gives employment to fifty or seventy-five men, gives liberally to all projects to help his town along, is rated A No. 1 by the commercial agencies, and yet he feels that his life is a failure. If I had only studied the art of poetical composition, says Mr. J., in a confidential moment, I believe I would have been a first-class poet, and see how I have frittered my life away as a mere rake manufacturer. I have often wished that I had stuck to literary pursuits like my old chum, Smith. There's a fellow whose life is a success Next day we happen to drop in on Smith.

"Literature," says Smith, "is an ignus fatuus. I have striven to write something that would live, but I feel there are thousands who are as worthy of fame as I am, and there you are. I cannot write as I would wish, as my productions would prove unsalable, and I must cater to a popular taste that I despise. I often wish that I had never allowed myself to be drawn into this maelstrom of ceaseless scribbling, but that I had followed some pursuit that would enable me to make the world nobler, better and purer. There's my old chum Jones. He gives employment to a number of artisans, helps local charities and makes his fellowmen better off on account of his existence. I would that I were in his place." And so it goes. We all fail to see the bright points in our own lives and idealize the lives of those of whom we can know but little.

We all have our ideals in life and should have, but few of us have reached the height we fain would climb; but we must not for that reason hurriedly and rashly conclude that our lives are failures. Many men whose doings fill many pages of history were ignominious failures. Aaron Burr's life was a failure, although he was vice-president and within an ace of the presidency.

Any man who builds up a large business by honorable methods can be considered as succeeding in life, although he may not dig the gold out of the rainbow pots of his earlier years.

DOWSWELL BROS.

HAMILTON, ONTARIO

MANUFACTURERS OF

Clothes Wringers, Mangles, Churns, Washing Machines, and Household Specialties

Prices are low but you will find our goods first-class. Send for Catalogue. . . . .

EASTERN AGENTS

W. L. HALDIMAND & SON, - Montreal

RAMSAY'S

Pure Lead
Mixed Paints
Oil Stains
Varnishes

ARE AHEAD

Long Folding-Handle Dust Pan

HANDLE FOLDS

As shown by the Cut.

While in use stands erect, locked in place.



Now Made in Two Grades. Get prices from the wholesale trade, or direct.

P.S.—We are making 25c. and 50c. line of Sham Holders as well as our Tarbox Holder, which retails at 75c.

TARBOX BROS., TORONTO.

Be Sure

The brand reads

JOHN LUCAS & CO.'S

And you will get the old . .

Original, and Only Reliable And Durable Green

Imperial French Green

——OF THIS NAME

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends. Montreal Agent,

D. S. McINTYRE, Royal Insurance Building



W. & S. BUTCHER, Sheffield, England, Makers for over *ONE HUNDRED YEARS* of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

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FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	18¼ 19
Straits "	18 18¼

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 25
I.X., "	6 50
I.X.X., "	7 75
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	75 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	3 10	3 25
I.C., special sizes	3 25	3 35

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	6 50	6 75
I.X. Terne Tin	8 75	9 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs	6c, 6¼c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½	6½
26 "	6¾	7
28 "	7¼	7½

Iron and Steel.

	Base Price	
Common Bar, per 100 lb	1 80	
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 25	2 30
Hoop " "	2 20	2 25
Swedish " "	4 00	4 25
Swedish Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

¾-inch	10½c
4-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull		2 15
½ polished		2 25
All Bright	2 50	2 85

Iron Pipe.

Wrought 67½ to 70 p.c.
Galvanized, 50 to 50 & 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4 4¼
26 gauge, "	4½ 4¾
28 " "	4¾ 5

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4½
" ⅜ " "	4⅛ 4⅜
" 7-16 " "	3⅞ 4
" ½ " "	3⅝ 3¾
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10	0 10½
Lake Superior	0 10	0 10½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20	$0 22
" round & square		
1 to 2 in	0 18	0 19

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14	0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½	0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16	0 17
" 35 to 45 " "	0 14½	0 15½
" 50 lb and above per lb	0 14	0 14½

Boiler & T. K. Pitts

Plain Tinned per lb		0 19
Spun "		0 23

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge, up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	0 23	0 26
Sheets, hard-rolled 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 04¼	0 04½

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2¾	0 03
Domestic "		0 02¾
Bar, 1 pound		0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½	0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½	0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.	
Bar Half-and-half (guar.)	0 13	0 13½
Standard	0 12	0 12½
Wire	0 17	0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10	0 10½
Other makes "	0 9½	0 10

White Lead.

	per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 25
No. 1 Do	4 00
No. 2 Do	4 75
No. 3 Do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

f.o.b. Halifax, St. John, Montreal, Toronto,

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 00	
2nd qualities "		0 90
Barn (in bbls)	0 80	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian " "	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0	69
Extra "	0	90
Brown Japan "	0	65
Brown Japan, Turpentine p. gal.	0	85
No. 1 Carriage "	1	30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish	1	30
Oil Shellac	1	40
White Shellac	2	25

Linseed Oil (in bbls)

Raw, per gal	0 52	0 53
Boiled "	0 55	0 56

Turpentine (in bbls)

Selected Packages, per gal	0 39	0 40

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis 45 p.c Amer
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 80
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ percent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p.cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking	9	00
" 2, "	4	50

Blind Rollers.

Annex .....per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 75 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 70 & 10 to 75 p.c.
Loose Pins, " 70 & 10 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 & 5 to 50 & 10 p.c.
Plate dis. 50 & 5 to 50 & 10 p.c.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz 0 85 4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	1	35
" No. 2	2	70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	2	00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50
P. S. & W., dis. 40 per cent.		

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p. doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 and 5 per cent.
Black Diamond, 50 & 10 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50 and 10 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25 pc. to 27½ p.c.
Globe File Co.'s disc. 60 and 10 p c.
Horse Rasps, Kearney & Foote's dis Am list, 60 to 60 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 52½ p.c rev. list

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 62½ to 65 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	11 5	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	.....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 60	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis
Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	75	2 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 15	0 20

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 and 10 to 65 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap 70 to 70 & 5 p.c
Heavy, per lb 03 3-5 0 04½
Screw hook and hinge—

6 to 10 in., per set	0 00	0 03½
12 up "	0 00	0 02½

	Per doz. set	
Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		

	Per doz. pairs	
Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 52½ per cent. revised list.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 80 to 80 and 10 per cent.

Wire.
Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails
Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,
F.O.B. Toronto & Hamilton.... $3 65
Snow, " " ... 3 75
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.
Star, per doz..... 3 00 3 25

Kettles.
Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys
Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.
Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Knives.
Clauss, bread, cake and paring knives $7.20 per doz. nett.
Hay Knives, spear point, L or T hdle 52½ per cent. dis.
Lightning, per doz. 6 50 8 40
Heaths, 45 per cent. dis.

Ladles.
Melting, per doz..... 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*
Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50
Cabinet.
Eagle, dis. per cent, 40 to 42½ p.c.
Padlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter
Enterprise, American dis per cent. dis. 00 to 25
Home, each ....

Mincing Knives.
American, per doz 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to 70, 10 to 75 per cent

Nails.
Cut Nails (Iron)
1. Either Canada or Amer. Pat'n. Basis—50 to 60 dy..... 1 75
40dy..... 1 80
30 dy..... 1 85
20, 16 & 12 dy..... 1 90
10 dy..... 1 95
8 & 9 dy..... 2 00
6 & 7 dy..... 2 15
2. Amer. Pattern Only from 4 to 5 dy 2 25
3 dy. (lath)..... 2 75
3. Canada Pattern Only from 4 to 5 dy 2 25
3 dy. (lath)..... 2 65
3 dy. A.P. Fine 3 35
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.
German & American.... 1 85 3 50

Nail Sets.
per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.
Poultry, 65 to 65 and 5 per cent.

Oil.
Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R. Seal .....per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 35 per ct.

Pails.
Galvanized, per doz 2 25 3 30

Pencils.
Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks
Per doz..... 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.
Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 40 per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.
English, per doz..... 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.
Corn, square, per doz.... 1 35 2 00

Pruning Shears.
Per doz..... 4 00 5 50

Pulleys
Hothouse, per doz..... 55 1 00
Axle, ... 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.
Rumsey or Canadian Cistern 60 to 60 and 5 per cent.
Pitcher Spout, 70 to 70 and 5 p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 70 to 70 and 5 p. c. from factory.

Punches
Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty
Bladder, per 100 lbs 1½ 2
Tins, lbs 2 50 2 75

Rail.
Barn Door, per foot.... 3 3½
Sliding Door, " 3¼ 3¾
Lanes, 3½ to 3¾c. ft.

Rakes.
Cast Steel and Malleable Canadian list dis. 52½ p.c. revised list.

Razors.
Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.
Currier's, per doz 1 25 3 60

Rivets and Burrs.
4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.
Canadian dis. 30, 35 per c.

Rope Per lb.

	Sisal.	Manilla.
7-16 in. and larger.. ...	7½	9½
¼, 5-16, ⅜ in..... ...	8	10
Cotton, per lb....	13	16
New Zealand.....	8½	9
Russia Deep Sea, per lb..	12½	13½
Jute ..... " ...	06¾	07½

Rules.
Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.
Mrs. Potts, per set 65
" N. P. " 90

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord
Per lb..... 22 50

Sash Locks.
Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.
Sectional, per lb..... 1½ 1⅝

Saws.
Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz..... ..... 7 50
Hand, Disston's, dis 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross Cut, Disston's, per ft. 35 to 55
S. & D. dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.
"Lincoln" McMillan & Haynes, per doz 7 50

Scales.
Standard Manufacturing Co., 60 p.c.
Gurney Scales, 50 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.
Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.
Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.
Sargent's, per doz 65 4 00

Screws.
Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes
Discount 52½ per cent. revised list

Scythe Snaths.
Canadian, dis. 35 to 40 p. c

Shears.
B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves
Sliding Door, per set ... 77 1 40

Shovels and Spades
Canadian, dis. 42½ special brands net price.

HALIFAX SHOVEL CO.
Fenerty's disc, 45 to 50 per cent.

Sieves
Wood Rim, black, p. doz 1 05 1 10
" tinned, 1 25 1 35
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps
Harness, German, dis 35 to 37½ p.c
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio
In ¼ or ½ gross boxes, per grs. 11 30

Soldering Irons.
Per lb..... .... 0 26

Wrought Spikes
Discount, 20 per cent. to 25 per cent.

Spoke Shaves.
Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.
Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.
Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.
Fence, galvanized, per lb 3½ 3¾
Wrought Iron, dis. 50 & 5 to 80 & 10

Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).
Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1. Stove Paste, per gross.... 9 00
" 2 " " " " 4 80

Stone.
Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.
Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.
English, ass skin per doz. $2 75 $5 0
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

Thermometers.
Tin case & dairy, dis. 75 to 75 & 10 p.c

Thimbles.
Asbestos, filled, per doz., 35 to 40 p c

Ties.
Cow, per doz..... 1 25 2 50

Tinner's Tools.
P.S. & W., net list.
Canadian 15 to 35 per cent dis.

Tinware.
Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " "

Transom Lifters
Payson's, $2.60 to $5.00 per doz.

Traps
Game, Newhouse, dis 33⅓ p.c. to 35 p.c.
Game, H & N., P. S. & W. or Steel, 62 to 60.10 H & N and 70 p.c. steel.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.
Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.
Butter, per doz..... 6 25 9 00

Twines.
Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 5b
Binding, Common Sense 6½
" Blue ribbon..... ..... 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8
On prison made twine freight is prepaid to any railway station in Ontario.

Vises.
Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.
Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.
Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.
Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5¾ to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz coils..... 3 95

Wire Fencing.
Galv. 2 barb, 2½ & 5 in. apart } 3¼ 3½
" 4 " 4 & 6 " }
" Plain twist, all deld 3¼ 3½
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 4½
Ditto Glidden 2 point 4½
Galvanized Barb, "Lyman," 2 to 4 points..... .. 4½
Steel staples 3¼ 3½
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth
Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1 9

Wrenches.
Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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And **only** handled by ourselves. We bought out the publishers at a bargain, hence the exceedingly low price.

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> Which taken at the flood leads on to fortune;
> Omitted, all the voyage of their life
> Is bound in shallows and in miseries."

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B. B.

BRANDRAM'S B. B. NO. ONE WHITE LEAD

White Lead

Noted for its Extreme Whiteness of Color, Purity and great Covering Property, rendering it specially suitable for Painting in Enamel White and other Decorative Work. To be had of all the Principal Importers in the United States, and for the Canadian trade.

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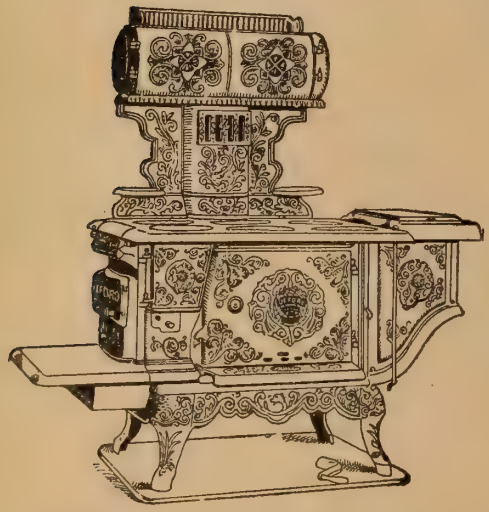
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OXFORD LINE OF STOVES AND RANGES

The best selling stoves in the market. See our stoves before purchasing.



THE DUPLEX FLUE with which these Ranges are fitted ensures quick working and even heating of all parts of the oven, and prolongs the life of the Fire Linings.

DUCHESS OF OXFORD

RANGES

Are of modern construction.
Are handsomely ornamented.
Are great water heaters.
Have large ovens.

COUNTESS OF OXFORD

BASE BURNERS

Every stove a double heater of unequalled power.
Large and quick-working ovens.
Modern and attractive in design.
Handsomely ornamented.

Thousands of Oxford Stoves and Ranges in use and every one satisfactory



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THE GURNEY-MASSEY CO., LTD., MONTREAL QUE.

CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VI. TORONTO, DECEMBER 15, 1894. No. 50.

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BEST ANTI-FRICTION METAL FOR

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LEAKY JOINTS

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A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

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A SIGN OF WEAKNESS.

THERE is a disposition among the retail hardware dealers of Toronto to pay less attention this season than usual to certain lines of holiday goods. The reason advanced is the competition of the department stores.

This is showing the white feather, which is unwise.

There are many lines suitable for the holiday trade in a retail hardware man's stock that a large number of people would not think of going to a department house for ; but the former will be actually driving customers to the latter if he fails to prepare for and court business at seasons like that now upon us.

To throw up the sponge, as some are inclined to do, is a sign of weakness, and a tribute, at the same time, to the strength and superiority of the department store. No hardware man with a moderate degree of courage would willingly, by his actions, convey this impression.

The giants of the world have not always been the best men. David defeated Goliath ; and the regular retailer can hold his own against the department store. To do it, he must be live, energetic and original.

"When we are in Rome, we must do as the Romans do" is an everyday expression ; and the merchants in the large cities must do as the owners of the department stores do.

They must get up and hustle ; so must the retailer. They are ever on the lookout for attractive lines and "snaps"; so must be the retailer. They advertise scientifically ; so must the retailer.

One thing is certain, the department store has come to stay. Boycotting will not drive it out. But push, perseverance, and determination will minimize its influence and deter its growth. Faint-heartedness will only assist in its development.

Retailer, get up and hustle for the holiday trade. Never mind the department store. Look after your own business.

TARIFF DISCRIMINATION.

HARDWARE has more than once had occasion to compliment Hon. Mr. Wallace, Controller of Customs, for the satisfactory way in which he has administered the affairs of his department.

Two important reforms are still necessary: The present acting commissioner should be transferred to some other work for which, by his training, he is better adapted ; and a Dominion Board of Appraisers should be established.

Mr. Waters, the acting commissioner, if we mistake not, was accountant of the department, and, on Mr. Johnson's superannuation, was given the appointment by Mr. Bowell.

Some men would have adapted themselves to the position, but not so with Mr. Waters, whose acts are a source of irritation and worry to the business men. His decisions are being constantly reversed by Mr. Wallace, and the impression is that more would be if the importers made stronger representations.

It cannot be expected that a head will interfere with the rulings of a man in his department, though he may know they are not correct.

Until there is a Dominion Board of Appraisers, there will always be inequalities in the ratings at different ports. There are constant complaints of these different ratings.

A London, Ont, firm has been underselling all other parts of Canada in a certain article, because it is rated for duty under a different heading. Toronto merchants have brought in Chicago goods via Montreal and paid the freight up, because it was cheaper to do that than pass them at the higher rate of duty obtaining in Toronto.

A certain large importer in Montreal can buy a particular line of goods much cheaper in London and New York than can a small dealer in Kingston, yet the latter has persistently undersold the large buyer ; it was found that he was able to do so because the appraiser at Kingston allowed the goods in about 30 per cent. less than the Montreal appraiser asked.

Halifax and St. John firms have both brought in certain articles of dry goods and hardware through Montreal and western points.

All this, it can easily be seen, is manifestly unfair. The only remedy is a Dominion Board of Appraisers, such as they have in the States, composed of experienced business men representing the different departments of trade, together with a good lawyer—no party hack. There are plenty of capable men to be found in the wholesale and retail houses throughout the country. There are also many other questions of importance for such a body to deal with.

Have you got your store and window in shape for the holiday trade? If you have not, it is about time you had. Remember an attractive store and window count for much during the season when the love of the beautiful obtains more fully than at any other time of the year.

BUSINESS MEN AND THE COUNCIL.

AWAKENING at last to a sense of their duty in municipal matters are the citizens of Toronto.

Suspected for some years have been the characters of the boodling aldermen whom Judge McDougall's court has been exposing during the past few weeks. And while some efforts were made to remedy matters, these efforts were passive and ineffectual, for, instead of getting better, matters have got worse.

First the wards were re-organized, it being hoped by this means to secure a better class of aldermen; but the results obtained were the very opposite of those desired.

Next the cry went up for sound business men in the Council, and because business men did not respond to the call with that alacrity which it was thought they should, they were charged with shirking their duty.

But all the fault was not with the business men. Some of the best of them that did volunteer their services in the city's behalf were rejected, and those who had either political or society influence, but no adaptability, accepted.

Discouraged and disgusted, those who had worked for reform along this line had about concluded that the electorate was not honest in its professions. And they certainly had some ground on which to base such a premise.

But as long as the present system obtains slim are the prospects for securing a city council of the desired calibre.

Business needs closer attention to-day than it ever probably has since man first took to commercial pursuits ; and while Toronto has to-day Cincinnatus' enough who are willing to devote some of their time for the good of the city, yet they cannot, nor should they be expected, give as much of their time as the office of alderman demands.

What is wanted is a separation of the executive and legislative functions of the Council, as suggested at the mass meeting of the citizens the other night.

Demand only that an alderman be required to attend the regular sittings of the Council and an occasional committee meeting, and there will soon be business men enough to volunteer their services for the honor of the thing whom the city could not now entice from their business duties by any remuneration it could afford to offer.

Honor is all right when it does not take the bread and butter out of a man's mouth, which is practically what the demands upon an alderman under the present system do—except, of course, the boodling aldermen : In their mouths it puts bread and butter.

CREDIT, NOT CAPITAL, THE CAUSE.

WHEN a wholesale or retail merchant or manufacturer applies to a bank for a loan, or for a line of credit in the purchase of goods, he is usually asked for a statement of his financial position. He produces one, in which he generally shows a large sum due him on account.

This is usually classed as a valuable asset, and too frequently bankers and dealers do not take the trouble to inquire how many of these debts are worth anything at all.

As a rule, such a statement would be a valuable aid in getting at the character of the business done.

It has been shown that insufficient capital is put on record as the cause of a large proportion of the failures. On inquiry, insufficient capital means that the dealer began with enough, but by giving goods away on credit he had not the money to buy more.

He gets more goods on past credit, and gives them away on the same terms, and eventually he owes so much that his creditors refuse to sell any more unless he pays cash. He cannot do so because his original capital is distributed among many small people, to whom he gave it in the shape of goods on credit.

The creditors seize his stock. He is thrown on the street with a damaged reputation and no money, and he has to begin life over again. His failure is put down : "Lack of capital."

Many a trader could be saved if the firm from whom he buys goods, or the bank with which he does business, would frequently scrutinize his dealings with his customers, when the amounts he has on credit would show him the danger of the course he is pursuing.

C.P.R. GETS A NEW BRANCH.

The Canadian Pacific Railway Company has bound itself to construct and operate the Montreal and Ottawa railway as far west as Alfred Village in 1895. By the agreement which the Canadian Pacific railway has entered into it is to expend $50,000 on construction, in addition to the $100,000 which it had in its agreement with the Dominion Government bound itself to expend during the year 1896.

Regarding the assistance asked from the Dominion Government for the building of the Hudson's Bay railway, Robert Rodgers, of Winnipeg, who has arrived home from Ottawa, says that he has the best authority for stating that it will be granted, and that the Government's answer to that effect will be announced in a few days. In this event. the work on the road will be proceeded with at once.

THE FAMOUS JUTE SEIZURES.

AT a session of the Exchequer Court, held in Montreal last week, his Lordship Mr. Justice Burbidge heard arguments on the now notorious seizures made upon jute imported by the Dominion Bag Company, the Canada Jute Company and the Consumers' Cordage Company.

The result of the enquiry was a complete defeat of the over-zealous Customs officials, who have of late been putting their foot in it with a vengeance that may lead to unpleasant results ere long for some of the individuals concerned, especially as the principals in two of the companies in question are very intimate with the powers behind the throne.

However, to return to the verdict, we append the judgment of the learned justice in full. He said : "The main question to be determined is whether the jute cloth that has been cropped is dutiable or not under the Act in force prior to the 27th of March, 1894, and what is the true construction of the items in the tariff: 261, which is 'Jute manufactures of, not elsewhere specified, 20 per cent. ad valorem,' and 673. 'Jute cloth as taken from the loom, neither pressed, mangled, calendered, nor in any way finished, shall be entered free.' The process of cropping is done after the cloth has come from the loom, and in the ordinary course of manufacture and business cropped jute cloth is not, literally speaking, as taken from the loom. An order-in-council passed on the 22nd December, 1881, provided that jute cloth, 'as taken from the loom and imported by manufacturers of bags,' should be entered free of duty, and this provision is found in the statute which was in force until the last session of Parliament. If the law is to be construed in reference to the law as it stood in 1881 and until 1894, and the words 'as taken from the loom' are to be taken as the controlling words, it is clear that the goods were dutiable, but, as Mr. Macmaster stated, the cloth does not reach this market, and is not put upon the market in Scotland in the exact form it comes from the loom ; it has to be lapped and pressed before it is ready for shipment. The cloth here is practically as taken from the loom, although there are some things which have to be done to it in order to prepare it for shipment. As it stood in 1881, cropping is a distinct process in the manufacture of cloth, and may or may not be necessary, according to the use to which it is to be put. The cloth as it comes from the loom is a finished product for some purposes, and the word 'finished' in that connection would not have the same meaning as it has in the item of the tariff 673. I gather from the papers that the Acting Commissioner has taken the view that these words 'as taken from the loom' have to be construed with reference to the other words

in the item of the tariff, 'neither pressed, mangled, calendered, nor in any way finished,' and that the intention of the legislature was to distinguish between two classes of goods, one in the rough unfinished, and the other finished. As a lawyer, I think that the object of the section was to give free entry of jute cloth to manufacturers of bags, but to compel them to perform in Canada all the labor necessary to be done to finish the cloth, which would include cropping, mangling and all processes of that character. The other construction put upon it by the Acting Commissioner of Customs I do not see is an unreasonable one, and it was the construction which the importers and the Customs officials put upon it. Therefore, it is not unreasonable to put that construction upon the statute now. In that connection we may refer to the opinion of the late Chief Justice of the Supreme Court, that if the matter is a doubtful one, the doubt ought to be resolved in favor of the importer, and I think I am bound by a prior decision in this court, and by decisions in the Supreme Court, to hold that the tax must be imposed by clear terms, and if the matter is doubtful the doubt should be resolved in favor of the importer and that the tax should not be enforced.

"With reference to the further expression, 'neither pressed, mangled, calendered, nor in any way finished,' it is clear, of course, that the word pressed must be given a qualified meaning. It cannot be taken literally, because that would exclude packing or baling, one of the necessary things for putting the article on the market, and it goes to support the view of the Acting Commissioner in regard to the word 'finished.' The word 'finished' should be qualified in some way and not given its literal meaning. There are other processes of finishing besides those mentioned in the item of the tariff. Dyeing will not be claimed to be not a process of finishing, and therefore if the word 'finished' is to be limited only to such finishing as mangling and calendering, of course it would exclude dyeing. Therefore, one would say that jute cloth dyed was free, and, of course, that view would be a reasonable view according to the Act of 1894. By the amendment to the Interpretation Act, 53 Vic., cap. 7, it is provided that the repeal or amendment of any Act shall not be held to be any declaration whatsoever as to the previous state of the law, and the addition of the word 'cropping' in the tariff of 1894 could not be held to be a declaration by the Legislature that cropping was not prohibited under the old tariff.

"On a question of fact, for the purposes of this case, I think that the Acting Commissioner of Customs came to a just and right conclusion, and, with regard to the additional evidence before me, I do not think that the position of affairs has been much changed. Taking it as a whole, I do not think I can come to any different decision than what the Acting Commissioner came to. On the evidence before me, I would have great difficulty in saying that the cloth in question has been cropped—experienced witnesses have expressed their opinions with doubt. If I thought it necessary to establish definitely whether the goods were cropped, I would direct a reference for that purpose, as the shippers would, no doubt, positively know in what condition the goods were shipped. The goods were entered in good faith; on that point there can be no doubt. The case, on the whole, is a doubtful one for the Crown. The section under which the matter comes before me is section 183 of the Customs Act. The words in that section require me to decide the case according to the right of the matter and may raise some important questions as to whether the legislature intended to free the hands of the court from determining the matter according to the strict letter of the law, and whether it did not give the court a right to depart from the law in case it might work an injustice. If it were open to me in a case like this, where the interpretation of the statute has been acted upon by the importers with the knowledge and consent of the Customs authorities, and where the same interpretation has been adopted by the Customs, where there is good faith and where there is no question of attempting to defraud the Government, where the evidence shows that the consumer gets the benefit of the free entry, and where, if duty is imposed, it must fall altogether upon the manufacturer and importer, who cannot in any way reimburse himself by increasing the price of the goods to the consumer; in short, where the benefit of the free entry is given to the purchaser of the goods, I think in a case like this to put a new construction upon the statute will work injustice to the manufacturer and importer, and I think that the Customs authorities have found out too late that they made a mistake and that they had as good an opportunity to find it out before as the importers, but nothing was done, although they had appraisers. If such a construction as that were open, I think to do right in this case in regard to the old entries, and in regard to the goods that have been imported and entered free, I would be doing right by saying the entries should stand and not be opened up. But I do not rest my judgment upon that. I base my judgment upon this, that the case is a doubtful one for the Crown, and I cannot put the parties back in their original position if I adopt the new construction. I am not in a position now, after all these years—the Customs people having acted upon the Act—to say that that is not a fair construction of it, and if it is a fair construction in regard to those goods so imported I think the seizure should be released, and I accordingly quash the seizure. That disposes of the whole case, except with regard to importations which have taken place since the 27th of March, 1894. I have nothing before me to show whether any cropped jute cloth has been imported by the claimants since that date. I will direct a reference to the registrar to enquire and report as to whether any of the cropped jute cloth in question has been imported since the 27th of March, 1894, and I will not determine, but leave open to be argued upon the report, any question that may arise as to whether that is the correct date or not on which the new tariff came in force, and I shall reserve the costs until the question is disposed of."

MONEY AND STOCKS.

THE money market is very easy. Loans on first-class security, sharp call, rule at 4 per cent. Ordinary security, 4½ per cent. for time loans.

A large number of shares, especially in the loan companies, will be ex-div. to morrow, the 15th, consequently there has been very little dealing the past week.

A large number of the banks have just paid their dividends, causing a nice little sum of money to go into circulation.

In consequence of the approach of the holiday season and the adjustment of accounts at the end of the year, not much attention is being given to speculation; nor will there be much until 1895 has made its bow.

The banks are cutting down their rates of interest on deposits. They declare they will pay no interest on current accounts and only 3 per cent. on savings bank accounts, and then only on money that has remained 30 days. This reduction in the rate of interest is calculated to put more money into interest bearing securities and industrial ventures.

Bonds are now in demand and it is difficult to buy those that will pay the investor better than 3½ per cent. On account of the usual declaration of dividends, cables are again stronger.

Insurance stocks are decidedly stronger, owing to the losses for the current year being very much less than in 1893.

It is probable that there will not be any lowering of discounts on commercial paper as a result of the decreased rate on deposits. Discounts are still 6 per cent. on gilt-edged paper and 7 per cent. on ordinary.

A trust has been formed in London by the family and friends of Baring Bros., whose failure startled the world some years ago. The object sought is the laudable one of paying off the amount still owing the Bank of England and nursing the remaining assets. The debt due the bank is about £1,500,000, but the assets remaining show a surplus nominally £700,000 in excess of that sum. Surprising as was the Baring failure, scarcely less so is the satisfactory manner in which the liquidation has been carried on.

The two statements of the New York Associated Banks, issued since the payments on the new $50,000,000 bond were made, show that the banks lost $39,705,200. It is obvious from what source came most of the gold that went to replenish Uncle Sam's depleted reserve.

ARGUROS.

TWO WEAK POINTS IN TRADE.

THERE are two weak points which HARDWARE has observed in the business methods of many insolvent traders. In fact, they were common to all whose failure was a legitimate one.

They were poor collectors and carried over too much old stock.

If a firm is strong enough to have two members, one of them should devote his energies to the financial end, leaving the buying and selling to the other.

If there be but one, his first duty should be to look after his collections. Clerks can buy and sell goods, but they cannot be depended on to look after collections. Often a customer is lost by the merchant not insisting on prompt payment of accounts. He gets so far behind that he can never pay up. Knowing this, he avoids the store where he owes so much, and goes to another. If the latter insists on cash or regular settlements, he gets it and retains the trade. The buyer can always go to his store without fear of being worried about an overdue account or being told that he may have only a limited quantity of goods.

HARDWARE saw a stock in an insolvent's a few days ago that had been in his store for over sixteen years. The goods sold well at one time but are now practically worthless.

The merchant did not figure that his loss was not the original cost of the goods, but it was that cost, plus compound interest for sixteen years, which would amount to more than double first cost.

It is better to take a small first loss than to hold stock until it is unsalable. But unfortunately few merchants see it in this light.

RATES OF INSURANCE.

IT is often the custom in these latter days to dwell upon the peculiar downward tendency of prices, bank rates, etc.

But there is one thing that is appreciating rather than depreciating, and that is fire insurance rates. Even life insurance is getting cheaper, but not so with fire insurance.

For some months past the big combination of insurance companies known as the Underwriters' Association has been engaged in the task of notifying the different cities that higher rates of insurance must hereafter be paid. Hamilton and Winnipeg are among the latest to be notified to this effect.

Turning to the last report of the Superintendent of Insurance, it is learned that the percentage of losses paid to premiums received was last year 74.37, against 67.22 in 1892, and an average of 69.52 during the last 25 years. Although the official report for 1894 has not yet been issued, the losses during the current year have been less than in 1893. Notwithstanding this, however, the Underwriters' Association persists in demanding higher rates.

Among insurance companies there are concerns whose expenditure, either from mismanagement or concurrence of unfortunate circumstances, last year exceeded their revenue. These non-paying companies, as well as those showing a balance on the right side of the ledger, were, of course, taken into consideration when the ratio in question was being compiled.

But, notwithstanding this, there is over 25 per cent. left for running expenses and the payment of dividends.

If the mercantile houses in the country could in the aggregate show the same results they would think they were doing pretty well, especially in times of trade quietude like the present.

If the insurance companies of the country are not making as good profits as desired, they should cut down expenses, and not, because they have the power, squeeze tighter the business men of the country who have already been paying high enough rates for the insurance they carry.

The air is at the moment full of schemes for the promotion of municipal insurance, and there has been nothing in modern days that has so stimulated these schemes as the arbitrary behests of the Underwriters' Association.

A DISCUSSION ON TAXATION.

W. W. Turnbull, the head of one of St. John's largest firms, has come before the citizens with a scheme by which he proposes to revolutionize taxation. He read a paper outlining his scheme before nearly all the prominent merchants of the city in the Board of Trade rooms.

Mr. Turnbull's idea is to impose all taxation upon net income, whether from real estate, from the labor of a man, or from any other source, and to relieve from taxation all real estate not earning any income. James F. Robertson, of Manchester, Robertson & Gibson, dry goods, could not see that the scheme was feasible, and could not agree with Mr. Turnbull that a business house which had made no profit in a year should be relieved. He could not see why they should go before the mayor and council and say, "We have done no business this year, don't charge us any taxes." The idea, Mr. Robertson thought, was preposterous, when it had to be considered that every one would learn that the firm was financially cramped and would be wary of them while they were trying to keep a stiff upper lip in a time of depression. Mayor Robertson, Mr. S. Schofield, agent of the Turners' line of steamers, Mr. T. S. Simms, brush manufacturer, and others opposed the idea as set forth by Mr. Turnbull, and which Geo. C. Schofield, manager of the Bank of New Brunswick, favored. A vote of thanks was tendered Mr. Turnbull for his paper, but the meeting took no action on it. The scheme is not one that commends itself generally to St. John citizens.

NEW BICYCLE FIRM.

APPLICATION has been made to the Ontario Government for the incorporation of the Henderson Cycle and Manufacturing Co. of Brantford, Ltd.

The objects for which incorporation is sought are the buying, selling, manufacturing and dealing in bicycles, sulkies and other vehicles, hand and power hair clippers and clipper grinders, letter files and office appliances and parts and attachments of the said articles, also machinery and tools necessary and adapted to the manufacture and repair of the said articles; the carrying on of the business of manufacturing and dealing in sporting goods generally; the obtaining by purchase, license or otherwise and the selling and disposing of patents and patent rights for any of the said articles or parts thereof, and the selling and disposing of any and all of the assets of the company.

The operations of the company are to be carried on at Brantford, which is also to be its chief place of business.

The amount of the capital stock is to be twenty-four thousand dollars, in two hundred and forty shares of one hundred dollars each.

The applicants are: David Simon Henderson, machinist; Edwin Sayles, merchant; Frederick Westbrook, hotel-keeper; Marguerite Ellen Henderson, married woman, and John Thomas Hewitt, barrister, all of Brantford.

David Simon Henderson, Edwin Sayles and Frederick Westbrook are to be the first or provisional directors of the company.

VERSATILITY OF THE BICYCLE.

"What shall I do?" she moaned. "I have broken my bicycle."

"Let me see the wreck," said her mother. "Why, these wheels are very light, indeed."

"Yes, the lightest manufactured."

"Well, there is no need of wasting them. I'll take them down town and have some trimming put on them. They will make lovely hats for you and your sister to wear to the theatre."

The Stearn Bicycle Company, of Syracuse, has written the City Council asking for special exemptions on establishing a factory in Toronto. The secretary of the special committee on manufactures was instructed to write and state that no special favors could be given, because a bicycle company was already in operation in Toronto.

READY FOR BUSINESS.

When the lady of the house opened the side door in response to a knock thereat she was confronted by a man with a snow shovel in one hand and a package of something done up in a heavy brown paper in the other. He smiled pleasantly and bowed politely.

"Mornin', mem," he greeted her hesitatingly, "can I sell you a snow shovel this morning?"

The lady mopped her face with her apron.

"Hardly, I think," and she laughed at the thought of a snow shovel on such a morning.

"It's a mighty good one, mem, and it's bound to come handy."

"But whoever heard of buying a snow shovel when one is kept busy all the time mopping up perspiration?"

"They are cheaper now," he suggested, humbly, "and besides, I need the money."

"Well, I'm sorry for you," she said, "but I won't buy a snow shovel now. You ought to know better than to try to sell such things at this time. What you need is somebody to tell you how to do business right. If you had something to sell that was seasonable I'd only be too glad to help you by buying it; because I believe in helping the deserving."

Whether she really meant it or only wished to let him down easy does not appear, but on the instant he put down the snow shovel and began opening the package. "I thought you might, mem," he said, as he carefully removed the paper, "so I brought this along," and he took out an ice cream freezer, and then got mad because she wouldn't buy it.—Detroit Free Press.

DEPOSITS IN KITCHEN BOILERS.

The deposits from water may be troublesome in many places, and most people are at a loss to understand how they occur, remarks Metal Worker. All cold water absorbs carbonic acid gas from the air, of which the atmosphere always contains a small percentage. When water thus charged with carbonic acid runs over lime or magnesia, or filters through earth containing these materials, it dissolves portions of them. When heated, the carbonic acid is driven off from the water; and as it is only by virtue of the presence of this acid that water can dissolve carbonates of lime or magnesia, these then resume the solid state, and, adhering to metallic surfaces, form a scale almost precisely as tartar forms upon neglected teeth. It follows that if water be first heated before being fed to boilers, or if by chemical means the carbonic acid can be expelled and time for the precipitation of earthy matters be allowed, the water will not thereafter form a mineral scale. While feed water heating is practicable for power boilers, it is not usually so for kitchen boilers or for heating boilers. In places where only a hard water supply is available, it is better to use such forms of boilers for each of these purposes as will admit of access to their interiors for cleaning. Some waters contain vegetable matter which forms a scale, or which, at least, mingles with the mineral scale. The latter is normally white, or nearly so. If it be mixed with matter of vegetable origin it may have a dark color, often resembling chocolate. Recently a large quantity of this kind of scale was taken from a power boiler in New York which was fed by water pumped from the Hudson river.

TALKS WITH YOUNG PLUMBERS.

An apprentice can almost as easily afford to dispense with truthfulness and honesty as he can to neglect the appearance of his person or polite manners, writes "An Old Journeyman" in Sanitary Plumber. It is true that neither are so essential to an existence outside of jail as is honesty; but, nevertheless, they are so essential to success, that in one well acquainted with the value of such qualities they are never found wanting. The same may be said of any other feature which goes to make up the character of a manly boy. The absence of politeness or neatness is, in itself, sufficient evidence to warrant one in thinking that the value of such is not known or appreciated.

The sense of pleasure which a clean, neat person enjoys in being so is enough to make neatness desirable without considering the manifold advantages which it affords otherwise. Give two boys the same occupation and under the same circumstances, with the exception that one of them is neat and polite, while the other is not, and note their reception. The superior respect and confidence placed in the neat boy and his work will be astonishing, to say the least. Why? Because, in the first place, a dirty boy (plain talk) or man, if they are so from sheer neglect, is much more disgusting to the eye than is a soiled piece of wearing apparel independent of the person, or a soiled painting, or a piece of decaying or uncared-for architecture, or, in fact, any neglected inanimate thing.

Again, why? For the reason that animate beings can take care of themselves if they will, while inanimate things cannot, and anything detrimental to the well-being of them is the fault of the possessor. A boy of neat appearance and good address assures the customer, almost by that alone, that he can be entrusted with the work required without fear of its being damaged or soiled unnecessarily. This confidence is instinctively placed in such a boy; the mind does not take time to deal with the "whys" and "wherefores" analytically. The eye sees and the mind recognizes that a boy who knows how to take care of himself and his belongings can and will take care of those of other people; to say the least, he will be most likely to do so, and in nine cases out of ten he will be given the opportunity in preference to the boy of untidy bearing.

Taking care of personal effects and property belonging to one's self are good indications that the value of such is realized. And, when we habitually pursue the course of making the best out of our own things because they are valuable, force of habit makes us respect the property of others. There is no sense in being neat on the "penny wise and pound foolish" plan, however, like the woman who wants to know whether her hat is on straight when the horses are running away, or the fellow who, after falling into the pond, climbs upon a stump, blacks his shoes and dries his clothes when he is sure they will all be wet before he gets on shore. It must be admitted that the pipe-fitting is among the worst of callings so far as keeping clean is concerned, and there are many trying things to overcome in the life of one who follows it. The writer once worked as a helper for a man who had no practical knowledge of the business, who seemed to have no idea that a man had worked at all unless he was dirty at night. The men and boys in that shop habitually walked through mudholes or other dirty places appropriate to the work being performed, on the road to the shop after a day's work was done, in order to make him think they had worked hard.

The quality of work one may be called upon to do cannot well be anticipated in the plumbing and fitting business, especially in the jobbing seasons. At one time in the year it is too warm to wear overalls in addition to regular clothes, and perhaps the nature of the work will not permit of an entire change and bath after hours. Further, the overalls under certain conditions would not be presentable nor permissible. Again, the nature of the work may preclude the use of overalls if they are at all soiled. The reader, of course, understands what a tax it is to keep track of two pair of overclothes, one dirty and the other clean, even granting that the burden of tools is small, a condition rather rare than frequent.

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COMPENSATION OF SALESMEN.

THIS problem, of deepest import in business, says "Viator" in Iron Age, is at the present time receiving the attention of business men in all branches of mercantile and industrial pursuits. At a recent meeting it was the subject of a prolonged discussion.

The primary object of a mercantile house in embarking in business is to make money. Goods must be well bought. They must be well sold. The question arises: What basis of compensation will expand the energies of salesmen, not only to sell goods, but to sell them at a profit?

In this period of aggressive competition, a salary basis does not meet the exigencies of the occasion, as it constantly creates friction between the employer and employed. Should a salary be agreed upon, and the salesman not obtain the results his employer expected from him, his salary would necessarily be reduced at the expiration of the existing contract; and a reduction of salary does not unlock the finer sympathies of a salesman toward his house.

Again, on the other hand, if the salesman meet with a greater success than he anticipated, he will naturally ask for an increase of compensation. In short, frequent readjustments are necessary, and these are often breeders of discontent on both sides.

The profits in the hardware business are so irregular, many goods being sold at or near their cost, while others will pay fair profits, that a horizontal commission basis cannot be adopted. To pay salesmen nominal salaries and give them a certain percentage of the net profits of the concern is not fair, as the salesman who may sell the largest amount of goods at most satisfactory profits would contribute to the income of the less successful salesman.

The disastrous practice or folly of the average salesman to offer "leaders" as "baits" has increased to such an extent that nearly the entire line of hardware has evolved itself into leaders. One salesman makes leaders of screws, shovels, locks, or skates. The other makes leaders of nails, barb wire, guns, or cutlery. So the hardware business is, to a good extent, reduced down to leaders—an endless amount of detail work, risk, anxiety, without profit—simply glory!

But it is characteristic of the salesman of to-day to possess a desire to be self-sustaining and independent. If he is capable of representing a house, he knows the customers personally, knows their requirements, knows the scale of prices they are entitled to. He knows the probable time when they will be ready to place their general orders. He is posted on the conditions of the crops, and knows where they will promise the largest field. In short, is a better judge of the requirements, conditions, and peculiarities of his individual territory than the head of the concern, who has a general supervision of 25 to 50 salesmen.

Place your salesman on a profit basis, he paying his own traveling expenses. In other words, let his compensation be the difference between a fixed price to him and the price obtained. There must be sound judgment in making the basis, and the tendency thereof must be to force him, by means of an attractive schedule, to push profitable goods. To illustrate

Description of Goods.	Your cost.	Fixed price to salesman.	Your profit.	Price obtained by salesman.	Salesman's profit.
1 keg Nails	$1.00	$1.03	$0.03	$1.08	$0.05
1 dozen Locks	1.69	1.90	.30	2.15	.25
1 Refrigerator	26.00	30.00	4.00	36.00	6.00
1 dozen Knives	5.00	6.00	1.00	8.00	2.00
1 dozen Razors	11.60	13.90	2.30	17.00	3.10
1 gross Screws	.43	.45	.02	.47	.02
Totals	$45.63	$53.28	$7.65	$64.70	$11.42

RECAPITULATION.

Invoice, Sam Jones & Co		$64.70
Your profit	87.65	
Salesman's profits	11.42	
Cost of goods	45.63	
		$64.70

The above is also a very simple record of sales.

On general principles compensation creates energy—energy creates compensation.

A CLEVER COMPROMISE.

HALIFAX travelers have a story of the clever way in which a Westville merchant induced his creditors to agree to a compromise.

He failed, owing a considerable amount, distributed among a great number of creditors. The largest amount was $1,800, which he owed to a Halifax grocer.

He went to this house and said that if it signed an agreement compromising at 40c. on the dollar, he would give it all his trade in future. The bait caught.

He had no difficulty then in getting other creditors to sign. They felt that if the largest agreed to compromise at that figure, they were foolish to hold out. They patted him on the back, hoped he would now do well, and were very lavish in their attentions to him.

He started again, but he never would buy goods from any but the $1,800 firm, and this is how the secret agreement was found out; for, when travelers cannot sell goods, they soon find the why and wherefore.

Can this be considered an honorable compromise?

PHILOSOPHY FOR A COLLECTOR.

A collector of unpaid bills has, says the Syracuse Post, a hard time of it, but one met a philosophical debtor recently who convinced him of some astounding facts. The collector said that he had been chasing the said philosophical debtor for about six months, and was getting tired. It was always "come around to-morrow," or "haven't got it now."

"Say," he said, when he made his last trip, "are you ever going to pay this bill?"

"Why, yes, some day," the philosopher replied. "But, look here, young man, I want to show you a thing or two. How many bills have you got in that pack?"

"About forty," said the collector.

"How long does it take you to visit all these people?" the philosopher inquired.

"About a day."

"What if all paid up promptly."

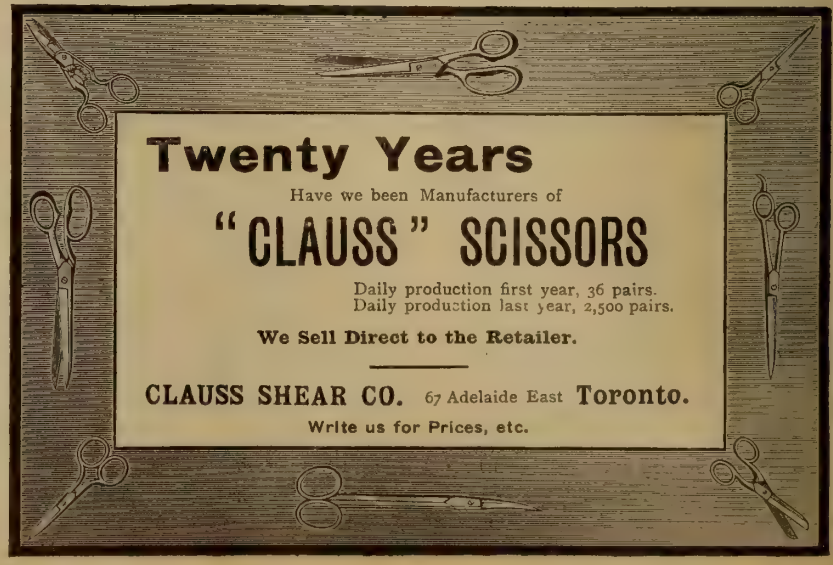
"Why, that would be great"

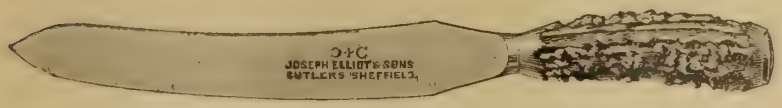
"Would it? What would you do for a living if all these debtors paid up in one day?"

The collector looked blank for a moment.

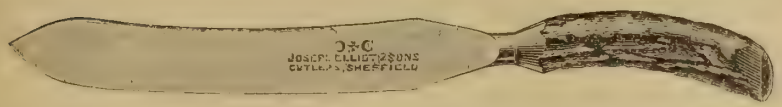
"Great Jerusalem! I'd be out of a job."

"Well, then, don't be so anxious to collect every cent due your people. One bill a day is enough. As for me, come around some time next week and I may do something for you," and the philosopher faded away.

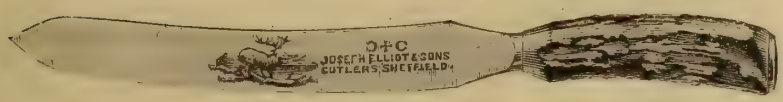




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MANITOBA'S WHEAT EXPORTS.

The wheat shipments from Manitoba this year were larger than ever before. As nearly as can be figured the exports of wheat via Port Arthur and Fort William were 8,400,090 bushels of wheat; ground into flour, 2,500,000. of wheat; via Duluth, 1,000,000, equal to a total of over 12,000,000 of the crop exported during the season of its growth. Could the Hudson Bay railway, if built, do this? It is a significant fact that about 90 per cent. of the crop found its way to market via United States routes, the bulk of it being transhipped at Buffalo. Some vessel men claim this would not be if the St. Lawrence combines were busted. It levies an arbitrary rate of 2½ cents per bushel, no matter how hard times are or how low lake freights may happen to be. There were cases this year where the St. Lawrence charges for 200 miles of transportation from Kingston to Montreal were equal to the lake freight from Duluth or Port Arthur to Kingston, 1,000 miles. That is no doubt a strong reason why Canada is losing her carrying trade, and the cry goes forth about the decadence of Canada's lake marine. Fifteen hundred cars of stock have passed Port Arthur since January 1; 1,375 of these were cattle worth $750,000, besides the freight, nearly $250,000 more, the other 125 cars were horses, pigs andsheep.

COST AND SELLING PRICE.

A LINE of goods, says Hardware Reporter, that cost $100 may be sold for $125 and show a loss instead of a profit. An apparent gain of 20 per cent. is wiped out and the merchant may be unable to tell what has become of it. Too many merchants are in the habit of estimating the cost price and adding to it a figure that, in their opinion, will realize a reasonable return on the investment, but without specifying the various items which are to be charged against the goods. That is, they lump the total cost, and are apt either to go above or below the figure that would otherwise represent the proper selling price. In one case, they rob themselves not alone of the profit in the sales but possibly pay out money for the privilege of selling the goods, and in the other they are likely to fix a price that is too high for their customers.

Close calculations should be the rule at all times and especially when buyers are close and are more anxious after bargains than has been their usual habit. Nor is it a difficult matter to determine the proper selling price of an article. In fact, the only difficulty is in ascertaining the proportion of store expense that shall be borne by each line, and this proportion has occasionally to be approximated. Guessing at it, however, will not answer in any sense, since the odds are generally against the guesser, and it is a slip-shod method of doing business at the best. The better way is to estimate the expense account for the year, making a due allowance for possible errors, and dividing the sum so obtained between the different lines so that each one shall bear its proper share and not be charged with so much that its sale will be interfered with, or with so little that the proportionate expense will eat up the profits. The other items of cost are easily ascertained, and when they are once down on paper all that is left to be done is the fixing of the rate of profit which the merchant thinks his trade will bear. This is a matter that is determined according to individual circumstances, and no general rule can be applied.

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ELECTRIC LIGHTS FOR CARS.

A SYSTEM of train lighting has been in use on one of the Government railroads in Prussia for more than a year. The cells employed are a special type of the accumulators of the "Accumulatoren Fabrik Hagen," expressly made for the Berlin company. A battery capable of feeding five 5-candle lamps for 40 hours would weigh 467 pounds if discharged at 15 volts; if 22.5 volts are desired, the weight rises to 516 pounds; if 30 volts, 591 pounds. The capacity should leave a reserve of about 10 per cent. or more. As a rule, discharge at 22.5 volts requiring 12 cells, will answer best. A battery of this voltage, capable of feeding five 16-candle lamps for 8, 12 or 16 hours, would weigh 433, 516 and 562 pounds respectively. If two lamps are desired for each compartment, two batteries with one lamp in each circuit would prevent a total extinction of the light, if the battery should give out. Two 8 or 10-candle lamps replacing one of the 16-candle lamps just spoken of, would require batteries weighing 754 and 886 pounds respectively, for 12 and 16 hours' service. The cells are put in cases not too heavy to be managed by one man, and these cases placed under the cars, like the ordinary gas reservoirs.

As regards comparative weights, we are assured that the gas plant for five jets for 40 hours would weigh about 1,000 pounds, whilst the equivalent electric plant, with a battery of 12 cells, would not weigh more than 640 pounds. Sometimes the cells are placed under the seats. The connections consist both of contact springs and of flexible cords. The discharged cells are exchanged and recharged in the lighting station. Where this is not feasible, the charging may be done on trucks on some siding or with the cells in position, in which case the train has for hours to remain on that siding. This latter arrangement has not much to recommend it. A hint given in the pamphlet that the somewhat impoverished cells taken out of a first-class carriage might still do for a third or fourth compartment, would hardly be welcomed in this country. For the German railways, the company reckon as minimum illumination admissible: One lamp of 16 candles for the first class, one of 10 candles for the second and third classes, and two lamps of six candles for the fourth class. That would enable the first class traveler to read comfortably on any seat, and those in the second and third classes on four of the ten seats; but two lamps of 8 or 10 candles would be more convenient for the first two classes, and proportionately better light for the other two classes as well. The lamps used on one line should, as much as possible, be of the same kind. The lamps of higher candle-power being more economical as regards current consumption, a good light can be given. Every battery needs a switch; the switches should be accessible to the guard only. It has not been found profitable to allow passengers to turn the light on and off as they like, although a good deal of light might occasionally be saved if the passenger were considerate. The company do not want the passengers to touch anything but the screens. The state of the battery is indicated by voltmeters, or by Aubert's hour counters. The latter are very simple, but as they only show for how many hours the battery has been discharging, they can be used only with constant and uninterrupted supply. The leads are put under wood or encased in gas-piping; on the engine the wires are lead cables placed in gas-pipes. Ample space is left everywhere between the two wires of each circuit. When desired, cistern, boiler, engine, dynamo, and cells are supplied, or a petroleum motor instead of a steam plant. These motors cannot be guaranteed free of smell. On lines where trains run backward and and forward without being uncoupled, the whole accumulator plant may well be placed on a special truck. This system is in use on some of the Danish isles, and on the west coast of Sweden. About cost, the Dortmund-Enschede line does not cause any higher expense than the illumination by gas would cause, although the plant is neither large nor perfect as regards full utilization of the machinery. On this line the ordinary officials look after the accumulators.

NEW DEPARTURE IN GALVANIZING

The Birmingham Gazette, not contented with the glory of introducing the apparatus for "turning down" electrical incandescent lamps, has made another discovery. We are to-day (so it stated a few days ago) in a position to announce that a significant departure has been created in one of the most important of the South Staffordshire heavy industries, the discovery of the adaptability of steel to domains of manufacturing hitherto deemed peculiarly sacred to Staffordshire rolled iron. This is none other than the great galvanized sheet iron business. For some time past it has been an open secret in the iron trade that attempts were being made by one of the largest galvanized sheet iron firms in the kingdom, with black iron-works situate in this district, to produce steel for galvanizing purposes, but all sorts of difficulties were alleged. We are now able to make known that the experiments have been confirmed, and with so much success that iron will probably no longer be used, and steel will be almost entirely substituted as the future material for galvanized sheet manufacture. To provide for the new departure one of the first steel rolling plants to be found in the country has been laid down, and instead of puddled iron being used up, the little puddled iron that is being made is, we are informed, now actually being sold. Whether or not other galvanized iron concerns will follow the example which has been set remains to be seen. But it is significant that some of the most advanced of the galvanizers, even among those who have not left off the use of iron, confess that steel is the coming metal and that "nothing can stop it." On the other hand, we also hear of galvanizers who are their own blacksheet makers having recently erected additional forges, instead of preparing to go into the steel business.

CONTINUOUS ELECTRIC FURNACE.

Much space is given in The Comptes Rendus to a description of a continuous electric furnace in which materials may be melted out of contact with the carbon vapor of the arc. The body of the furnace is constructed of bricks of lime surrounding a central cavity, the sides of this cavity being lined with alternate plates of carbon and magnesia, the latter being next the lime, as, if the carbon plates were in contact with the lime, combination would occur at the high temperatures reached, liquid calcium carbonate being formed. The magnesia plates are irreducible by carbon, and therefore can only waste away by direct volatilization. The cavity is closed with simple plates, above which is placed a block of lime. The arc carbons pass through opposite walls of the furnace and the arc is struck between them in the centre of the cavity; below the arc and above the bottom a tube of pure carbon, one or two centimetres in diameter, passes through the furnace from side to side, and is inclined at an angle of 30 deg. to the horizontal. The ores to be fused are placed in this tube and the arc struck, the metal as reduced flowing down to the lower end of the tube, where it can be collected. Using a current of 600 amperes at 60 volts, an ingot of chromium of two kilogrammes weight has been produced; the fused metal was cast in moulds of sesquioxide of chromium, to which it gave up any carbon it originally contained. The heated part of the carbon tube is transformed into graphite.

DEVICE TO START MOTOR CARS.

An effective and simple device has, according to an English exchange, been patented for starting electric motors without the risk of burning up the armature coils at the moment of switching into circuit. This consists of a series solenoidal magnet coupled in circuit between the generator and the motor, the one end of the coil being joined to the core, which carries an arc lamp carbon. A lower carbon is connected to the out-going lead, and when current is first switched on an arc is struck between the carbons. As the motor gets up speed the arc shortens, and when the current has fallen to its permanent value the carbons come together, as the lifting power of the solenoid

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is then diminished below what is necessary to maintain an arc. This arrangement if left in circuit would also act as a safety cut-out in case of a short circuit or sudden load coming on the motor, checking its speed and greatly reducing its back E.M.F.

WILL LIKELY ADOPT THE TROLLEY

Paris has but two or three lines of electric tramways by accumulators, according to an exchange. These tramways have for some time been running in regular service, with, it is true, some small vagaries and accidents, but nothing of much importance. Such as they are, however, their services have not been so decisively satisfactory as to render their establishment and extension a settled matter, and the Municipal Council have, during the vacancy, been occupied in studying the electric tramway systems in operation at Zurich, Geneva, Milan, Budapest and Vienna. Although the conclusions of the Commission have not yet been published, it is anticipated by those best competent to form a judgment that the trolley will ultimately be adopted, a system which, as is pointed out, is specially adapted to the arrangement of the Paris streets. It is probable, therefore, that a trial will be made shortly on the trolley system.

NEW USE FOR ELECTRICITY.

An electrical machine for closing shutters of factories in case of fire has, according to an exchange, been invented by Mr. Samuel H. Curwen, a Salem electrician. The appliance consists of a box, resembling the ordinary fire alarm box in appearance. It is placed on the outside of a building, and contains a battery connected by wires with each shutter on the building. If a fire breaks out anywhere about the building, or on adjoining premises, and it is found necessary to close the shutters for safety, all the operator has to do is to break the glass in front of the box, pull a hook, and every shutter is instantly closed. It is claimed that the apparatus will close 1,000 shutters in this way in one minute.

A COMFORTABLE COMPANION.

Rice Lewis & Son, Ltd., are showing something of interest to the trade this week. You may call it a pocket stove if you will. It is about three and a half inches across and one inch thick, making it a convenient size and easily handled. It is light, and may be applied in places where the weight of an iron, or hot water bag, would preclude their use. It is made of sheet brass, heavily plated with nickel, and is practically indestructible. There is nothing about it to get out of order, and no possible danger of fire



escaping from the heat chamber. Heat is produced by the burning of a small tablet of slowly combustible substance, principally made up of carbon. One of these will burn with an exactly even heat for about two hours, and continuous heat may be obtained by replacing the consumed carbon by another. The price of the heater, together with one dozen carbons, is one dollar; additional carbons are put up in boxes of fifty, price 50c. per box. If it relieves the pain of neuralgia, toothache, earache, lumbago, or rheumatism, for a single hour, which it does, it is worth the price. As a matter of fact, the whole family can use it for a life time, without damaging it a particle.

ST. JOHN BOARD OF TRADE.

The Board of Trade of St. John, N.B., held its annual meeting last week. In the report of the Council, which was summitted, resolutions were passed, urging the importance of Canadian railways utilizing Canadian ports; favoring the formation of a maritime board of trade; condemning the practice of some wholesale firms selling to consumers at wholesale prices, etc. In reviewing the year President Hathaway said that, taking one thing with another, 1894 has been quite as successful as 1893.

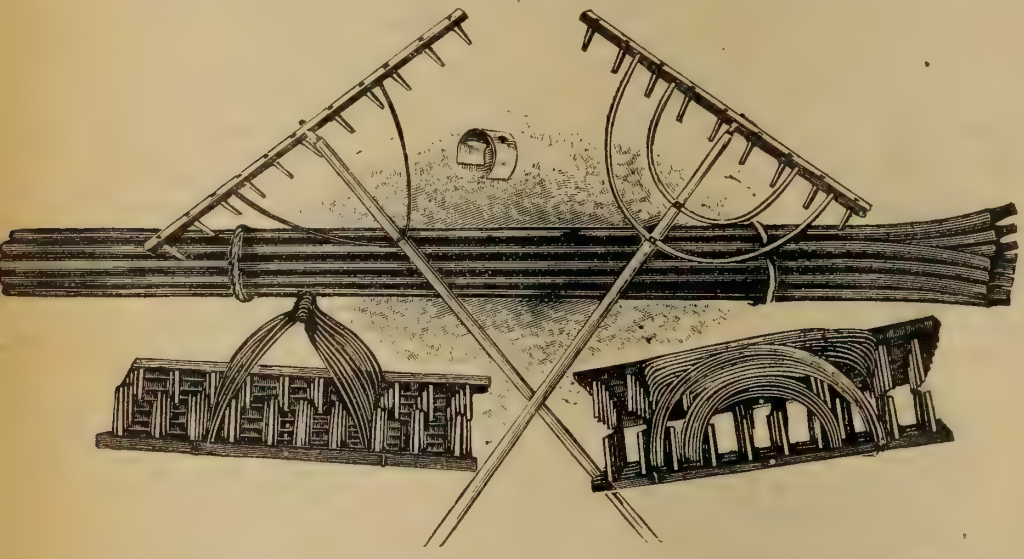
WILL GOOD TIMES RETURN?

IT is commonly remarked among business men, in discussing the present situation and the outlook for the future, that the excellent business conditions of the past will never again return. Very often this assertion, says Business, is made in a way to convey the idea that a measure of prosperity equal to that with which the country has been blessed in past years, will never be seen again, while, in fact, something very different is really meant. We agree with several of our correspondents who have made the assertion that the "old times" will never come back, but we do not agree with the inference that is sometimes drawn from such an expression that the equal of the old times will never again be seen. No one wants the same times over again, but all want and expect still better times in the future.

In the vegetable kingdom plants sprout from the seed, have their growth, live their life, decay and die. They are influenced by climate, by seasons and by artificial conditions. So in the business world, under certain conditions, various forms of business enterprise are started. They grow to be apparently solid investments, but in time die of natural decay. They run their course to the end of their usefulness or their opportunity. Other industries or commercial ventures spring into existence by reason of favoring conditions, and are blasted by the winter of adversity. Still, others are like hot-house plants: they grow in the warmth of artificial conditions, and die when the glass protection over them is removed by intention or destroyed by accident. In the vegetable world, when one growth has been removed from the soil, either by the woodman's axe or by fire, some other and entirely different growth springs up. Nature is never idle, but, when stopped in one direction, keeps up her work in another. So it is with business. It never ceases. It sometimes ebbs, and again flows, but there is always business. When one class of enterprises have had their day and reached the end, others come to take their place, and, accordingly, there are no bare spots. The good old times are gone, but just as good or better, even though a little different, are ahead of us.

BOON TO THE HARDWARE TRADE.

MANY firms have lately bought their hay rakes "knocked down," in consequence of the high freights upon the mounted rakes. This, however, has generally been found unsatisfactory, owing to the trouble and expense of mounting them, special appliances and experienced workmen being required to do the work. In the patent hay rakes shown in the accompanying illustration, this objectionable feature has been overcome. The bows are set ready into the heads, and there can be no trouble with bows not fitting, or their breaking when being mounted. In the bow wood rake shallow slots are made in handle, into which the bows set. The rake is mounted by simply putting the end of handle into



head and nailing on the clips. The bow is secured to handle by staples. Clips, nails and staples accompany each bundle, and a boy can do the mounting. Some of the advantages of these rakes are the following: They secure the low freights, same as ordinary rakes "knocked down," which are about 60 per cent. less than on mounted rakes; they save room in warehouse; they are less liable to be broken in shipment. It is rather early to say anything about rakes, but news is always in order. These rakes are being handled by M. & L. Samuel, Benjamin & Co.

INCREASED GOLD PRODUCTION.

According to reports received by the Director of the United States Mint at Washington, the gold production of the calendar year will be about $170,000,000, with the probability of it being more rather than less. The net result, even if it does not show a larger production than $170,000,000, will almost exactly equal the average value of the world's output of both gold and silver from 1861 to 1865. A like increase of $13,000,000 in 1895 will carry the output of gold alone to $183,000,000, which will almost equal the annual average output of both gold and silver from 1866 to 1873, just before the demonetization of silver in Germany. The production of gold alone, according to the mint estimates, already exceeds the amount of both gold and silver annually available for monetary uses during the years of the greatest production of the white metal, so that the world continues to be as largely supplied with new metallic money as before the suspension of the free coinage of silver.

SANITARY EARTHENWARE.

The excellence of vitreous earthenware is so manifest that it cannot suffer when the good features of glazed ware are brought to notice, writes "Observer," in Metal Worker. The only objection that has been heard so far to vitreous ware is in the color—an absolutely pure white not being successfully produced with uniformity. In setting forth the merits of the vitreous ware no mercy has been shown the superior glazed earthenware of the recent past, and all of the defects that the early productions developed are spoken of as if existing in their worst form to-day. As a result of the general talk among plumbers on this matter, a traveler through a section where the hotels are all fitted with sanitary earthenware made close inspection of the closets and urinals for the supposed universal craze and wet rot so freely spoken of. In the closets none of the crazing was found that could be called serious, and in only a few cases where the pattern showed clearly that they had been manufactured in the early days of the industry. Those of late patterns of the best grades showed none of the effects of wear and time. It is said that urinals are subjected to a more severe test, as the water in a closet seldom reaches a temperature much above that in the room, and the water in the flush tank ordinarily has become somewhat raised in temperature, so that there is not so great a difference as is experienced with urinals. Often the flushing water for urinals is raised very little above the supply temperature, and in use a much higher temperature is imparted to the glazed surface, so that the cause for crazing is much greater owing to the sudden and wider variation in temperature. An equally careful scrutiny, however, failed to find even the urinals of late production in a crazed condition, and those that were, showed from their design that they had been made long since.

TAKING AN INVENTORY.

RECENT advices from the iron furnaces, remarks Stoves and Hardware, St. Louis, are to the effect that buyers are holding off for a time preparatory to taking an annual inventory in accordance with their regular custom. This is a business custom that is almost generally followed, excepting, it must be confessed, with certain portions of the stove and hardware trade. There is as much necessity for taking an account of stock in the average retail trade as at any of the mills or factories. In fact, there is porportionately more need, since the larger a business is the greater is the system employed in its management, and it is generally the case that the books of a large establishment will show very quickly the value of the sales for any given period and the amount of stock that is on hand. But this is not the rule with the retail trade, although there are some notable exceptions. It should be the rule, however, and the taking of an annual inventory is as much a matter of business necessity as is the buying or selling of goods. It is not always convenient or profitable to keep a stock book, to be used in connection with the sales book as a means of quickly telling the amount of stock on hand. Such a book would require time or expense in the keeping that is not necessary in the retail store carrying the average quantity of goods. The inventory, however, will take its place and the making of it will require no more time than can be profitably used. Such time is always well expended. It shows the amount of stock on hand and brings the record of sales down to date, beside furnishing an index to trade movement for the year and a guide to what may be expected. It should be accurate, even precise, including every available item and not omitting even the most unimportant details. When this is done, the inventory is a valuable aid to the regular books, and often shows that the merchant is better off than he thought himself to be. Some unpleasant revelations are sometimes made, but because this is possible is no reason why such a necessary business action should be omitted. It is not always agreeable to find less than was expected, but it is far better to know the actual condition of things, even if unfavorable, than to keep on in an imagined state of security that afterward turns out to have been misleading.



Bank and Office Counter Railings
Inside Wire Window Blinds and Signs
PLAIN and LETTERED.
Basement Window Guards

Manufactured by
WRITE FOR CATALOGUE.
The B. Greening Wire Co., Ltd.
Hamilton, Canada.

A DISASTROUS FIRE.

THE shops of the Malleable Iron Works Co., Ltd., of Oshawa, were destroyed by fire on Tuesday morning. The seven smoke-stacks are still standing, besides the cupola, the frame carpenter shop, core shop, and the fire-proof pattern building. The machinery, engines, and boilers are useless, and thousands of moulds were destroyed. The loss is estimated at $125,000, upon which there is only an insurance of $27,000, of which $10,000 is in the Guardian, $4,000 in the Hartford, $9,000 in the Manufacturers', and $4,000 in the Manchester.

The worst feature about the unfortunate affair is that the company is not likely to build again, business during the last year or two not having been satisfactory enough to warrant such an undertaking.

About 230 men are thrown out of work by the catastrophe, and many of the old employes who congregated around the ruins, after the fire was extinguished, were in tears. The men lost all their tools.

The works were established in 1872 by the Messrs. Cowan, and have for some years been Oshawa's chief manufacturing industry.

FUEL AND SOLAR HEAT.

If people were asked what warms our houses, in these days of improved heating appliances, most would say, "it is heat produced by the combustion of fuel," coal or wood, as the case might be, and this would be correct, says Metal Worker. Occasionally one would be found who would say, "it is the heat of the sun," and this is correct also. The fuel we burn in the present age has been produced in the past age by the action of solar heat, to which all known activities available to man for increase of his powers, his comfort or his pleasure can be traced. Without the sun's heat the masses of luxuriant vegetation that have been transformed and stored up as coal in the earth would never have existed. Without solar heat the trees whose wood is used as fuel would not have grown. Recent experiments of Professor Dewar indicate that at temperatures so low that oxygen liquefies, chemical action either ceases or is so much diminished as to justify the inference that it would cease altogether at still lower temperatures. It is certain that all life, as we know it, whether vegetable or animal, would end at a temperature higher than is necessary to liquefy oxygen. Without the heat of the sun all things on this earth would soon reach lower temperatures than science has ever been able to produce artificially, and all life as well as all other forms of activity would terminate. If the ancient sun worshippers had even an imperfect idea of the part this great orb plays in the grand activities of the universe, they are not to be wondered at for regarding it as a source of all power and beneficence and adoring it as such.

TO MAKE SEATS AND HARDWARE.

The Valley City Seating Co., of Dundas, Ltd., is the name of a new company that is seeking incorporation from the Ontario Government. The object set forth for seeking incorporation is to acquire by purchase or otherwise, and to engage in the manufacture, purchase and sale of and to set up and complete all kinds of chairs, settees, seats and seating, furniture, interior art or other ornamental wood-work, architectural wood-carving, veneer and other doors, roller-partitions, hardwood-ceilings, wood-carpet, and parquet-floors and fittings, furnishings and finishings and all other wood-work for churches, school-houses, offices, lodges, banks, halls and other buildings and for electric and other cars, carriages and vans, and for the said purpose, to manufacture, purchase and sell wrought and cast-iron and brass-work and other hardware, and the tools and implements necessary for all such manufactures respectively.

The applicants are R. T. Wilson, John Pennington, George Anderson, J. J. Steele, and J. B. Grafton, all of Dundas, and John De Ville Evans, of Hamilton.

The capital stock is $50,000 divided into five hundred shares of $100 each.

A PRACTICAL TINNER.

THE American Artisan has been asking what constitutes a practical tinner. Among the replies it received was the following:

"What constitutes a practical tinner? When is the proper time for a young man learning the trade and serving his three years' apprenticeship to go to some neighboring town and ask for a job, saying that he has learned the trade and is a practical tinner? The man hires him and he goes into the shop. The first job is to re-bottom a copper boiler; then make a nice section elbow—which, of course, he overcomes nicely. The merchant thinks he has a great hand, praises him to his customers and finally sends him to one of his best customers to repair the cistern pump. He packs up his tools and marches away full of confidence that he will be back in half an hour. He grabs the pump by the handle and gives it two or three jerks; then takes his wrench and takes the pump apart, says it must have new packing, but it comes off. He goes over to the shop, sticks the plunger in the vise and wrenches on it so hard he breaks it. Then he goes to the repair box, but cannot find a plunger that will fit; he gets desperate; he goes out in the store, takes a plunger from a new pump, places it in place, everything all complete, starts the handle, but no water. He gets down and examines the pipe, goes all along under the sink, cannot discover any leak. He has now worked five hours. He leaves his tools, goes to supper, tells the boss it is a hard job over there. The boss, being an old-time tinner, goes over and looks at the pump; lifts up the trap door and behold! not a drop of water in the cistern. Now, is such a man a tinsmith? I have worked at the trade forty-two years and have had charge of almost all kinds of jobs and men, but at times I feel that I am not yet a practical tinner. The great trouble with the average tinsmith is they get a bump on them too soon. I do not think, as 'Tin Scrap' does, that the trade is running out. I think the great trouble will be to find competent workmen to do the work in a good workmanlike manner, and be steady and sober and hold their jobs as they should."

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, Dec. 14, 1894.

HARDWARE.

THERE has only been a quiet jobbing movement of very small dimensions to note in general hardware during the past week. Demand, as we have noted before, still centres around winter goods such as skates, sleigh bells, snow-shovels, etc., other lines not being in it to any great extent. Still some small sorting orders have to be noted in both table and pocket cutlery, cut nails, horseshoes and horse nails As regards values the tone is inclined to easiness on such lines as are not fixed, cut nails, for instance, remaining as unsettled as ever. Payments are not satisfactory as a rule.

WIRE—The wire market is quiet under a small jobbing demand, which is principally for hay-baling wire. Other lines give no sign of life whatever. The basis of cost is unchanged.

ROPE—A moderate sort of trade has been doing in rope, and prices are unchanged. We quote as follows: Sisal at 7 to 7½c. for 7-16in. and upwards, and 14 to 15c. deep sea line. Pure Manilla, 9½c. for 7-16 in. and upwards, 10c. for smaller sizes.

CUT NAILS—Nothing induces buyers to go beyond immediate necessities, and as a result the business doing in nails is very small. Prices continue unsettled, the demand being limited to package lots of the staple sizes, and we quote a range of $1.50 to $1.60 the inside price for round lots.

WIRE NAILS—There is no activity to note in this line either, the movement being small under the very moderate demand that prevails. Discounts are the same, 75, 10 and and 5 per cent., with the usual allowance for cash.

HORSE NAILS—There is little life in these, the orders that were noted last week being conspicuous by their absence. Discounts are unchanged, as quoted before.

TACKS—A few small orders have been booked for certain descriptions, but there are no evidences of any steady enquiry.

CHAIN—No activity is to note in this line, indeed there has been little or no business to report.

HORSESHOES—A moderate demand is still to note for these, but it is shrinking in its proportions, as buyers evidently have enough to go along with. We quote: $3.50 for iron shoes; steel shoes: XI., Nos. 0, 1 and 2, $5.75 per 100 lbs.; Nos. 3 and 4, $5; assorted sizes, $5.50; steel toe weight shoes, Nos. 1 to 4, $6 per 100 lbs.

WARE—Little or no demand has been noted in this line aside from the occasional receipt of a small sorting order.

PLUMBING SUPPLIES—There is no life in this line whatever.

HINGES—There is still a moderate jobbing enquiry for both T and strap hinges, but the enquiry is subsiding.

TOOLS—The only business in these has been a small movement in axes, axe handles, shovels and picks.

LAMP GOODS—Fair quantities of the two staple sizes of lamp burners continue to move forward.

SPORTING GOODS—No life in this whatever, business as noted last week being practically finished.

WINTER SUPPLIES—There has been a fair average movement in both skates and sleigh bells, these constituting the two active lines of the week.

CUTLERY—There have been a moderate lot of sorting orders for both table and pocket cutlery received since our last.

TAR, ETC.—No change in this line to note. We quote: Resins, $3 to $5.50, as to brand; coal tar, $3.25 to $3.75; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5¼ to 7½c., and cotton do., 10 to 12c.

CEMENT—The firm feeling is maintained, but no business is doing. We quote: English $2.05 to $2.15, and Belgian $1 90 to $2.

FIREBRICKS—There is little to report in firebricks, which we quote at $15 to $22 per 1,000, as to brand.

METALS.

The heavy iron and metal market has been almost motionless during the week, the only business to note being the movement of an occasional small lot of pig iron, Canada or tin plate, for positive requirements. This means a very small business, for wants in this connection, if the demand is any criterion, are easily satisfied.

PIG IRON—There has been little or nothing doing in pig iron, either imported or domestic, since our last, and prices are nominal, so far as actual sales are concerned. We quote, ex store: Summerlee and equal brands, $21; Carnbroe and Eglinton, $19.50; Ferrona, $17.25 to $18; Siemens, No. 1, $17.25 to $18.

BAR IRON—Values on this line continue unsettled, and business is almost nil. We do not hear of any further shading in prices, however, and quote $1.60 to $1.65 as the range for ordinary business.

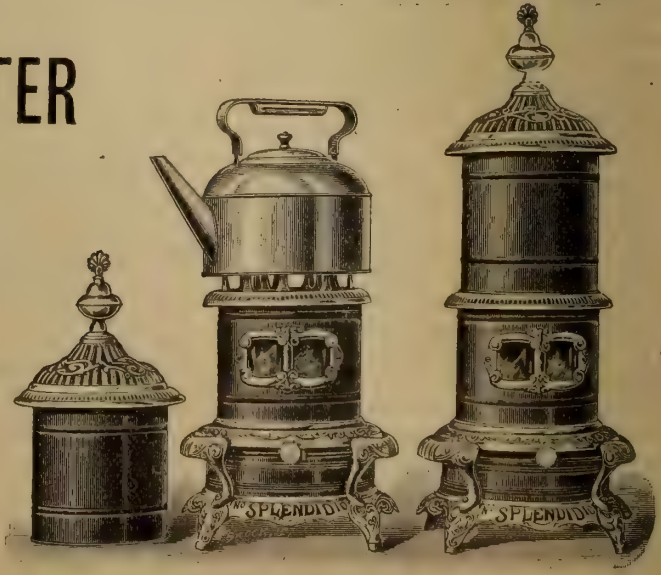
TIN PLATES—There is only a moderate jobbing movement in these to note, but the

THE SPLENDID OIL HEATER

WILL HEAT A ROOM 20 FT. SQUARE

No Soot
No Smoke
No Odor

Requires no more care than an ordinary lamp. . . . . .
Just the thing before a stove or furnace is started. . . . .
We can supply a three-hole extension top, making it a perfect oil stove.



The McClary Mfg. Co.

London Toronto
Montreal Winnipeg Vancouver

MONTREAL MARKETS—Continued

firm tendency of values is fairly well maintained, though stocks here are ample. We quote: Cakes, $2.85 to $3, and charcoal $3.25 to $3.50, as to grade.

TERNE PLATES—There is only a very moderate demand for these to report. The tone remains steady, and values are repeated at $5.75 to $6.25, as to grade.

CANADA PLATES—In these there is no change of importance to note. One or two good sized orders have been disposed of during the week, but they were exceptional, the great bulk of the demand being confined to small lots for actual wants. We quote prices steady, as noted before, at $2.05 to $2.15.

SHEET IRON—No life is to note in this line, dealers evidently having enough to go along with, for there is little or no demand. Prices range much the same, and we quote on the basis of $2.15 to $2.30 for No. 28 gauge, according to quantity.

IRON PIPE—Demand for this, like other building materials, is not noticeable, and the position is unchanged as regards nominal cost.

INGOT TIN—The steady feeling on this article is maintained, but the demand does not brighten up in any way. Outside markets are easy, but we repeat our range of 16½ to 18c.

COPPER—There is no activity to note in copper, demand for which is restricted to an occasional small lot. We quote the same range of 9¾ to 10¼c.

LEAD—Demand is inactive and prices nominally the same at $2.75 to $2.85.

SPELTER—Continues dull and unchanged at $4 to $4.25.

ZINC SHEETS—There is only a small jobbing demand experienced for these and prices are unchanged at $4 50 to $4.75.

ANTIMONY—No change to note, with prices nominal at 10c.

HOOPS AND BANDS—Demand is of a very quiet character, and prices are practically nominal at $2.20 to $2.30.

GALVANIZED IRON—Nothing further has been spoken of in connection with the offers of American galvanized iron mentioned last week, while demand generally is very quiet. We quote: 4¼ to 4½c. for No. 28 Queen's Head; Morewood, 5¾ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

PAINTS AND OILS.

Trade is quiet in this line, and the last of the houses just got through their stock-taking this week. As to general values, few changes are to note.

LEAD—Nothing of importance is to note in this line. We quote as follows: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 3¾ to 4c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25.

PUTTY—There is no change in this article and demand is nil. In bulk we quote $1.85.

TURPENTINE—There is little change in turpentine, which we quote for ordinary jobbing trade at 42 to 44c.

LINSEED OIL—Quietness is the ruling feature in linseed oil, and prices are much the same. For round lots we quote raw, 57 to 58c., and boiled, 60 to 61c.

CASTOR OIL—There is no change in castor oil, which we quote at 6½ to 7c.

GLASS.

The glass market is dull and unchanged, and the cutting reported from the west has not affected local jobbing prices, though, if continued, it will be very apt to. We quote, as before, on the basis of $1.20 to $1.25 for first break.

CHEMICALS AND DYESTUFFS.

There has been little change in the chemical market. Prices continue much the same. We quote as follows: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 20 to 22c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2.00; ditto roll, $2.00 to $2.10;

CARVERS and SCISSORS

IN CASES.

GEO. BUTLER & CO.'S and E. M. DICKINSON'S.

Large Assortment of

SPORTING, HUNTING KNIVES, DIRKS, Etc.

We are showing special value in Imitation Ivory TABLE AND DESSERT KNIVES AND CARVERS.

M. & L. SAMUEL, BENJAMIN & CO.

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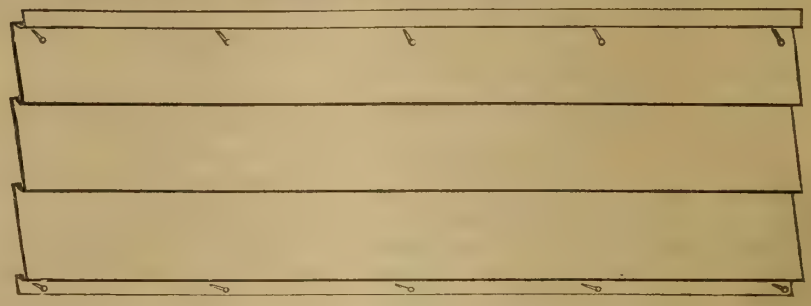
ENGLISH HOUSE:

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.... Toronto

SOMETHING NEW.

Steel Clapboards



Just the thing for town, village and country houses.
Do not absorb moisture.
Durable, cheap and easily applied.
Far superior to wood.

METALLIC ROOFING CO. LTD.

SEND FOR PARTICULARS. Manufacturers .... Toronto

MONTREAL MARKETS—Continued

sulphate of copper, $4.50 to $5.00; white sugar of lead, 7½ to 8½c.; bich. potash, 10 to 12c.; sumach, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2.00 to $2.10; castor oil, 6½ to 7c., and Norwegian cod liver oil, $25 to $26.

PETROLEUM.

Demand for petroleum continues good and the market is active and firm. We quote: Canadian refined, 12c. in shed in Montreal for round lots, and 12½ to 13c. for smaller quantities, with a discount of 2 per cent. for cash. American petroleum is quoted at 15c. car lots and 16c. smaller lots.

HIDES.

There has been an active business in hides during the week. Demand for beef hides has been good, and prices are firm. From first hands the cost has been 4 to 4½c. for No. 1, 3c. for No. 2, and 2c. for No. 3. Sheepskins are unsettled, but we quote 55 to 60c.

TALLOW.

Demand for tallow is slow, and the market is dull at 5 to 5½c., as to quality.

WOOL.

The wool market continues quiet and unchanged. We quote: Greasy Cape, 13½ to 16c.; Canadian fleece, 17 to 20c.; B. A. scoured, 26 to 32c.; Canada pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. Northwest wool, 11 to 12c.; B.C., 10 to 11c.

ASHES.

There is no change in ashes, which remain the same. We quote: First pots, $4.10; seconds, $3.50 to $3.60, and pearls $6.50 per 100 lbs.

MONTREAL TRADE NOTES.

Nothing further has been learned about the offers of American galvanized plate on this market.

The agents of the Merryweathers, in this city, W. R. Wonham & Sons, have just closed with the corporation of Winnipeg for a "Greenwich" steam fire engine of that firm's make, guaranteed at 780 American gallons pumping capacity.

At the demand of Caverhill, Learmont & Co., R. G. Gaucher, retail hardware, has assigned, with liabilities of $20,000.

T. C. Davidson, of Thomas Davidson & Co., has been nominated for membership on the Board of Trade. James Davidson, his brother, proposed him.

The demand for bevelled plate glass and mirrors has been fairly satisfactory this fall, according to Pilkington Bros.

Cable advices report an advance of 5s. per ton in pure alkali on the Liverpool market, which is now being quoted at £3 17s. 3d.

TORONTO MARKETS.

TORONTO, Dec. 14, 1894.

HARDWARE.

BUSINESS keeps fairly good, and much about the same as a week ago. The orders are, however, small and largely of a sorting up character and for goods suitable for the holiday trade. A feature of business is an increased demand for silver-plated ware, nearly every order containing one or more pieces. Case cutlery is also in little better demand. Generally speaking, there is not any one line for which the demand is large. Heavy hardware, such as hinges, axes, etc., is in steady request. Skates are going out freely, and some difficulty is being experienced in supplying all the sizes wanted. Payments are still, if anything, improving. The manufacturers are meeting here this week, but so far have made no change.

WIRE—There is not much doing in wire, with the exception of stove pipe and copper steel, in which there is a fair turnover. The price on barbed wire remains unchanged at 3½c. per lb., f.o.b. Toronto, or in lots of 500 lbs freight will be allowed at maximum rate of 25c. per 100 lbs.

ROPE—Business is quiet, and the little that is being called for is altogether in the smaller sizes. We quote: Sisal, 7-16 in. and larger, 7½c.; ¼, 5-16, ⅜ in., 8c. Manilla, 7-16 in. and larger, 9½c.; ¼, 5-16, ⅜ in., 10c.

CUT NAILS—Nothing new has transpired during the week. Orders are, as a rule, smaller, it being only occasionally that a carload lot is called for. Prices ere unchanged at $1.75 Toronto.

WIRE NAILS—Trade is steady for the usual quantities, and prices are being well maintained. Discounts are unchanged at 75, 10 and 5 per cent., shipments from 10 keg lots being prepaid.

HORSENAILS—While trade has not been quite as large as it was last week, the demand remains fairly steady, principally for the "P.B." and "M." Discounts, 60 per cent off "C." and 60 and 2½ per cent. off "P.B." and "M."

TACKS—The demand for ordinary cut and carpet tacks and clout nails has been keeping up well. Brass-headed tacks are going out freely. We quote: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37 per cent.

CHAIN—Demand is increasing, especially in the 3-16 size. Orders have also been coming in more freely for sizes ranging from ¼ to 7-16. The demand for cow ties is small, but trace chains are going out more freely.

HORSESHOES — Business has fallen off materially, although orders for small lots are still coming in freely. There has not been any demand for steel shoes for some time. We quote: Iron shoes at $3.65,

MARKETS—Continued

f. o. b. Toronto, subject to rebate in certain cases. Steel shoes are quoted at 15c. per keg advance on Montreal prices.

WARE—The increased demand noted last week for white ware has been maintained, and a fairly good trade is reported in Peerless and Eclipse ware.

TINWARE—Business is not nearly as good as it has been—fairly satisfactory. Fancy lines are now being called for.

PLUMBING SUPPLIES—A few good contracts are coming in for public buildings in outside towns. Otherwise trade is quiet.

BUILDERS' SUPPLIES—There is a good demand for hinges, but generally speaking trade in builders' supplies is quiet.

TOOLS — Spades, shovels, axes, axe-handles, hay knives, etc., are still in good demand, but cross-cut saws are not going out as freely as jobbers anticipated they would.

CLOTHES WRINGERS—A slight improvement is to be noted. Prices are as before, at $28 per dozen.

SPORTING GOODS—Outside cartridges, shells, wads, etc., there is practically nothing doing.

CUTLERY—Case cutlery is going out a little better, and the sorting trade generally is fair.

WINTER SUPPLIES—Demand has been extra good for hockey skates, both from eastern and western points. Shipments are still being made in "Athletic" and "Acme" skates, but stocks are not complete, jobbers being out of some sizes. Business in sleigh-bells is not nearly as heavy as it should be for this time of year. A fall of snow is probably all that is necessary to bring about the desired improvement.

METALS.

Trade in metals is quiet, buyers looking forward to stock-taking.

PIG IRON—Enquiries are few, and no improvement in business is looked for until at least the beginning of the new year. We quote nominally as before, ex cars Toronto: Carnbroe, $19.50; Summerlee, $21 to $21.50; Nova Scotia, $18 to $18.50.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: The same dullness pervades the market as was recently reported. One or two carload orders straggle in, but little actual life in the trade can be looked for until February or March. We quote for cash, f.o.b. cars Toronto, in bond: No. 1, Foundry strong coke iron Lake Superior ore, $13.05; No. 2, Foundry strong coke iron Lake Superior ore, $12.55; Jackson County silvery, No. 1, $16 to $17; Lake Superior charcoal, $15.15; Southern soft, No. 1, $11.75; Southern soft, No. 2, $11.50.

BAR IRON—Orders are only for small lots and odd sizes. We quote: Base price, $1.70 to $1.75.

SHEET STEEL—Cannot say that the improvement noted last week has been maintained. If anything, trade has been quieter. The demand is chiefly for "Dead Flat." We quote: 8 to 16 gauge, $2 75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—Trade has been fairly satisfactory during the week, and demand has been well divided among all the gauges from 16 to 28. Prices are firm. We quote as follows: 8 to 16 gauge, $2.50; 18 ditto, $2; 20 ditto, $2.10, 22 to 24 ditto, $2.20; 26 ditto, $2.45; 28 ditto. $2.65; tinned sheet iron, Manor's, 26 gauge, 7c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

IRON PIPE—Trade has fallen off materially, while jobbers, on the other hand, are in a better position than they were to fill orders for all sizes called for, both in galvanized and black. Prices are unchanged, B still being invoiced at equal to 70 to 70 and 5 per cent. for iron pipe, and 50, 50 and 5 for galvanized pipe.

LEAD PIPE—Trade during the week has been steady, but only in small lots. Very few ton lots changed hands. We quote: Toronto and west 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON — Shipments from stock have not been as heavy as they were, but for import an increased demand is noted. Prices are unchanged, $4.25 still being the idea for 28 gauge in Queen's Head, Gordon Crown and Apollo brands.

CORRUGATED IRON—Some large contracts have been made, and business generally has been active.

INGOT TIN—Business shows decided improvement, both in Lamb and Flag and Straits, shipments being more numerous than last week. Prices are here virtually the same as before. In the outside markets Straits tin is demoralized. We quote: Lamb and Flag at 18 to 18½c., and Straits at 17 to 17½c.

INGOT COPPER—Market is sluggish, but prices are unchanged at 10 to 10½c.

SHEET COPPER—There has been an increased demand for the standard-sized sheets, shipments from stock. Braziers' sheets have also been moving more freely. Some large shipments of irregular sizes, booked some time ago, are now being delivered.

ZINC SPELTER—Is exceedingly quiet. We quote: Untinned, 14 to 16½c., according to weight and size; braziers' sheets, 14 to 17c., according to quality.

BOILER TUBES—Trade fair. Quite a number of small orders for immediate use are coming in from the States. A fair business seems to be also doing in wrought pipe. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

BOILERS—In galvanized trade remains much the same as before, but copper have been called for more freely. We quote: Galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; coppered, $16.20 to $20, according to size.

TIN PLATES—Quantities called for are smaller than for some time. Tinned iron is now being freely booked, both for shipment from stock and for import, shipment of the latter February and March. M. L. S. has been going out a little better during the week, being used for the better class of goods for the holiday trade. We quote: Coke, 14 to 20 gauge, at $3 10; for larger sizes 15 to 25c. per box basis more; "I.C." charcoal, $3.50 to $3.75.

TERNE PLATES—The increased demand noted last week has been maintained, a number of shipments having been made during the week. Prices are unchanged at $6 25 to $6.50, according to brand.

SHEET ZINC—Is quiet and prices steady and unchanged. We still quote: 4¾c. for cask lots and 5c. for small lots.

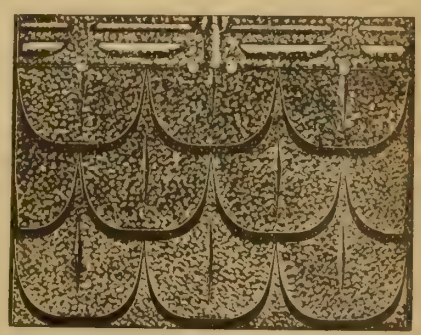
HOOPS AND BANDS—The improvement noted last week appears to have been maintained, and prices are unchanged at $2.20 for ton lots and $2.25 for small lots.

CANADA PLATES—Quite a number of enquiries have been received for 20 x 28 gauge. Some good sales of 75 sheet lots and ordinary half polished are reportment. We quote: Half-polished at $2.25 to $2.35, according to quantity; 60-sheet boxes, 10c. per box advance; 75-sheet boxes 25c. advance over 52's; 20 x 28, $2 50.

SOLDER—Is quiet and unchanged, at 12 to 13c. for the better quality.

PIG LEAD—Trade is not quite so heavy as it was last week, but prices are firm and unchanged at $2.75 to $3, according to quality.

Pedlar's Patent Steel Shingle



The only metal shingle made in Canada that is sold under a guarantee of 25 years. We also manufacture Metal Roofing of all descriptions, Corrugated Iron, Metal Sidings, and Metal Ceilings. **A protective discount allowed the trade.**

Write us for Catalogue.

THE PEDLAR METAL ROOFING CO.

Office and Works - OSHAWA, ONT.

MARKETS—Continued

ANTIMONY—A few good sales have been made, but in general enquiries are few. There are no import orders to report, nor will there be any, in all probability, till after the New Year. Prices are unchanged at 9½ to 10c., according to quality.

PAINTS AND OILS.

Business remains much as before—quiet and featureless.

WHITE LEAD—There is still very little doing. We quote: Domestic, 4¾c.; English, $5.50 to $6.25.

PUTTY—Business is fair at $1.75 for bladders in barrels, and $2.25 for cases.

TURPENTINE—Dulness is the feature of business in this line, and it is understood that present quotations are being cut. We quote 39c., f.o.b. Toronto, for 5-barrel lots, and 40c. for single barrel lots.

LINSEED OIL—There has been no change in the situation, business still being dull. Prices are unchanged at 53 to 53½c. for raw, and 56 to 56½c. for boiled, f.o.b. Toronto, net 30 days.

CASTOR OIL—Business is about over in this line. Prices are unchanged at 6¼ to 6½c. in cases and 7c. in tins.

PREPARED PAINTS—There is no movement of any note, and pure is unchanged at $1

SHELLAC—Prices still hold for the gum, but there has been no advance in cut shellac. Business is moderate.

GLASS.

Business is fairly brisk for the season in window glass, and orders are now being booked for next season's supplies. Fancy glass is quiet. There is a little plate glass going out.

OLD MATERIAL.

Trade is still quiet. Offerings are liberal, but demand is light. Prices are unchanged. We quote as follows: Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 35 to 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, old copper bottoms, 5½ to 6c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3½ to 4c.; country mixed rags, 50 to 70c.; clean dry bones, 55c. per 100 lbs.; borings and turnings, 5c.

SEEDS.

The feeling is easy in alsike, in absence of foreign demand. Prices are nominally unchanged. In red clover the market is quiet and steady. There is not much offering, and values are unchanged. We quote: Red clover, $5 to $5 20; alsike, $4 to $5.20; timothy, $1.50 to $2.50.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—The market remains much as before. Dealers are paying 3½c. for green and selling cured at 4½c.

SKINS—Sheepskins are still offering freely, with buyers holding off, and prices are unchanged at 60c. Calfskins are, nominally, 6c.

WOOL—Is quiet and unchanged at 18 to 19c. for supers and 17 to 18½c. for fleece.

TALLOW—Dull and easy, dealers paying 5½c. and selling at 6 to 6¼c. for rendered; rough, 2c.

PETROLEUM.

Business is still brisk, but at present prices the jobbers claim that not much margin is left for them. We quote, in 5 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 11½ to 12c.; carbon safety, 16c.; Canadian water white, 16c.; American water white, 17½c; photogene, 19c.

The Petrolia Advertiser in its weekly report quotes: Petrolia crude, $1.13 per barrel; Oil Springs crude, $1.14 per barrel; refined, 7c. in bulk, 9¾c. in barrels in car lots f.o.b. here.

MARKET NOTES.

H. S. Howland, Sons & Co. report a good demand for Samson and Jones' furnace scoops.

A large stock of glaziers' diamonds has just been received by Sanderson Pearcy & Co. It takes in all qualities, from plate to ordinary one point diamonds.

H. S. Howland, Sons & Co. have a complete stock of coffee mills, a large quantity having just come to hand.

An item in last week's issue stated that the Metallic Roofing Co. had lately supplied the new glass works at Wallaceburg with 4,000 square feet of "Owl" brand galvanized corrugated iron. It should have read 40,000 square feet.

H. S. Howland, Sons & Co. have a complete stock of Heinisch trimmers, barbers' shears and tailors' shears, and will be able to fill all back orders.

Sanderson Pearcy & Co. have decided to import window glass direct from factory for their customers. Their travelers will start out shortly and they anticipate the receipt of large orders for their well-known brands.

H. S. Howland, Sons & Co. are just in receipt of a consignment of "Keystone" egg beaters. This, they claim, is the best egg beater in the market.

The Metallic Roofing Co. has secured a contract to supply Hayes' patent lathing for St. Michael's hospital, Toronto; also "Owl" brand corrugated iron for Booth's mill at Ottawa, and for Eastlake steel shingles for Campbell's mill at St. Thomas.

O. B. Henry & Co., of Drayton, write: "In answer to Brown & Co.'s request, Haack & Co., Drayton, are quite extensive manufacturers of white tile.'

A. C. Leslie & Co. have a consignment of Allaway's Canada plate, for which they are agents, and which they are distributing among the trade, so as to get the make thoroughly introduced. This brand of plate is claimed to open out remarkably well for a half-bright plate, and is worthy of a trial by consumers.

The quarterly meeting of the Dominion Commercial Travelers' Association took place last Saturday evening in their new apartments, Board of Trade building, Montreal, Mr. D. Watson occupying the chair. A great deal of important business was transacted.

The St Anthony Lumber Co, an American firm, with a capital of five or six million dollars, that is building mills at Murchison, Ont., has placed an order with the Metallic Roofing Co. for 30,000 square feet "Owl" brand, "V" shaped, corrugated crimped roofing.

Canada is doing such an immense cheese business now that there is a large demand for dairy utensils. The Kemp Manufacturing Co. have grasped the situation, and are now manufacturing milk can trimmings in various sizes.

Straits pig tin was sold in New York last week at 13½c. per pound, which, The N. Y. Journal of Commerce says, is the lowest price for many years. The fall is attributed in part to a contest between European speculative interests, but excessive supplies have a decreasing influence. At the present time about 22,500 tons are in sight The visible supply a year ago was about 14,500 tons, and at that time the price was 21½c. per lb.

UNITED STATES MARKETS.

NEW YORK, Dec. 14, 1894.

PIG TIN—Prices were moved another round fraction higher in both this and the London market. There was nothing to show that the upward turn was due to other causes than a reversal of speculative tactics on the part of some leading operators. In short, it looked very much like a case of the late leaders on the bear side of the market either covering short accounts or turning about with a view of enlivening outside buying interest. Early in the day current month delivery went at 13.85c. Subsequently 14c. was bid for the same and



MARKETS.—Continued

14.20 paid for January delivery. On ordinary jobbing lots of store the quotations were 14.25c. upward. Transactions recorded on 'Change included 25 tons, delivery this week, at 13.85c.; 25 tons sellers' option to April 30th, one day's notice, at 13.85c.; 50 tons December and 50 tons January exchanged at even price; 50 tons January at 14.20c.; 25 tons January at 14.20c.

COPPER—The market has gained more decided firmness in tone. Outside lots that were something in the nature of a menace seem to have been about all cleaned up through recent purchase for delivery this month and next. The leading producers being well sold ahead, offer very indifferently. It is doubtful now if Lake Superior ingot can be secured at less than 9 75c. for prompt or near future delivery. Bids of 9.65c. were turned down. Electrolytic is firmly held at 9.50c. for good brands, and a lower rate than 9.25c. is the exception on ordinary casting stock.

PIG LEAD—In a general way there has been no change thus far this week. Buyers operate as indifferently as they have previously of late, and sellers adhere to about the policy they have followed for ten days or a fortnight past. Prices remain at about 3 15 to 3.17½c. for single carloads on the spot and 3.12½c. for round lots, near future shipment from primary points. London cable to the Metal Exchange quoted £9 11s. 3d. for soft Spanish.

SPELTER—There is nothing more than routine business here, and comparatively little of that. Eastern consumers seem to have ample supplies for immediate wants, and are very indifferent about the future. Sellers offer with no great pressure, but enough stock comes out to keep prices easy at 3 30 to 3 40c. for ordinary western brands. London cable quoted £14 11s. 3d. for ordinary merchant brands.

ANTIMONY—Jobbing business is fair, but the movement is not sufficient to carry prices above 7¼ to 7⅜c. for Hallett's and 8½c. for Cookson's, on the spot.

TIN PLATE—In the character of business there is little that differs from the general run during the past week or two. At intervals very fair trades are worked, in which both spot stock and forward deliveries figure, but there is still a lack of steadiness to values as well as to business, and the market shows rather poor form.

IRON AND STEEL—In the pig iron market there is no change of importance. Irregular and low prices are made where opportunities seem favorable for putting through a good-sized deal. That in turn has more or less unfavorable bearing, and the market remains weak in tone, although no radical changes in prices are made. Old material remains quiet and unchanged.

In the market for finished products no change has taken place. Railroad patronage in this quarter has not improved, and measurable results have come from the negotiation pending latterly for structural steel-tank plate, etc. In the lighter forms or or, ordinary merchant bars, etc., the movement is still backward and prices remain low.

PERSONAL MENTION.

O. B Henry, of O. B. Henry & Co., Drayton, Ont., was in Toronto this week.

Mr. Whitney, repre enting O. B. North & Co., New Haven, Conn., was looking up business in Toronto this week.

Mr. Newman, of Caverh ll, Learmont & Co., and Mr. Archibald, Montreal; Mr. Bowman, of Bowman & Co, London; and Mr. Vallance, of Vallance & Co., Hamilton, are among the wholesale jobbers who are in the city this week conferring with the manufacturers.

Maxwell Hall, who since 1879 has occupied the position of secretary, buyer, etc., with the Longford Lumber Co, Longford Mills, has severed his connection with the firm. Mr. Hall has had a wide experience in business matters, has made the best of it, and it will prove valuable to him in whatever sphere he may in future be found. He came to Longford Mills some sixteen years ago, and during that time has filled, with credit to himself and satisfaction to the firm and its customers, the position he occupied. He has always taken an active part in promoting the general welfare of the people of Longford Mills, and mill men, women, children and all regret that he is to leave them. Mr. Hall will, for the time being, at least, take up his residence in Orillia. He has been succeeded in the secretaryship of the Longford Lumber Co. by George Thompson, mayor of Orillia, and brother of the president of the company.

WRAPPING PAPERS

PAPER BAGS

THE E. B. EDDY CO. HULL, CAN.

Both plain and printed. Any size, weight, color, quality and at mill prices. Inducements to Hardware dealers. Write us or our agents for estimates.

Also Montreal, Toronto, Quebec, Hamilton, Kingston, St. John, Halifax, Winnipeg, Victoria, St. Johns', Nfld.

B. C.'S MINING WEALTH.

MR. W. Hamilton Merritt, mining engineer, has just returned from British Columbia, where he has made an extended tour of the mining districts.

To a reporter of The Empire, Mr. Merritt said that he had been for several months in the southern part of the Okanagan district, in British Columbia. This district is situated to the west of the Kootenay district, and its characteristic ores and rocks vary from those of that district, the miners terming it "the gold belt," as contrasted with the silver-lead regions of the Kootenay. "There are only two small ten-stamp mills as yet in the district," Mr. Merritt said. "One mill at Camp McKinney, it is no secret, has been steadily turning out bullion all summer from ore out of the Cariboo claim that has run well into double figures. The other mill belongs to the Strathyre Mining Co., of Montreal, whose properties I have been investigating, and is now engaged in pounding out gold from the 'Morning Star' claim, from ore which has probably yielded as high as the Camp McKinney ore, and which will supply enough rock for a winter's run from not a mine, but a veritable quarry, at a cost of only a trifle a ton for the mining.

"The latest excitement in this 'lower country,'" Mr. Merritt continued, "has been caused by wonderful copper ledges at 'Boundary.' These ledges, from 200 to 300 feet in width, are said to run high in copper, and also carry some gold. Other claims in the vicinity of the Kettle river furnish fine samples of gold, silver and copper ores. Splendid returns are confidently expected from the Cariboo hydraulic operations, and placer mining is receiving renewed attention. The Kootenay people are feeling much more satisfied since the railroad has opened up the Slocan country. It has already brought out 1,500 tons of high grade ore during the last two months, and it is reported there are 800 tons more yet to come out this year. Most of this ore goes to the Tacoma smelter. The great value of many of the gold, silver, copper and lead properties in the interior have instilled a quiet confidence in their owners, and in other prospectors, which not even hard times can shake. Inflated prices for mining claims are, as a rule, becoming a thing of the past, and undeveloped properties can now be acquired, as a rule, at reasonable prices from the original owners."

With regard to mining developments generally, Mr. Merritt was unable to say more than that he thought that there was a general healthy progress. He said the coal operators on the Atlantic and Pacific coasts, and in the Northwest Territories, in Alberta, are steadily increasing their output, and are doing fine businesses. He had visited, during the past summer, the great Sydney coal fields in Cape Breton, and the anthracite mine in Alberta. The former coal field is having the very best modern labor-saving machinery put into the mines by the Dominion Coal Company (the Whitney syndicate), and at Anthracite the McNeil Company have opened up some fine, large, new seams of "hard coal."

With regard to the gold developments in the Lake of the Woods and Rainy Lake districts, Mr. Merritt stated that he had entire confidence that, with judicious mining, and, especially, proper treatment, the gold ores of these districts, as well as those of the Marmora district, will eventually pay well.

STRUCK IT RICH.

A Vancouver despatch says that several young men who have come out from Eastern Canada to prospect among the mines have done remarkably well lately. I. N. Laperre, J. W. Moffatt, and W. J. Beavens, none of them over 25, went into the Cariboo district last August. They struck a ledge in September, worked two months, and returned to Vancouver with $2,000 each. They worked with a rocker alone, taking the gravel from the bed of the river, which they reached by means of damming and fixing water-wheel pumps, the latter pumping out the water from the part of the river dammed or from the running water. They report that the Chinese are making a large amount of money, hoarding up the precious dust and shipping it off to China. A white man who works hard and is sufficiently active need never be afraid of not making wages eight months in the year.

MINING STREAM TIN.

Stream tin (which is found in the Widdecombe Valley in South Devon) is so called, says an English paper, because it lies in long lines as if deposited by water, and is the richest as well as the easiest getatable to be found. At the vastly remote period when the granite was upheaved, and currents of water poured over its surface, sweeping away the overlying fractured beds, and then abrading its own surface, a great deal of its upper crust was washed away. Now, granite contains in it veins of tin. These veins are not in themselves very rich, but when the water chumped up the granite, it carried away the feldspar and quartz in a milky flood and threw down the heavy tin; the decomposed feldspar it also cast down, but far away in basins and lakes where were natural reservoirs. These were in time filled to the brim with the white feldspar, and they are now worked for china-clay. This deposit is white as chalk, and the water that runs away with some of it in solution is like milk, and has a slightly sweet taste. Cows drink it in preference to water. In prehistoric times, before the advent of the Romans, the stream tin was collected and sent away for the manufacture of bronze. In historic times, the old refuse of the prehistoric workers was turned over and over again, and what the earlier miners had failed to collect was eagerly picked out. In or about Queen Elizabeth's reign, mining was carried on by driving adits into the rock following the tin veins, and this is the method that has been pursued ever since. On the refuse heaps of the mines grow magnificent sycamore trees of great age.

THE RICHEST CLAIM IN B.C.

The great Horsefly claim, the richest in British Columbia is frozen up for the winter. It is reckoned that the Horsefly during the summer will yield $50,000 a month. The stock in this mine has gone up by leaps and bounds, until it cannot be purchased at any price. The stockholders are mostly C.P.R. officials. A year ago a number of them clubbed together and engaged an expert to pick them out the best mine in British Columbia. The Horsefly was the one chosen, and it was at once purchased, the most expensive machinery being utilized in working it. Travelers report that times are good all through the Kootenay country, there being no idlers in the whole mining section.

A FREIGHT GRIEVANCE.

Editor HARDWARE,—Re G. T. R. winter freight rates, a small invoice of glass amounting to $36.86, from Montreal to Cornwall (a distance of sixty-seven miles) costs to-day, by G.T.R. freight, $2.95, or about eight per cent. of the cost of the goods. Is there any comment necessary? Do you not think that the Government of the country should do something towards protecting (this is their line—"protection") the retail dealers, and not allow the G.T.R. Co. to rob them outright, as they always do the moment navigation closes?

HENRY TURNER.

"THAT IS ANOTHER STORY."

You have all experienced it. You can publish columns of matter of a complimentary nature about a man's business, and not only will you receive no thanks, but it is looked upon by the subject rather as his due, even though he has never given you a dollar's worth of business—it is "news"—"must have something to fill your columns," he thinks—is "of interest to readers," etc., etc. But publish two lines about the business of this same individual which he construes as unfavorable, and the next mail brings a long letter that informs you that you have possibly "ruined" his business, and you receive pointed instructions on how to run a paper. It's funny, isn't it? A man who wouldn't give $2 for a page of your advertising space, who will not thank you for anything good you can say of him or his business, who would doubt your circulation under affidavit, will make Rome howl and possibly threaten a libel suit if you publish a line which may be construed as unfavorable, even though it be gospel truth.—Trade Press.

MANUFACTURERS IN SESSION.

The manufacturers of the different lines appertaining to the hardware trade are meeting in Toronto th s week.

The first session was held on Wednesday afternoon. It was confined to the plain wire men, and was resumed in the evening, but an adjournment was made to an indefinite time without, it is understood, any definite conclusions being reached.

The wire nail manufacturers are in session at the time of writing. According to the schedule the meetings will extend over to the middle of next week, and the different manufacturers will assemble in the order named: Tacks, barb wire, cut nails, horse shoes and horse nails.

A number of outside jobbers have also been in Toronto, and they, with the local men, have had interviews with the manufacturers regarding grievances which they claim to exist against them. The matter of quantity basis is understood to be one of the questions under discussion.

RE WEIGHING TURPENTINE.

Editor HARDWARE,—The foot note to my last communication with regard to explanations respecting over quantity of turpentine in barrels, is very indefinite, and as, in my twenty-five years' experience, I never found a barrel of turpentine short gauged, I conclude that the customer admitting the over quantity must be using a wine and not imperial measure. PERNIC.

A BARGAIN STORE PROBLEM.

"Good marnin'! Misthress McCluskey, the top o' the marnin' till yez; and phat's on yer moind, I dunno?"

"Wooray, wooray! Mrs. O'Hooligan, Oi am in a quan-dairy, that Oi am. Oi do be wantin to buy a quather uv a pound o' tay, an' Oi want a glass butther dish, an' by this an' by that, Oi don't know whither to buy the tay an' get the butther dish for a prisent, or to buy the butther dish an' get the tay hove in."—Herald of Commerce.

INDUSTRIAL AFFAIRS.

The Empire says that an analysis of the industrial census of 1891 is being made by Mr. George Johnson, Dominion statistician. The report when completed will show how unfounded is the complaint that the industrial development of the decade was magnified by the inclusion of civil industries in the category of industrial establishments. Mr. Johnson has gone over the entire indus rial returns of the census of 1871, 1881, 1891, divided them into five groups, according to the value of production, and has calculated the percentage of increase or decrease in each group for the three decades. The first group includes industries of an annual production of $2,000; the second includes those which produce from $2,000 to $12,000 annually; the third is of productions up to $25 000; the fourth up to $50,000, and the fifth group includes industries showing an annual output of over $50,000. The results so far obtained show that while there has been a fair development in the industries of each group, the most substantial increase is in the larger industries of the fifth group.

At the inquest on the burning of Dent & Co.'s store at Woodstock, the jury decided that the fire was the work of an incendiary.

A hardware drummer in Detroit learned, while he was in a hardware store, that his rival in love was at that moment at his girl's house, having a good time. He at once called her up at the telephone, proposed, and was accepted. The rival was promptly informed of the state of affairs, and left the house cursing the telephone.

C. H. Waterous, president of the Waterous Engine Works Company, informed a reporter that the firm had decided to leave Brantford shortly, as Brantford was not suitable for their shipments. The Manufacturers' Committee has, however, decided to recommend the purchase of the present Waterous engine works site at an assessed value of $38,000, providing they build new works.

It's often the case!

Many merchants have safes which are only half large enough to contain their books. Consequently books of record which it would be impossible to replace are not protected at night—because there isn't room in the safe!

This is dangerous, and ought not to continue.

J. & J. Taylor

Toronto Safe Works

Brandram Bros. & Co.

ROTHERHITHE, LONDON, ENG.

BRANDRAM'S B. B. GENUINE WHITE LEAD

Manufacturers of The Celebrated Brand **B. B.**

BRANDRAM'S B. B. NO. ONE WHITE LEAD

White Lead

Noted for its Extreme Whiteness of Color, Purity and great Covering Property, rendering it specially suitable for Painting in Enamel White and other Decorative Work. To be had of all the Principal Importers in the United States, and for the Canadian trade.

Manufactured in Halifax, Nova Scotia

For samples and information apply to

HENDERSON & POTTS

Nova Scotia Paint Works, Halifax, N.S

TRADE CHAT.

THE City Council of Brantford has decided to tax auctioneers selling bankrupt stocks $25 a day.

Windsor merchants will close their stores at 8 p.m. this winter.

A. McGowan, carriages, Tweed, has sold out to Fitchett & McNair.

Petrolea is figuring on buying a chemical fire engine, to cost $2,250.

Fifty men are employed on the brick work of the new smelting works at Hamilton.

Duck Lake is now the name of the post-office in that village, the name of Stobart having been discarded.

The commercial travelers of Hamilton and district will hold their annual dinner on Friday evening, December 28.

The total shipment of iron ore from Escanaba during the season was 1,645,000 tons, the largest of any port on these lakes.

Commencing with Monday last the Winnipeg retail stores will remain open till 10 o'clock until the Christmas holiday is over.

It is announced as a certainty that a car ferry will be established by the Rathbun Co., of Deseronto, between Gananoque and Clayton, in the spring.

The Northwest commercial travelers have decided to hold their annual entertainment at the Manitoba hotel, Winnipeg, on Friday evening, the 28th inst.

The total cut of the lumber mills in the Ottawa district this season is estimated at 258,000,000 feet, which is a considerable advance on the cut of last year.

The Seaforth electric light plant, formerly run by the town, has been purchased by a joint stock company. The company is running 800 incandescent and 75 arc lights.

The Smelting Works Company, of Hamilton, want the time for completing the works extended until July 1st, 1895. The erection of the building is being pushed on rapidly.

Immediately after the disastrous fire in Winnipeg insurance rates were raised 25 per cent. A few days ago instructions were received from the Eastern Board of Underwriters to restore the old rate.

Fire broke out Monday afternoon in the cellar of a brick building on Upper Water street, Halifax, occupied by A. J. Grant & Co., hardware merchants. Damage to stock about $15,000 and to building $30,000.

The Bannockburn Gold Mining Co. had to suspend mining, owing to the water in the mine. Their pump not having arrived, they are at present mining in Tudor, on what is known as the Hungerford mine.

Word comes from Tower, Minn., that there are 100 tons of freight waiting for the trail to the Rainy Lake gold fields to freeze up. Most of it consists of mining machinery, there being four stamp mills. There is also considerable salt, which is to be used in curing fish, as eastern parties are going into the fishing business in Rainy Lake and tributaries on a large scale.—Free Press, Winnipeg.

Thursday the last section of the second main of the natural gas pipe in the Detroit river was successfully laid and connections were made. The two pipes are joined by a "Y" on the Canadian side, so that in case one breaks the other can be used.

Phillips, Hall & Gilmour, Toronto Junction, have sold the American right of a patent mitring machine for $6,000 to a Chicago firm, who have secured large premises for the manufacture of this improved machinery in the Windy City.

City Engineer Keating of Toronto forwarded a report of the Street Commissioner, showing that a saving could be made by removing garbage to the water front at the foot of York street and to Ashbridge's bay by electric power, and recommended that an appropriation of $5,000 be placed in next year's estimate for the purpose of purchasing the necessary plant. The recommendation was concurred in by the Board of Works.

Have a set purpose and determine to achieve a certain object.

Plymouth Interlocked Wood Rims

USED BY LEADING BICYCLE MANUFACTURERS OF THE UNITED STATES AND CANADA . . . . .

CHICAGO, Illinois, Nov. 12, 1894.

THE INDIANA NOVELTY MFG. CO., Plymouth, Indiana.

Gentlemen,—We have examined and tried the wood rims of other manufacturers of such articles during 1894, shaped for "G. & J." tires, and found that those you made of that pattern were in all respects the most satisfactory. The writer was so well pleased with the quality of the goods, compared with others, that he personally advocated your rims to all prospective purchasers that mentioned the subject to him. The material, the joint, the finish, and the exactness with which you follow the shape of pattern, are points in which you have excelled all others that we have so far seen.

Yours truly,

GORMULLY & JEFFERY MFG. CO., (by Thos. B. Jeffery).

RICE LEWIS & SON, LTD., Toronto, Canadian Agents.

We have patents covering our joint, and others covering the process of making single piece wood rims for bicycles.

THE INDIANA NOVELTY MFG. CO., Plymouth, Indiana.

Monarch  Metal

Best Anti-Friction Metal for all Machinery Bearings.

It prevents Hot Boxes.
It will not Cut or Heat Journals.
Its lasting qualities are of the highest order.
It is a Self-Lubricant.
It saves a large percentage of Oil.
It accomplishes its work with much cheaper grades of Lubricants.
It increases the Motive Power.
It is the only metal that protects and does not wear Journals; it Enamels them.
It is adapted to high and low speed Machinery.
It will stand the heavy work of Rolling, Sugar, Saw and Wire Mills, etc.
It is especially adapted to all Steamship Bearings.

Send your orders to all dealers, or to

The James Robertson Co. Ltd., Toronto

Montreal
Winnipeg
St. John, N.B.

HOW TO HAVE A POOR CLERK.

The Herald of Commerce gives the following recipe for making bad clerks :

Hire the cheapest applicant.

Set him to work without ascertaining how much he knows of the job he is to perform.

Growl at him if he does wrong, but be careful not to teach him how to improve.

Keep him engaged only by the menial classes of work.

It is easier to do the work than to show others how.

Send him to collect bills ; he is probably a Chesterfield in deportment and will know how to draw blood from a stone.

Needn't show him how to replace stock ; if it is not where it ought to be when you want it, you can easily hunt around till you find it, and amuse yourself in swearing at the boy. That will make him look out the next time.

Pay him his wages whenever you get ready; it will impress the little rascal with your large importance.

Never raise his salary unless he first gets an offer from somebody else.

Try to convince him that he is of no great account.

One way to do this is to studiously refrain from praising him. To praise him might make him vain, you know.

If he doesn't succeed in selling goods, look sour and harbor your wrath at his stupidity ; if you should talk it over with him quietly, he might convince you that he has done his best, or at least he might learn something, and by-and-by he would know as much as you do, which would never do, don't you know.

Never invite him to your house or allow your children to regard him as your equal.

If he remains ignorant as to the qualities of goods, he will be better prepared to praise up the poorer stuff without any twinge of conscience. Business is business, as you remark sometimes.

Let him observe that what you don't know has no particular effect on the force of your assertions ; he will learn in time that truth is a beautiful sentiment, no doubt, but that scales are more important than the finest sentiments.

If he is a youth of average intelligence, he will become able to prevaricate with some skill in your behalf ; having done which he may be logical enough to turn the acts of dishonesty upon his teacher, and before the game is played out he may prove himself a more ruinously apt scholar than you ever dreamed of.

The Council of the Toronto Board of Trade has passed the following applications for membership : Robert Neilson, Ayr ; Thomas Robson, Lindsay ; Harold Barrett, Port Hope ; Charles M. Bowman, Southampton ; Hon. S. C. Wood and Thomas R. Mason, Toronto.

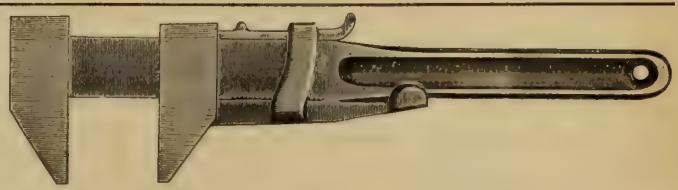
Cutlery

Full assortment in stock for the holiday trade at . . .

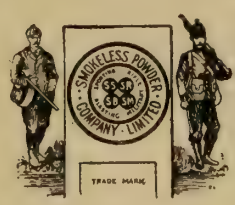
A. C. LESLIE & CO., Montreal and Toronto

Specially Close Prices

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity or adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.



SS. SMOKELESS POWDER Is the best; it does not contain any nitro glycerine, and is not affected by the heat or cold. It is made by the Smokeless Powder Company, Limited, Dashwood House, New Broad Street, London, E. C. Works, "Barwick Herts." It is used by sportsmen all over the Dominion. One firm in New York have purchased forty tons within the last twelve months. A stock kept at Montreal.

JAMES DARLING & CO.

429 Board of Trade Building

SEND FOR PRICE LIST. MONTREAL, Agents.

Our Specialty **PURE TURPENTINE** Every Barrel Guaranteed Pure.

FRANCIS, FROST & CO. Manufacturers of WEATHER AND WATERPROOF PAINT

Office and Warehouse : 33 Front Street West. TORONTO Factory : 122-4 Richmond Street East.

Buy ELASTEROLE Varnish for outside or inside work.

BRUSHES

BRUSHES

For Spring Season, 1895

The attention of the Hardware Trade is particularly directed to the reduction in prices which we are making. Revised Price List will be issued shortly.

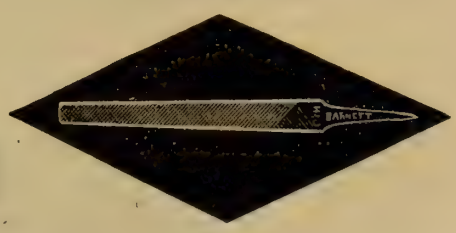
CHAS. BOECKH & SONS

Manufacturers

TORONTO, ONT.

TRADE MARK.

BLACK DIAMOND



FILE WORKS

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. Gulletting Sawfiles.
Climax Sawfiles. Lightning Sawfiles.

—AND—

EVERY OTHER DESCRIPTION OF SAW FILES.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

VANSYCKLE BROS., general merchants and manufacturers of stoves, Bismarck, Ont., have assigned to James Milligan.

J. D. Charest, saddler, Quebec, has assigned.

Wm. Johnston, general merchant, Skeena, B.C., has assigned.

A. J. Cromar, builder, Brantford, has assigned to T. Woodyatt.

J. E. P. Cammondon, general store and saw mill, Wotton, has assigned.

G. L. Stevens, general merchant, Enniskillen, is offering to compromise.

D. H. Currie, general merchant, Nottawa, has assigned to C. L. Pemiston.

Wm. McQuillan, merchant, Dickinson's Landing, has assigned to the sheriff.

Baine, Johnston & Co., general merchants, St. John's, Nfld., have suspended.

J. H. Banes, leather and findings, Toronto, has assigned to Henry Barber & Co.

Joseph Potvin, general merchant, St. Cyriac, has compromised at 75c. on the dollar.

Alf. Sleep, general merchant, of Seagrove, has assigned to Henry Barber & Co.; liabilities, $4,000

L. H. Chouinard, general merchant, Matane, Que., is offering to compromise at 65c. on the dollar.

Simon Gobeil, general merchant, Lake Megantic, will meet his creditors on the 18th inst.

Lewis J. Pierce, tinware and housefurnishings, Ottawa, has assigned to R. C. McCuaig.

G. M. Fortier & Co., general merchants, St. Charles Bellechasse, Que., have assigned.

Joseph A. Bernardin, general merchant, Buckingham, Que., is offering to compromise at 50c. on the dollar.

A. H. Falardeau, general merchant, Spencer's Cove, Que., is offering to compromise at 50c. on the dollar.

J. E. Sanders, of Deloraine, and L. G. Cagnon, of St. Anne, Man., both general merchants, have assigned.

SALES MADE AND PENDING.

The general stock of W. B. Barnard & Co., Sutton, has been sold at 55 cents.

The stock of W. F. Beck, crockery, Montreal, has been sold at 35c. on the dollar.

The assets of L. A. H. Hogle & Son, general merchants, Pike River, have been sold.

The assets of A. L. Deneau, wood dealer, etc., Montreal, were to have been sold yesterday.

The stock of L. N. Bourgeois, general merchant, Danville, Que., is to be sold by tender.

The stock of Perrault & Co., furniture dealers, Montreal, has been sold at 67c. on the dollar.

The general stock of Champagne & Senez, St. Valere de Bulstrode, Que., has been sold at 71c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

P. L. Duvert & Cie., painters, Montreal, have dissolved.

The Thompson Mattrass Co., Montreal, has dissolved. A. H. Thompson continues.

H. Hyde, coal and wood, Truro, N.S., has admitted David Murray as partner, under the style of Hyde & Murray.

C. G. Brodeur and Owen Boyer, have registered a partnership in Montreal to carry on business as plumbers under the style of C. G. Brodeur & Co.

CHANGES.

Francis Hunt, general store, Kinburn, has sold out to W. B. Richardson.

Wm. Little, general store, Ratho, has sold out to J. E. Townsend.

C. V. Anderson & Co., general merchants, Virden, Man., are advertising going out of business.

Cole's Manufacturing Co. is opening a branch at Brockville.

FIRES.

The Malleable Iron Works Co., Ltd., Oshawa, has been burned out.

Robert Gaw & Co.'s planing mill at Kingston has been partially damaged by fire.

DEATHS.

R. Brammer, founder, Orillia, is dead.

Milton Dayton, general merchant, St. Mary's, N.B., is dead.

Twelve and a half million bushels of Manitoba wheat were moved during the fall, and of this amount 90 per cent. was carried in American bottoms to Buffalo for export via New York, the Canadian export route, via Kingston and Montreal, having been this season more neglected than usual.

COMPETITION AT HOME.

A proposal is said to have been made by some of the ironmasters in the north of England to establish the tin plate industry in the Cleveland district. It is claimed in behalf of this project that the district is in a position to produce cheaply the black sheets required. Should this scheme be carried into effect, remarks Iron Age, the Welsh manufacturers of tin plates will have more difficulties to face that the competition of American works.

A great deal of the pig iron and of the steel billets now used in the Welsh works for the manufacture of black sheets for tinning is drawn from the Cleveland furnaces, and the Cleveland ironmasters are asking themselves why this iron and steel could not be profitably employed by themselves for conversion into tin plates. The Mechanical World, a leading English iron trade journal, says that during the last four years nearly 150,000 tons of Cleveland pig iron have been used in Wales, mostly by the tin plate works, and the northern ironmasters contend that if the Welsh manufacturers can afford to import North Country iron and steel and make their industry pay, there is no reason why the raw materials cannot be just as profitably converted on the spot and exported to the United States, the chief market for tin plates, as cheaply, either direct or by way of Liverpool. Whether this project is likely to take shape or not is a very doubtful question, as the difficulty of obtaining sufficient skilled labor will be a grave obstacle for the starting up of a new industry.

The journal referred to says, however, that there is evidence that the present suggestion will not be allowed to be lost sight of, as it is felt that the establishment of the manufacture in the Cleveland district of some of the lighter descriptions of iron and steel would benefit the iron trade in that part of the country in many ways.



ALLAN LINE

ROYAL MAIL STEAMSHIPS

Liverpool, Halifax, and Portland Mail Service

After Nov. 18th the Mail Service will be continued for the Winter 1894-5, from Portland to Halifax as under:

STEAMSHIPS.	From Portland.	From Halfax.
NUMIDIAN	Dec. 20	Dec. 22
MONGOLIAN	Jan. 3	Jan. 5
LAURENTIAN	" 17	" 19
NUMIDIAN	" 31	Feb. 2
MONGOLIAN	Feb. 14	" 16

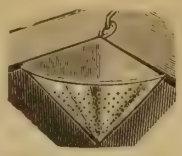
The Steamers of this service carry all classes of passengers. The Saloons and Staterooms are in the central part where least motion is felt. Electricity is used for lighting the ships throughout, the lights being at the command of the passengers at any hour of the night. Music rooms and Smoking room on the promenade deck. The Saloons and Staterooms are heated by steam.

RATES OF PASSAGE:—Cabin, $45 and upwards, according to Steamer, location of and number of persons in Stateroom. Second Cabin, $30; Return, $55.

Steerage to or from Liverpool, London, Glasgow, Belfast, or Londonderry, $15.

H. & A. ALLAN, Gen. Agents, Montreal, or H. C. BOURLIER, 1 King St., Toronto

Pickard's Pat. Sink Strain



Has been a great seller with agents. We manufacture agents' specialties.

Address ARMOUR MFG. CO.

342 Yonge Street, TORONTO, ONT.

MUNN'S LIQUID GLUE

Received the Highest Award

WORLD'S FAIR, 1893

In competition with

American Glues

THE ART METROPOLE, Agents.

131 Yonge St., TORONTO.

Pigou, Wilks & Laurence

Limited.

11 QUEEN VICTORIA ST., - LONDON, E. C.

Sole makers of the

"ALLIANCE"

PRIZE SPORTING POWDER

THE TRADE ONLY SUPPLIED.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

IRWIN'S

CANADIAN CUSTOMS TARIFF

— AND —

ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables (Sterling, Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercial lawyers in our country. This book is **up-to-date**, and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

A SCIENTIFIC REMEDY.

THE woman who had the range, for some reason, was not altogether pleased with it, yet had no good reason for complaint, writes "X. Perience" in Iron Age. She had concluded, however, to find fault, and insisted that it did not bake, but that was found to be a fairy tale, and though she had no good reason to find fault, that woman made the life of the stove man a torment. He had several traveling men from the house that made it step in; some suggested hard iron as preventing the heat properly permeating the provender, and promised a new plate for the oven, but that old gag didn't work. She wasn't going to have her kitchen made a work shop, and it was a new stove or nothing, and she continued to kick on principle, though her husband had pie three times a day.

Another traveler wanted larger pipe put on, but the stoveman demurred, as that meant money out of his pocket and extra work; besides, other stoves worked with the same size of pipe. One man said the chimney ought to be higher and that suited the stoveman, as he would raise it any reasonable height with good galvanized iron pipe at 50 cents per foot. The woman said the chimney had worked all right for years and she would not build a chimney to suit any old makeshift in cast iron that some people had the impudence to call a range. Finally a real smooth old fellow came along and he was taken to see this range, and caught bread coming out of the oven that looked so delicious that when he saw it he said he wished it was dinner time all day. But one side of the loaf was not as brown as the other, and he asked the woman if she had not had trouble with baking in that stove. "Why, anybody could see it by that bread," he said. "It is too bad that you should have been so bothered and nobody fixed it. The trouble is simple and can be easily remedied, yet has made you fret and fuss."

The stoveman's eyes stuck out so you could have knocked them off with a stick and his mouth was open so you could see his gizzard palpitating with surprise when he heard this. The old man said: "Please give me a pie plate and some water, miss." Miss! Why she was a relic of the Revolution, but she simpered at the old rat's soft solder and brought what he wanted. He set the plate on the bottom of the oven and filled it with water, and then an hour was spent putting chips under the stove legs to get the oven level. He said no oven would bake that wasn't level, and he was surprised that no one had found it out and saved the good lady the worry she had had. He said she would never have any more trouble, and she gave him a piece of that hot bread, some butter and a glass of milk, while he discoursed on baking to educate the stoveman and show the woman that she had cause for complaint. Well, when they got in the wagon and drove away the stoveman wanted to know how the ovens worked in stoves on vessels that were seldom on an even keel. The old man said: "Sonny, don't ask disagreeable questions and always use science when your sense fails to suggest a quieting remedy."



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

CALCINED LAND PLASTER

We manufacture from the best rock only. We guarantee our plaster a first-class article. Write for Prices.

WINDSOR PLASTER CO.

Windsor, N. S.

WE WANT

To send a man to every store in Canada to show samples of our goods, and would pay for a seat in a conveyance driving through the country. State terms and route now covered. B. M., care of MacLean Pub. Co., 10 Front E., Toronto.



We have just put in New Machinery, by which we can turn out

HAMMERS AND SLEDGES

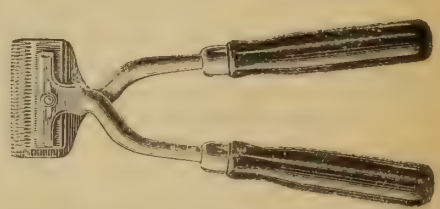
OF EVERY KIND

At lower prices than ever before.
Only best steel used.

Write for fuller particulars.

JOSIAH FOWLER,

ST. JOHN, N.B.



HORSE CLIPPERS

GEM AND H. BOKER

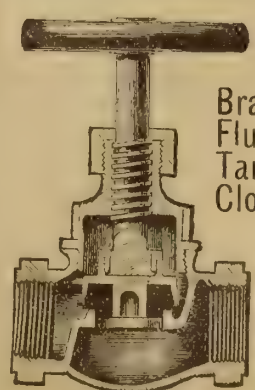
Finest Quality. New stock just arrived.

RICE LEWIS & SON

LIMITED

TORONTO - - ONT.

For Plumbers' and Steamfitters'



Brass Supplies
Flush Tanks
Tank Boards and
Closet Seats

. . . WRITE . . .

THE

Stevens Mfg. Co.

London, Ont.

THE TIN PLATE SITUATION.

THE conflict between the Tinned Plate Manufacturers' Association of the United States and the Amalgamated Association, inaugurated by the starting up of the plants of Wallace, Banfield & Co., Ltd., at Irondale, Ohio, and the United States Iron and Tin Plate Manufacturing Co., at Demmler, Pa., is now on its second week and Iron Age says it bids fair to be prolonged for some little time yet. Both concerns mentioned above are making good progress in their efforts to operate with non-union men, and while considerable time may elapse before sufficient competent workmen have been secured to operate all departments to full capacity, there can be but one outcome of the contest, and that is the defeat of the Amalgamated Association. At the plant of Wallace, Banfield & Co., Ltd., the bar mill was started up on Monday, the 12th ult., with nearly a full crew, and after being operated four or five days in order to get a stock of sheet bars ahead it was closed down and two black sheet mills were started up, the plant containing four. On Wednesday of last week a sufficient stock of sheets had been made to warrant starting up the dipping department, and this was done on the day following. While it is not claimed that the output has been as large as it would have been with the old workmen, and that no imperfect sheets were turned out, it is claimed by the firm that so far they have had very little trouble, and the product in quality has been as good as was ever made in the plant. The manager of this plant is an experienced roller and so is the superintendent, and when the plant was started the manager had charge of the day crew, and worked right with them, while the superintendent did the same with the night crew, and under this arrangement good results have been obtained. A high fence has been built around the plant by the firm to protect the employes, and the men are being lodged and fed in an unused building. This will be continued until all danger of violence from the old workmen has been removed. At the plant of the United States Iron and Tin Plate Manufacturing Company the attempt of the firm to operate with non-union men has been much more successful than the firm anticipated, both in the direction of securing competent workmen and in quantity and quality of the output. This firm are also feeding and lodging their new employes, and their personal comfort is being carefully looked after. On Wednesday, the 21st, the bar mill was in operation and also several sheet trains and the tinning department. Very little trouble has been experienced as yet either from breakage of rolls or inferior quality of product, and if the present rate of progress can be maintained it will not be long until the plant can be put on full in all departments. The firm are refusing positions to applicants every day, and only those who are skilled and come with good records are given employment

The attempt of the United States Iron & Tin Plate Mfg. Company, Demmler, Pa., to operate their tin plate plant with non-union men, and which gives good promise of being successful, has resulted in a move being made by the Amalgamated Association, the outcome of which will be awaited with much interest by employer and employe alike. The move in question was the filing of a bill in equity in the courts at Pittsburgh, on Saturday, the 24th inst., by the attorney of the Amalgamated Association, asking the court to grant a decree restraining the United States Iron and Tin Plate Mfg. Company and the officers and agents thereof from operating their tin and black plate mills at wages less than the schedule of prices agreed upon for the work performed by rollers, heaters, doublers and shearmen. The bill sets forth that on July 6 a committee from each association agreed upon a scale of wages to be paid by the firms composing the Tinned Plate Manufacturers' Association to their employes engaged as rollers, heaters, doublers and shearmen for the year ending June 30, 1895.

The case will be heard by the court on Saturday next, December 1. The filing of this suit has excited considerable speculation as to the line of defence that will be offered by the defendants. By many it is believed that the fact that the Manufacturers' Association and the Amalgamated Association are not incorporated bodies will cause the suit to be dismissed by the courts. In this connection it is pertinent to state that in addition to the agreement entered into on July 6, a resolution was adopted in conference to the effect that should a reduction in the tariff on tin and terne plate be made and a reduction in the selling price of same follow, then another conference should be held between the Manufacturers' Association and the Amalgamated Association in order to determine what reductions in the wage scale had been made necessary. As is well known, a conference was held in Pittsburgh shortly after the passage of the tariff bill, at which the manufacturers proposed a reduction of 30 per cent. in rollers' wages, 25 per cent. to heaters and 20 per cent. to shearmen and doublers. A vote was taken on this by the different lodges of the Amalgamated Association, and the vote was almost unanimous against accepting any reduction whatever. This was followed by the complete shut down of the tin plate plants operated by members of the Manufacturers' Association, with the exception of some six or seven, most of which are located in the gas fields of Indiana. Should this suit in equity be allowed to proceed to a full hearing, the question will doubtless be determined whether wage agreements are legally binding on the parties making them or not. Such a decision coming from a court would doubtless be of value to employer and employe.

QUESTION RE CEMENT.

THINGS seem to be lively in the Portland cement trade, and as that material is very largely handled by our friends in Australia, New Zealand, South Africa, and other over-sea parts of the world, as well as at home, we hope to be pardoned for making a brief allusion to the causes of the disturbance, says Ironmonger, London. We need not indulge in retrospective remarks, but may at once proceed to narrate that a meeting of English Portland cement manufacturers was held last week in London. It had been called on the initiative of Knight, Bevan & Sturge, "for the purpose of establishing an association of English cement manufacturers," and "of dealing with, and, if possible, of putting a stop to, the unprincipled and disreputable practice" of "adulterating cement by the mixture of Kentish rag-stone, other stone, furnace, or oven ashes, disused or exhausted firebricks, and other inert material." Accordingly the meeting took place, and was attended by representatives of twenty-nine firms and companies manufacturing Portland cement, Mr. Bevan occupying the chair. We have not space to follow the proceedings at length, but may say that they were lively, and that there were considerable differences of opinion on various points. Some of those present approved of the proposed association; others decidedly objected to it; and others preferred leaving the question of adulteration in the hands of the London Chamber of Commerce. One gentleman, Mr. Holt (of Macevoy, Holt & Co.), boldly denied that the addition of Kentish rag-stone was an adulteration. He frankly admitted having used it, and after two years' experience declared it improved the cement in point of color and in its tensile strain; the sand tests were higher, and in every respect it was a better article. It did not follow, he said, that because Portland cement had been made for thirty or forty years by the admixture of chalk and clay that there was no other article by which it could be improved. Mr. Holt quoted figures in support of his views, and indignantly repudiated the charge of "adulteration." Some of the succeeding speeches were not exactly frigid; but that by Mr. Leedham White (J. Bazley White & Bros.) was not only judicial but judicious. He said English cement manufacturers were making a better article than they did some years ago, but he admitted we had been distanced by German skill. He thought we ought not to be debarred from imitating that German skill, and they must not be debarred from taking advantage of scientific research, and making progress in every shape and way. He held, therefore, that the matter should be sifted by a qualified body in a scientific manner, and then fully reported upon. Ultimately the meeting broke up in a somewhat confused manner, and the proceedings may be

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

THE

Best Upsetter

A Poor Upsetter means to the blacksmith who buys it money thrown away. In the long run it don't pay a merchant to handle goods that are not satisfactory to his customers. Jardine's Patent Tire Upsetter is reliable and durable, and moderate in price.

TRADE MARK J REGISTERED

A. B. JARDINE & Co.

Manufacturers Blacksmiths' Tools

HESPELER, ONT.

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS

Sent, postpaid, on receipt of price

HARDWARE MERCHANT

TORONTO.

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works



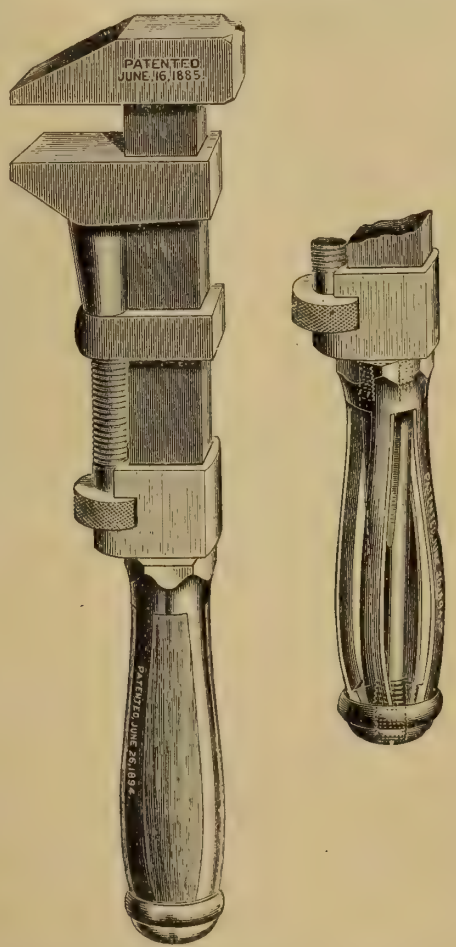
You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,
ESSEX, ONT.

said to have been rather inconsequent, albeit several firms signed a statutory declaration, joining the association, and avowing that they never had "adulterated" their cement in the manner indicated. What the further outcome of the association may be is as yet a matter of the future, but it is pretty clear that it is quite a question what is or is not "adulteration." It is eminently desirable, of course, that all Portland cement should be reliable and capable of doing the work demanded of it, yet we venture to think the march of progress should not be blindly barred, and we are decidedly of opinion that Mr. White's suggestion might be adopted, even now, with great advantage to all concerned.

PATENT WRENCH.

The "Robinson" patent steel bar wrench, of which the accompanying cuts are illustrations, is being sold by H. S. Howland, Sons & Co. The manufacturers of this wrench claim that it is the best wrench in the market for engineers' and machinists' use. The advantages of this patent wrench are that the strain upon the screw acts upon



the bar instead of the ferrule. The screw has an independent journal so arranged that the bar, screw and ferrule are doubly locked together, thus greatly reducing friction, and making the action easier and the wrench more durable than any other screw wrench ever produced. The small cut shows the internal working of the wrench.

DOWSWELL BROS.

HAMILTON, ONTARIO

MANUFACTURERS OF

Clothes Wringers, Mangles, Churns, Washing Machines, and Household Specialties

Prices are low but you will find our goods first-class. Send for Catalogue. . . . .

EASTERN AGENTS

W. L. HALDIMAND & SON, - Montreal

RAMSAY'S

Furniture Varnish
Brown Japan
Inside Varnish
Outside Varnish

In Handy Cans

IS THE PROPER LINE.

A. RAMSAY & SON

MONTREAL.

Long Folding-Handle Dust Pan

HANDLE FOLDS
As shown by the Cut.

While in use stands erect, locked in place.



Now Made in Two Grades. Get prices from the wholesale trade, or direct.

P.S —We are making 25c. and 50c. line of Sham Holders as well as our Tarbox Holder, which retails at 75c.

TARBOX BROS., TORONTO.

Be Sure

The brand reads

JOHN LUCAS & CO.'S

And you will get the old . .

Original, and Only Reliable And Durable Green

Imperial French Green

OF THIS NAME

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends. Montreal Agent,

D. S. McINTYRE, Royal Insurance Building

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb ingots, per lb	18½	19
Straits "	18	18½

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
M.L.S. equal to Bradley		
I.C., usual sizes	$5 25	
I.X., "	6 50	
I.X.X., "	7 75	
Raven & P.D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½ x 17	3 50	3 75
D.X.,	4 50	4 75
D.X.X. "	5	6 0

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	3 10	3 25
I.C., special sizes	3 25	3 35

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	6 50	6 75
I.X. Terne Tin	8 75	9 00

Charcoal Tin Boiler Plates.

	Per lb.	
Cookley Grade—		
I.X.X., 14x56, 50 sheet bxs	6c,	6¾c
" 14x60, "		
14x65,		

Tinned Plates

72x30 up to 24 gauge	6½	6½
26 "	6¾	7
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb		1 80
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 25	2 30
Hoop " "	2 20	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

½-inch	10½c
¾-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
⅜ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull		2 15
½ polished		2 25
All Bright	2 50	2 85

Iron Pipe.

Wrought 67½ to 70 p.c.
Galvanized, 50 to 50 & 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars Best and Queen's Head		
16 to 24 gauge, per lb	4½,	4¾
26 gauge, "	4¾,	5
28 " "	5,	5¼
Gordon Crown—		
16 to 24 gauge, per lb	4	4½
26 gauge, "	4½	4¾
28 " "	4¾	5

Note.—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4½
" ⅜ " "	4½ 4⅝
" 7-16 " "	3⅞ 4
" ½ " "	3⅝ 3⅞
" ⅝ " "	2⅞ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10	0 10½
Lake Superior	0 10	0 10½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in	$0 20	$0 22
" round & square		
1 to 2 in	0 18	0 19

Note.—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14	0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½	0 16½

Note.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16	0 17
" 35 to 45 " "	0 14½	0 15½
" 50 lb and above per lb	0 14	0 14½

Boiler & T. K. Pitts

Plain Tinned per lb		0 19
Spun "		0 23

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge, up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	0 23	0 26
Sheets, hard-rolled 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 04¼	0 04½

Zinc Sheet.

5 cwt casks		0 04¾
Part casks		0 05

Lead.

Imported Pig, per lb	0 2¾	0 03
Domestic "		0 02½
Bar, 1 pound		0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½	0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½	0 04¾

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note.—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.	
Bar Half-and-half (guar.)	0 13	0 13½
Standard	0 12	0 12½
Wire	0 17	0 19

Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10	0 10½
Other makes "	0 9½	0 10

White Lead.

	per cwt.	
Pure, Assoc. guarantee, ground in oil, 25 lb. irons		$4 25
No. 1 Do		4 00
No. 2 Do		4 75
No. 3 Do		3 50
Brandram Bros'. Genuine		6 00
" " Decorative		5 75
" " No. 1		5 10

f.o.b. Halifax, St. John, Montreal, Toronto,

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon		$1 00
2nd qualities "		0 90
Barn (in bbls)	0 80	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } " "	1 25 1 90
Canadian " }	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 69	
Extra "	0 90	
Brown Japan "	0 65	
Brown Japan, Turpentine p. gal.	0 85	
No. 1 Carriage "	1 30	
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 52	0 53
Boiled "	0 55	0 56

Turpentine (in bbls)

Selected Packages, per gal	0 39	0 40

Castor Oil.

Best, per lb	0 06½	0 07¼

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis 45 p.c Amer
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 50
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount ... 3 50 4 00
Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, "		4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 75 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 5 00 7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 70 & 10 to 75 p.c.
Loose Pins, " 70 & 10 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 & 5 to 50 & 10 p.c.
Plate dis. 50 & 5 to 50 & 10 p.c.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0		1 35
" No 2		2 70

Compasses, Dividers, etc.

American, dis. 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1 70	
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 and 5 per cent.
Black Diamond, 50 & 10 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50 and 10 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 and 10 p c.
Horse Rasps, Kearney & Foote's dis Am list, 60 to 60 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 52½ p.c rev. list

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz 3 25 3 50
Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c:

Fry Pans.

Acme, discount 62½ to 65 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	11 5	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	...	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	.....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 60	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	75	2 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 15	0 20

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 and 10 to 65 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap 70 to 70 & 5 p.c
Heavy, per lb 03 3-5 0 04½
Screw hook and hinge—
6 to 10 in., per set 0 00 0 03½
12 up " 0 00 0 02½

	Per doz. set	
Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		
	Per doz. pairs	
Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 52½ per cent. revised list.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 65
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples. Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 60 to 80 and 10 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails

Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,

F.O.B. Toronto & Hamilton.... $3 65
Snow, " " ... 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Nava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Knives.

Clauss, bread cake and paring knives $7.20 per doz. nett.
Hay Knives, spear point, L or T hdle 52½ per cent. dis.
Lightning, per doz. 6 50 8 40
Heaths, 52½ per cent.

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p c.

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis 00 to 25 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70.10 to 75 per cent

Nails.

Cut Nails (Iron)
1. Either Canada or Amer. Pat'n. Basis—50 to 60 dy..... 1 75
40dy..... 1 80
30 dy..... 1 85
20, 16 & 12 dy..... 1 90
10 dy..... 1 95
8 & 9 dy..... 2 00
6 & 7 dy..... 2 15
2. Amer. Pattern Only from 4 to 5 dy 2 25
3 dy. (lath)..... 2 75
3. Canada Pattern Only from 4 to 5 dy 2 25
3 dy. (lath)..... 2 65
3 dy. A.P. Fine 3 35

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.

Poultry, 65 to 65 and 5 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W. " 0 25
S R. Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 40 per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to 60 and 5 per cent.
Pitcher Spout, 70 to 70 and 5 p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 70 to 70 and 5 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 1¾ 2
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3½ to 3¾c. ft.

Rakes.

Cast Steel and Malleable Canadian list dis. 52½ p.c. revised list.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.

Canadian dis. 30, 35 per c.

	Rope	Sisal.	Manilla.
7-16 in. and larger.. ...		7½	9½
¼, 5-16, ⅜ in..... ...		8	10
Cotton, per lb.....		13	16
New Zealand.....		8½	9
Russia Deep Sea, per lb..		12½	13½
Jute ..... " ...		06¾	07½

Rules.

Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 65
" N P. " 90

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian. dis. 45, 50 p. c

Sash Weights.

Sectional, per lb..... 1½ 1⅝

Saws.

Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz 7 50
Hand, Disston's, dis 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

"Lincoln" McMillan & Haynes, per doz 7 50

Scales.

Standard Manufacturing Co., 60 p.c.
Gurney Scales, 50 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 52½ per cent. revised list

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 42½ special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 05 1 10
" tinned, " 1 25 1 35
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis 35 to 37½ p.c
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ¼ or ½ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... .... 0 26

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3½ 3¾
Wrought Iron, dis. 80 & 5 to 80 & 10
Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enanelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 0
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 to 75 & 10 p.c

Thimbles.

Asbestos, filled, per doz., 35 to 40 p c

Ties.

Cow, per doz ..... 1 [illegible] 2

Tinner's Tools.

P.S.&W., net list.
Canadian 15 to 35 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33½ p.c to 35 p.c.
Game, H & N., P. S. & W. 62 to 60.10 H & N and 70 p.c. steel.
Mouse, per doz 0 35 1 50
Rat " 1 40 6 00

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9 00

Twines.

Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " ..... 0 30 0 5[illegible]
Binding, Common Sense 6½
" Blue ribbon..... ..... 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8

On prison made twine freight is prepaid to any railway station in Ontario.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 1?
Pipe, each..... 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos. or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5⅛ to 6c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } 3½ 3¾
" 4 " 4 & 6 " "
" Plain twist, all deld 3½ 3¾
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 4½
Ditto Glidden 2 point 4½
Galvanized Barb, "Lyman," 2 to 4 points..... .. 4½
Steel staples 3½ 3¾
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1 9[illegible]

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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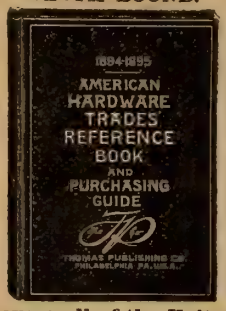
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AND METAL MERCHANT

VOL. VI. TORONTO, DECEMBER 22, 1894. No. 51.

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ON THE

SYPHON PRINCIPLE



Made of Heavy Galvanized Iron.

Pump supplied with this can is attached by means of a screw, thus giving free access to both can and pump and leaving a large hole for filling. A cap is fitted over the syphon tube and pump handle which protects it from being damaged in shipping.

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Toronto.

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Published Weekly. $2.00 a Year.

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J. B. McLEAN, President. *HUGH C. McLEAN, Sec.-Treas.*

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THE QUANTITY BASIS.

IT was noted in last week's issue that an agitation was on foot with a view to induce the manufacturers to adopt a quantity basis in lieu of the jobbing list, now obtaining.

Whether the manufacturers have taken any action in the matter, HARDWARE is not in a position, at the time of writing, to say, their meetings being private. All that we know is that some of the largest manufacturers favor the idea.

Like most questions, that regarding the quantity basis has both its pros and its cons ; but it does seem to us, in this instance, that the former outweigh the latter.

It is a natural law of commerce that he who buys the larger quantity can buy cheaper than he whose wants and capabilities are smaller. Rings, rules, and combinations may suspend the operation of this law for the time being, but never indefinitely so.

The jobbers' list has been tried and found wanting. Practically from the very first it was doomed to failure, from the very fact that it was not always through merit, but through friends at court, that a dealer was accorded the advantages that accrued from being on the preferred list.

With a quantity basis in vogue it would be the volume of business he did that would determine the rebate he should receive and not his ability or that of his friends to " pull wires." In a word, it would be by merit, not demerit, as is too often the case under the present order of things.

An argument that has been used against the quantity basis lies in the fact that small dealers would club together and buy large quantities in order to get the rebate.

Well, let them, if they are so disposed. And, anyhow, in what direction is the tendency drifting, if it is not in this ?

Department stores are springing up to the right, to the left, behind and in front of the retailer, underselling him and taking his custom away from him. And what hope is there for him unless he can join his fellow-merchant in buying larger and cheaper quantities ? None that we can see. The department store has come to stay. That is certain. And the reason is that it can buy cheaper and sell cheaper than the retailer.

With a quantity basis in existence, the large retailers would be able to buy better, while the small retailers would be able to join issues and buy in sufficiently large quantities to enable them to secure the rebates, and thus be in a better position to cope with the department stores than most of them now are.

A BOARD OF APPRAISERS.

TWO important changes are necessary in the Customs Department. Mr. Watters, the acting commissioner, should be given another position where he would cause less worry and annoyance to the trade. He was a good accountant, and to that work he should be again assigned.

There should also be a Dominion Board of Appraisers, made up of capable men from the leading departments of business. With such a court there would be no such thing as importers at one place passing goods in free, another paying 20 per cent., and another 35 per cent., as is constantly done.

Attention was drawn to one article this week which pays $3.90 duty in Toronto, 80c in Montreal, and has been brought in free at a number of outlying ports. Halifax dry goods men have brought goods in at Montreal and paid freight to that point. A Montreal wholesale hardware house says that a London firm can import at a less rate of duty than they can.

The United States tried to go on without such a board, but now it is recognized as a most valuable institution. Unfair rulings are often given, but this board sets them right. In Canada the importer generally has no appeal, and often suffers severe loss.

MONTREAL AND IRON MEETINGS.

The quarterly meetings of the different associations of iron manufacturers, which commenced in Toronto at the close of last week, and have been going on during the present one, are attracting more than the usual attention among the trade in Montreal.

This is due to developments to which HARDWARE has already fully referred, in connection with bar iron, cut nails, wire, etc.

As is well known, the two former lines, which were previously sold under an agreement, have been selling at open market rates—and very open rates at that. In wire, also, there has been cutting done, and for this reason there is considerable speculation as to the ultimate outcome of these gatherings : whether they would result in a general break up, or not.

At the close of last week there was a report circulated in Montreal that makers of cut nails had again agreed to sell at a list price. Up to the date of writing, however, this has not been confirmed, and it is generally disbelieved, while it may be remarked that the representative of one of the largest cut nail manufacturing concerns in the metropolis has not attended the meetings at all.

All in all, the trade in Montreal is anxiously looking for definite information regarding the proceedings.

PEACE AND GOOD WILL IN TRADE.

WHEN upon the world's first Christmas morn the angels sang, "Peace on earth and good will towards men," they heralded a message that was intended for business men as well as for individuals and nations. Business men, seemingly at least, often forget this. At any rate "peace and good will," too frequently does not obtain among them.

It is everlastingly war to the knife. With low prices they try to cut each other's throats, draw customers from one another, and allow the "other fellow's" business to die for the want of that which gives it life.

"'Peace on earth and good will toward men!' We want none of it. Away with it. Give us all the trade of our neighborhood. Let none others enjoy it. Let us live and others die." It is thus that the price cutters act, if they do not say so in so many words.

Towns, too, jealous of their neighbors, pass by-laws prohibiting merchants from these rival places from coming and offering goods to farmers and others on market days. Brantford has done this; and now the Paris Council is being urged by The Review of that place to pass a "by-law prohibiting any person from other towns coming on our market on Saturdays, offering for sale goods manufactured in other towns."

There is no "peace and good will" about this. It is ill will. It is parsimoniousness. It is narrowness. It is born of that spirit — the spirit of selfishness — that is at the root of all difficulties between nations, between capital and labor, between storekeeper and storekeeper, between man and man.

Every community has the right to demand that outsiders who come into it to compete with the storekeeper for the custom of the consumer shall pay for the privilege of doing so. It is only fair that it should have this right. These outsiders pay no taxes, and if they desire to enjoy the privileges which the municipality affords a fee should certainly be levied upon them. But that is another thing from barring the door against them entirely.

In actual warfare the victor, as well as the conquered, suffers. And it is so in cutting prices. In fact, in every thrust the "cutter" gives his competitor, there is a return stab for himself which often wounds him deeper than it does him whose destruction he desires to accomplish.

Let every business man employ legitimately his best talents to improve and enlarge his business. Let him stock good and honest goods; let him display them in the most attractive and artistic manner; let him advertise as best he can; but he should live and let live.

The merchant who is bright, honest, acquainted with his business, and keeps abreast of the times, can always draw custom, can always outstrip the slow-going, passive contemporary.

One great fundamental difference between business enterprise and the policy of cutting prices is this: The one builds up business, the other destroys it.

Fortunately a good many are beginning to see this; and some are following the new light they have received. In business they are experiencing peace, and towards their fellow business men more good will.

Let merchants stop cutting each other's throats and there will not only be "peace on earth and good will towards men," as far as they are concerned, but their Christmas will be merrier, because their profits will be more satisfactory, and their New Year will be happier for the same reason, and furthermore, because jealousy will be less potent as a disturbing factor.

That this may be experienced is THE GROCER'S wish at this, the festive season.

THE DUTY ON IRON PIPE.

"THE American manufacturers of iron pipe seem bound to capture the Canadian market, if prices will do it," remarked an importer. "Quotations are daily coming in which make it almost impossible for Canadian manufacturers to compete with them. With the protection, however, which Canadian manufacturers have, it seems to me they ought to be able to contend against the foreign market. This protection is 50 per cent., and even at this ratio the Collector of Customs will not permit pipe to be passed at invoice figures. I mean they will not allow full discounts. For instance, if the invoice calls for a discount of 50 per cent. and four tens, the Customs authorities will only allow three tens, or 50 and two tens, just as they see fit. To further illustrate: Take a bill of $1,000 worth of pipe. If they do not allow you the last two tens you are forced to pay $1,200, which means that the purchaser pays $200 more than his invoice actually calls for, and $100 more duty than the tariff calls for.

"While this may seem right and just for some, the consumer can scarcely be expected to see eye to eye with them."

"Do the Customs authorities advance any reason for taking the view you say they do?"

"None whatever, as far as I know. Although the invoices are produced and certified to by the firms from whom they come as being correct, yet they will not allow their face value."

HIS LIFE AN OBJECT LESSON.

CANADA could ill afford to spare Sir John Thompson. The trade policy of the party at whose head he stood is right or wrong according to the political spectacles through which we view it. But of the man there is no question.

Sir John Thompson was a man. Country came before party with him. Truth and honesty were to him more reliable forces to win by than untruth and dishonesty.

In a word, he was a newer and better type of politician, and his demise deprives the political arena as well as the country of its Premier.

Less than ten years ago he was scarcely known, outside his own province of Nova Scotia; at his death his reputation was world-wide. Less than ten years ago his face was not seen in the pictures showing the leading men of his party; at his death no face was better known, while mentally he stood head and shoulders above his fellows in politics.

To every young man starting out in the world, the life of Sir John Thompson is an object lesson. Men of brawn, men of muscle, are often taught, by implication at least, that the goal of their ambition can be more easily and quickly attained by practices which, while perhaps not altogether dishonest, are sharp and questionable. "Always look out for number one. Never mind whose neck you trample on, or whom you elbow in the race; get there!" These are the methods that young men are too often urged by ill-advisers to employ.

Sir John Thompson followed no questionable cross roads to fame. He went around by the reliable roads of intelligence and integrity. And where is there the man in modern times who, in less than a decade, has traversed from seclusion to the Premiership, and to a membership in the highest court in the British Empire—the Privy Council of Great Britain?

Give any young man intelligence, continuity and honesty of purpose, and he will seldom miss his goal. He may for a time be outstripped by the man who elbows, but the prize is eventually his.

WHAT THE MANUFACTURERS DID.

THE manufacturers concluded their meetings in Toronto on Wednesday night, just a week from the day of the opening session. All but the Horseshoe and Horsenail Associations concluded their business. These two associations adjourned to meet in Montreal, where, at the time of writing, they are in session.

The manufacturers present at the different meetings were: Cyrus C. Birge and President Thurston, of the Canada Screw Co., Hamilton; Mr. Doolittle, Ontario Rolling Mills, Hamilton; Mr. A. J Somerville and Mr. George, Ontario Lead and Barb Wire Co., Toronto; Mr. Peleg Howland, Graham Nail Works, Toronto; Mr. Howard and Mr. Jack, Safety Barb Wire Co., Toronto; Mr. Fairman and Mr. McCormack, Dominion Wire Co., Montreal; Mr. W. McMaster and Mr. Kinghorn, Montreal Rolling Mills Co., Montreal; Mr. McAgy, Pillow-Hersey Manufacturing Co., Montreal; Mr. Peck and Mr. Irwin, Peck-Benny Manufacturing Co., Montreal; Mr. Pender, of James Pender & Co., St. John, N.B; Mr. Parmenter, Parmenter & Bullock, Gananoque; Mr. George Gillis, Gananoque; Mr. Smail, Canada Horse Nail Co., Montreal.

Mr. Abbott, of Abbott & Co., Montreal, was unable to be present through illness in the family, and wrote to that effect.

The Western Wire and Nail Co., of London, just organized, and which starts operations January 1, joined the different associations which the lines it is to manufacture entitle it to.

These meetings are at all times secret, but special efforts were made at those just held to keep quiet all legislative actions until such time as they would go into force.

"Now, keep quiet regarding this matter, and don't say a word about it to anyone," was a remark that was made one day at a joint meeting of the manufacturers and jobbers.

"Oh, it will be in HARDWARE next week." And it is.

"We never sleep," and that is the reason HARDWARE is enabled to this week give its readers a digest of the changes that the different manufacturers decided to make; also a list of the articles that it was decided to leave as before. The changes are:

Barb wire has been reduced from 3¼ to 3c. per lb., delivered in lots of 500 lbs.

Some changes were made in wire nails. Six inch nails were advanced from 11 to 12c.; one-inch by 16 gauge were reduced from 21 to 20c.; 1½-inch by 16 gauge were reduced from 21 to 20c. The discounts remain as before, namely, 75, 10 and 5 per cent.

Slight reductions were made in flour barrel and coopers' nails, and in American upholsterers' tacks.

Tinned carpet tacks in bulk will hereafter be on the tinned Swede list.

Galvanized roofing nails are removed from the list and will be sold at open prices.

None of the above changes, it must be remembered, go into effect until after the new year.

The Plain Wire Association decided to make no change just now, and it was intimated to HARDWARE that none would be, at least until the season arrives, which will be about March next.

The makers of barrel churns failed to arrive at an understanding, and it is more than probable that prices will be open after Jan. 1st next, when, "Good-bye profits," as one gentleman remarked.

Horseshoes will likely be put on the quantity basis.

It was decided to leave nuts, bolts, rivets and screws unchanged.

Mr. Wm. McMaster, who has held the presidency of the Wire Nail Association for two years, declined to be renominated, and Mr. A. J. Somerville was elected in his stead. Lots of nice things were said about Mr. McMaster, and a unanimous vote of thanks was tendered him.

DIED FROM DRY ROT.

BE up to date. Machinery that ten years ago excited astonishment by the efficiency it displayed is a back number to-day. And what applies to machinery applies with equal force to storekeepers. An instance in point: There was until recently a storekeeper in a town in Western Ontario who had built up a large and profitable trade, until eventually he was worth in the neighborhood of $40,000.

There he stopped, and the moment he stood still dry rot set in, while, instead of devoting his time to new ideas, he began investing his money in outside ventures.

In the meantime storekeepers of the modern school sprang up about him. They bid for his customers; and gradually they got them.

Instead of putting his best foot forward, the storekeeper of the Past meekly folded his arms, denounced the storekeepers of the Present, and bemoaned the unkindness of his old customers in transferring their patronage from him to his competitors.

Matters grew from bad to worse; and at last he began to seek consolation in intoxicating liquors. This accelerated his fall, and a few weeks ago his stock was sold to satisfy the claims of his creditors.

The unfortunate man has passed the meridian of life, and now has neither store nor source of income, while he has on his hands a family of young children to support. Almost any wage would now secure his services.

The circumstances demand one's sympathy, but that does not make one blind to the fact that dry rot was the bottom of the whole trouble, and it is at the bottom of a good many other failures in business.

No man is justified in allowing his business to die of any such disease. With the trade papers there are to-day, and the facilities which retailers have for getting in touch with one another and with the trade generally, there is no need of any intelligent merchant getting behind the times and thus contracting the complaint.

The fact of the matter is that some little souls shut themselves up tightly within their own narrow spheres and will rub shoulders or exchange ideas with no one.

No man has a monopoly of ideas, and he who thinks he has may be safely put down as having but one idea, and that one in regard to the importance of himself.

The up-to date merchant is he who reads, associates with his fellows, and is always on the alert for new ideas.

Be up to date.

MONEY AND STOCKS.

THE local money market is without material change. Call loans are quiet at 4 for choice and 4½ for sharp call. Commercial discounts are unchanged at 6 per cent. for gilt edged and 7 per cent. for ordinary.

There has been quite an active demand for Toronto Street Railway shares at from 55 to 58. These shares sold at 65 about two months ago, the decline being partly, if not altogether, the result of the boodle investigation that Judge McDougall is carrying on. At the figures quoted there are good orders in the market.

Toronto real estate is beginning to improve. During the last few days quite a number of houses have been sold and rented; and a pleasing feature about the situation is that many of the houses being rented are not by people who are merely changing, but are being taken by strangers moving into the city. One agent last week rented three houses to outsiders—one family was from the United States, another from Montreal, and a third from the west. Another agent reported that a client who last year had an average of eight vacant houses, now only had three. Loans on real estate are, however, still dull.

The shareholders in a certain trust and loan company, whose headquarters are in Toronto, narrowly escaped getting any dividends this year. In fact, the directorate at one time, I understand, had actually decided to for once skip paying anything to the investors, so unsatisfactory had the year's business been; but before the annual meeting day came around it dawned on somebody that certain of the shareholders were in a tight box, financially speaking, and that if they were deprived of their annual dividends they would be deprived of the only source of income they had. Then the hearts of the directorate softened, and it was decreed that there should be a dividend of three per cent. ARGUROS.

MANITOBA IMPROVING.

MANITOBA is progressing. The "Prairie Province" has had its hard times, but travelers and the press tell us that a brighter day is dawning. The Government of the province has recently issued its last crop bulletin for the year, and it tends to brighten rather than dampen the hopes of the people of this country regarding trade prospects out there.

The province, according to the report, raised in the neighborhood of 18,000,000 bushels of wheat, or, with 2,000,000 in the Territories, 20,000,000 bushels, being an average of a little over 17 bushels to the acre. Nearly the entire crop graded No. 1 and No. 2 hard. All but about 6,000,000 bushels is out of the farmers' hands.

The Manitoba farmer has never experienced any difficulty in selling his wheat. About the only thing that bothers him is the price, and he has had good reason to be bothered in this respect; but the clouds appear to be lifting now. But while the farmer has been getting less for his wheat, he has been paying less for the things he buys, so there has been a gain as well as a loss.

The oat crop was 2,000,000 bushels, barley 3,000,000 bushels, potatoes 2,036 000 bushels, or 153 bushels to the acre, roots 2,000,000 bushels, peas 20,000, rye 60,000.

Manitoba has joined the farmers of the older provinces in the cultivation of mixed farming, and the report in question demonstrates this. During the year the province has exported 12,000 cattle and 8,000 hogs. Then, sold by the farmers, and consumed in the province, were 46,183 turkeys, 16,334 geese, and 200,000 chickens. For 2,516,200 pounds of butter $382,347 was realized.

Manitoba has inherent in her the properties that promise to make her one of the richest and best provinces of the Dominion, but, like all young communities, she has had lessons to learn, and she has had to pay for their learning. Now, long terms of credit are being abolished, and business in general is being done along better and more modern lines, and the different pitfalls that have caught respective merchants and farmers will not be fallen into with the same regularity as they have been.

Manitoba has entered upon an era of steady development, and there are none that will rejoice more thereat than the people of Ontario and the east.

MUSKOKA'S TANNERIES.

"Burk's Falls has a new tannery," said a traveler on Saturday. "It is the best and largest tannery in Ontario, and makes the ourth industry of the kind in the Muskoka district. Of the three others, two are located in Bracebridge and one in Huntsville. Did it ever strike you why Muskoka district is such a desirable place for tanneries? Well, I'll tell you; It is always easier to bring the hides to the bark than the bark to the hides.

"I don't know about that," interjected a punster. "I've seen hides run away from the bark—of a dog."

PIG IRON PRODUCTION.

IN its monthly review of the pig iron production The Iron Age says: "While there has been comparatively little change in the number of plants operating, it is a noticeable fact that the make of individual works is steadily increasing, and this in the aggregate is telling. On December 1st the active furnace plant, grouped according to fuel used, possessed the following weekly capacity:

Fuel—	Number.	Capacity per week, Tons.
Anthracite	38	21,872
Coke	124	142,399
Charcoal	22	4,491
Totals, December 1	184	168,762
Totals, November 1	181	162,666
Increase	3	6,096

The weekly product of all the furnaces on December 1st compared as follows with that of preceding periods:

	Furnaces in blast.	Capacity per week, Gross tons.
December 1, 1894	184	168,762
November 1	181	162,666
October 1	172	151,135
September 1	171	151,113
August 1	135	115,356
July 1	107	85 950
June 1	88	62,517
May 1	127	110,210
April 1	144	126,732
March 1	133	110,166
February 1	125	99,242
January 1	130	99,087
December 1, 1893	130	99,379
November 1	117	80 070
October 1	114	73,895
September 1	125	83 434
August 1	169	107,042
July 1	220	153,762
June 1	244	174,029
May 1	251	181,551
April 1	255	178,858
March 1	255	176,978
February 1	251	171,201
January 1	246	173,068
December 1, 1892	246	176,271

The position of stocks, sold and unsold, as reported to us December 1st, was as follows, the same furnaces being represented as in former months:

Stocks—	Oct. 1. Tons.	Nov. 1. Tons.	Dec. 1 Tons.
Anthracite pig	105,287	96,857	90,091
Coke pig	197,427	196,112	256,193
Charcoal pig	221,998	219,351	216,185
Totals	524,712	512,320	562,469

MAKING PUTTY.

PURE putty is made of whiting and linseed oil. Whiting is made of chalk, which is imported from England and ground in this country. Barytes, mixed with the whiting, is used as an adulterant of putty, and cottonseed oil is mixed with the linseed oil, says a writer in The New York Sun. Cottonseed oil is cheaper, and a slower dryer than linseed; its use is advantageous to slow consumers, as putty mixed with part cottonseed oil keeps in order longer. Linseed oil putty is used more by decorators and painters and other large consumers who use up putty quickly. It is put up for the trade in barrels of 800 pounds, kegs of 300 pounds, tubs of 100 to 110 pounds, in cans of 1 to 100 pounds, and in bladders; it keeps best in bladders, and the bulk of the putty exported goes in that form. Putty made in the eastern cities of the United States is sold on the Atlantic seaboard and in the South, but not much eastern putty is sold in the west, for there are putty factories in the northern and western cities. The United States exports putty to Canada, Mexico, the West Indies, South America, and the Sandwich Islands. Manufacturers make colored putties to order, and white, brown, and black putties are kept in stock. Putty has a variety of uses besides those already mentioned, and the very familiar one of setting glass. Brown putty is used to point brownstone buildings, and putty is sometimes used in pointing up brick buildings. Black putty is used in stove foundries. Plumbers use putty. Sometimes scene painters reduce it and put it on canvas to paint over. There are three or four putty manufactories in New York and more in Brooklyn. A single firm of manufacturers in New York has sold more than 17,000 tons in a year. These seem like large figures, but they are less surprising from the fact that there are few articles of more common use.

USE ODD ENDS WISELY.

Distinction may be won by a wise use of the odd ends of life, remarks an exchange. Oliver Wendell Holmes achieved literary distinction, though he was one of the busiest and most successful of physicians, and Professor of Anatomy in Harvard College, the secret of his success as a man of letters being that he kept the pen busy during the spare moments which ordinary men would have allowed to go to waste. By duly economizing stray bits of time, Mr. Edmund C. Stedman, the well-known banker, obtained his well-earned reputation as poet and critic. Genius, allied to industry, finds expression under all conditions.

It shows confidence in your goods to advertise them. Confidence is contagious and begets customers.—Printers' Ink.

HEMATITE ORES.

IF iron was the soul of every other manufacture and the mainspring of civilized society in Francis Horner's time, says a writer in Colliery Journal, it is still more palpably so now, seeing the additional uses to which it has been applied and the extraordinary extent of its development. Fortunately for this great staple industry of the country, the materials upon which it is dependent are, in one form or another, varied and abundant, and, so far as the ores are concerned, we have no need to fear exhaustion. The sources from which these minerals are derived have, in the writer's time, been vastly multiplied. The writer was an exhibitor of minerals, and fossils found in connection therewith, in the great exhibition of 1851, and his small collection was purchased by Sir Henry De la Beche, then at the head of the Geological Survey, for the Museum, Jermyn street, and partly for exchange of other specimens with the French Jardin des Plantes. But his collection of ores was insignificant compared with the magnificent collection of iron ore brought together by Mr. S. Blackwell from different localities, and who, considering that the practical utility of the collection would be greatly increased by an exact knowledge of the ores, generously gave the sum of £500 towards the expenses of an analytical investigation of the more important varieties of them. It is astonishing the start given by the exhibition to the use of iron ores. It led also to the importation of foreign iron ores of very superior quality, chiefly hæmatites, some of which have since been discovered in quarters where no one had looked for them in our own country. Some thirty years ago loose blocks of ferruginous matter were observed lying on the Yorkshire coast. They were taken away, tried, and found to contain a large percentage of iron. It occurred to the gentleman who made the discovery that it would be well to try to find out where these blocks came from, and so trace them to their native bed. On going to the spot and looking up he saw that they had fallen from the cliff close by, and that the parent rock was a valuable bed of iron ore, which subsequent researches proved to extend many miles among the Cleveland hills. This was in the lias, a formation consisting, it need scarcely be said, of two divisions, upper and lower, composed of clay, lime, and sand, each representing a succession of events in the world's history, during which the bed of the ocean was the receptacle of fine sediment brought by waves of a sea which had wasted away other rocks to obtain it. The same may be said of that other remarkable seam, also in the lias, extending from Redcar to Middlesbrough, over hundreds of square miles, and well known along the Whitby coast for its organic remains, its jet, and the alum sometimes extracted from its shale. The nature of the beds shows the condition of the sea at the time of their deposition; for ages upon ages it rained down sand and fine sediment, with such an excess of lime or iron that animal life was driven into other waters; then it became clear, so that fish found a congenial element, and crowds of stony zoophites built up, out of the lime, those wondrous forms we so often see. At times the sea-bed became dry, and fish-lizards and reptiles crawled about on the slushy bed and left their impressions or their bodies to be buried by the next deposit of mud the rains and rivers brought down.

Sometimes the iron, where not in excess, formed itself into nodules, as in an isolated patch of lias rock on which the town of Prees stands on the borders of Shropshire; and so closely do they resemble the nodules of the clay ironstones of the Shropshire and Staffordshire coalfields, that a few years ago the writer was called upon for an opinion as to the probability of finding coal. He had the greatest difficulty in persuading the sinkers, who were South Staffordshire men, and who had gone down 30 yards, that this shaft was in the lias and not in the coal measures. Moreover, it was contended in some quarters that they were the pennystone ironstone nodules that were being brought up; and it was not till Lord Hill, of Hawkstone (to whom the estate belonged), put his veto on it that the men were stopped. The carboniferous or mountain limestone, again, not only in the north but south, has of late years yielded large quantities of this class of ores, called hæmatite. Sometimes it occurs in veins, in cracks, in hollows, and at others in stratified masses, extending long distances. It is variously called, from its appearance, kidney iron ore, red iron ore, and brown iron ore; but the chief difference in the color of the latter two is held to be due to atmospheric action, or the action of oxygen in some way. The chief sources of the supply of hæmatite iron ores are or were in the north—Whitehaven, Alston Moor, Weardale, Cleveland, Northampton, and Ulverstone, the latter being that which has found its way most in the midland counties of Staffordshire and Shropshire. It is the abundance and cheapness and high percentage of iron contained—ranging from 28 to 60 or 70 per cent. of iron—which has swamped the ironmakers in the Midlands, dependent upon clay iron ores, and given to the north its vast development and ascendency.

ONTARIO MINING INSTITUTE.

The ordinary general quarterly meeting of the Ontario Mining Institute will be held in Kingston on Thursday and Friday, January 3 and 4. The programme for the meeting includes papers by Prof. W. L. Goodwin, B.Sc., F.R.C.S., Kingston, on "Nature's Concentration Works"; by T. L. Walker, M. A., Kingston, on "Examples of Nature's Concentration of Valuable Minerals"; by Dr. A. P. Coleman, Toronto, on "Gold in Ontario, and Its Associated Rocks and Minerals"; by Prof. William Nichol, M. A., Kingston, on "Boron; Its Detection in Minerals and Uses"; by Mr. W. G. Millar, B. A., Kingston, on "Typical Ontario Rocks," and others. Discussions on other questions will take place. Special arrangements with the railways have been made.

ASBESTOS.

GEORGE STEWART, in a recent article published in The Week, says that for several years the principal supply of asbestos was yielded by Italy, for though it occurs in Germany, Russia, Spain, Portugal and other countries in Europe, Australia, China and Japan, and a section of Africa, it is unfit to enter into competition with the long-fibred Italian variety, or to the still more valuable Canadian product—though of shorter fibre—which hold a distinct place in our industrial arts. The Italian asbestos differs from the Canadian article in color, being a brownish grey, while the latter is almost a pure white, and, when newly broken, possesses a pretty green tint. Though asbestos has been known to exist in the province of Quebec for more than half a century, it is only a few years ago that the minds and capitalists were turned to the development of the vast deposits which abound in Thetford of Black Lake, on the line of the Quebec Central railway, between Quebec and Sherbrooke. Twenty years since the mineral was used in but few manufactures, to-day it is employed in more than a hundred, and new uses are found for it continually in the various arts of commerce. The Canadian mines yield the best quality for spinning and fine manufacturing purposes, and easily command superior prices in the markets of the world. A few years ago, the first quality brought $250 a ton. It is considerably less now, owing to a variety of causes, chief among which may have been over-production, but its prestige is still maintained. There are three grades. No. 2 and No. 3 are largely used in the coarser arts, while No. 1 is used for spinning and weaving. Canadian as-

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bestos belongs to the talc or serpentine group of minerals, and extends through the eastern townships, from the boundary of Vermont to the Peninsula of Gaspe. The area of the mines is confined, practically, to the townships of Thetford, Ireland, Coleraine and Wolfestown. The resistant action of the asbestos fibre, or of cloth woven from the fibre, to heat, is one of its most wonderful properties. Temperatures, of 2,000 to 3,000 deg. are easily withstood, while with some varieties a temperature of 5,000 deg. Fahr. has apparently produced no visible effect. Its property, also, of successfully resisting the action of acids is one of great value, and these properties render this substance of great importance in certain chemical operations, so much so that its use in this direction is rapidly increasing.

The uses to which this remarkable product has been put are numerous, and include the manufacture of cloth for firemen, theatre curtains, mail bags, fire shields, fireproof paper, roofing and flooring, packing in fireproof safes, piston packing in steam engines, filters, fire-proof paints, wall papers, coverings for steam pipes and boilers, mill boards, etc.

J. A. Fisher, who has a large practical knowledge of asbestos mining, thus describes the Quebec asbestos: "In the asbestos bearing rock proper, the veins of asbestos are seen, without any special arrangement, intersecting the mass of the rock, generally in every direction. In size they range from mere threads, sometimes close together, to a thickness of one or two inches. Hand labor has been largely superseded in Canada by the use of steam derricks, drills worked by compressed air, and other appliances. When a block of asbestos bearing rock has been displaced by the usual methods employed in blasting, the pieces are broken up, barren rocks removed to dumps or waste heaps, and the remainder passed through the process of cobbing, whereby the remaining rock is removed and the asbestos exported ready for the manufacturer."

AUSTRALIAN TIN PRODUCTION.

The New South Wales Department of Mines estimates the quantity of tin raised and exported from that Australian district during twenty-one years ending December 30, 1892, in round figures at 121,912 tons. This includes tin in the shape of both ore and ingots. Its production is becoming one of the settled industries of the country, the quantity raised depending entirely upon the prices realized. The manufacture of tin plates, however, is not yet on the list of New South Wales industries. All manufactured tin is imported, and is extensively used for canning purposes. The quantity of tin plates imported during 1892 amounted to 62,078 packages, also 19,033 packages of tin ware. The supply of tin, according to the colonial statement, is ample for all home requirements, the deeper deposits and lodes having scarcely been touched yet.

AMBER, ITS MINES AND ORIGIN.

The greatest amber mines in the world, the Anna and the Palmnicken, are located on the north coast of the Baltic Sea, and supply over 90 per cent of the amberoid sold in the markets of Europe, Great Britain, Asia, Japan, China and America, says an exchange. Amberoid is the result of amber compressed into one solid mass by hydraulic pressure. There are employed in these mines and manufacturing processes about 2,000 people who prepare the products for the market ready for the manufacturer. The output in the crude material amounts annually to about $1,000,000. Amber is the gum of a conifer, but of what species no one knows. It belonged to the first period of vegetation of the earth. No one knows in what climate these trees grew and no fossil traces of them are left for the geologist. It is not improbable that they produced amber and were stately trees millions of years ago. Dr. R. Klebsberg, the highest authority on this subject, says there are 2,000 different varieties of insects found imprisoned in amber and this gives a pretty correct idea of the fauna in the remote age in which they lived.

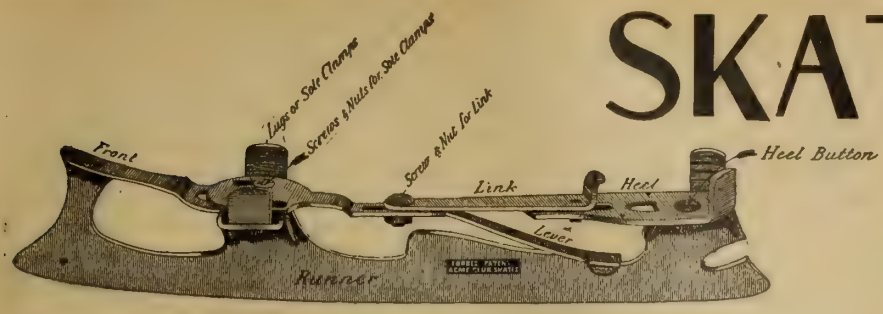
WIND POWER.

The utilization of wind power, says Age of Steel, dates back to the early ages of the human race. Nature furnished it without cost, and suggested its uses. Plaited grass or straw provided a sail for the boat and impulse for a raft, and eventually graduated in the motive power of huge ships and lofty wind mills. Other forms of propulsion not so vagrant or uncertain, and more directly under the control of the human hand, have displaced wind power in many forms of service, but the innovation has not, nor never will entirely supplant the utilization of moving air. Of air-motors and wind mills there are more in use than is generally supposed. From estimates made less than a decade ago, there were not less than 750,000 of these in practical use in the United States. It is more than probable that these forms of wind service have made considerable increase in the period named. In the rapidly settled areas of the west, the tall white wind mill on a farm is as common as the little school house on the hill. They are likely to be more so, as vast territories under the plow reverse the conditions that were favorable to numerous streams, that ran their course along the plateaus and the hollows made by nature, between the crests of land rounded out in numerous slopes and hills. As the slough is tapped, and the half-buried creeks are cut off from their diverted or land-absorbed supplies, and the artesian well or a remote pool is necessary for irrigation and the watering of stock, the wind mill is destined to be extensively used. In electric lighting it has already furnished several examples of enterprise and success, which probably will multiply as time and intelligence develop closer economics and more available service.

DESPISED CALLINGS.

I was in the saloon of a steamer on the west coast of Scotland last Christmas holiday, says a writer in an exchange, and there fell into conversation with a melancholy man, a brother Scot, sentimental, like all the race, and also, as presently appeared, lamentably drunk. "It's a sair warld, this," said he. I said I thought there wasn't much the matter with the world as far as I knew it. "Aye, weel," he said, "but ye ken I'm a plumber, and it's aye a sair warld tae a plumber." I condoled with him, though secretly glad to hear that that perverse and evil race were thus afflicted. "And what's your trade?" he asked. I said I was a schoolmaster. "Gie's ver hand," said he; "I'm fu' o' seempathy; we baith belang tae a puir despised calling."





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INDUSTRIAL MISFITS.

THE industrial misfit, writes Fred. Woodrow in Age of Steel, is not a rarity. He may be a mistake, an accident or a misfortune, but as to who or what may be sponsor for his existence, the fact that he is still wearing shoe leather and making a useless but heroic effort to fit a round peg in a square hole, is one of those undeniable things that, like a nasal wart or a third leg, have to be accepted and endured. The human misfit is to be found in every walk of life ; we meet him on the top of the staircase, and rub against him on the door mat. He is not a lone sparrow on the housetops of legislation, nor is he unknown in the pulpit. Strange as it may seem, he is found among financiers, where he cracks more golden eggs than he gathers ; and also among aldermen, who, while capable of pounding sand and navigating a shovel, are as unequal to the task of municipal government as a cat would be in opening oysters. In some instances this reversal of the law of fitness may be due to the personal ambition in which a pea has pumpkin aspirations ; perhaps to personal vanity, where a little blue hen essays to lay a turkey's egg; or, as is more often the case, where fond but foolish friends, who imagine that a successful man in science, art, statesmanship or business, can be made to order as an overcoat or a peach pie. But be the responsible causes what they may, the results are the same. If we attempt to make fence posts of tooth picks and levers of goose quills, to teach sparrows music and open oysters in search of beeswax, we would probably be handed over to the lunacy commissioner. It is a fact, however, that in picking the trade or profession of a child or a friend, many of us are without sense or discrimination.

In the great constituency of industry, in which the majority of civilized nations are included, mistake or coercion in the choice of a trade is among the grave misfortunes of the present day, as indeed it has been of all others. It is true that a mistaken vocation is, in numerous instances, forced on its unfortunate victim. If he is a failure or a misplaced entity, a mechanical genius carrying a hod, or a born manager of men driving mules, other hands, and not his own, have closed the door of his iron cage and practically submerged his personality. It is to the credit of our general humanity that so many of our industrial misfits make the best of a grave misfortune by a patient and manly submission to the inevitable, and go through life with the sting in their souls known only to themselves.

Now, while it is not possible to even things up in this matter of industrial misfits, it is possible to so mend our ways as to spare the world much of the disaster and suffering resulting from the folly of our attempt to make others what God never intended them to be. We look upon our trade schools as a probable escape from many of our other unavoidable mistakes. The bent of a boy's mind and the nature of his capacity can be thus discovered, and if accepted for what they are and signify, we shall have better workmen and more contented men. In spoiling God's work we spoil man's usefulness and happiness.

Better train service is wanted between Toronto and Hamilton, and the Boards of Trade of the respective cities are co-operating in the matter.

We are prepared to book Import Orders for . . . . .

WINDOW GLASS

GIVE US AN OPPORTUNITY OF QUOTING.

Our Travelers will call early in January.

Sanderson Pearcy & Co.

61, 63 and 65 Adelaide Street West TORONTO

FROSTY SHOW WINDOWS.

A CORRESPONDENT wrote Metal Worker the other day, asking for a receipt for keeping show windows from frosting. The following was the reply :

"Various means have been adopted for overcoming the difficulty mentioned by our correspondent, and we cannot do better than refer to some of those described by members of the trade and published in earlier issues of the paper. According to one correspondent, the plates of the show windows are first encased inside with glazed sash, well fitted. One and a quarter inch holes are then bored about 6 inches apart through the outside panel, under the floor of the show window. Then half-inch holes, 2 inches apart, are bored through the floor of the show window, as close to the outside plates as possible. At the top of the window, either through the sash or ceiling, the same number of holes of the same size are made as in the base. This arrangement is said to secure entire freedom from the frost collecting on the glass.

"Another dealer has the windows made in sections, matched together and placed on the outside of the plate glass, with the desired results. He has two windows 7 feet wide and 9 feet high, and three windows 2½ feet wide of the same height, with a light transom sash over each. Still another writer has sliding sash, well fitted, at the back of his show windows, leaving a space for the display of the goods between the sliding sash at the rear and the plate glass in front. Half a dozen ¼-inch holes are bored in the outside sash and bottom and as many more at the top of the sash. As a result of this arrangement, he says that for ten years he has had clean windows, while those of his neighbors are obscured by frost in cold weather. Lamps or gas cannot be used in the window without the glass frosting, but electric light can be employed without any ill effects. In one of the cities in Michigan there are a number of stores having the show windows arranged with a ventilator at the bottom, admitting the cold air from the outside, and a conductor pipe at the top of the window, leading into a chimney, which causes a circulation of air, resulting in about the same temperature on the outside and inside of the plate glass, which keeps it free from frost. Still another plan for preventing the gathering of frost on show windows is to case the windows on the inside with sliding sash, thereby keeping out dust and making a good show-case for the display of goods. Over the door is a transom 3 x 4 feet, which is never closed within 6 inches, it being hung from the bottom, and serves as a ventilator, taking air from the ceiling. When the show windows are lighted in the evening one of the sliding sashes is left open, in order to secure the benefit of the transom ventilator. The store is steam-heated, although a stove or furnace-heated store will probably work under the same plan. A correspondent in the State of Maine writes that he had two show windows in his store encased with glazed sash for the display of cutlery, guns, and other goods of iron and steel. Noticing that one of the windows remained entirely free from frost, while the other one was completely obscured by it, he examined the frosty one and found that the carpenter, in putting up the inside sash, had not made a close fit between the sash and the walls. This permitted the warm air from the store to enter and come in contact with the outside glass, where it condensed and formed a thick coating thereon. This opening was stopped, and there was no further trouble with frost. Neither of the inside sashes were air tight, but the correspondent states that they need to be reasonably tight and the doors kept closed as much as possible. A window without inside protection may be kept clear of frost by creating a circulation of the air in contact with it by means of a revolving fan or other contrivance for keeping the air in motion."

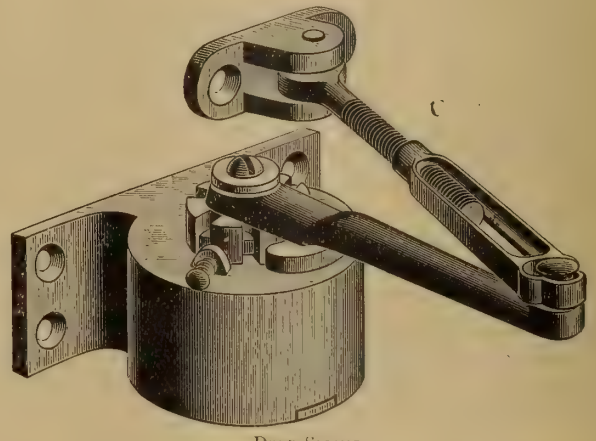
THE "ECLIPSE" DOOR SPRING.

H. S. Howland, Sons & Co. are putting on the market the patent "Eclipse" door spring and check, of which the accompanying are illustrations. The "Eclipse" spring is suitable for either right or left hand doors. The spring is adjustable tension, compact and powerful, and is made from extra heavy clock-spring steel of the finest quality. All the "Eclipse" door checks are packed with detachable feet, so that the same check can be applied to either the door or the casing, as desired. The detachable foot for attaching to the door is so arranged that the cylinder may be properly adjusted, in or out, to suit doors differently set in their frames. The set screw holds the cylinder firmly when adjusted. All parts of springs and checks are interchangeable, so that in case of breakage any part may be re-ordered.

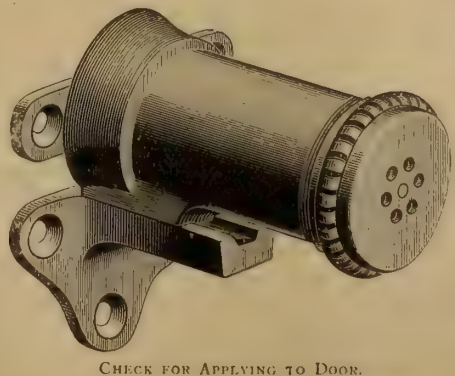
CARING FOR LAZINESS.

The queerest vehicle seen on the streets for many days came over Brooklyn bridge one afternoon and halted in front of the office of a newspaper correspondent. A large crowd gathered and discussed the two black footmen, the bicycle wheels and pedals and the box—like that of a handsome cab—in which the designer of the machine was seated. The rig is called "the hansom cab cycle," and is an adaptation of the modern tricycle to the use of women, invalids or lazy persons, who may choose to ride over pneumatic-tired wheels and let somebody else do the propelling. The motive power for the machine was easily furnished by the two silk-tiled colored gentlemen. After doing Park Row they propelled the cab cycle up town and caused quite a stir around Madison Square Garden, where the cracks were breaking records.

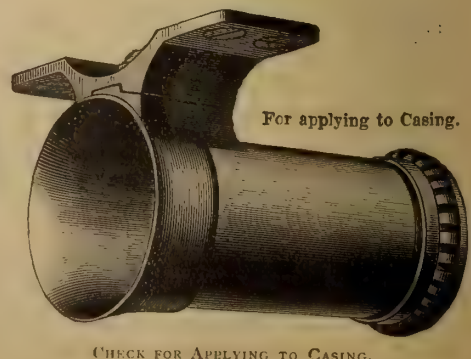
The man whose claim is recorded in the advertising columns is the man who holds a first mortgage on the tidal wave of prosperity.



DOOR SPRING.



CHECK FOR APPLYING TO DOOR.



For applying to Casing.

CHECK FOR APPLYING TO CASING.


BROAD HOOP

Cheese Factory Milk Can Trimmings

Our experience in the manufacture of these goods gives us the advantage of knowing just what the makers of the cans want.

SEE OUR NEW SAMPLES BEFORE BUYING


IRON CLAD

THOS. DAVIDSON & CO. - Montreal

BRITISH IRON IN THE STATES.

A RETURN shown HARDWARE by a Montreal iron man, this week, is interesting, as bearing out what was said a couple of weeks ago about increased American importations of British tin plate during October of this year.

It appears that the remark not only applies to tin plate, but to several other lines as well. For instance, the British exports of pig iron to the United States were £8,502, against £6,719 in September, and steel £32,660, against £32 361 in September. In a word, the amount paid by American consumers for British iron and steel productions during October was considerably greater than in the month previous, pig iron, hoops and sheets, cast and wrought iron, and tin plates being the notable lines, the aggregate amount being £370,094 for October, this year, against £278,165 in September, or an increase of £91,929.

A BUSY STEEL AND FORGE CO.

THE Nova Scotia Steel and Forge Co., Ltd., New Glasgow, N.S., cannot well complain of hard times.

On Saturday, December 1st, the firm shipped by special train to Quebec a new intermediate shaft for the s s. Rosarian. This steamer is one of Allan Bros.' largest boats, and carries 4,000 tons dead weight. The shaft is 26 feet long, with two solid forged couplings, each 24 inches diameter and 3½ inches thick. Shaft was finished by this company, complete, ready to place in ship, the weight being 10,950 lbs. Less than one week elapsed from the time the steel ingot went into the forge until finished shaft was in place in the ship. This time included the transportation of shaft 655 miles by rail.

This is only hne of many steamship shafts the company has turned out at these works.

The firm has now in hand a large steel two-throw crank shaft for Vancouver, British Columbia, which is to replace an iron shaft now broken in one of the largest lumber mills on the Pacific coast. In this case, also, despatch is of the utmost importance, as vessels are now lying alongside of mill waiting for cargoes of lumber, which must be sawn before they can be loaded, and this cannot be done before the crank shaft is in place. This crank will cross the continent by express and is the second one so shipped from New Glasgow to the Pacific coast.

The reputation of the New Glasgow works has extended all over the Dom nion, as evinced by the fact that their forgings are to be found in almost all the large steamers on the St. Lawrence, the Canadian lakes and the British Columbia coast. Indeed, the largest boats built on the coast have all been supplied with forgings from New Glasgow. In addition to steamship work, all the forgings for the Esquimalt graving dock were supplied from New Glasgow, as also were the heavy forgings for the gates of the Sault Ste. Marie canal. Within a few days, the works have shipped to Inglis & Hunter, of Toronto, the shafting, pistons, cranks, and indeed all the forgings, required for the steamer now being built by the Northern Transportation Co., at Collingwood. The forgings required for the new engine of the fire house of the Toronto street railway, built by Laurie Bros., Montreal, were also supplied from New Glasgow, the shaft in these engines being the largest forgings in Canada. In addition to this, a large amount of work has been done for disabled Atlantic liners coming into Halifax. Among the latter are the steamers Chateau Margeaux, Burgermeister Peterson, Cachar, and Barcelona, all of which received new stern-frames and rudders, and the steamers Ensker, Aspatria, Polina, Harlaw, H. M. steamer Newfield, H. M steamer Acadia, s. s. St. Lawrance.

IRON DEVELOPMENT IN N. S.

AN article appeared in HARDWARE of the 8th inst., under the above heading, showing that American capitalists were contemplating the erection of a railway from the Pictou iron fields to the Atlantic coast. It now appears that local capitalists are about to outwit their American brethren. The New Glasgow Iron, Coal and Railway Company got ahead of the same Americans four years ago, and they are likely to do so again. They have been quietly working on a survey from their works at Ferrona to Country Harbor, on the Atlantic coast, a point near Whitehaven. This company recently acquired very extensive iron properties in Newfoundland, and they require a railway to bring it to their smelters. They are financially able to do the work, and have the best chances of securing both Dominion and Provincial subsidies. But this can hardly be called "Iron Development in Nova Scotia." It might be correct to say "Iron Development in Newfoundland."

THE USE OF NICKEL.

Considering the several peculiar properties belonging to nickel, it is really strange how little it is made use of in the manufacturing world, says Hardwareman. Within the last half-dozen years the consumption of nickel has certainly very largely extended; still the actual amount used in manufactures is insignificant when compared with the use of other metals. For instance, the total weight of silver produced in the world yearly is three times as large as the production of nickel, while of copper the output is about two hundred and fifty times as much, a very poor result, considering the valuable physical and chemical properties of nickel, which although once classified as amongst the precious metals, is not at all rare. With a specific gravity very little more than that of iron, nickel possesses several material advantages, chief among which are: Its greater strength when subjected to breaking strain; practical non-corrodibility under ordinary conditions, and its retentiveness of brightness and polish. Another important advantage is that nickel can be welded to iron, and the two metals can then be rolled out into thin sheets, which, for many purposes, are as good as the more costly solid metal. The use of solid nickel is, of course, still restricted by its cost—about two shillings per pound. This is due to the complicated and extravagant methods now in use for reducing it from the ores, There is ample room for improvement with respect to the metallurgical treatment of nickel, and this is most emphatically illustrated when it is pointed out that even in Norway the price of the finished metal is seven times that of the rough ore from the mine.

STEPS TO SUCCESS.

WHILST writing of or to my fellow-merchants, I have in my mind anticipated a question after this manner, says a writer in Ironmongery: How, or by what means do you consider you were made, or became, or grew into a trained and successful merchant? Now, I will take it as if my readers are putting precisely the same question to me, and will endeavor to answer it. How did I make my way in the trade? I, like all self-made men, found the road by no means an easy one, and I will set before our rising, or would-be rising, assistants some of the principal steps by which I raised myself to my present point of experience.

I must confess that often when giving a method for others to work upon, or a line of conduct to be observed; we, who are in a sense preaching, forget that our hearers may not have the same aptitude or inclination as ourselves, or, on the other hand, our rule may be far too slow for them. Possibly, a revelation of my curriculum may not seem to everyone to indicate a perfect course. But it is assuredly sound, and it may come in useful to many aspiring youthful merchants, and may open the eyes in one or two directions of those of mature experience.

When starting ourselves, or helping another to start, upon any course of study, there are usually a few preliminaries to go through. We have to provide books of help and reference, and if the study be a scientific one, instruments needed in its research have also to be found. In our study, we have to consider what is required to start, and after starting to complete, the well-informed and thoroughly successful merchant? Are there any manuals, any directories or first principle treatises, which the diligent pupil will find useful? Yes, there are; though to say that a standard trade library exists, would perhaps be erroneous. Yet, notwithstanding, there is a library, and of that and the other aids necessary to the merchant I will hasten to speak.

Very soon after emerging from the embryotic state of his business, and when, as a junior assistant, I began to think upon matters connected with the trade for myself, I felt my impotency in gauging the relative values of the goods that were continually day by day passing through my hands. Happily, with this knowledge of my great ignorance came a corresponding fervent desire to remedy this weakness. To have the desire was admittedly good; but I floundered about for no inconsiderable time before I could bring my mind out of its chaotic state to anything like definite determination as to the mode of operation. At last an inspiration seized me. What I lacked was the habit of keenly observing every trade matter passing before me. What I should first set myself strenuously to do was to learn the actual cost of those things, the successful selling of which was making my master's profits, and which I should one day sell on my own account. And so I determined to jot down in my spare time during the day—or, failing that, to keep in my mind till after business hours—the invoiced price of all things that came before me. Surely this would represent at least a start! It was more than a start; it enabled me quickly to acquire information of essential value. Then, of course, being an assistant of fair training, and being in a general business, I had to undertake the selling of every description of goods kept in stock, and had all the selling prices of the establishment at my fingers' ends. This knowledge, any assistant, without an excessive amount of exertion, can acquire; and if he does not, well, all I can say is, that he is not likely to become one of the men at the head of the trade. He is letting opportunity at its golden age slip by, and, besides, he is neglecting a good chance of strengthening his memory.

By taking the utmost pains to acquire knowledge in these two important directions I drew up for myself a tabulated list of the cost and sale prices, so that whatever the transactions in the shop with which I had to deal, I knew at once, without the need of any person who might consider himself superior to myself informing me, just the true state of affairs in respect to any article without the hindrance of enquiry. What self-reliance I soon found I had! I knew the price goods could be sold at and show a profit, and daily made sales where others would let the customer slip. I was, of course, never foolish enough to abuse the power this knowledge gave me; but now and again I allowed it to flash out so as to strike the responsible proprietor or manager, whom I occasionally surprised by exhibiting more than ordinary intelligence with regard to exchange and mart.

Often, when a customer demurred at the price of an article, I was able, and sometimes did, suggest to the principal that we might really supply it cheaper; and when asked why, I mildly remarked the proper cost price for it should be such a figure. It brought me under the eye of the master as one of his best informed and smartest assistants. Knowledge of this description I found helpful in enabling me to judge how to act towards my customer in respect to what worries many assistants—the quantity of time which must profitably be spent with him in suiting him with his requirements. For instance, I could readily tell whether the article offered or required allowed of much or little time to be expended in the sale of it, and thus regulate my actions by reflecting upon the profit obtained on the sale. The practice made me, and would make any really intelligent assistant, a very smart salesman.

I know of no quicker way to enable a young man to qualify himself for a buyer than by the plan I suggested at the commencement. The knowledge of the cost and selling prices must be gained, and add to that what can now so easily be learned from the trade journals: the names of firms and their addresses, with the goods they supply.

Having dealt with those important points, observation and reading, let me pass to my last: that of examination—examination not by others, but by ourselves. Once, when applying for a fresh situation, the thought whether I was capable began quite to haunt me. Well, I jotted down roughly what I expected would be required by the new people, not cutting the duties short, but rather extending them to their fullest. By the side of each want I put a candid answer: whether I could fulfil it or not. I was astonished to discover how quickly the plan revealed my true state. I wonder if many of our merchants' assistants ever used such a plan as this. It is a good one. It enables you to find out what you know and what you are worth.

These, then, are the three principal ways in which I submit all sharp, intelligent men of our trade are made. Each is very important in its own way, yet calling forth all the energy of the assistant concerned. Without perseverance in each and in all, the result is impaired. Attention to all will enable my youthful friend to develop into the valuable, sharp, and keen (because well-read) merchant, who can sell because he is no

BRUSHES

BRUSHES

For Spring Season, 1895

The attention of the Hardware Trade is particularly directed to the reduction in prices which we are making. Revised Price List will be issued shortly.

CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.



Bank and Office Counter Railings
Inside Wire Window Blinds and Signs
PLAIN and LETTERED.
Basement Window Guards

Manufactured by
WRITE FOR CATALOGUE.
The B. Greening Wire Co., Ltd.
Hamilton, Canada.

mere machine, for he knows the meaning of the prices and their importance. He likewise understands what the customer wants, and he can furthermore push the article, for his knowledge, by reading, acquaints him with the maker, and therefore of the article's reliability.

PROMPT DELIVERY OF PARCELS.

A WEAK point in the organization of an ironmonger's shop, and one that causes annoyance to customers when found out, should be at once remedied, especially when this is discovered to be but a very simple one, and one that a little care and foresight can obviate,' says a writer in Ironmonger. Our systems of booking may be perfect, but if the delivery of goods sold is uncertain, it is all in vain. The necessity for prompt delivery is realized by drapers and grocers, who pay much care and attention to the speedy delivery of their orders. Customers—ladies, especially—want the goods home when they buy, and, if not required for immediate use, they naturally like to have them to examine. The same thing applies to general orders. We too frequently keep our customers waiting days and weeks for goods "on order," and many times try the patience of our friends sorely by the delays and difficulties which happen to prevent our getting the goods. We may understand the reason, but they cannot In these cases we have the usual stock excuses of makers—delays in transit—and oftentimes the poor railway companies have to stand the brunt of misdeeds for which they are not responsible. When, however, the goods are there, and our customers have actually seen them, the fault cannot be laid on others, and we cannot too strongly impress upon the readers of The Ironmonger the urgent necessity of organizing and carrying out a system of "prompt delivery." Delay in this creates more "unrest" amongst customers, and more vexation, than any other defect in our arrangements. I have frequently noticed the careless way in which ironmongers' assistants place on one side goods sold, oftentimes to be remembered only when further inquiries are made for them. Again, even where these are properly put up and addressed, for want of a proper place they are overlooked and neglected.

Ironmongers are proverbial for being short-handed in porters and errand boys, and when a requisite number are kept, the chief point of difference between a draper's and an ironmonger's stores comes in. Our porters and errand boys are employed the greater part of their time on the premises, doing stock work and so on; whereas other tradesmen employ hands specially for delivery. Now the moral of this is, that to effect a satisfactory delivery of goods sold—first, immediately on being sold, or on the arrival of goods in our order-book, they should be put up, labelled, and placed ready for delivery in the "despatch-room," or place provided for this purpose. This is also important—a separate place; either a small room or corner, or, at any rate, somewhere where can be seen at a glance what are ready, and where the assistant who has charge of this department can sort out goods in their several districts. Someone should have control of this department, and care also should be taken to have as little time lost in passing over the ground many times. This is especially needful in a country district, where the distance may be great. Do not be over-careful in this item of trade expenses; a few shillings a week spent on another errand-boy to ensure prompt delivery of parcels, may bring in pounds by increased trade.

Often have I seen the advantage of this, and many times have I seen the disadvantage and loss of trade through the difficulty in obtaining quick attention to orders and purchases. This is even more visible in a large town, where we have plenty of competition, than in a smaller one. If any ironmonger smiles and doubts this let him make inquiries at home concerning the opinion there as to other tradesmen in the town, and I think the expressions of opinion he will probably hear on the relative merits of the different butchers, bakers, grocers, and so on will drive home this lesson on prompt delivery. Now Christmas is upon us, and you hope for an increased trade in fancy goods for presents and gifts, and if you wish to please your customers let this busy season be marked by an especial care in this respect, and I feel sure that customers will come again. A little care and attention will be one of the best advertisements we can have, for this, too, should be remembered. Customers will talk, and between friends and acquaintances shopping, with its difficulties and pleasures, forms a very important topic of conversation—amongst our lady friends, at any rate.

A STRAW STOVE.

Information comes from the far west that much suffering from cold may be averted by the knowledge of how to construct such a stove as is used largely in Dakota, says an exchange. The stove saves the purchasing of fuel, and can be used in any district where straw or hay is plentiful. The device can be made by any tinsmith. A drum is constructed of sheet or stovepipe iron, two feet in diameter and four feet, or more, high. This is placed on a stand, which may be roughly and inexpensively made, with a top of sheet iron, rimmed, to hold the drum in place. The legs are of hoop iron, riveted. The top of the stove is cone-shaped, sliding into the stove-pipe just tightly enough to insure the carrying away of the smoke, and yet to enable the drum to be removed for the purpose of emptying and replenishing. The draught is a hole at the lower part of the drum, with a sliding door by which the draught can be regulated. The drum should be filled with straw, hay, or any material of like nature, and the fire is started at the top. One filling will last about six hours. The introduction of this stove into Dakota is said to have been a veritable godsend, and it is so cheaply and easily made that there is nothing to prevent its use in many districts throughout the country where the price of coal is too high for slender purses.

What Hamilton wants is a through express train, leaving Toronto about 9 a.m., bringing the Montreal mails in the winter, and connecting at Hamilton with the train due from the west at 11 a.m., and running express to Buffalo.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, Dec. 21, 1894.

HARDWARE.

THE general hardware trade this week has been extremely dull. All the jobbing houses are busy stock-taking, which will take them about a week or so, and no great activity is now expected until the turn of the year. Quarterly meetings of the different iron associations commenced last week in Toronto, and have been going on this week, but at the date of present writing the members of the trade here have not been notified of any changes, except some minor ones in regard to pound packages of certain kinds of wire nails. Values therefore can be said to be the same all round, with very little change.

WIRE—There is nothing to report in the wire market, business ruling quiet.

ROPE—Business in cordage is quiet and unchanged. We quote: Sisal at 7 to 7½c. for 7-16in. and upwards, and 14 to 15c. deep sea line. Pure Manilla, 9½c. for 7-16 in. and upwards, 10c. for smaller sizes.

CUT NAILS—This line continues unsettled as regards values. Business is very dull also in a jobbing way, and makers are doing absolutely nothing. We quote as before, $1.50 to $1.60.

WIRE NAILS—There is only a very small hand-to-mouth business here. The trade here have been notified of no changes in the list except some minor ones in regard to discounts on pound packages of certain descriptions.

HORSE NAILS—Nothing doing aside from an occasional small order. The makers expect to meet here in the course of a week or so. Discounts are 60 per cent. off on "C.," and 60 and 2½ off on "P.B." and "M."

TACKS—There is very little demand to note in these. Prices remain much as before.

CHAIN—There is little or no demand for this line.

HORSESHOES—Business in these rules extremely quiet. We quote: $3.50 for iron shoes; steel shoes: XI., Nos. 0, 1 and 2, $5.75 per 100 lbs.; Nos. 3 and 4, $5; assorted sizes, $5.50; steel toe weight shoes, Nos. 1 to 4, $6 per 100 lbs.

WARE—Positively the only business in this line has been a few orders for large sizes of common iron ware from the Ottawa district.

PLUMBING SUPPLIES — Business quiet and featureless.

HINGES—Demand for these has fallen off materially since our last, and trade at the moment is practically nil.

TOOLS—The enquiry for these has decreased since our last, and now amounts to little or nothing. A few small lots of spades, axes, axe handles, etc., have been the only goods moved.

LAMP GOODS—No business to report aside from a few single package orders of A and B burners.

SPORTING GOODS—Absolutely featureless this week.

WINTER SUPPLIES—Activity in these also is much decreased. In fact the week's turnover amounts to very little.

CUTLERY—A few small sorting orders is all there is to note.

CEMENT—There is no change in cement, which we quote at $2.05 to $2.15 for English and $1.90 to $2 for Belgian.

FIREBRICKS—No business doing and prices nominal at $15 to $22 per 1,000.

METALS.

The metal and heavy iron market is absolutely stationary at present as regards business. No demand is experienced beyond a few hand-to-mouth orders, and prices in the main are the same as they were.

PIG IRON—The tone is steady, with little doing. Scotch pig is unchanged, and American has sold at $18.25 to $18.50 on the track here, duty paid. We quote, ex store: Summerlee and equal brands, $21; Carnbroe and Eglinton, $19.50; Ferrona, $17.25 to $18; Siemens, No. 1, $17.25 to $18.

BAR IRON—There is little or no demand for bar iron. Values still rule unsettled, for although we repeat our range of $1.60 to $1.65, it is almost certain that it would be shaded if a sufficient order came along.

TIN PLATES—Nothing special to report in this line. A few small import orders are spoken of for April shipment, but the majority of buyers don't care to operate so far ahead. We quote: Cokes, $2.85 to $3, and charcoal $3.25 to $3.50, as to grade.

TERNE PLATES — There is nothing but quietness to report in this line, and prices are nominally unchanged at $5.75 to $6.25.

CANADA PLATES—A few small orders have been booked to fill actual wants, but genuine demand is exceedingly quiet. We quote $2.05 to $2.15.

SHEET IRON — Business quiet under a small hand-to-mouth demand. We quote on the basis of $2.15 to $3.30 for No. 28 gauge.

IRON PIPE—There is little or no demand for this article. Discounts range from 70 per cent., and 70 and 5 per cent. on block, and 50 per cent. to 50 and 5 on galvanized.

LEAD PIPE—A few small lots have gone west during the week, but demand in a general way is conspicious by its absence.

INGOT TIN—The feeling remains steady, but demand is extremely light. We repeat last week's quotations—16½ to 18c.

COPPER—The feeling in copper is firmer, and though demand is dull, spot prices are

TWO NEW LINES

The Model Oil Can

In 5 gallon size, made of heavy galvanized iron, and with a perfect pump.

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Roast Pans—3 Sizes

No. 2. 9 x 14¾ inches
No. 3. 10½ x 15½ inches
No. 4. 12½ x 17½ inches

The McClary Mfg. Co.

London Toronto Montreal Winnipeg Vancouver

MONTREAL MARKETS—Continued

rather firmer this week in consequence of continued advances on outside markets at 10 to 10½c.

LEAD—There is no change in lead, which rules at $2.75 to $2.85.

SPELTER—Quiet and unchanged at $4 to $4.25.

ZINC SHEETS—There is no activity to note in these. The only movement there is is made up of a few small jobbing orders on the basis of $4 50 to $4.75.

ANTIMONY—Dull and nominal at 10c.

HOOPS AND BANDS—There is no change in these. They rule quiet at $2.20 to $2.30.

GALVANIZED IRON—There is little or no business doing in these. We quote: 4¼ to 4½c. for No. 28 Queen's Head; Morewood, 5¾ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

PAINTS AND OILS.

Trade in this line is quiet, as it is in all other heavy material. The houses have just got through stock-taking and don't look for any change until the second week in January. Values all round are the same as they were.

LEAD—Business generally is featureless in this line. We quote as follows: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 3¾ to 4c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25.

PUTTY—Demand dull and prices unchanged, at $1.85 in bulk.

TURPENTINE—Business in turpentine is small and prices are the same—viz., 42 to 44c.

LINSEED OIL—Trade quiet and prices unchanged. We quote 57 to 58c. for raw and 60 to 61c. for boiled.

CASTOR OIL—Quiet and unchanged, at 6½ to 7c.

RESIN, ETC.—Demand for this is absent and prices are nominal. We quote: Resins, $3 to $5.50, as to brand; coal tar, $3 25 to $3.75; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5¼ to 7½c., and cotton do., 10 to 12c.

GLASS.

There is no change in the glass market. Prices remain on the basis of $1.25 for first break.

CHEMICALS AND DYESTUFFS.

The heavy chemical business continues quiet, with only a few small lots moving. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 20 to 22c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2.00; ditto roll, $2.00 to $2.10; sulphate of copper, $4.50 to $5.00; white sugar of lead, 7½ to 8½c.; bich. potash, 10 to 12c.; sumach, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2.00 to $2.10.

PETROLEUM.

There has been a rather stronger feeling in American oil since our last, but otherwise the market is unchanged. We quote: Canadian refined, 12c. in shed in Montreal for round lots, and 12½ to 13c. for smaller quantities, with a discount of 2 per cent. for cash. American petroleum is quoted at 15½c. car lots, and 16½c. smaller lots.

HIDES.

The hide market is firm, and prices on light hides are rather firmer with sales at 5¼ to 5½c. We quote prices firm: No. 1 at 4 to 4½c., No. 2 at 3c., and No. 3 at 2c. The demand for sheepskins is also good, and prices have advanced 5c. to 60 to 65c. each.

TALLOW.

Business in tallow is quiet, the demand being only for small lots to fill actual requirements. We quote: 5 to 5½c., as to quality.

WOOL.

Wool is dull and unchanged. We quote: Greasy Cape, 13½ to 16c.; Canadian fleece, 17 to 20c.; B.A. scoured, 26 to 32c.; Canada pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. Northwest wool, 11 to 12c.; B.C. 10 to 11c.

CARVERS and SCISSORS

IN CASES.

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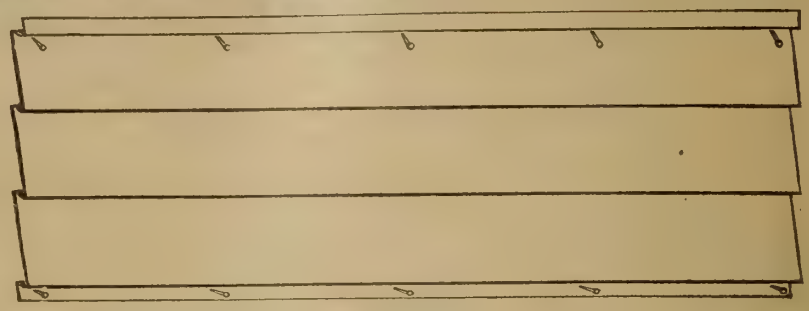
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Do not absorb moisture.
Durable, cheap and easily applied.
Far superior to wood.

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SEND FOR PARTICULARS. Manufacturers .... Toronto

MONTREAL TRADE NOTES.

Lamplough & McNaughton have secured the agency of Theile & Quack, Eberfeld, Germany. This firm's pliers are said to be among the best in the market.

A. C. Leslie & Co.'s cables do not note any change in the quotations on tin plates, etc., in Great Britain, but state that the market has an easier tendency.

The business hitherto known as W. M. Mooney & Co. and the Canada Horse Nail Co. has been dissolved by mutual consent. In future the business in Montreal will be carried on by Mr. James Ferrier, under the title of the Canada Horse Nail Co., while that at Ausable Chasm, N.Y., will be continued by W. M. Mooney, under the title of W. M. Mooney & Co.

Private cable advices state that heavy chemicles are very heavy in tone at British centres.

TORONTO MARKETS.

TORONTO, Dec. 21, 1894.

HARDWARE.

ALTHOUGH the wholesale warehouses are still fairly busy, there is not the same activity as was displayed a week or two ago. Orders are small and of a sorting-up character. Trade has fallen off in most lines of winter goods, although axes, axe-handles and cross-cut saws are going out lively. In ware there is a good demand for Peerless, but there is nothing worthy of note in other lines. In view of the meetings of the manufacturers staple lines have not been receiving much attention, as a rule, the buying being merely for immediate wants. The changes that the manufacturers have made are noted in detail in another column. The articles affected are barb wire, wire nails of certain sizes, some lines of tacks, barrel churns, etc. The changes, however, do not go into effect till after January 1. Changes outside the association are reductions in the price of clothes wringers and sisal rope. Nearly all the travelers are in the city this week, and stock-taking is well under way.

WIRE—There have been a few odd orders for annealed and oiled and annealed wire, but there is very little doing in hay-baling wire. Stovepipe and coppered steel wires are still receiving some attention.

ROPE—There has been a reduction of 1c. in sisal rope, owing to the quantity of sisal that has been thrown on the United States market lately. We quote: Sisal, 7-16 in. and larger, 6½c.; ¼, 5-16, ⅜ in., 7c. Manilla, 7-16 in. and larger, 9½c.; ¼, 5-16, ⅜ in., 10c.

CUT NAILS—People are buying just what they require for immediate wants, but no orders are being booked. We still quote $1.75 Toronto.

WIRE NAILS—Business is quiet and devoid of any feature worthy of special note. Discounts are unchanged at 75, 10 and 5 per cent., shipments from 10-keg lots being prepaid.

HORSENAILS—This line, like all other kind of nails, is quiet. Discounts, 60 per cent off "C." and 60 and 2½ per cent. off "P.B." and "M."

SPIKES—Owing to the open weather there has been a good demand for pressed spikes.

TACKS—Business remains much the same as a week ago. We quote: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37 per cent.

CHAIN—There is a fair trade doing. Small sizes are quiet, owing to the strike in England. Cow ties are quiet and trace chain in fair demand.

HORSESHOES—Are quiet and unchanged We quote: Iron shoes at $3.65, f.o.b. Toronto, subject to rebate in certain cases. Steel shoes are quoted at 15c. per keg advance on Montreal prices.

WARE—There is a good deal of Peerless ware going out, but white ware is moving slowly. For tinware the demand is moderate only.

PLUMBING SUPPLIES—Trade generally is quiet with prices unchanged.

BUILDERS' SUPPLIES—Trade practically at a standstill.

TOOLS—There is a good demand for axes axe handles, cross-cut saws, and spades, shovels and furnace scoops are still receiving some attention.

CLOTHES WRINGERS—These are now being sold open, but the ruling price is $26.50 to $27 per dozen, cash. It is asserted that the manufacturers have been induced to take this step in order to try and convert into cash the stocks they now have on hand. Wringers with the black rubber rollers are unchanged, the makers contending that they could not cut prices any lower on these than they already are.

SPORTING GOODS—There is hardly anything doing in this line.

CUTLERY—Business is about over for the season. The few orders that are coming in are chiefly for carvers in cases and pocket knives.

WINTER GOODS—Trade has fallen off owing to the mild weather. This remark applies to skates, snow shovels and sleigh bells.

METALS.

Trade has fallen pretty flat in metals. There has been no material change in values, but the few there have been were downward in their tendency.

PIG IRON—Business continues much as before—dull and featureless, with prices nominally unchanged. We quote nominally as before, ex cars Toronto: Carnbroe, $19.50; Summerlee, $21 to $21.50; Nova Scotia, $18 to $18 50.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as

MARKETS—Continued

follows: Little or no change has occurred since our last report. Foundries are curtailing their stocks so far as possible, in order to be ready for the annual inventory. Shipments, therefore, are very light and sales are few. All indications point to an active demand after the first of the year, however. We quote for cash, f.o.b. cars Toronto, in bond: No. 1 Foundry strong coke iron Lake Superior ore, $13.05; No. 2 Foundry strong coke iron, Lake Superior ore, $12.55; Jackson County silvery No. 1, $16 to $17; Lake Superior charcoal, $15.15; Southern soft, No. 1, $11.75; Southern soft, No. 2, $11.50.

BAR IRON—There has been no change in the situation, business still being dull at the base price of $1.70 to $1.75.

SHEET STEEL—Business remains quiet and prices unchanged. We quote: 8 to 16 gauge, $2 75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—Trade has been just fair and prices unchanged. We quote as follows: 8 to 16 gauge, $2.50; 18 ditto, $2; 20 ditto, $2.10, 22 to 24 ditto, $2.20; 26 ditto, $2.45; 28 ditto. $2.65; tinned sheet iron, Manor's, 26 gauge, 7c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

IRON PIPE—There is quite a nice sorting up trade doing in this line, and supply is ample for the demand. Prices are unchanged. "B" still being invoiced at equal to 70 to 70 and 5 per cent. for iron pipe, and 50, 50 and 5 for galvanized pipe.

LEAD PIPE—Trade is quiet and prices unchanged. We quote as follows: Toronto and west 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON—Is moving freely at former quotations. Prices are unchanged, $4 25 still being the idea for 28 gauge in Queen's Head, Gordon Crown and Apollo brands.

INGOT TIN—There is always a certain quantity moving, but we hear of no large lots changing hands. There were some transactions in round lots during the recent decline in prices, but this particular demand ceased when values became firmer. We quote: Lamb and Flag at 18 to 18½c., and Straits at 17 to 17½c.

INGOT COPPER—The quietness previously noted still continues, with prices as before, at 10 to 10½c.

SHEET COPPER—Demand is good for sheathing and braziers' sheets. Otherwise there is nothing special to note. We quote: Untinned, 14 to 16½c., according to weight and size; braziers' sheets, 14 to 17c., according to quality.

ZINC SPELTER—There is practically nothing doing, and quotations are as before.

BOILER TUBES—Business remains much the same as a week ago, fair. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

BOILERS—Copper boilers are in fair demand for the season, but there is not much doing in galvanized. We quote: Galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; copper-ed, $16 20 to $20, according to size.

TIN PLATES—A nice sorting up trade is reported. We quote: Coke, 14 to 20 gauge, at $3 10; for larger sizes 15 to 25c. per box basis more; "I.C." charcoal, $3.50 to $3 75.

TERNE PLATES—There is scarcely anything doing in this line. Prices are unchanged at $6.25 to $6.50, according to brand.

SHEET ZINC—Continues quiet and steady. We still quote: 4¾c. for cask lots and 5c. for small lots.

HOOPS AND BANDS—Are getting scarce, stocks being drawn upon by manufacturers, who do not feel disposed to import at present. Prices are unchanged at $2.20 for ton lots and $2.25 for small lots.

CANADA PLATES—There is nothing specially interesting to note in this line, business being merely of an ordinary character. We quote: Half-polished at $2.25 to $2.35, according to quantity; 60-sheet boxes, 10c. per box advance; 75-sheet boxes 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—Business continues quiet at unchanged prices, namely, 12 to 13c. for the better quality.

PIG LEAD—The lighter trade noted last week has not improved any. Prices are steady at $2.75 to $3

ANTIMONY—Enquiries for this article are still limited, and prices rule as before at 9½ to 10c.

GLASS.

Orders are still being booked for import, but at prices which are described as scandalously low. The ruling price seems to be about $2 for first break of 100 foot boxes, but for general specifications this price is being cut. Business for immediate delivery is still fair at $1.10 to $1.15 first break, 50 foot boxes.

OLD MATERIAL.

Offerings are still liberal and demand poor, with prices unchanged. We quote: Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 35 to 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, old copper bottoms, 5½ to 6c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3½ to 4c.; country mixed rags, 50 to 70c.; clean dry bones, 55c. per 100 lbs.; borings and turnings, 5c.

PAINTS AND OILS.

WHITE LEAD—Is much the same as it has been during the last few weeks, both in regard to business and prices. We quote: Domestic, 4¾c.; English, $5.50 to $6.25.

PUTTY—Business keeps fair at $1.75 for bladders in barrels, and $2.25 for cases.

TURPENTINE — The market is uninteresting both here and in the south. We quote 39c., f.o.b. Toronto, for 5-barrel lots, and 40c. for single barrel lots.

LINSEED OIL— business is still quiet and prices unchanged at 53 to 53½c. for raw, and 56 to 56½c. for boiled, f.o.b. Toronto, net 30 days.

CASTOR OIL—Dull and unchanged, at 6¼ to 6½c. in cases and 7c. in tins.

PREPARED PAINTS—The seasonable quietude still obtains, and pure is unchanged at $1.

PETROLEUM.

Trade continues fair at unchanged prices. We quote, in 5 to 10 bbl. lots, imperial gallon Toronto: Canadian, 11½ to 12c.; carbon safety, 16c.; Canadian water white, 16c.; American water white, 17½c; photogene, 19c.

The Petrolia Advertiser in its weekly report quotes: Petrolia crude, $1.15½ per barrel; Oil Springs crude, $1.17 per barrel; refined, 7c. in bulk, 9¾c. in barrels, in car lots f.o.b. here.

ASHES.

In ashes business is quiet and the market is steady, with no change in prices to note. We quote: First pots, $4.10; seconds, $3 50 to $3 60, and pearls at about $6.50 per 100 lbs.

SEEDS.

Deliveries of alsike continue heavy and of red fair. Timothy is offering in small quantities, and prices of same are firmer. Quotations are: Red clover, $5.40 to $5.60 for

Sheet Steel Brick



Protective Discount allowed the Trade.

THE PEDLAR METAL ROOFING CO.
OSHAWA.

MARKETS.—Continued

choice to fancy alsike, $4 to $5 for low grade to medium samples, and $5 25 to $5.40 for choice to fancy lots ; timothy, $2 25 to $2.50.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—There is a fair supply, but demand is good and stocks are kept from accumulating. Dealers are paying 3½c., and selling cured at 4½c.

SKINS—Sheepskins are plentiful and demand poor at 65c.; calfskins are dull and weak at 6c.

WOOL—There is little or nothing doing, and prices are unchanged at 18 to 19c. for supers, and 17 to 18½c. for fleece.

TALLOW—Is a little weaker, dealers paying 5½c. for rendered, and selling at 6c.; rough, 2c.

MARKET NOTES.

H. S. Howland, Sons & Co. are showing a fine assortment of carvers, both with cases and without cases.

It is rumored on the street that an effort is being made to resuscitate the defunct White Lead Association.

H. S. Howland, Sons & Co. have just received a consignment of No. 303 padlocks, and can now fill all their back orders.

M. & L. Samuel, Benjamin & Co. inform HARDWARE that their sales of Athletic skates have been very large, and that they are now out of certain sizes.

H. S. Howland, Sons & Co. have very few of the Halifax Co.'s scoops and shovels left which they recently purchased at a low figure.

H. S. Howland, Sons & Co., report large sales for silver plated hollow and flat ware, of which they have a complete line.

Just as we go to press it is learned that the discounts fixed by the manufacturers on barrel and coppered nails were 35 and 10 per cent. in 5 keg lots, and in American upholsterers' tacks 62½ to 65 per cent.

H. S. Howland, Sons & Co. report a good demand for plated knives and forks, done up in sets of six knives and six forks, which they advertised in HARDWARE a few weeks ago, and to which they attribute the demand.

The Metallic Roofing Co. lately supplied "Eastlake" galvanized steel shingles for the new church at Foxboro'; also furnished embossed ceiling plates for the town hall, Stratford. The firm has, besides this, made some good shipments of the "Owl" brand corrugated iron to the Maritime Provinces.

The Windsor Plaster Co., C. Henry Dimock, manager, has recently purchased the right for Canada to manufacture English Selenite cement, used for walls and ceilings of houses. This cement hardens and dries in a few hours, and is made ready for use by adding water and sand. It is said that walls on which it is used will resist fire. The Windsor Plaster Co. is now at work getting the article on the market. It will be sold to the hardware trade.

"Baby Cleveland" night lamp is an article that Rice Lewis & Son, Ltd., have been selling a good many of lately. The lamp is a unique and handy little thing, and can be either hung on a nail or stood on a table. It burns kerosene, and emits neither odor nor smoke. It is only a small article, but with one filling it would burn for 40 consecutive hours. It is nickel-plated. Retailers should find it a good seller at this season.

Rice Lewis & Son are showing an atmospheric spirit stove which is quite unique in its way. It burns without wick or packing material. Perfect combustion and intense heat are obtained by the air being drawn through tubes and mixing with the spirit vapor. An attachment goes with the stove whereby bread can be toasted or a chop or steak broiled. The stove could easily be put in an overcoat pocket, so small is it.

"Gilt Edge Metal Polish" is the name of a new liquid polish for cleaning brass, copper, silver, tin, nickel, etc., which has just been put upon the market, and M. & L. Samuel, Benjamin & Co. report a large demand for it. The polish is a great labor-saver. All that is necessary to clean an article is to apply the liquid with a cloth, wipe it off again, and then give a few rubs with chamois cloth or other soft material. There are no injurious acids in the ingredients. It is put up by W. J. Jeandron, Toronto.

UNITED STATES MARKETS.

NEW YORK, Dec. 21, 1894.

PIG TIN—Speculation was exceedingly tame, and the market had a soft, weary appearance, with some cause for the suspicion that the bear interest, while not aggressive, are having matters their own way to a great extent. Their position seems to be based upon the fact that there is more tin than anyone is inclined to care for, and the possibility that there is profit in producing the metal at prices considerably under any that have been reached thus far this year. Jobbers and consumers are extremely conservative in their operations, since recent deliveries on contracts leave them with quite full supplies. Prices ruled on the basis of about 13.70c. net cash for prompt and near future deliveries, with distant futures at a slight discount. Sales recorded on 'Change included 35 tons December delivery at 13.70c.

COPPER—There is just enough speculation and manœuvering, not to say manipulation, to keep the market in uncertain position. The surface indications are that a certain measure of substantial and moral support is given, and it is surmised that this is partly for effect in connection with contracts for copper for delivery during the coming year. It is remarkable, however, that prices for different varieties of the metal are moved almost in unison, as though the general market was under control of a leader or an agreement among producers. The popular quotation for Lake Superior is 10c., but there were offers of outside lots at about 9⅞c. Bids were made of 9 75c. for nearly any delivery during the next six months. Electrolytic is quoted at 9⅝ to 9¾c., and casting stock at 9¼ to 9½c., according to brand.

PIG LEAD—The modification of prices that has been made during the past days has not stimulated business perceptibly; at least not in this quarter. The market, therefore, has a weak sort of appearance, with prices on the basis of about 3.10c. asked for common western, near future shipment. London cable to the Metal Exchange quoted £9 11s. 3d. for soft Spanish.

SPELTER—In speculative quarters there were offers of common western at 3.25c., early delivery. Elsewhere there were sellers of forward shipment at 3.30c., ordinary terms. Neither proved attractive enough to carry business above the moderate limits within which it has been confined for some time past. Hence a dejected sort of market for



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FAMOUS ART

SHEFFIELD CUTLERY

the time being. London cable quoted £14 11s. 3d. for ordinary merchant brands.

ANTIMONY.—Jobbing movement fair and sufficient to keep prices quite steady at 7¼c. for Hallett's and 8½c. for Cookson's, from store.

TIN PLATE—Spot business was fair and operations in futures were represented as having been somewhat better. The entire business makes hardly an average total for the season, however, and prices continue rather easy nearly all along the line.

IRON AND STEEL—The general situation is about the same, and there is nothing to add to the outline of the latest market.

NOVA SCOTIA MARKETS.

HALIFAX, Dec. 21, 1894.

IN all branches of business in Nova Scotia the question is asked, What effect will the financial crisis in Newfoundland have? HARDWARE has asked that question of nearly all the leading hardware men in Halifax, and the general reply is that the trouble in Newfoundland can only help Nova Scotia dealers. This province does a big trade on the west coast of Newfoundland, and that trade will likely be augmented during the next twelve months on account of the St. John's merchants not being in a position to compete.

Trade is exceptionally good for this time of the year, and prices remain steady.

ROPE—The past week has shown a slight weakening. Sisal is still quoted at 7½c. for all sizes, but pure Manilla has dropped half a cent, the quotation to-day being 9 to 9½c. for all sizes, according to quality.

CUT NAILS—There is a slight improvement in demand. Quotations remain on the basis of $1.85.

HORSESHOES—A good business is reported in this line at $3.75 for iron. There is no demand for steel shoes.

NAVAL STORES—This is perhaps the healthiest line in the trade at present, owing to the large fleet in port seeking supplies. The quotations are: Tar, $2 85 per bbl.; rosin, 95c. per 100 lbs. for ordinary; pitch, $2.50 per bbl.; coal tar, $3.25 per bbl.; oakum, 6½ to 7½c, according to quality.

CHAIN—Trade in this line remains depressed on account of lumbering operations being slow. The quotations remain at: ⅜, $3 50; ½, $3; ⅝, $2.80; ¾, $2.75.

COTTON DUCK—Fair demand at last week's quotations of 32½ off list.

IRON PIPE—There is positively nothing doing in this line, and quotations remain as follows: Black, 1¼ in., 65 p.c. off list for American; 1½ to 2 in., 67½c.; 2½ in. and upwards, 68½c.; Canadian, up to 1½ in., 67½c.; 1½ in., 70c. and 5 p.c. discount.

GLASS—There is a noticeable improvement in glass, both in city and provincial orders. The quotations are $1.25 for first break. Putty in bulk is quoted at $2, with fair demand.

PAINTS AND OILS—There is very little doing in paints. Linseeds are slow at 56c. for raw and 58c. for boiled. There is very little doing in turpentine, which is quoted at 45c. as a medium price and 42c. as a close price.

PIG IRON—Advices from Ferrona show the demand for pig to be slow.

INGOT TIN—Quotations are at 18 to 18½c.

STEEL BOILER PLATE—The quotations are on a basis of $2; heads, $2.25, and very little demand.

BOILER TUBES—Are quoted at: 2 in., 7¾c.; 2½ in., 9½c.; 3 in., 11c.

LEAD—The quotation remain at $3.

HALIFAX MARKET NOTES.

Retail trade in Halifax is very good, especially in novelties.

The New Glasgow Steel and Forge Co. and the New Glasgow Iron, Coal and Railway Co. have been amalgamated.

A. J. Grant & Co., hardware merchants, wholesale and retail, suffered a severe loss by fire last week. Their premises on Water St. were badly damaged, and much stock destroyed. The appraisers—Mr. E. D. Adams for the insurance company, and Mr. F. Redden for the firm—have just finished their work. The firm is allowed $8,000 as dam-

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age to stock, and $500 on building. Messrs. Grant & Co. have taken temporary quarters in Granville street, where the damaged stock is being sold off.

There is little or nothing doing in skates. The orders received at the factories are few and small, while local dealers have stocks enough left over from last year to supply all demands for this season.

NEW BRUNSWICK MARKETS.

ST. JOHN, N.B., Dec. 21, 1894.

I HAVE been around considerably among the hardware merchants this week, and have in every case found them very busy. The Christmas trade has set in in earnest, and very many of the purchases being made for the holiday season are in the hardware line. That trade has an advantage over others here as far as the purchases are concerned, because of the surprisingly low prices. One merchant said to HARDWARE to-day that goods in that line had never been sold so low in St. John as at present, but, notwithstanding, business is fairly renumerative. Very little is being done in the way of decorating among the hardware stores, but many novelties are being offered. Following the custom they adopted a few years ago, Messrs. Emerson & Fisher have arranged a bargain counter in their store; it is being largely patronized. Among the many novel things offered is a line of miniature cooking stoves, which are as perfect in every detail as the finest house stoves. The largest miniature range retails at $2.50, and the smallest at 75 cents.

W. H. Thorne & Co., who suffered a few months ago by a disastrous fire, have made many improvements in their establishment since, and have now probably the finest building for hardware purposes in the Maritime Provinces.

W. S. Fisher, of Emerson & Fisher, was recently re-elected Vice-President of the Board of Trade of this city, and as the President, W. F. Hatheway, has gone to England and the Continent on a tour which will extend over several months, Mr. Fisher will have to assume his duties. He presided for the first time at a meeting held yesterday, to discuss the pilotage question.

ST. JOHN MARKET NOTES.

The superior quality and finish of the track bolts turned out by the St. John Bolt & Nut Works, St. John, N.B., is evidenced by the fact that not a single imperfect bolt was found in the fifteen tons of track bolts supplied by this firm to the St. John Railway Co.

GEO. MCLEAN.

WHO MAKES RENNET?

A subscriber writes: "Could you kindly inform us through your columns where we can purchase all the different kinds of rennet for cheese making. Is it made in this country? Where in the States?"

EARNINGS OF LABOR.

AS it is of the highest importance to ascertain how much the purchasing power of the people has been affected by reduction in the amount of wages paid, and in the working force, Dun's Review has made extensive enquiries through manufacturers, and other employers of labor, as to amounts actually paid during the month of November, and the number of hands employed, in comparison with last year and with the year 1892. It is gratifying to find that the decrease, as respects the works now in operation, is not as great as has been supposed. The enquiry has been kindly aided by thousands of employers, whose pay-rolls for November have been forwarded, and while numerous defects in classification of returns make it impossible to arrange all of them under the various departments of production, enough are properly classified to give a fair indication of the course of employment and wages in the more important industries.

In explanation of the returns, it should be carefully noted that there is no attempt as yet to ascertain the change in rate of wages either way, but only to determine the aggregate payments of the working force, and the number of hands employed. The returns, which are still coming in rapidly, will probably give valuable information also regarding the number of hours' and days' work during the month for each hand, and this may afford an indication of the rate of wages paid, but this branch of the inquiry is not now considered. The returns show the aggregate amount paid in wages during the three months compared, November, 1894, 1893, and 1892, and the number of hands at work, so that if the working force were the same, with employment only half time, the result would show a decrease in total receipts, without any change in the rate of wages paid.

The returns already cover over 250,000 hands employed, and are fairly distributed all over the region between the Atlantic and the Rocky Mountains. They include a considerable number of reports from concerns which were just beginning in 1892, and have greatly increased their working force, and in about a quarter of the reports larger payments are reported in 1894 than in 1892. Many of the concerns reporting were stopped entirely in 1893, which necessarily lowers the aggregate for that year, but not the average receipts per hand. They show payments of about $8,200,000 per month in 1894 against $7,200,000 in 1893, and $10,200,000 in 1892, the number of hands being 10 per cent. larger in 1894 than in 1893, but 9 per cent. smaller in 1894 than in 1892. Here it is especially important to notice that very few returns have been received from the many hundred concerns addressed which are known not to be in operation at this time, and for natural reasons such concerns have in most cases failed to answer at all, so that the results may be taken as fairly representing only the establishments now at work which were also at work two years ago. The decrease in hands employed and in aggregate of wages paid would obviously be somewhat greater if it were possible to include all the establishments that were in operation two years ago, but were idle in 1894.

To present the returns in the most instructive form, percentages only are used, and in the following table will be shown first, the proportion of total payments in November, 1894, and in November, 1893, to the payments by the same establishments in November, 1892; second, the proportion of hands employed in November, 1894 and 1893, to November, 1892; third, the average receipts per hand at work, without regard to the number of days or hours employed in each month; and finally the percentage of receipts per hand in November, 1894, and November, 1893, to receipts per hand in the same establishments in November, 1892. The same order of statement is preserved for the total of all reports, and for the total of reports from the more important industries:

COMPARING WITH 1892, PERCENTAGE.

	Wages Paid.		Hands Employed.	
	1894.	1893.	1894.	1893.
All Works	81.59	70.81	91.38	82.87
Woolens	73.77	34.24	81.27	50.65
Cottons	91.26	79.64	103.16	92.02
All Textiles	87.05	60.61	95.89	75.01
Iron	55.00	33.93	62.66	42.08
Boots and Shoes	81.26	76.08	95.46	83.05
Hats	87.62	73.31	97.73	93.13
Agricultural Implements	78.34	76.86	85.59	83.01
Furniture	91.24	86.37	93.67	88.61
Glass	108.40	99.22	115.04	94.91

	Average Payment per Hand.			Per cent. of Average, '92.	
	1894.	1893.	1892.	1894.	1893.
All Works	$33 08	$31 66	$37 05	89.28	85.47
Woolens	26 15	19 45	28 81	90.76	67.51
Cottons	24 58	24 01	27 73	88.64	86.59
All Textiles	25 08	22 34	27 61	90.84	80.91
Iron	35 47	32 60	40 43	87.73	80.63
Boots and Shoes	33 59	35 94	39 23	85.11	91.36
Hats	31 93	28 01	35 61	86.86	78.66
Agricultural Implements	34 18	34 58	37 35	91.51	92.58
Furniture	36 33	36 36	37 30	97.40	97.48
Glass	50 55	55 21	54 07	93.49	102.20

From these tables it appears that the aggregate of wages paid was 18½ per cent. smaller in 1894 than in 1892, but in 1893 it had been 29 per cent. smaller, so that there had been a very encouraging increase during the year. Moreover, in the establishments reporting the number of hands employed was nearly 9 per cent. less in 1894 than in 1892, but in 1893 it had been over 17 per cent. less. Thus, it results that the average payment to each hand, whether employed full time or not, was $32.08 in 1894, against $31.66 in 1893 and $37.05 in 1892, which means that the average was nearly 11 per cent. less in 1894 than in 1892, but had been 14.05 per cent. less a year ago. The comparisons show that in some of the industries the works reported are actually employing more hands this year than two

years ago, and in the glass works reporting larger wages were paid in November than two years ago, and while it is quite possible in this particular the reports thus far classified may not accurately represent all works in operation, the comparisons are highly interesting, and in contrast to the prevailing impression in business circles, decidedly encouraging. The depression has been great, but large progress toward recovery has been made within the past year.—Dun's Review.

THE WAY OF CLERKS.

CLERKS, says an exchange, are a very important part of the store. In the larger establishments they have an importance that is almost equal to that of the proprietor, since they come into more frequent and direct communication with the customers, and on their treatment of these customers depends a great deal of the merchant's success. If they are careless, inattentive, or "smart," as many of them are, the merchant may lose through them what he has built up by his own efforts, or if they are ignorant regarding such details of the business as are placed under their care, he will be quite certain to fail in making many sales, because no one cares to buy from a clerk, or any one else, who does not know all about what he is trying to sell. Practically speaking, the clerk is the merchant's representative or agent, and his sins of omission or commission are chargeable to his principal.

There is one point, at least, in which the average clerk is sadly lacking. He is not always able to distinguish between true courtesy and that which is merely an imitation, or else is inclined to judge customers entirely by their appearance—when they are strangers to him—and to gauge his treatment by his ideas of their pocket books. Every merchant expects that his clerk will show him the ordinary politeness. He receives it, because the clerk knows he will lose his position if he offends his employer, but if the clerk could be shown at least his comparative share of consideration in this respect he would not be quite so tempted to go astray in the matter of courtesy when dealing with his employer's customers.

TRADE CHAT.

THE saw mill at Victoria Road, belonging to B. R. Jeffery, of Kingston, was destroyed last week by fire. Loss, $1,000; no insurance.

The Perth car shops are working on half time.

Business men of Pickering are trying to induce some chartered bank to start a branch there.

After January 1st three days of grace on notes made in New York state will be abolished, and 30 days will no longer mean 33.

Chas. Kitchen, late of Coventry, has opened up a blacksmith shop at Bolton, Ont., in the old Wolfe stand at the iron bridge.

The dinner of the Commercial Travelers this evening at the Windsor Hotel, Montreal, will be attended by His Excellency Lord Aberdeen, Hon. Wilfrid Laurier, Hon. Geo. E. Foster, and Hon. J. J. Curran, and possibly Hon. Mackenzie Bowell.

Galt Council has decided that no further franchise will be granted to the electric street railway without a vote of the ratepayers.

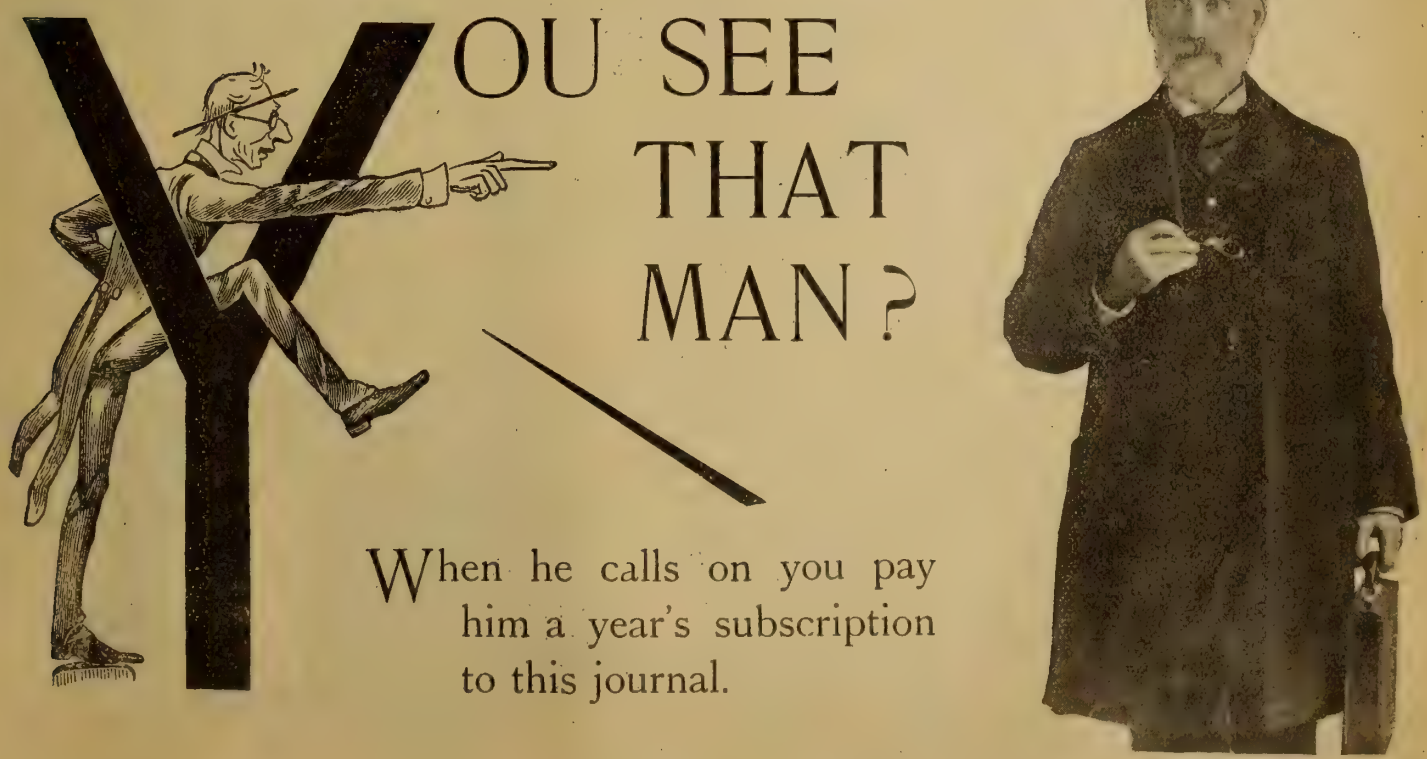
According to a bulletin of the Ontario Bureau of Industries the snake fence is in all parts of Ontario rapidly giving way to wire fences and hedges.

The City Council of Hamilton, Ont., has agreed to grant an extension of six months to the Hamilton Iron and Steel Works for the completion of the smelting works.

At Tuesday's meeting of the Guelph Board of Trade, the president said the prospects were bright for the rolling mill, although progress with the arrangements was slow.

The Grand Trunk conductors were put back on their old routes again this morning. Conductors Cameron, McKay and Myers taking the Toronto run, and Conductors O'Brien, Darsh and Beasley taking the run from Hamilton to Allendale. — Herald, Hamilton.

The annual meeting of the Commercial Travelers' Mutual Benefit Society was held in London Saturday. The number of new members during the year was greater than either of the two previous years, namely, 119. The financial statement showed the receipts of the year to be $13,034.90, the disbursements $10,029.68, and the balance on hand $3,005.90. The reserve fund amounts to $7,807.65. The various reports were unanimously adopted.



CANADA AND GREAT BRITAIN.

WHILE Canada has not been forcing itself on the notice of the Mother Country, remarks The Mail, a good deal has happened lately to bring and keep us conspicuously before her eye. A well-favored colony like this, has everything to gain from such prominence. We have wants, and Britain has to spare nearly everything that can satisfy them. She can give us capital, population, trade connections, trade itself, and has it in her power to give liberally. To her we have to look for men to fill and till our prairies, for money to develop our mineral wealth, build railroads, improve canals, and establish steamships, and for a market for a great part of our produce. She will give us these talents if she is assured we will turn them to profitable account, both to her and to ourselves. But to be assured, she must know as much about us as possible, and we should take care that she does. The country must be forward to show its parts, if it would hold its own against other competitors for British favor.

The United States drew hundreds of millions of capital and millions of population from Britain, and to no other foreign assistance is its extraordinary material advancement due. But it left nothing undone to attract the attention of those classes in Britain who could furnish the means it wanted. No important undertaking within its boundaries lacked booming on the British money market. It is a nation of born advertisers, and it owes as much of its success to that fact as to its wealth of natural resource.

Canada might, with profit, take a leaf out of the book of its neighbor. The circumstances that are pushing us on the attention of Great Britain just now will undoubtedly prove useful to us. The Colonial Conference has been fruitful of advertising in the right quarter. Its proceedings received liberal attention from the British press. The fact that it was held in Canada, and that Canada would be the central span in the proposed Imperial trade route, caused interest in the scheme to settle chiefly on this country. The favorable report of the Earl of Jersey heightened and widened that interest, with us still in the foreground. The proceedings of the Colonial Institute, notably the paper read by Sir Henry Wrixon, have had a similar effect, and so have the steady agitation and discussion in London of the fast Atlantic steamship line. The cable scheme has likewise been turned over a good deal in the minds of British investors and British shippers, and the cable always brings up Canada.

The Statist has kept the question of an Imperial Customs union before the minds of its readers, and has stimulated interest in it by the offer of a prize of $5,250 for the best scheme of such a union. Canada is on both oceans, and must come in for special consideration in the treatment of this question, which involves British control of the sea as well as preferential trade. But we have been brought into British notice by other things besides the Colonial Conference and its issues. The last loan showed the British public that with their own moneyed class our financial rating was A1. Our High Commissioner in London, Sir Charles Tupper, has not let the British people think we are an insignificant colony, and his steady vindication of the health of our cattle has kept the name of Canada before them, and will prove of service, it is to be hoped, for securing the removal of the embargo.

The fame of our cheese makes Canada better known in Britain. Our increasing trade with the Mother Country cannot but lift us to a higher standing there. The visits of our Governor-General to all parts of the country, and his study of the resources, industries, and trade facilities, must be valuable as a means of improving Britain's knowledge and appreciation of us. Canadian affairs are rising in importance as topics of discussion in the British press. We were talked about a good deal in Britain in connection with the Behring Sea question. Lastly, the visits of our Ministers to the Mother Country have helped to create and keep up a more intimate knowledge of us there. All these influences indicate and count for much to our advantage They invite Britain to send her surplus capital and productive labor to us, and to spend more on establishing trade relations and facilities with us. It is to our interest to keep ourselves well before the British public.

DISINFECTANTS.

A writer in The Medical Magazine who has witnessed the Berlin method of disinfecting a room, describes the cleansing of an apartment in which a child had died of diphtheria: "Four men were engaged. After everything that could be subjected to steam without detriment had been removed to the disinfecting station, all the things were removed from the walls, and the men began rubbing these with bread. Ordinary German loaves are used, forty-eight hours old. The loaves are cut into substantial chunks about 6 inches square, the back of each piece consisting of the crust, thus allowing of a good purchase. The walls are systematically attacked with strokes from above downward, and there can be no question as to its efficacy in cleaning them, nor does the operation take as long as one would imagine. The crumbs are swept up and burned. After this the walls are thoroughly sprinkled with a five per cent. carbolic acid solution. The floor is washed with a two per cent. carbolic acid solution, and all the polished wood work and ornaments as well."

TRIALS OF A STOVE DEALER.

"We are expected to prevaricate some," said the retail stove dealer to a repo ter of The New York Sun. "It is absolutely necessary if a man would succeed. If you don't you lose your trade. Now, this is the worst time of the year for us. It's all on account of the weather. If there is one cold day we are suddenly invaded by an army of women all wanting their stoves repaired. Some want new brick, others want to swap an old stove for a new one, while many want grates of all descriptions. We don't keep such things in stock, and if they are not ready when you promised them (and they are not) there is trouble. You don't want to lose their trade, so you tell them you had to order the brick from Pennsylvania, or that they are all out of that kind of grate at the factory.

"The women ask hundreds of foolish questions: 'Why does the smoke come out of the doors? What's the best kind of coal to use in that stove? Will that stove bake bread on the bottom?' and things like that. Most of these people have not used their stoves all through the summer. They have been using gas stoves. Their stoves got clogged up with soot. The grate cracks and the brick falls out. It keeps me in hot water at the beginning of every fall, and it takes me the rest of the season trying to square myself with my conscience."

The gold reserve of the United States has again dropped below its legal standard of $100,000,000. The cause was a further shipment of 3½ millions to Europe last week. The receptacle that is holding the gold reserve is like a vessel with a hole in it. You may, by pouring in a heavy volume—as the U.S. Government has been doing with the $50,000,000 loan—cause a momentary rise in the volume of contents, but the moment the inflow ceases receding begins. Currency reform is what the United States requires. Her leading financiers realize it, and the sooner the desideratum is secured the better.



"MY BRUDDER CAN MAKE IT GO."

ASBESTOS IN POWER PLANTS.

ASBESTOS is a mineral as non-combustible as marble or granite, and yet very different from these minerals, being fibrous in texture. A piece of crude asbestos is hard and solid, like other minerals, but it can be crushed and torn until it becomes a soft silk-like mass of fibre. The mineral was originally found in Italy, and in 1876 was discovered in Canada, when a railway (Quebec Central railway) was cut through the mountains south of the St. Lawrence river. Asbestos of a valuable kind was found. The fibre was different from that of the Italian—much stronger yet shorter. In the first year after the discovery, about 50 tons were mined, but it was impossible to sell it, owing to the limited demand. Since then the production of asbestos has run up to nearly 10,000 tons per year, and still there is not enough to meet all requirements.

Chrysolite, as metallurgists call the Canadian asbestos, is a crystallized serpentine rock. The Italian asbestos, which was originally altogether used by Louis Wertheim, is somewhat different, it being longer in fibre, sometimes two or three feet long, and is not found in veins, but in pockets. While the fibre is longer, it is not so strong as the Canadian fibre, and for that reason does not spin as well. Since the Canadian asbestos has been found the use of Italian asbestos has gradually diminished, and is now confined to chemical purposes and to specialties. Louis Wertheim now chiefly uses Canadian asbestos, and the goods he sells are made from it.

Asbestos fibre differs materially from all other fibres of animal or vegetable origin by having a perfectly smooth surface like spun glass, while cotton, hemp, wool, silk, etc., under the magnifying glass show tiny fibres or hairs grown on the main fibre. In manufacturing asbestos goods the fibres will not adhere to each other like other fibres ; they will slip past each other, and it takes a peculiar process to accomplish the spinning of an asbestos thread, especially as the best grade of fibre averages less than one inch in length. Furthermore, asbestos fibre is only to a certain degree strong and durable, and if not carefully treated in the process of manufacturing it will be torn to pieces and its length reduced. Then again, asbestos in its natural state, after being mined, still contains a heavy percentage of serpentine rock, which often penetrates the asbestos veins and cannot be separated from it except through special machinery. In fibrising crude asbestos, this hard rock is very liable to hurt and cut the tender fibre, and it is one of the most difficult mechanical processes to make a thorough separation without hurting the fibre.

Among the new postoffices opened in Ontario on December 1 are the following : Glenfield, Addington; Murphy, North Grey; Wilson's Bay, North Grenville.

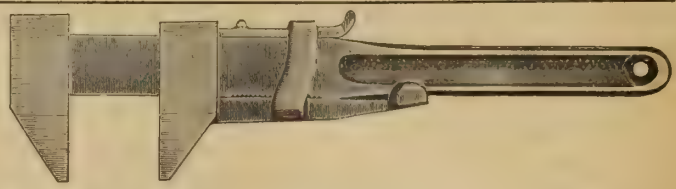
Cutlery

Full assortment in stock for the holiday trade at . . .

A. C. LESLIE & CO., Montreal and Toronto

Specially Close Prices

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

Our Specialty PURE TURPENTINE Every Barrel Guaranteed Pure.

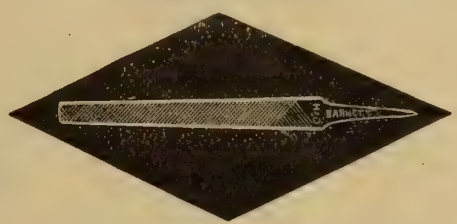
FRANCIS, FROST & CO. Manufacturers of WEATHER AND WATERPROOF PAINT

Office and Warehouse : 33 Front Street West. TORONTO Factory : 122-4 Richmond Street East.

Buy ELASTEROLE Varnish for outside or inside work.

TRADE MARK.

BLACK DIAMOND



FILE WORKS

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. Gulletting Sawfiles.
Climax Sawfiles. Lightning Sawfiles.

—AND—

EVERY OTHER DESCRIPTION OF SAW FILES.

Monarch



Metal

Best Anti-Friction Metal for all Machinery Bearings.

It prevents Hot Boxes.
It will not Cut or Heat Journals.
Its lasting qualities are of the highest order.
It is a Self-Lubricant.
It saves a large percentage of Oil.
It accomplishes its work with much cheaper grades of Lubricants.
It increases the Motive Power.
It is the only metal that protects and does not wear Journals ; it Enamels them.
It is adapted to high and low speed Machinery.
It will stand the heavy work of Rolling, Sugar, Saw and Wire Mills, etc.
It is especially adapted to all Steamship Bearings.

Send your orders to all dealers, or to

The James Robertson Co. Ltd., Toronto

Montreal
Winnipeg
St. John, N.B.

MASSEY IS PRESIDENT.

LAST Saturday night, in the rooms of the Dominion Commercial Travelers' Association, in Montreal, the result of the contest for office holders for the ensuing year was made known.

The vote for the presidency was as follows :

Lieut.-Col. Fred. Massey	1,086
Joseph H. Morin	632
Majority for Massey	454

Last year the poll stood for the same office :

David Watson	1,085
L. Wilson	530

The votes cast for the four candidates running for the vice-presidency are as follows :

Alfred Elliot	525
Max Murdock	464
John Rogers	350
John Taylor	331

Mr. Alfred Elliott is, consequently, elected vice-president of the Dominion Commercial Travelers' Association, while the new directors are the first five in the following list, with the number of votes cast for each of the eleven candidates :

James Armstrong	988
C. A. Prevost	920
W. D. McLaren, jr.	713
N. Tucker	709
J. T. McBride	705
C. H. Cochrane	662
N. C. Wonham	533
A. D. Gall	341
Joseph Youngheart	333
Jno. Fales	303
Jno. Stewart	260

The retiring president, after paying an especial and well merited tribute to the ability of Mr. Wadsworth, the secretary, and the other officers, went on to declare that economy had been the order of the day, and said that an examination of the report which had been placed in their hands would show that every item of expenditure had been carefully weighed and considered before entering upon it. Tenders had been invited for printing, etc, and by so doing a saving of from $500 to $700 had been effected.

The increase in the membership had given them $1,200 additional, although, the death rate had been quite large, "since our last annual meeting," added Mr. Watson. "No less than 22 members who were then in good health have passed into eternity. The amount of claims for the mortuary benefit is large, but we must remember that it means the widows' and orphans' all."

Mr. Watson then proceeded to accentuate his remarks made at the last quarterly meeting anent the Mutual Benefit Association, and expressed surprise that more of the members, and especially the young men, did not take advantage of it. "How can you," the speaker asked, "find a more profitable investment?" Out of this year's death roll there were not less than seventeen who had failed to become members of the Mutual Benefit Association, and consequently their families were deprived of $17,000, a sum that would have accrued to them had the heads of these families been contributors to the association in question. The speaker likewise dwelt very earnestly upon the project of establishing a fund for disabled or worn-out members of the Dominion Commercial Travelers' Association.

Here a very solemn and touching tribute was paid to the dead. All the members arose, and while they bowed their heads the secretary slowly read the past year's death roll, as follows : Geo. Knowlton, Ed. Heuser, M. Mackeand, P. J. G. Labbe, W. E. D. Sutherland, Saml. Mills, Frank Burch, M. P. Lynch, John Ross, H. W. Downey, Alex. Drew, J. M. Humphrey, W. Finlay, H. J. Farmer, J. H. Hill, John Martin, Alf. Francois, Geo. Forbes, T. P. Pearce, A J. Ackhurst, John Stewart, S. A. Brazier (accidental), J. M. Ingersoll, J. M. Leonard, Chas. Cooper, H. Laws.

J. A. Cantlie delivered a telling speech in support of a fund for widows and orphans, and strongly urged that a benevolent fund be set apart and controlled by a committee that would see that no loafer or lazy person drew any benefit therefrom.

Mr. Watson having vacated the chair, Lieut.-Col. Massey, the president-elect, entered at once upon his new duties, and was greeted by applause that fairly made the Fraser Institute tremble as the gallant colonel rose to rep'y. Col. Massey said that, acting upon the advice of his excellent friend, Mr. Watson, he had tried to prepare two speeches, one for victory and one for defeat, but having failed in both he would throw himself upon the well known indulgence of that body of men which had just placed him at its head. "I greatly appreciate this honor," said the colonel, "and I trust that all will be able to say that the president of 1895 has done his duty as well as the gentleman who presided over us in 1894. Col. Massey also supported the scheme referred to by Mr. Watson and Mr. Cantlie, and intimated that the new brand would endeavor to carry out the wishes of the members.

Mr. Morin, who was then called upon, made a brief but loyal address. He said : "Gentlemen, I have fought a hard battle and have lost. I accept defeat manfully. I thank those who voted for me, and I entertain no ill-feeling towards those who marked their ballots for the colonel. I shall continue in the future to take the same interest in the Dominion Commercial Travelers' Association as in the past." (Cheers.) Mr. Morin then advanced and shook hands with the president-elect, while the "boys" yelled with delight.

The secretary read the report of the Educational Committee, which shows a balance on hand of $138.49. During the past year only one application for the scholarship had been made, but in this case the child was under age, so that there are now six vacancies at the disposal of the board. Mr. David Watson was elected to replace Mr. Fred Birks on the Educational Committee, and the report was adopted.

The following amendments to the by-laws, notice of which had already been given, were adopted, and will read as follows :

On and after February 1 any person having failed to renew his subscription shall cease to be a member of the association, but may be reinstated within the current year on production of certificate of good health, accompanied with renewal application, without being deprived of any previously acquired rights or benefits.

The president, vice-president, treasurer and four of the ten directors shall be elected at each annual general meeting, and the then retiring president shall by right remain a director on the board for one year.

After some remarks from Messrs. Logan, Gormley and Wilkins, the meeting adjourned.

A CORNER IN PROVERBS.

No ship can outsail its keel.
Know Little is a great critic.
The old fox fears the lean hound.
A written contract does not forget.
A cruel hand makes a sneaking dog.
The true church has a hundred doors.
Merry fellows are not money makers.
The shorter the wit the longer the ears.
There are no good times for poor work.
The longer the life the shorter the years.
The persuasive writer uses a soft pencil.
The straight course has the fewest rocks.
Don't strike at gold bars with bare knuckles.
The advertisement that catches the eye touches the pocket.
It generally takes four eyes to see that there are two sides to a question.
The trouble with many theories is that they have more latitude than longitude.
To be well educated one has to be doubly learned ; first by learning and second by learning to use what has already been learned.—Exchange.

The Quebec Board of Trade have elected the following officers : President, Mr. E. B Garneau (unanimously re-elected); 1st Vice-President. Mr. John Sharples (re-elected); 2nd Vice-President, Mr. Elzear Pelletier (re-elected); Treasurer, Mr. Joseph Winfield. The board has passed a resolution calling upon the City Council to vote aid towards the construction of a railway from Quebec to Parry Sound on the Georgian Bay.

Another ten days and the old year will have to give place to the new. Most merchants have got goods in stock which they would rather not carry over into the New Year, and a good many will make a "big push" to try and not do so. They will advertise, start bargain counters, and adopt every device to catch trade. Go thou and do likewise.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE creditors of Alf. Sleep & Co. of Seagrave, have decided to sell out the stock of the estate.

W. R Cole & Co., lamps and oil, Montreal, have assigned.

I. Elder, blacksmith, Traverston, has been succeeded by J. Hastie.

The Novelty Manufacturing Co., of Newmarket, is in liquidation.

S. Z. Daigle, general merchant, St. Leonard's, N.B., has assigned.

D. McDonald, general merchant, Baddeck, N.S., has assigned.

T. A. Houston & Co., staves, Aurora, are reported in financial difficulties.

The London Machine Tool Co., London, Ont., has called a meeting of its creditors.

Thorburn & Tessier, general merchants, St. John's, Newfoundland, have suspended.

A. L. Tebbs, house furnishings, Toronto, is offering to compromise at 25c. on the dollar.

Albert Fontaine, general merchant, Rougemont, has assigned to Chas. Desmarteau.

E. Denis, general merchant, Regand, Que., is offering to compromise at 50c. on the dollar.

F. C. A. McIndoo, leather merchant, Montreal, has compromised at 25c. on the dollar, cash.

J. J. Dunsmore, timware and stoves, Stratford, have assigned, and a meeting of creditors will be held 24th.

Wm. Johnston, hardware merchant, Montreal, is reported to be absent, and a meeting of creditors has been called for 27th inst.

At a meeting of the creditors of Snider & Co., of Edgley, held in Assignee Tew's office, it was decided to dispose of the stock, as no offer had been made.

SALES MADE AND PENDING.

The assets of C. G. Brodeur, plumber, Montreal, have been sold.

G. W. Perkins, merchants, Ottawa, are advertising business for sale.

T. & G. Morgan, blacksmiths, Markham, are advertising business for sale.

Lee & Co., general merchants, Alliston, are advertising business for sale.

J. J. McIndoe, general merchant, Caledonia, goods to be sold December 26.

T. Van Wart, general merchant, Waterville, N.B., has sold out to B. M. Calpits.

The assets of Lemire & Frere, general merchants, Drummondville, are to be sold by auction.

Fraser & Co., lumber and general store, Westmeath, are advertising general business for sale.

Wm. Morris, general merchant, Rodney, is advertising business for sale. So is J. L. Hagerman, in the same line of business at Sutton West.

PARTNERSHIPS FORMED AND DISSOLVED.

The Doon Wool Stock Co., Doon, Ont., have dissolved.

Cusson & Therien, plumbers, Montreal, have dissolved.

Coates & Mason, general merchants, Parrsboro', have dissolved.

Larke & Bailes, founders, Oshawa, have dissolved. Bailes continues.

Spratt & Gray, machinery manufacturers, Victoria, have dissolved. A. R. Munro retires.

Ross & Stewart, general merchants, Fort Saskatchewan, have admitted L Moret as partner.

W. M. Mooney & Co., manufacturers of nails and horseshoes, Montreal, have dissolved.

The Sherbrooke Iron Works, Sherbrooke, Que., has dissolved, and a new partnership has been formed, composed of A. G. Campbell and David Hyndman, has been formed; style unchanged.

A partnership has been registered at Granby, Que., by G. F. Payne, Barr & Vittie, and O. C. Stanley, to carry on business as manufacturers of wrenches, under the style of the New York Wrench Co.

CHANGES.

D. McNaughton, blacksmith, Varna, has sold out.

C. H. Bedingfield, tinware, etc., Stayner, is giving up business.

FIRES.

The foundry of Gagnon & Frere, lumber and foundry, Quebec, has been burned.

These general merchants have been burned out at Mount Stewart, P.E I.: S. C. Clark, Gordon Douglas, J. M. Egan & Co., James Ross.

SHEFFIELD VS. FOREIGN RAZORS.

A letter written by Robert G. Hardie to Kent & Co., Oxford street, London, W., headed "The Champion Shaver of the World; or Sheffield vs. Foreign Razors," and under date Nov. 23rd, 1894, appeared in the Dec. 6th issue of The Sheffield Independent. It ran as follows:

I beg to inform you that I have come off the victor, winning the gold medal in the shaving competition, which has lasted for two weeks, the best professional barbers in London being my opponents. After leading from the start, last night I was declared the winner, having shaved five men in 1 minute and 15 2-5 seconds. Afterwards I was blindfolded and shaved a man in 27 seconds, eclipsing all previous records. I laid aside all razors of foreign make and used the Sheffield one I bought from you. It was the "Keen" brand, had Shakespeare's head on the blade, manufactured by George Butler & Co., Ltd., Trinity Works, Sheffield and without doubt it is the finest I have used.

Mr. Hardie is now anxious to shave against any man in the world, and presumably the same brand of razor would be good enough for him to use.

The strength in insurance stocks noted last week has not only been maintained, but increased. The advance during the past ten days has been something like 1½ per cent.

TAKE A NOTE OF IT. Tel. 1040
I've moved my office to
CANADA LIFE BUILDING
A. C. NEFF, Chartered Accountant, Auditor, Assignee, etc.

MUNN'S LIQUID GLUE
Received the Highest Award
WORLD'S FAIR, 1893
In competition with
American Glues
THE ART METROPOLE, Agents.
131 Yonge St., TORONTO.

Pigou, Wilks & Laurence
Limited.
11 QUEEN VICTORIA ST., - LONDON, E. C.
Sole makers of the
"ALLIANCE"
PRIZE SPORTING POWDER
THE TRADE ONLY SUPPLIED.

THEILE & QUACK
ELBERFELD, GERMANY.
Best Forged Steel
Fencing Pliers

Every pair plainly stamped THEILE & QUACK, and are fully warranted.
LAMPLOUGH & McNAUGHTON
Canadian Agents
Temple Building, - MONTREAL.

WESTERN
Incorporated 1851.
ASSURANCE COMPANY
Fire and Marine
Capital - - - $2,000,000.00
Assets, over - - 2,400,000.00
Annual Income - 2,350,000.00
Head Office: TORONTO, ONT.
A. M. Smith, President. Geo. A. Cox, Vice-President.
J. J. Kenny, Man. Director. C. C. Foster, Secretary.

ADVERTISING HONESTY.

BY NATHANIEL C. FOWLER, JR.

IN my last article, "Correct Catalogues," I touched on honesty in publicity. In this article I refer to nothing else.

Business men have tried every method of advertising.

They've lied bald-headedly.

They've lied all the time.

They've lied part of the time.

They've lied a little of the time.

They've lied once in a while.

That is, some business men have.

They have exaggerated.

They have burned red fire around their goods.

They have covered up the deficiences, and double varnished the good points.

Rivalry in business has appeared to force advertisers to say anything and do anything which they think will sell goods and keep the other fellow under them.

This article will not discuss honesty and dishonesty from moral standpoints.

It will treat them from the cold-blooded standpoint of hard business.

Dishonesty in advertising is overdone.

Exaggeration in advertising is as common as the everlasting breezes.

Mis-statements are expected, and almost universally indulged in.

Lying advertisements are the order of the day.

Ninety-nine per cent. of people don't believe advertisements, and they have a perfect right not to.

To-day honesty is originality.

Honesty is never overdone.

Honesty cannot be overdone.

Honesty is the only thing that is left to the advertiser, for everything else is overworked.

One should be honest from policy, irrespective of being honest from principle.

The honest advertiser always does the business.

The honest store always makes more money in the long run.

The dishonest store may make more in the short run.

If the advertiser intends to do business for a week or a month very likely he can make more profit by lying, but if he is in business to stay, to establish a local or national reputation, and proposes to do business year in and year out, and leave his business to posterity, he will find that honesty will pay him.

Extreme honesty, so long as it isn't made ridiculous, will be considered by the public as a manifestation of startling originality, and will be appreciated.

One thing is certain, the public believe all men are liars, particularly all men that advertise.

The public believe that there are few goods as they are represented to be.

Nearly every advertisement is in big type, with bold headings, filled with deliberate lies or with the truth peeled so thin that the microscope cannot reveal the dividing line between cripple truth and direct dishonesty.

There are firms in New York City, and in all large cities, which have become rich through misrepresentation. But ask the cashier of the bank they do business with if he will discount as much of their paper as he will of the straightforward, honest concern, and the answer, if he dares to give an answer, will teach a lesson in honesty which can never be forgotten.

I do not believe in over-conservatism.

I do not believe that conservatism is necessarily a part of honesty.

I believe a man can be just as much of a boomer, just as much of a hustler, and be honest, as he can by practising any other method of business-drawing.

Honesty can be bold. It simply must be handled carefully.

Honesty can be made the leader of the store.

It isn't necessary for a man to advertise that he is honest.

If he does, folks will believe he is lying, but he can so present his goods and so run his store, that people will learn for themselves that his word is as good as law, and that everything he sells is just what it is represented to be.

The honest advertiser is practically above competition, because competition cannot reach him.

There is always room for honest advertisers.

The public will find the outs of every article advertised, whether the advertiser calls their attention to them or not, and if the advertiser takes particular pains to cover up the shortcomings of his goods, the public will find these shortcomings, and so magnify them that they will appear to be more serious than they are.

Let me illustrate my argument by taking a very simple example.

I have a horse.

I want to sell it.

I know that the horse cribs.

Otherwise he is all right.

I know it is possible to break him of cribbing.

The horse trots well, is gentle, and, so far as I know, a perfect horse outside of cribbing.

I can advertise that the horse is perfect, that there are no outs about it, and the chances are mighty few that people will call to look at him, because they will believe I am lying.

A horse without an out isn't generally for sale.

They will imagine that the horse has a good many outs because I say he has none.

If I advertise that the horse is all right except that he cribs, and that because he cribs I am willing to sell him for a certain price, horse buyers who want horses will come to look at the horse, and they won't believe that cribbing is half as bad as it really is.

They will believe they can cure the horse of cribbing, and so they can if they take time.

I have presented to them the out of the horse.

I have disarmed their argument, and have told them exactly what they are likely to find out themselves.

I have not injured the sale of the horse. I have simply made it easier to sell the horse.

This same argument applies to every line of goods, whether sold at wholesale or retail.

The outs are going to be discovered, or the buyer is going to imagine that he has discovered them.

If the advertiser presents the outs he will disarm argument, and will take from the mouth of his prospective buyer opportunity to kick.

It doesn't cost much to take back goods, if the goods are not satisfactory, even though the dissatisfaction is entirely the fault of the buyer.

A buyer comes in to buy something.

He becomes dissatisfied.

You are not to blame; the goods are not to blame.

The buyer is fussy.

Take back the goods.

Show the buyer that you propose to treat him even more liberally than you would yourself.

You will make of him a perpetual advertiser, who will, mean though he may be, give his whole trade to you and make all those under his influence come to you.

It practically costs nothing to be honest.

It may cost a great deal to be dishonest.

You never know what dishonest advertising is going to bring forth.

Honest advertising will never do you any harm.

Tell the truth, and not only tell the truth, but the whole truth. Tell it so the people will believe you, and stand by you.

They will occasionally go to the Cheap John store, but the honest advertiser and



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

CALCINED PLASTER

PLASTER

LAND

We manufacture from the best rock only. We guarantee our plaster a first-class article. Write for Prices.

WINDSOR PLASTER CO.

Windsor, N. S.

WE WANT

To send a man to every store in Canada to show samples of our goods, and would pay for a seat in a conveyance driving through the country. State terms and route now covered. B. M., care of MacLean Pub. Co., 10 Front E., Toronto.



We have just put in New Machinery, by which we can turn out

HAMMERS AND SLEDGES

OF EVERY KIND

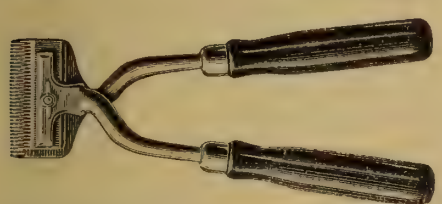
At lower prices than ever before.

Only best steel used.

Write for fuller particulars.

JOSIAH FOWLER,

ST. JOHN, N.B.



HORSE CLIPPERS

GEM AND H. BOKER

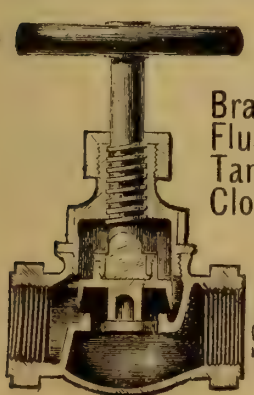
Finest Quality. New stock just arrived.

RICE LEWIS & SON

LIMITED

TORONTO - - ONT.

For Plumbers' and Steamfitters'



Brass Supplies
Flush Tanks
Tank Boards and
Closet Seats

. . . WRITE . . .

THE

Stevens Mfg. Co.

London, Ont.

the honest business man will get the bulk of the trade and hold the bulk of the trade.

Hone ty in advertising means permanency in business.

Dishonesty in advertising means transient profit, with great opportunity for sooner or later failure.

Never advertise goods at less than cost unless you can prove that you are selling them for less than cost.

Never advertise unparalleled bargains, unless you present with the statement positive evidence that the bargains are what you say thev are.

People think that the man who is advertising goods at less than cost is a liar.

They won't believe that your "unparalleled bargains" are unparal'eled, unless you prove it.

Place yourself in the place of the buyer, criticise your own advertising as you criticise the advertising of others, and see if you take any stock in statements of "less than cost," "tremendous sacrifices," and "fire, smoke, and water."

Talk to your wife about it.

Talk to your brother.

Talk to your brother-in-law.

Talk to all your relations.

Talk to yourself.

Find out where you all go when you want to purchase something good for anything.

You go to the store which never lies in its advertisements, and which sells goods you can depend upon.

If you and yours demand honesty in advertising, why shouldn't others demand the same thing of you?

You and your relatives represent the great masses.

Never advertise, and never do yourself what you wouldn't appreciate if done by others.

If every advertiser would enter his own store as a stranger, and criticise his own business methods as he criticises the methods of others, there would be a wonderful change in advertising and a wonderful change in the management of every business under the light of the business sun.

FUN IN HARDWARE STORES.

The following items appeared in an English paper:

A lady customer entered our shop a few days ago, and expressed a desire to see a "duplex hot air grate with a galvanized brass front." "Galvanized brass front!" repeated the bewildered assistant, when a light suddenly dawned on him, and he added, "Oh! Perhaps you mean an electro-bronzed panel," and it turned out that she did. She said she "knew it was something of that kind."—J. K.

I was showing an oil warming stove to a country customer and his wife the other day, and the gentleman enquired, "If it was one that accumulates its own smoke?" After a moment's reflection I concluded that he meant consumes, and, repressing a smile as well as I could, I assured him that this was one of that kind. He was very pleased, and said he had "heard of them, and was glad to see one."—J. E. W.

DOWSWELL BROS.

HAMILTON, ONTARIO

MANUFACTURERS OF

Clothes Wringers, Mangles, Churns, Washing Machines, and Household Specialties

Prices are low but you will find our goods first-class. Send for Catalogue. . . . .

EASTERN AGENTS

W. L. HALDIMAND & SON, - Montreal

THE UNIVERSAL VARNISH

Is a leader for Inside or Outside Work.

A. RAMSAY & SON

MONTREAL.

Long Folding-Handle Dust Pan

HANDLE FOLDS

As shown by the Cut.

While in use stands erect, locked in place.



Now Made in Two Grades. Get prices from the wholesale trade, or direct.

P.S.—We are making 25c. and 50c. line of Sham Holders as well as our Tarbox Holder, which retails at 75c.

TARBOX BROS., TORONTO.

Be Sure

The brand reads

JOHN LUCAS & CO.'S

And you will get the old . .

Original, and Only Reliable And Durable Green

Imperial French Green

OF THIS NAME

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends. Montreal Agent,

D. S. McINTYRE, Royal Insurance Building



W. & S. BUTCHER, Sheffield, England, Makers for over *ONE HUNDRED YEARS* of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect *Extra Hollow Ground* Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND.

OR



OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb ingots, per lb	18½	19
Straits "	18	18½

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
M.L.S. equal to Bradley		
I.C., usual sizes	$5	25
I.X., "	6	50
I.X.X., "	7	75
Raven & P.D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½ x 17	3 50	3 75
D.X.,	4 50	4 75
D.X.X. "	7 5	00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	3 10	3 25
I.C., special sizes	3 25	3 35

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	6 50	6 75
I.X. Terne Tin	8 75	9 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½	6½
26 "	6¾	7
28 "	7¼	7½

Iron and Steel.

	Base Price	
Common Bar, per 100 lb		1 50
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 25	2 30
Hoop " "	2 20	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

½-inch	10½c
-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¾ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull		2 15
½ polished		2 25
All Bright	2 50	2 85

Iron Pipe.

Wrought 67½ to 70 p.c.
Galvanized, 50 to 50 & 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5½
Gordon Crown—	
16 to 24 gauge, per lb	4 4½
26 gauge, "	4½ 4¾
28 " "	4¾ 5

Note.—Cheaper grades about ¼ cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4⅜
" ⅜ " "	4⅛ 4⅜
" 7-16 " "	3⅞ 4
" ½ " "	3⅝ 3⅞
" ⅝ " "	2⅞ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10	0 10½
Lake Superior	0 10	0 10½

Bolt or Bar.

Cut lengths, round, ¼ to ¾ in.	$0 20	$0 22
" round & square		
1 to 2 in	0 18	0 19

Note.—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14	0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½	0 16½

Note.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16	0 17
" 35 to 45 " "	0 14½	0 15½
" 50 lb and above per lb	0 14	0 14½

Boiler & T. K. Pitts

Plain Tinned per lb		0 19
Spun "		0 23

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge, up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	0 23	0 26
Sheets, hard-rolled 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 04¼	0 04½

Zinc Sheet.

5 cwt casks		0 04¾
Part casks		0 05

Lead.

Imported Pig, per lb	0 2¾	0 03
Domestic "		0 02½
Bar, 1 pound		0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½	0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04¼	0 04½

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note.—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.	
Bar Half-and-half (guar.)	0 13	0 13½
Standard	0 12	0 12½
Wire	0 17	0 19

Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10	0 10½
Other makes "	0 9½	0 10

White Lead.

	per cwt.	
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4	25
No. 1 Do	4	00
No. 2 Do	4	75
No. 3 Do	3	50
Brandram Bros'. Genuine	6	00
" " Decorative	5	75
" " No. 1	5	10

f.o.b. Halifax, St. John, Montreal, Toronto,

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1	00
2nd qualities "	0	90
Barn (in bbls)	0 80	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0	05
Chrome Yellow "	0	11
Golden Ochre	0	06
French "	0	05
Marine Black	0	09
" Green	0	09
Chrome "	0	08
French Imperial Green	0	19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35	1 40
" " (J.F.L.S.) " "		2 75
" " Royal " "	1 10	1 15
Venetian Red, (best) " "	1 80	1 90
English Oxides per cwt	3 00	3 25
American " } " "	1 25	1 90
Canadian " }		
Paris Green, per lb	0 15	0 16
Burnt Sienna, pure, per lb	0	08½
Burnt Umber "	0	05
do pure	0	08
Drop Black "	0	09
Chrome Yellows "	0	12
" " Lemon pure, 8 lb. tins, per lb	0	19
Chrome Greens "	0	12
Golden Ochre	0	03½

Varnishes (in bbls).

No. 1 Furniture, per gal		0 69
Extra " "		0 90
Brown Japan "		0 65
Brown Japan, Turpentine p. gal.		0 85
No. 1 Carriage "		1 30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 52	0 53
Boiled "	0 55	0 56

Turpentine (in bbls)

Selected Packages, per gal	0 39	0 40

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, 50 and 5 per cent.
Rim Fire Pistol, dis 45 p.c Amer
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's per doz	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	3 50	4 00
Copper, discount, 50 p.c. off Revised list.		
Steel Clad 20 p.c. dis.		

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ percent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 75 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	500	4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 70 & 10 to 75 p.c.
Loose Pins, " 70 & 10 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair

	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 & 5 to 50 & 10 p.c.
Plate dis. 50 & 5 to 50 & 10 p.c.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz 0 85 4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.		
Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0		1 35
" No 2		2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1 70	
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 and 5 per cent.
Black Diamond, 50 & 10 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50 and 10 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25 pc. to 27½ p.c.
Globe File Co.'s disc. 60 and 10 p c.
Horse Rasps, Kearney & Foote's dis Am list, 60 to 60 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 52½ p.c rev. list

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c:

Fry Pans.

Acme, discount 62½ to 65 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	11 5	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	...	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	.....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 60	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis
Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	75	2 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 15	0 20

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 and 10 to 65 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap 70 to 70 & 5 p.c
Heavy, per lb 03 3-5 0 04½
Screw hook and hinge—

6 to 10 in., per set	0 00	0 03½
12 up "	0 00	0 02½

Per doz. set

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		

Per doz. pairs

Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 52½ per cent. revised list.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 59	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 60 to 80 and 10 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng.. dis. 60 per cent.

Horse Nails

Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,

F.O.B. Toronto & Hamilton.... $3 65
Snow, " " ... 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.
Hay Knives, spear point, L or T hdle 52½ per cent. dis.
Lightning, per doz. 6 50 8 40
Heaths, 52½ per cent.

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis 00 to 25 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70, 10 to 75 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or Amer. Pat'n. Basis—50 to 60 dy..... 1 75
40dy..... 1 80
30 dy..... 1 85
20, 16 & 12 dy..... 1 90
10 dy..... 1 95
8 & 9 dy..... 2 00
6 & 7 dy..... 2 15

2. Amer. Pattern Only
from 4 to 5 dy 2 25
3 dy. (lath)..... 2 75

3. Canada Pattern Only
from 4 to 5 dy 2 25
3 dy. (lath)..... 2 65
3 dy. A.P. Fine 3 35

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.

Poultry, 65 to 65 and 5 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S.R. Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 40 per cent.
Bailey's (Star. R & L.Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 10 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to 60 and 5 per cent.
Pitcher Spout, 70 to 70 and 5 p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 70 to 70 and 5 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 1¾ 2
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3½ to 3¾c. ft.

Rakes.

Cast Steel and Malleable Canadian list dis. 52½ p.c. revised list.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days
Rivet Sets.
Canadian dis. 30, 35 per c.

Rope	Per lb. Sisal.	Manilla.
7-16 in. and larger.. ...	7½	9½
¼, 5-16, ⅜ in..... ...	8	10
Cotton, per lb.....	13	16
New Zealand.....	8½	9
Russia Deep Sea, per lb..	12½	13½
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 65
" N P. " 90

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.

Sectional, per lb..... 1½ 1⅝

Saws.

Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz 7 50
Hand, Disston's, dis 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

"Lincoln" McMillan & Haynes, per doz 7 50

Scales.

Standard Manufacturing Co., 60 p.c.
Gurney Scales, 50 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 52½ per cent. revised list

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 42½ special brands net price.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 05 1 10
" tinned, 1 25 1 35
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis. 35 to 37½ p.c
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ½ or ¼ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... .... 0 26

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ....per gross	7 50	12 00
Dessert " .... "	21 00	.....
Table " .... "	30 00	30 00
Dessert Forks... "	24 00	.....
Medium " ... "	27 00	.....
Table " .. "	36 00	.....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3½ 3¾
Wrought Iron, dis. 80 & 5 to 80 & 10
Stocks and Dies, Amer. dis. 25 p.c.
Stove Polish, (Catchpole's).
Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 0
English Pat. Leather 5 50 9 75
Chesterman s, each 0 90 2 85
" steel, each 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 to 75 & 10 p.c

Thimbles.

Asbestos, filled, per doz., 35 to 40 p c

Ties.

Cow, per doz 1 25 2 5

Tinner's Tools.

P.S. & W., net list.
Canadian 15 to 35 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33½ p.c. to 35 p.c.
Game, H & N., P. S. & W. 62 to 60.10
H & N and 70 p.c. steel.
Mouse, per doz 0 35 1 50
Rat " 1 40 6 00

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9 00

Twines.

Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 5b
Binding, Common Sense 6½
" Blue ribbon..... ..... 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8

On prison made twine freight is prepaid to any railway station in Ontario.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
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Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5⅝ to 6c. per lb.
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Galv. 2 barb, 2½ & 5 in. apart } 3½ 3¾
" 4 " 4 & 6 " "
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Galvanized Barb, "Lyman," 2 to 4 points..... .. 4½
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Horseshoe Vises.

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Will save their cost in a week's sharpening. . . . .

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CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VI. TORONTO, DECEMBER 29, 1894. No. 52.

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ON THE

SYPHON PRINCIPLE



Made of Heavy Galvanized Iron.

Pump supplied with this can is attached by means of a screw, thus giving free access to both can and pump and leaving a large hole for filling. A cap is fitted over the syphon tube and pump handle which protects it from being damaged in shipping.

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A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

Vol. VI. TORONTO AND MONTREAL, DECEMBER 29, 1894 No. 52

J. B. McLEAN, President. *HUGH C. McLEAN, Sec.-Treas.*

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THE MANUFACTURERS' MEETINGS

FURTHER changes have been decided upon as a result of the manufacturers' meetings held the latter part of last week in Montreal.

It will be remembered that all the associations, with the exception of those on horseshoes, horsenails, and cut nails, finished their business in Toronto last week, the three associations in question adjourning, to meet in Montreal.

At the time of writing the Cut Nail Association appears to be the only organization that has not completed its business.

What HARDWARE last week intimated was likely to take place, in regard to a quantity basis on horseshoes, has been verified ; and hereafter it will be the merchant who sells the greater quantity, and not he who is in favor at court, that will get the rebate. What the basis will be, HARDWARE has not yet been able to learn.

A reduction of 5c. has been made in the price of iron horseshoes, at least, as far as Toronto, Hamilton, and London are concerned, the figures in Montreal being same as before.

Quotations on horseshoes now, or rather what they will be January 1, are as follows : Montreal, $3 50 ; Toronto and Hamilton, $3.60 ; London, $3.65.

Some changes were decided upon by the Horse Nail Association in the matter of discounts.

Formerly the discounts on horsenails were 60 per cent. off on the "C." nail, and 62½ per cent. off on "M." and "P.B." Under the new arrangement the discount will be 60 per cent. all round. It will be noticed that this is equal to an advance of 2½ per cent. on the "M." nail.

TAKE STOCK.

TIMES there are when inspections or examinations are in order for everybody and everything. Many calamities would have been avoided had this always been done.

Something goes wrong with a man's organism. He omits calling in a physician to ascertain what is the trouble, and he dies ; a mariner neglects to study his chart, and his longitude and latitude, and he drifts on the rocks ; an elevator cable is not examined, and suddenly the car falls ; and so on, ad infinitum.

The year 1894 is near its close, and in three or four days it will have been supplanted by the New Year. In order, therefore, is it now for every merchant to inspect his affairs and ascertain where he stands.

In a word, it is time to take stock, or at least to make preparations for doing so in the near future.

This is a duty that devolves upon a business man, whether the trade conditions be good or whether they be bad. But if there ever was a period when it was more necessary than at any other it is now.

The commercial world is crystalizing into a new condition ; and it needs be that merchants should conform themselves to it. This they cannot do intelligently unless they make periodical, careful examinations of their business.

And taking stock is the only way by which this examination can be satisfactorily done.

It is not enough that a merchant's bank account is larger or smaller, or that he owes more or owes less than he did at the end of 1893.

To do business successfully, and especially under the new conditions that are evolving, he must, like a mariner, know where he can with advantage shorten sail, and where it is possible to put on more. In other words, he must know what lines it is better for him to give less attention to and ascertain those that it would be wise for him to push more vigorously.

Through an inventory is the only reliable source this information can come.

Take stock.

WHO MAKES THE TARIFF?

THE Canadian Customs Tariff was adopted after thorough consideration by the Parliament of Canada. That body is composed of a good many able and experienced business men and lawyers. They knew what they wanted and what was in the best interests of the country and importers. When the bill passed it was considered a satisfactory tariff.

Lately there have been so many decisions by departmental officials that it is difficult to recognize it as the tariff adopted by Parliament. In fact, it has become a departmental tariff rather than a parliamentary one. It is, therefore, no wonder that it is a source of constant irritation and loss to business men generally.

That these decisions are not according to the intention of Parliament is shown by the fact that Hon. Clarke Wallace has reversed them on many occasions recently, making them accord with the interpretation of them by the trade.

It will be impossible for Mr. Wallace or any Controller to attend to the many questions raised by importers and appraisers. Steps should therefore be taken, as HARDWARE suggested last week, to organize a Dominion board of appraisers, composed of representative business men, to deal with such questions.

In the meantime a Commissioner of Customs should be appointed who would be able to give intelligent decisions—decisions which it will not be necessary for the Controller to reverse a week or a month hence.

HARDWARE TRADE OF 1894.

PECULIAR in the history of commerce have been the trade conditions that have obtained during the year 1894.

This peculiarity is largely native to the North American continent, and Canada, while probably not so much exercised over the matter, is influenced to some extent.

For the direct cause of the new order of things that is developing one must look to the depression that has been sweeping over the civilized world, beginning with the Baring failure some three or four years ago.

The countries which in the long run felt this depression the most severely were, as a rule, principally the younger countries.

While Canada was touched by this depression, fortunately it was not heavily so. In fact, Canada has felt the financial crisis less than any other country in the world. Financial men and writers in both the United States and Great Britain attest this. The greatest sufferer, on the other hand, was the United States.

As far as Canada and the United States are concerned, the fact that the tariffs of the respective countries were undergoing a revision caused in itself a marked curtailment of production and a decidedly unsettled feeling in trade.

To the new order of things which the period of depression has induced, such countries as the United States have been more susceptible, and the results have in consequence in them been more marked. To briefly particularize, profits have become smaller, more energy in business is demanded, and newer methods are coming into vogue.

The iron and hardware trade the world over has been peculiarly affected by the depression ; and Canada, with other countries, has had to bear a share of the burden.

In all lines there has been a steady depreciation in values ; while in those lines whose price was formerly fixed, but the associations governing which have collapsed during the year, the market became demoralized. Bar iron and cut nails are samples, although wire, which is still controlled by an association, has been the source of much trouble and contention.

A destructive feature of trade the past year was the reappearance upon the Canadian market of lines that the tariff had hitherto debarred from entering. But in some instances at least this peculiarity was traceable to the financial crisis in the United States, manufacturers over there being only too glad to sell the manufactured article at or even below the cost of the raw material in order to turn superfluous stocks into the much needed cash.

The changes that were made in the tariff also entailed a loss on certain lines of the wholesale hardwareman's stock.

But while the tendency of prices has been against the sellers more or less all the year, the losses from bad debts, on the other hand, have not, it would appear, been proportionately as large as they often have been in previous years, greater care having been exercised in the matter of credits.

Then, again, a saving has been entailed through the general curtailment of expenses that has been practised.

Whatever differences of opinion there may be respecting some questions appertaining to the hardware trade, there are practically none in regard to profits. Their margin is narrower than it ever was. Consequently a greater volume of business is required in order to show the same results that a smaller volume would have done a year or so ago.

What the actual result of the year's business has been will only be determined as each manufacturer and merchant finishes taking stock. But one thing is certain. More energy and business astuteness have been brought into play during 1894 than ever before in the history of the trade in Canada, and other advantages that may have accrued during the year have been due more to this fact than to any other.

AN INCENTIVE TO TRAVELERS.

Commercial travelers are, as a rule, pushing and energetic. No class of business men are more so. But, at the same time, an incentive to better results is possible.

With the competition that there is to-day there is more or less temptation for a traveler to take an order at a figure lower than he really should, and not infrequently below the figure his principals will accept. In other words, there is practically a never-ceasing struggle regarding profits between the centrifugal and centripetal forces, as represented in the traveler and house respectively.

The loss of much of this energy might be avoided if each wholesale house were to set aside a sum of money to be distributed pro rata between the different travelers, according to the measure of their respective profits.

The idea is not original. It has been tried; and the fact that the same firms maintain it year after year is evidence that it is satisfactory.

CAUGHT BY A WELL-WORN TRICK.

TWO young men, described by the despatches as "slick" Yankees, have been victimising the merchants of Hamilton by a dodge that has become threadbare by frequent usage. In a word, they were caught by fake advertising.

The particular scheme of the aforesaid "slick" young men was a shopping list. The cost of an advertisement in it came high, but then, not only would there be a large circulation, but the benefit would accrue to the Y.M.C.A.!

Of course, the number printed and distributed did not aggregate what the fakirs said they would. They never do. To come within 90 per cent of the stipulated number is not a bad average. But the fakirs in this instance were more honorable than have been many of their prototypes.

They seem to have printed about 50 per cent. of the stipulated number. Their victims have thus reason to be thankful that their lot was not as bad as that of some of their predecessors who have fallen into similar traps. A case was cited to THE GROCER once where a circulation of 20,000 was promised by the promoter of a guide book. But the books were merely distributed where the advertiser would be most likely to look for them ; and then, instead of 20,000 copies being printed, the sum total was only about 500.

Advertising, just the same as buying and selling goods, needs to be looked after. If it is not, it is scarcely possible to make it profitable, even if the medium be a good one. How much less possible is it, therefore, to expect good results from fake schemes gotten up by irresponsible persons?

HARDWARE has urged it before, and it urges it again : Leave fake advertising schemes alone. Advertise, by all means, and be alive and bright about it, but do so through the well-tried and responsible mediums.

UNION OF IRON AND STEEL FIRMS.

The New Glasgow Coal, Iron and Railway Co., manufacturers of "Ferrona" pig iron, has amalgamated with the New Glasgow Steel Co.

The union will be mutually beneficial The close prices at which both iron and steel are now sold require producers to manufacture at the lowest cost. This the new company should be able to do.

If, as a writer in The London Economist points out, Canada with her nickel and her steel will eventually control the shipbuilding of the world, there is a bright future in store for the new company.

COL. SKINNER IS DEAD.

COL. JAMES A. SKINNER, senior partner of the firm of James A. Skinner & Co., Toronto, died at his home, Dunelg, near Woodstock, on Monday morning last. Dropsy was the cause of death. Deceased was born at Tain, Rosshire, in the Highlands of Scotland, on October 26, 1826, and was thus in his 69th year. He received such a sound education as was afforded by the parish schools of Scotland at that time, and shortly set sail for America, bearing with him a warm letter of commendation from his parish minister. He settled in Hamilton and entered the service of Kennedy, Parker & Co., then large wholesale importers. The experience that he acquired there and the knowledge that he obtained of Hamilton as a wholesale centre led him subsequently to enter upon business himself. in company with his brother, the late Andrew Skinner, who had followed him some two years later from Scotland. Hamilton was then almost, if not quite, as important a wholesale centre as Toronto, and the business of Jas. A. Skinner & Co., wholesale china, crockery and glassware, soon became one of the leading establishments in the trade. Col. Skinner retired from active partnership in the business some 30 years ago, but he still remained the senior partner, and it is satisfactory to know that the business, which was removed to Toronto about our years ago, and is under the chief management of Mr. R. B. Skinner, still continues to occupy a foremost position in the Canadian trade.

Col. Skinner was one of the best known figures in Western Ontario. He was the first mayor of Hamilton, and afterwards colonel of the Thirteenth Battalion. He successfully contested one of the Oxfords for the Dominion Parliament, and sat in the House during the Mackenzie Administration. Since 1878 he has lived a quiet life, devoted to his books, of which he had a magnificent library, said to comprise nearly 4,000 volumes.

The interment took place in Hamilton, on Wednesday afternoon, and was an imposing affair, being in charge of the military authorities. The 13th Battalion paraded at 2 30 p.m., under command of Lieut.-Col. Gibson. Major Stoneman had charge of the firing party. The Hamilton Field Battery was also represented in the parade. A gun detachment with six horses, under command of Lieut.-Col. VanWagner and Major Hendrie, formed part of the procession. Leaving the Drill Hall, the funeral proceeded to the Hamilton cemetery. The 13th Battalion band played suitable selections en route.

The mourners were : Messrs. R. B. Skinner, Hugh Skinner, John W. Bickle, Wm. Johnson, Wm. Prentice, Irving Fraser, W. C. Rhodes, and Walter Renwick. The pallbearers were : Lieut.-Col. Moore, Lieut.-Col. Gwyn, Dundas ; Capt. Mutton, Toronto ; Major Hendrie, Col. VanWagner, Capt. Hendrie, Major McLaren, and Capt. Osborne. Among those who attended the funeral from other points were : Lieut.-Col. Otter, D.A.G.; Capt. Mason, representing the Queen's Own, Toronto, and Ontario Rifle Association ; Major Mead, Toronto Field Battery, and Lieut. McLean, 48th Highlanders, Toronto.

THE QUANTITY BASIS.

THE agitation for a quantity basis is bearing fruit already. As will be noticed by an article elsewhere, horseshoes will after January 1 next be sold on the quantity basis.

The articles now sold on this basis are, therefore, horseshoes, horse nails and tacks, or small goods, to use the trade vernacular.

Judging by what was gathered from the remarks dropped a couple of weeks ago when the jobbers were in Toronto for the purpose of conferring with the manufacturers in session, the agitation for a quantity basis in place of the present preferred list has only begun. Then, as HARDWARE pointed out last week, it is no secret that at least some of the manufacturers are in sympathy with the movement.

The preferred list has never been satisfactory ; nor will it ever be satisfactory. In the first place, it is unnatural, for the man who wants the quantity, and can pay for it, is the one who should be able to buy the cheapest. Then, the preferred list was never a fair instrument, for it was not by the measure of a merchant's business that he always found a place thereon ; not infrequently it was the extent to which he "stood in" with the manufacturers that determined whether he should be on the list or not. It stands to reason that such a system as that cannot live forever.

CROSS-LAKE TRAFFIC.

Rumors are prevalent of enterprises to establish a ferry system between some port in Ohio and Port Dover or Rondeau, in the one case to connect with the Grand Trunk, and in the other with the Lake Erie and Huron. It is believed that there are possibilities of working up a large cross-lake traffic in coal, and it seems probable that the next season of navigation will witness a regular freight service to some port on the north shore of Lake Erie. It is to be hoped that Messrs. Walker will succeed in making Port Stanley the objective point of this traffic. The London and Port Stanley road is well adapted to act as a feeder to other roads entering St. Thomas and London, and when the L. E. & D. R. R. is completed from Ridgetown to St. Thomas, the Walkers will have an opportunity of reaching the western part of the peninsula over their own line.—Journal, St. Thomas.

MONEY AND STOCKS.

THE November statement of the chartered banks of the Dominion was issued on Saturday. It was not altogether satisfactory compared with the same time a year ago. Current loans, for instance, were $6,172,273 less, while compared with October last a decrease of over three millions is shown. The liabilities are $11,826,395 larger than a year ago, and the assets $7,710,753 larger. The notes in circulation are nearly eleven millions in excess of November, 1893. If loans for business purposes are smaller than they were a year ago, the opposite is the case in the matter of funds wanted for investment in stocks, call loans showing a gain of over 3¼ millions. Deposits, both payable on demand and on notice, show an increase.

The Ontario Bank is an institution whose stock periodically takes a weak turn, the reason for which no one seems to have a good explanation to offer. It had one of those weak spells some six years ago; and now it has another, during the last three or four weeks its stock on the open market having dropped from 107½ to 92, and there is no appearance that the end is yet. Its stock has come into favor before after being in disfavor, and it is to be hoped it will again.

This is a quiet week on the Toronto and Montreal stock exchanges, both having been closed Monday and Tuesday on account of the holidays.

The daily papers announced a few days ago that the Banque du Peuple had effected a loan on the London market for $1,000,000 on behalf of the city of Montreal, at 3½ per cent. net. This was hardly correct. Last spring Montreal negotiated, it will be remembered, a loan on the Royal Bank of Scotland, London, for $1,000,000 at 3½ per cent., with the privilege of renewing at the end of six months, and it was simply taking advantage of this privilege that Montreal was doing last week.

Elgin county bonds, to the amount of $15,000, were last week sold on the Toronto market. They bear interest at 5 per cent., and are payable in ten annual instalments. George A. Stimson was the purchaser, and he is understood to have given a good premium.

It is said that the Quebec Government will in all probability effect a temporary loan for $300,000 on the Montreal market shortly, to be followed by a permanent 4 per cent. loan for $2,500,000 under the Act of 1890, authorizing a loan of $10,000,000, of which $3,500,000 is not yet borrowed. It is gratifying to note that Canada is becoming a lending as well as a borrowing nation.

ARGUROS.

BRITISH VS. FOREIGN WORKMEN.

WE are particularly pleased to notice in the columns of a Warrington newspaper, remarks an English hardware journal, an animated and, we hope, useful controversy on the subject of British workmen and foreign competition. The broad commercial view, from the manufacturers' as well as from the workmen's standpoint, was originally set forth in very moderate terms by Mr. F. Monks, who pointed out that if British workmen would throw themselves heartily into the struggle, the problem of foreign competition would be solved speedily. He mentioned what is so well known to all who have studied the question, namely, that the whole difference in favor of the Belgian and German makers arises in the cost of labor and the greater willingness of their men to do what is required to meet the new conditions of manufacture. This presentation of the case was disputed by correspondents who may be assumed to have written on behalf of the men, and it was contended that our disadvantages arise from royalties, and from the superior machinery and plant of our foreign rivals. To this Mr. Monks replied, last week, that he believes the Belgian ironmonger is quite equal to the present Englishman, and that royalties have substantially nothing to do with the issue. Inter alia, Mr. Monks observed :—

"I have the wages paid at a works in Belgium, one that has been most successful in taking the orders which formerly came to this country. The total paid is as nearly as possible one-half the amount paid in Warrington, or, to be quite accurate, the amount paid here is 7s. per ton more than is paid by the Belgian manufacturer, even after allowing for the reduction of 2½ per cent. in this district, which takes place from Monday next. This is a fair comparison, the class of work done, the size of the rolls, range of sizes manufactured and materials used being exactly the same in both countries. How this difference is to be met without reducing wages still further is the problem yet to be solved, but it is one in which the workman has a greater interest than the manufacturer, and the sooner he begins to recognize the gravity of the situation the better it will be for both. In order to show the enormous growth of this Belgian competition during the last few years, I give the imports by British India of the following sections of iron: Bars, angle, bolt, and rod iron, hoops, sheets and plates, beams, pillars, girders, and bridgework, all of which are manufactured in Warrington:

Years.	From England. Tons.	From Belgium. Tons.	From other countries. Tons.	Total. Tons.
1888-89.....	125,851	10,527	223	136,601
1889-90.....	89,907	28,543	204	118,654
1890 91.....	99,088	23,962	347	123,397
1891-92.....	83,953	34,980	869	119,802
1892-93'.....	54,539	54,119	986	109,644

The exact figures for 1893-94 are not yet obtainable, but I venture to predict they will show a further falling from England, and a gain to our foreign competitor."

Mr. Monks denies that the Belgians are any better off than the Warrington makers in respect of machinery and plant, and reiterates that if we mean to regain or hold the markets of the world in which Belgian iron is now preferred—solely owing to its lower price and quite irrespective of quality—the men must work heartily with their employers There the correspondence rests at the moment, but we hope it will be pursued, and we should be glad to see a similar controversy in every newspaper published in our iron-making districts. It is the duty of manufacturers to initiate and persevere with such correspondence. Our workmen are far too apathetic and very badly informed as to what is being done abroad—besides being prejudiced and indisposed to credit statements which they suspect are mostly made in the interests of the employers. Public controversies of this kind would reach them, and they should be challenged to produce proofs—not vague platitudes—in support of their own views. Employers, unfortunately, have only too many facts for their sides of the case, but we may remind them that whoever takes a controversy of this kind in hand should put on his armour firmly and supply his magazine with plenty of ammunition.

THE TRAVELERS' DINNER.

THE annual dinner of the Dominion Commercial Travelers' Association came off as usual at the Windsor Hotel, in Montreal, on Saturday evening last and was as great a success as ever.

The new president, Lt.-Col. Massey, presided, and was supported by His Excellency Lord Aberdeen, Governor-General of Canada; Hon. G. E. Foster, Hon. J. J. Curran, Solicitor-General; Hon. Wilfrid Laurier, Hon. P. Mitchell, T. G. Shaughnessy, vice-president C.P.R., Dr. Anderson, consul-general of the United States; Hon. A. Marjoribanks, Lt.-Col. Strathy, A.D.C.'s to His Excellency; ex-President David Watson, and Edgar Judge, treasurer of the Board of Trade. The speeches were above the usual order, that of Lt.-Col. Massey, His Excellency, and the Hon. Geo. E. Foster, especially so. Among the notable facts mentioned by Co'. Massey was that the association had a capital of $134,000 safely invested in such a way that shrinkage was impossible, and they had paid out to the families of 26 members deceased $23,000 during the past year. Fitting references were also made to the sad death of the Premier, the importance of the travelers as a body of business men, etc., and the gathering finally broke up in the wee sma hours. The speakers, besides His Excellency, were United States Consul-General Anderson, Hon. Geo. E. Foster, Ald. J. B. Rolland, T. G. Shaughnessy, Hon. W. Laurier and others. Among those who sent letters of regret at inability to attend were: Premier Taillon, Hon. J. S. Hall, M.L.A.; His Worship Mayor Villeneuve, M.L.A.; Ald. Kennedy, M.L.A.; Mr. Parizeau, M.L.A.; James Sargent, president D. C. T. A. of Canada; Alf. Robinson and R. S. Struthers, president and secre'ary respectively of the C. T. A. of London, Ont., and C. C. Van Horn, C.T.A. of Canada.

The gentlemen to whom the success of the dinner is largely due was the following Dinner Committee: Lieut.-Col. Fred. Massey, chairman; W. P. Beauchamp, Fred. Birks, Geo. Cains, W. H. Callahan, J. H. Clerk, J. T. Dwyer, F. X. de Grandpre, Wm. Galbraith, Chas. Gurd, Fred. Hughes, Major J. T. McBride, J. H. Morin, Max Murdock, Major John Rogers, John Taylor, David Watson, L. A. Wilson, W. C. Wonham, H. W. Wadsworth, secretary.

The officers of the associa'ion for 1895 are: Lieut.-Col. Massey, president; Alfred Elliott, vice-president; Fred. Birks, treasurer. Directors, one year, T. L. Paton, John Hughes, E. D. Marceau, C. H. Bishop, J. L. Gardner; two years, Jas. Armstrong, C. A. Prevost, W. D. McLaren, Jr., S. Tucker, J. T. McBride. H. W. Wadsworth, secretary.

A QUESTION RE TARIFF.

A NEW YORK firm, signing itself "A. D. & Co.," writes as follows to The Journal of Commerce of that city:

"We shipped to P.P., Canada, in bond, one bale corks, value $98, and paid duty 20 per cent.—$19 60 P.P., could not get the bale without paying an additional duty on the value of the bale, as if it had been sold here after paying American duty. With this our bale shipped in bond paid in Canada two duties. Thinking it was wrong, we wrote first to the collector of the port, and later on to the Commissioner of Customs, Ottawa, Canada. The Commissioner answered us to-day 'that the Collector of Customs at the port of Canada was correct in assessing duty upon a value including the amount of the United States duty, which ordinarily would have been paid upon the goods if they had been sold for consumption in the United States, and that this principle is also recognized by the Government of the United States in fixing the values of goods purchased in bond in any foreign countries where duties on such goods are imposed.' If it is correct, then it is useless for us, the importers, to ship goods in bond, and we can consider the Canadian and other foreign markets closed, as the buyers cannot afford to pay two duties on goods and the same price as if they were sold in New York after paying American duty."

In reply, The Journal of Commerce says: "Some time ago we called attention, in this column, to the fact that goods shipped to Canada from a bonded warehouse in the United States were now required to pay duty on the 'duty paid fair market value for home consumption' in the United States, and not merely on value in bond, as formerly. The Canadian Commissioner of Customs is correct in saying that our Treasury Department has directed that duties be assessed upon the same system on goods imported into the United States. It should be noted, however, that when the question came before the Board of General Appraisers they decided adversely to the Treasury Department. An appeal from this decision was taken by the collector, and the question is now in the courts."

TRADE CHAT.

LETTERS patent have been issued incorporating the Tavistock Milling Company, with $20,000 capital, the members of the firm being John Pfeffer and Louis Pfeffer, of Milverton; Adam Eidt Ratz, of Tavistock; John Eidt Ratz, of Ellice township, and George Gordon McPherson, of Stratford.

Dutton citizens want the town lighted by electricity.

The man who tries to breast the wave of adversity with his mouth open generally gets swamped.

The Grand Trunk and Canadian Pacific both report a heavy passenger traffic for the holidays.

J. Archibald, of Montreal, has entered a $10,000 action against S. Davis, for violation of trade mark.

The Franco-Canadian trade treaty was adopted by the French Senate on Thursdays 20th inst.

The mills of Sutherland, Innes & Co., at Edyville and con. 11, Dawn, have been closed down for the winter; also Palmer's mill at the jog. This throws a large number of men out of employment.

A by law will be submitted to the electors on January 7, 1895, for the purpose of empowering the town of Collingwood to borrow $10,000, to extend its electric light and water systems, $6,000 to be devoted to the former and $4,000 to the latter.

A despatch from Winnipeg says that Toronto shareholders will be pleased to learn that the court has decided not to press the shareholders of the defunct Commercial Bank of Manitoba for the double liability, but allow them to pay up in instalments.

E. B. Braund, of Oil Springs, has resumed business in his old stand. Last spring he disposed of his stock to C. Humble, and through the summer months the business was carried on by him. He in turn has handed it back to Mr. Braund, and in future it will be conducted as noted above.

The St. Anthony Lumber Company has been incorporated under the laws of Ontario. The following gentlemen are members of the company: Edwin Fowler, Chicago; E. C. Whitney, Minneapolis; A. Hill, Chicago; Ernest Briggs, Saginaw; A. H. Fleming, Detroit; J. P. Whitney, Morrisburg.

Mr. Job Abbott, of New York city, consulting engineer of the Bangor and Aroostook Railroad Company, has been in Washburn, looking over the site for a proposed bridge across the Aroostook river. A steel bridge, with stone foundations, as proposed, will cost about $30,000.—St. John Telegram.

Fred. Chilcott, traveler for Thompson, Codville & Co., has returned from a business trip in the west. He penetrated into the mining districts of British Columbia, extending the trade interests of his firm with gratifying results. He went into the Cariboo region, carrying his samples on a pack mule, and came out with orders that had it not been for Winnipeg enterprise, would have gone to San Francisco or Victoria.—Free Press, Winnipeg.

A writ has been issued by E. B. Eddy against Geo. C. Taylor, who formerly traded under the style of Taylor, Scott & Co. Taylor failed and assigned. Eddy held claims against the estate for over $3,000. They only realized about $1,000, and now he is suing for the balance—$2,153.

E. A. Cole, of Carleton Place, has sold his hardware business to Wm. Muirhead, same place, the transfer to take place 1st of January. It is understood Mr. Cole has the offer of a position as traveler for a wholesale house. Mr. Muirhead has had considerable experience in the business, is well and favorably known, and will, no doubt, make a success of it.

The Grand Trunk Railway has issued new regulations to all the conductors on their line, and the little white pasteboard ticket by which the conductor identifies his passengers will be no longer in use. Instead, printed destination tickets will be used, which will be punched at the beginning of the journey and collected before the destination is reached.

The insurance on the building and stock of Messrs. Gagnon & Bros.' foundry and machine shop, Quebec, recently destroyed by fire, amounted to $16,500, distributed as follows:—On the building, Royal, $3,000; Sun, $1,500; on the stock, Royal, $3,000; Scottish Union, $3,000; Hartford, $2,000; Phoenix, Hartford, $2,000; London, $2 000.

"See my thumb-nails!" said a pretty lady clerk of a Lewiston, Me., variety store. "They are broken off by opening jack-knives for men who want to buy them. We have to open them to show them, and, as I live, they will stand by and see us break our finger and thumb-nails, trying to open knives for them to examine. Not very many men will offer to open them for us, but some do."

The Bank of Montreal is expected to supply the support necessary for a reconstruction of the Union Bank, St. John's, Nfld., the Commercial Bank being hopelessly ruined. The People's Bank of Halifax has abandoned all attempts to begin business there, owing, it is alleged, to the obstructions thrown in its way by a combine of merchants who are interested in the Union Bank, and who, it is charged, want to control the whole commercial situation in the future.

The McClary Manufacturing Co, M. Masuret & Co., and several other prominent business men of London, sent W. M. Gartshore to Toronto to attend the sale of the steamer Persia. It was the intention of the London syndicate to buy the vessel, to be used as a freighter between Port Stanley and Montreal. Nine thousand dollars was offered by Mr. Gartshore, beyond which the London people declined to go, the boat selling for $9,700.

The report of the Department of Customs at Washington, for the quarter ending Sept. 30th, 1894, shows exports from Collingwood, Ont., to exceed $850,000, a larger amount than is shown from any other town in Canada, Montreal not excepted, as that city only shows an export to the United States for the same time of $550,000 in round figures. These figures are taken from advance sheets issued officially by the department in Washington.

The London correspondent of The Edinburg Scotsman says: "From time to time rumors have been current that, in consequence of its greatly reduced net earnings, the Grand Trunk Railway Co. of Canada would be unable to meet the interest on its debentures. I am, however, in a position to state that, notwithstanding that the net earnings to date are about £100,000 short of the interest, funds have been provided to make up the deficiency, and that the directors will, in the course of the next few days announce the payment on the due date."

TAX ON COMMERCIAL TRAVELERS.

THE commercial travelers in the Lower Provinces are up in arms. The City Council of Halifax adopted a new assessment scheme the other day, and that scheme included the item, "$25 on commercial travelers." Protests are being sent in from all quarters, and correspondents are writing to the papers to show that the city has not the power to enact such a law. But the item is not to remain in the scheme. It was never intended to remain there. The framers of the scheme say they put that item and several others in the scheme which they did not intend to vote for themselves. By a ruling of the Chair the scheme could not be discussed clause by clause, and had to be adopted as a whole. In order to weed out the objectionable parts, the promoters carried a resolution relegating the scheme to a select committee, who are to prepare an Act in accordance therewith for submission to the Legislature. The tax on commercial travelers will not appear therein.

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HAMILTON SMELTING WORKS.

REGARDING the conveyance of the smelting works site to the Hamilton Iron and Steel Company, and the extension of the time within which it may earn the bonus, it is proposed now by several of the aldermen to defer action, pending an investigation of the company's claim that it has paid out $79,071 in connection with the undertaking. The suggestion is made that Engineer Barrow should be instructed to visit the site and take measurements, in company with an architect or some one competent to value such work as has been done.

J. J. Morehouse talked very frankly on the situation recently. He said that if it had been supposed any doubt would be cast on the affidavits put in by Victor O. Strobel and himself, he could have had Engineer Strobel remain here to supply more detailed figures, and he could have kept the company's bo ks and vouchers for the money expended. These were here for the annual meeting on Wednesday, but were returned to New York, where they are kept.

As to the conveyance of the property, Mr. Morehouse says there need be no trouble about that. The company is content to go on as it has been doing, and wait for that conveyance until it has above ground $50,000 worth of construction, or $60,000 worth, or any larger sum the Council may desire. He sees no reason for the city deferring payment to the former owners of the land, however, but the matter of conveyance to the company need cause no friction whatever.

As to the alleged over-va'u tion of the carloads of machinery that have been received, Mr. Morehouse mal es this explanation: This machinery is all part of a furnace plant, manufactured under a large number of patents acquired and owned by the Philadelphia Engineering Company. It is quite true that, valued merely as so much structural steel, it is not worth anything like what it is valued at or what is paid for it—probably worth no more than half that figure. But what has been received is valued pro rata as part of the complete plant, the cost of which includes the value created by the patents referred to. Thus, what to a man who is not posted on all the facts may appear to be worth only $20,000 is in reality good value for $40,000, and Mr. Morehouse and his company must pay that for it.

In reference to the suggestion that, before any extension of time is granted, the company should be asked to bind itself to operate the works a certain number of days or months each year, Mr. Morehouse says such a stipulation would be clearly unfair to the company, and he could not consent to it. Suppose a condition of things such as existed in 1873, when there was no sale for the product of smelting works, even at a loss, it would be impossible for the company to continue. He had no thought of combining with any other similar concerns in Canada, but he was willing to agree, in any such contingency, and in the event of a decision to limit production, that the works in Hamilton should not be closed down while the others were kept running. That would be what would happen in any event, for, owing to the modern character of the plant being put in, it will be possible to operate the works here at a profit, when all the other concerns in Canada may be running at a loss or barely holding their own.—Herald, Hamilton.

SITUATION IN MANITOBA.

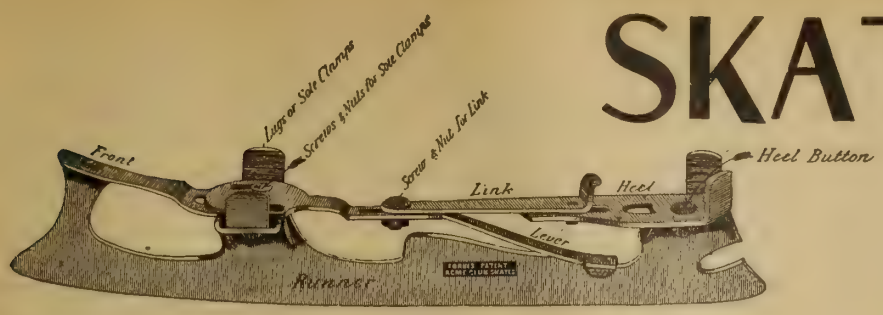
ALTHOUGH there has been a good deal of agitation this season directed against the grain trade, it seems probable to The Commercial that the Manitoba wheat crop has been handled on a smaller margin than ever before. With prices so low as they have been, it is but natural to expect considerable grumbling on the part of farmers, and also from those who look upon the farmers as their customers and patrons. Many persons do not look beyond the local grain buyers to find the cause of low prices. When prices are low they conclude at once that there is an agreement among the local buyers to keep down prices. This no doubt accounts for so much talk this season about the "grain combine." But, combine or no combine, the grain has been handled this season on a closer margin than ever before, and it has been handled, so to speak, with "neatness and despatch." First of all, the railways have done exceptionally well in moving the crop without entailing any serious delays at any time during the rush of wheat for export. The Manitoba grain trade has also proved itself fully equal to the occasion, and in the short season between the conclusion of harvest and the close of navigation, over 12,000,000 bushels of wheat (flour included as wheat) have been successfully handled and shipped out. While grain men have worked on a small margin, they have done a vast business. They have bought and sold promptly and shipped the stuff out at once, not holding with the expectation of enlarged profits. The business has been strictly legitimate and unattended with speculative features. The margin of profit has, we believe, been about 2½ per cent. on the prices paid to farmers, which is certainly small enough to leave no ground for complaint. If the farmers were their own shippers, they would not be able to handle the business individually on this margin.

There is sufficient wheat left to speculate upon in carrying over until next summer. Possibly this may prove one of the years in which there will be good money in carrying wheat. We hope it will turn out this way. The great bulk of the crop has already gone out, but there is enough left to give holders a good sum should prices advance sharply. Manitoba grain shippers and millers have not had a very comforting experience during recent years. The general course of the markets has been against them, and many of them have dropped a good deal more money than they have made in the trade. There will, therefore, be no reason for jealousy if they come out well next spring. Prices in Manitoba, however, have shown a tendency to advance, rather than decline, since the close of navigation, and with the higher prices now being paid to farmers here, and the cost of carrying wheat over winter, we will require to have a considerable advance in foreign markets to enable local dealers to come out with a profit on their holdings next spring.—Commercial, Winnipeg.

A FAMOUS COPPER MINE.

The Dolcoath Mine, one of the most famous copper and tin mines in Cornwall, England, is also one of the oldest, the date of its opening being so far back in the dim past as to be entirely unknown. Prior to 1788 the value of metal extracted from it is said to have been over 10,000,000. Since the present company have worked the mine, the dividens amounted to over $5,000,000. It gives employment to 1300 men.





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TESTING MOISTURE IN STEAM.

A method of testing the amount of moisture in steam has been discussed by the Institution of Engineers and Shipbuilders, Scotland. The principle in this case, more particularly applicable to marine engines, consists in comparing the saltness of the steam with that of the water in the boiler. The test, as explained, is carried out by means of nitrate of silver, and the reaction is so delicate that with only one per cent. of salt in the boiler one per cent. of priming water can be accurately determined to the second decimal. To one part of salt boiler water there is added 100 parts of pure condensed water, and into this is poured a small quantity of concentrated solution of yellow chromate of potash; then a nitrate of silver solution containing about one-tenth per cent. of this salt is slowly added. With each drop the salt water turns locally orange red, but this color disappears at first. Later on, when all the salt has been acted on, the whole fluid changes color from pale yellow to orange. The quantity of nitrate solution is noted, and then the experiment is repeated on the condensed steam from the engine, undiluted with distilled water. The ratio of the quantities of nitrate of silver solution used in the two tests expresses the amount of priming in per cent.

EUROPE'S PIG IRON PRODUCTION.

UNITED States Consul Stephen at Annaberg, Germany, has sent to the Department of State at Washington an interesting report on Europe's pig iron production.

The production of pig iron, he says, is the basis of all modern industries, the barometer of industrial life. If the production is decreasing there is industrial retrogression, he says, and increased production is a sign of general growing activity. Compared with the other European iron-producing countries, according to the latest official statistics, Germany alone presents a steady increase, amounting to over a million and a half tons in the last ten years. Though England is as yet producing as much pig iron as France and Germany together, her output has nevertheless taken a downward course. Assuming that England's annual decrease and Germany's increase will continue at the same rate, the two countries will meet on the same level in a very few years, and a few years added will put Germany second only to the United States in pig-iron production. The consul attributes Germany's increase to the growing demand for the use of pig iron in the manufacture of machinery and tools, of railway, ship and bridge building, and all the other branches of industry where iron is the material factor. Consul Stephen says: "The growing demand for the raw material is due to a growing call for the manufactured article, which again means an extension of the market for these goods. Germany is untiring in her search after new markets. The good organization of export associations, the Government aid through its departments of commerce, and above all the intelligence of the mercantile classes, make it possible that the increasing efforts are crowned with success. The slow, impractical, theoretical business man is after all a keen, practical, experienced, intelligent sort of a fellow, and his methods would be worthy of study and partial imitation."

The report states that the German production for 1893 was 4,953,148 tons, against 6,829,341 for Great Britain and 2,032,567 for France.

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BOXING AND CARTAGE.

THE following article was contributed to Age of Steel, and while primarily intended for readers in the United States, Canadians may draw some inspiration from it as well :

In this paper it will be our object to consider boxing and cartage, only from the standpoint of what methods can best be employed to collect or recoup the outlay thus incurred.

With the enormous advance in manufacturing and commercial life in the past few decades, and the constant improvement and elaboration of design and finish, as also the increasing employment of expensive and delicate materials in almost the entire line of modern productions ; there has been a constantly increasing necessity for greater skill and greater care in the cases and packing used to prepare such goods for transportation. So also the safer conditions of commerce permitting goods to be carried thousands of miles or even round the globe, has caused a development of "boxing," until the packing of many goods has reached quite a fine art, and the "packer" in many large institutions is a personage not to be despised. All this has added seriously to the cost, until the item of boxing has become a serious one in the distribution of goods.

It is a necessary one however, as goods must be put in proper and safe shape for delivery to the transportation company, and here a certain charge or cost is incurred. There is another charge that must be incurred in all cases where the manufacturer or dealer is not directly adjacent to the lines of the transportation company, and that is the item of cartage ; the goods must be so moved and cost of so doing must be met by some one.

These changes thus being unavoidable, what is the best means to recover them. It is a common thing to hear some one say : "We don't pay boxing and cartage," perhaps not, but let us see.

A careful investigation of the subject will snow that we must divide its consideration into two classes—its bearing on the manufacturer, and on the wholesaler where they are separate persons.

The cost of an article to the manufacturer is—first the cost of the raw material, plus the cost of productive labor, plus non-productive labor and expense ; as salesmen office help, etc., and the cost of distribution, viz.: Boxing, cartage and freight, if he delivers. It follows then that any successful manufacturer must in some manner get back all of these costs plus a profit. If he fails to get some of them back, he invades his profit to that extent, and if he does not exercise great care to cover them all, he will soon find in this age of close competition that his profit has disappeared, and possibly a portion of his capital, and that he is in danger of making an intimate acquaintance with the sheriff.

There are two ways for the manufacturer to recover this charge. First, to charge the cost of package and cartage directly on the bill; this does not appear to be either a growing or popular method. Some few will pay, some refuse and get cranky, others will pay the invoice and simply ignore the boxing and cartage charge ; for these and competitive reasons the tendency of manufacturers has not been to make a direct charge.

The manufacturer has, however, still another avenue of collection. He is always able to tell exactly what the charge of boxing and cartage on an original package will be, as he knows, for instance, the exact cost of the crating of a tub, or the boxing of 12 slabs of marble ; he can tell how many pieces of fittings a barrel will hold, or how many dozen brass goods he can get in a case. He is thus able to figure what percentage of the cost the item of boxing and cartage is, and thus known it becomes a part of the price of the goods in question. The manufacturer making and handling a regular and constant line, can and does thus collect the cost of these items. With the jobber or wholesaler the case is somewhat different. His cost is —the purchase price he pays to start, plus a boxing and cartage charge, a freight charge, unless the manufacturer delivers, in which case they still appear in the item of first cost —then a cartage charge from the station in his own town ; to all this must be added his dead costs of doing business, commonly called expense, and finally a boxing and and cartage out, unless he can, recover it ; his profit, if any, must in some way come after all these. It might be urged that, as on many purchases from the manufacturer he did not pay specifically for the boxing and cartage, that therefore he should be willing to send them out without expecting to make any charge for same ; granted, perhaps, in the case of goods sold in the original package, but such sales constitute a very small percentage of a jobber's business. By far the larger amount of the goods received by him are unpacked and placed on the shelves. The average order received for shipment calls for a variety of goods of different sizes, varieties, and in many cases of materials that cannot by any possibility be packed together. Many goods need no packing, as iron pipe, soil pipe, large fittings, iron body work, etc.; an order of this kind may amount to considerable in value, and yet there be little or no boxing in it. On the other hand, an order calling for a few pieces of iron fittings, an earthen closet, and a marble slab, will require three cases, costing perhaps $1, and being quite an item on the net value of the invoice. In practically all cases the orders, either large or small, must be carted. Jobbers are rarely situated so they can receive and ship by rail, and if they were, our customers have not yet got in the way of ordering goods in carloads to any great extent.

In this connection I desire to mention some of the gross abuses of free cartage. In my city we have enjoyed severall spells of free local cartage—we are enjoying one now. We find ourselves running our trucks as local express wagons—we have no end of demands to have trifling purchases sent out two or three miles. We have had people go to the telephone, and call us up and demand that we send out some one or two articles which were wanted "at once" on some job—"quick, the men were waiting," etc., and actually found when we got there the plumber's wagon standing at the job. When asked why they did not drive down for the goods, they said, with a smile, "they were too busy"—worse than that when our truck was not around—and they asserted they must have the goods at once, we have had them to tell us to "go out and hire a truck"—and we have done it, too—influenced by the same old bugaboo—then some one else would get the order. On the other hand, we have had spells of charging for local cartage, and we find that not only were many of the preceding ills done away with, but that we were not asked to do one-quarter of the petty deliveries, and when we did we were paid for it.

We found further that the customers would come once or twice a day and call all they could think they needed, that our sales to them were actually larger, and that finally it put a good many hundred dollars in the pockets of us all. I have no doubt the experience of other cities is similar. Perhaps in the "good times" to come, we may all of us be wiser, and get to doing business on a base of sense.

Finally, the necessity for boxing and cartage being admitted, is there any way in which the cost may be recovered that will be equitable to all and impose hardship on none ? I question whether any rules can be laid down that will govern all cases or all localities. But in a general way, it may be said manufacturers may waive the charge, if need be, to large trade, purchasing in original packages, as they can recover it in the estimate of cost of goods on a regular and constant line. Manufacturers handling goods not their own would come under the same category as jobbers.

Jobbers being unable to determine in advance the proportionate cost of the charge should, in justice to themselves and customers, charge boxing and cartage at cost ; it may be, on an order of $500, be 25 cents for boxing ; on an order for $25 be $1.

Cartage is an item that varies greatly in cost—running in various cities from .1½ cents to .04 cents per cwt. —yet in a general way in our western cities cartage might be done at .02 cents to .2½ cents per cwt. — the same rate on local cartage or deliveries, but no charge to be less than .25 cents. This would not in many cases cover the cost, but it would go far in the course of a year towards covering what is quite a loss.


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CONCERNING THE TRADE.

ANOTHER splendid diamond, weighing 230 carats, has been unearthed at the Jagerofontein mine, South Africa.

The Gould Coupler Co., of Depew, N.Y., are looking for a suitable location in Ontario.

The iron and steel workers in Homestead have decided to accept a substantial reduction in wages without protest.

Some conscience-stricken smuggler has sent to the Controller of Customs an unsigned letter, enclosing $20 for "unpaid Customs duties."

R. S. Munn, who died at Harbor Grace, Nfld., on Monday morning, had his life insured for $100,000, $80,000 of which was for the benefit of the estate.

G. A. Richardson, hardware merchant, of Guelph, who removed to new and larger premises on Upper Wyndham street recently, has got his stock in shape.

Five carloads of machinery have arrived in Berlin from the Windsor Brush and Broom Factory. The business will be carried on in Berlin by Bingeman & Co., under the name of the Berlin Brush Co.

City Engineer Keating, of Toronto, in his report to the Works Committee, says that after a test he finds Oakley's electrical water-finder—a kind of "divining rod"—thoroughly unreliable

Mr. Edward Gurney, of Toronto, and Mrs. M. F. Hunt, of Hamilton, the next of kin, are applying for the administration of the estate of the late Mrs. Edward Gurney, of Hamilton, who died intestate, leaving $55,000.

A largely attended meeting of the creditors of Mr. William Yates, of the machine tool works, London, was held in the office of Crown Attorney Magee on Saturday. It was decided to give Mr. Yates an extension of time for three months.

It is reported at Halifax, and generally credited, that Mr. Dickey, of Cumberland, before accepting the portfolio of Secretary of State, exacted a promise from Premier Bowell that the time for the completion of the Chignecto Ship Railway, as demanded by the company, would be extended to enable them to complete the work.

Permission has been granted by the Department of Customs for the establishment of a general bonded warehouse in Winnipeg. This will supply a long felt want, and provides for the general importing public the bonded facilities which the owners of private warehouses have. John D. Clarke has control of the enterprise.

Among the prisoners who spent their Christmas Day in the cells of Parkdale police station was William Dean, a traveling agent for F. V. Tobias, manufacturers' agent, 67 Adelaide street east. He was arrested at his home early in the morning, upon a warrant charging him with defrauding his employer out of moneys and goods to the amount of several hundred dollars. The alleged defalcations have, it is claimed, extended over a considerable period.

U.S. TIN PLATE IMPORTS.

A message to The American Manufacturer gives statistics relative to late tin plate exports from Great Britain to the United States. During the month of November the amount of tin plate exported from Great Britain to the United States was 22,382 tons. This is a decrease of more than 9 per cent. compared with the exports for the month preceding, but compared with the record of the corresponding month in 1893 an increase of more than 44 per cent. is shown. In fact, the exports during November this year were larger than for any corresponding month since 1890. Compared with those of November, 1892, they show an increase of 8 per cent., and with 1891 an increase of 50 per cent. The amount of tin plate sent by Great Britain to the United States during last month was the largest of any month in the present year, with the exception of October. At that time the tin plate exports increased 40 per cent. compared with those of the month previous. The record for November is a drop from that of October, but it is much ahead the rest of the year.

A PAYING GOLD MINE.

The success of the Golden Lode Mining Company, at South Uniacke, shows what practical gold mining can do. There are very few of our mines, if properly worked, that would not pay. The trouble has been that our mines have been worked in a haphazard sort of way, without much practical knowledge of the business, and in a great many cases very little confidence in the mines themselves. While the gold was easily mined the work was done, but when a little difficulty arose about getting it out, the mine was generally abandoned. But the Golden Lode people took the other way. They had faith enough in the business to go down over 400 feet in search of the precious metal, and they risked thousands of dollars in doing so. But they went about it in a business-like manner. They first ascertained that the gold was there, and in quantities to pay them for their trouble. In many cases in the past shafts have been opened and expensive machinery erected without there being more than a faint suspicion of gold in the locality. If the industry were properly worked it would prove a great boon to Nova Scotia. The mines at South Uniacke are a case in point. Some $600 a month is being paid out in wages. And for what? The creation of wealth. Every ounce of gold extracted means that much more added to the wealth of the country.—Chronicle, Halifax.

YES, WHY DID THEY?

"I would respectfully ask the steel-rail manufacturers of Great Britain why they have allowed an order for 4,300 tons of rails for the Government of Canada to go to the John Cockerill Company, of Seraing, Belgium" writes "Vulcan" in Ironmonger. "The price is said to be about £4 per ton, with deliveries at Halifax, N.S., before June, 1895. Are our mills so full of work that they could not take this order? or did their owners let the Belgians secure the contract out of sheer "cussedness"? The works price cannot be much, if any, above £3. 10s. per ton, but if Cockerills could make that price, why not also Cammels, Barrow, Dowlais, or Bolckows? I 'pause for a reply.'"

ELECTRIC LIGHTING IN LONDON.

HAVING regard to lighting by electricity, the preliminary efforts of the city authorities of London culminated, in 1891, in the formation of the City of London Pioneer Company, the necessity for which may not be obvious to our readers at first sight, remarks an exchange. Its formation was due to the fact that a certain date had been fixed for the commencement of the works, and that if an actual commencement had not been made before that time the powers would have lapsed, involving the entire loss of the money that had been spent in obtaining the provisional order and in other ways. This company were afterward absorbed by the City of London Electric Lighting Company, with a capital of $4,000,000. The construction companies had to open and place the cables in 17 miles of trench, extending through 53 streets, between August, 1891, and February, 1892. The conduits consisted partly of the Callender-Webber bituminous casing and partly of iron pipe conduits. These latter were used for the high tension mains, and the bituminous conduits for the low tension distributing system. Each separate conduit was placed in a separate way. Great pains were taken to exclude gas from the street boxes. To this end the boxes were constructed of glazed brick laid in Portland cement, and the joints between the conduits and the walls of the boxes were carefully sealed in. All idle ways were plugged, and no drainage of the box was attempted, save in cases where the pipes laid for this purpose were certain not to serve as ducts for gas.

As laid, the conduits contained room for mains capable of supplying 340,197 eight candle power lamps. This output will, of course, not be reached for some years, but the works have been designed so as to permit of this load being dealt with without involving any change in the system of distribution as originally designed. Forty-four converting points were selected, each of which is intended to serve a compact district immediately around it. Great difficulty was found in securing sites for these, as in the richer parts of the district, such as Lombard street, a square yard of ground space is valued at £1,000, and in many other cases exorbitant rents were demanded for way leaves to give access to the converter houses, which it was intended to place underground. In two instances a way leave was obtained to construct an entrance to these stations through old graveyards, the actual substation being excavated under the adjoining footpath and roadway, and thus a fairly satisfactory site was secured. These stations were designed for a maximum output of 450 kilowatts each, and cost, including the capital value of the rent, about £3,476.

The lamps erected in the city are big enough for a man to get inside. To give access for trimming and cleaning, the posts have holes alternately on either side, into which the trimmer puts eight portable steps of light steel, by means of which he mounts, and which he removes as he comes down. As the result of some experiments, rippled glass has been used in the lamp tops, which, while cheaper than the ground and opal glass, also tested, absorbs less light, viz., 21.73 per cent., as against 25.18 per cent. for the opal, and 46.24 per cent. for the ground glass. The glass used is 1-7th inch thick, and is thus not very liable to accidental injury. The bases of the posts are of an ornamental character.

SHOEMAKER, STICK TO YOUR LAST

JACKS of all trades have always been at a discount, but sometimes encroachments of men of one line of business upon the field occupied by another are more mischievous than at other times, remarks American Artisan. The publication of a first-class trade paper is about all that any man can undertake, but a man can run a second-rate paper and dicker in other lines, easily enough, to the general disturbance of trade and the ultimate detriment of his paper and the latter's patrons. We don't have to go to Kamschatka for an illustration of the evil workings of this deviation from the sound laws underlying the building-up of a successful business. An advertising agent struck the maker of the A B C heater for a contract recently. This gentleman did not show marked enthusiasm when the subject was broached and the agent didn't get any business. He tried again. No luck. Wanting to get this business, the advertising agent offered to take the contract out in trade. Manufacturer thoughtlessly consented. The result was, of course, that the agent had a supply of furnaces on hand. In order to dispose of them in competition with the regular trade he cut prices, and thus disposed of his goods. This irregular proceeding worked a great hardship on the dealer, who was the regular A B C heater representative in this advertising agent's locality. This dealer has spent time and money in creating a demand for this particular make of furnace. Its merits became quite generally recognized in his locality, owing to his personal endeavors, and a local architect specifies the A B C furnace for a new building. Mr. Dealer puts in his bid and finds that he loses the job because someone else bids to put in this furnace at prices that he, the regular agent of the manufacturer, can't begin to meet. He investigates this matter and finds that this advertising agent has been getting one of the furnaces he took in trade off his hands for what he could get for it. This was a rank injustice to the dealer in question, and must react, not only against the advertising agent, whose paper thus loses friends among the dealers of his locality, but against the thoughtless, but perfectly innocent, manufacturer, who did not think what damage to his interests the cheap-John tactics of the advertising agent would do. The moral of this article is well exemplified in the old adage, "Shoemaker, stick to your last."

WELDING THIN STEEL AND IRON.

The perplexing part of the carriage smith's labor is the welding of thin steel and thin iron, says The Hub. Notwithstanding all the trouble the smith experiences in this matter, but few try to ascertain why the task is so severe a one.

If the smith will proceed properly, the thin metal can be welded as readily as that which is much heavier. The first thing to look at is the fire. Have nothing but coke around the fire and plenty of it. Keep the green coal in the coal trough. Next, be sure that you have a clean, well-powdered flux, powdered borax, or, still better, cherry heat welding compound. Then, see that the face of the anvil is warm, say, 140° Fahr. If the anvil is too remote, have a block of iron, well warmed, on the forge, the hammer near, to admit of quick work. It will be an improvement, or prove advantageous, to rivet together, at point to be welded, the two pieces. When the point of fusion is reached, remove from the fire and weld on the block. No blows to be struck on the edge. After thoroughly welding, heat again sufficiently to remove adhering flux with file. Then remove the superfluous metal on the edges with a sharp chisel, cleaning up to proper size with file. For steel, the file known as hand file, or mill file, is much better than the bastard cut file.

STRUCK IT RICH.

Messrs. I. N. Laperre, J. W. Moffat and W. J. Bevans, all young men, registered at the Sherman House, have just come down from Cariboo, having made $2,000 each since August last. They were engaged in the spring to work on the Horsefly Hydraulic Mining Company's claim on the Horsefly river, and left this city in city in April, without any mining experience. With the Horsefly Company they worked till August, and afterwards started to prospect for themselves on the river. About six miles from the company's claim they struck a rich ledge and proceeded to work it, with the above result. Their method of working was by the "rocker" alone, taking the gravel from the bed of the river, which they reached by means of damming and fixing water-wheel pumps, the latter pumping out the water from the part of the river dammed off from the running water. This method is much used by the Chinese. They have now closed down for the season, and intend to start next spring on a larger scale, and are justified in expecting still larger profits.

They report that the Horsefly claim was shut down November 1st, the company being unable to "clean up" the "cuts" for the frost.—News, Vancouver.



Bank and Office Counter Railings
Inside Wire Window Blinds and Signs
PLAIN and LETTERED.
Basement Window Guards

Manufactured by
WRITE FOR CATALOGUE.
The B. Greening Wire Co., Ltd.
Hamilton, Canada.

ENGLISH WEIGHTS AND MEASURES

THE jewelers of the middle ages used in their delicate scales the hard brown seeds of the Moorish carob tree (Ceratonia siliqua), and the weight of diamonds is still reckoned by carats, each carat being equal to 3⅛ grains troy. The earliest attempt to regulate British weights and measures appears to have been suggested by this example. In 1266 it was declared by statute that "an English penny, called a sterling, round and without any clipping, shall weigh 32 wheat corns in the midst of the ear; and 20 pence do make an ounce, and 12 ounces one pound, and 8 pounds do make a gallon of wine, and 8 gallons of wine do make a London bushel, which is an eighth part of a quarter." We have here the basis of the British system of reckoning as it survives today—the grain, pennyweight, ounce, pound, gallon, bushel and ton, and 240 silver pence equal to a pound sterling. The British gallon is still used for both dry and liquid measure, and the traditional relation between the pound and the gallon is set forth in the old rhyme, which declares that

A pint's a pound
The world around.

In 1324 the measures of length were defined by a similar statute providing that "three barleycorns, round and dry, laid end to end," shall make one inch, 12 inches a foot, and 3 feet a yard. The 32 wheat corns, adopted as the basis of the British system, appeared to have weighed 22½ grains troy, so that the pound of 1266 was equal to 5,400 grains troy. This is the old Saxon pound. The pound troy (pound du roy) is the Roman pound, and was doubtless in use simultaneously with the Saxon pound for hundreds of years, but first mentioned in the statutes in 1414, and was ordered as the standard weight for gold and silver in 1527. As 24 grains made a pennyweight troy, the new pound contained 5,760 grains, exceeding the old weight by 360 grains, or ¾ ounce. The strict pound of 12 ounces was used only in weighing the precious metals and, with different subdivisions, for the costly drugs and medicines dealt out by apothecaries. For heavy goods (avoirs du poids) a more liberal measure was given, like the baker's dozen, and 15 ounces were called a pound. In the same way 28 pounds were called a quarter, and 112 pounds a hundredweight, allowance being made for waste or wrapping. The increase of the pennyweight to 24 grains in 1527 raised the value of the ounce to 480 grains, and accordingly the pound of commerce, containing 15 ounces, was raised to 7,200 grains. As 250 grains of wine were reckoned equal to a cubic inch, the gallon containing eight of these pounds, or 57,600 grains had a capacity of 230.4, or in even numbers 231 cubic inches. This is the wine gallon now in use in the United States. The ale or beer gallon, of 282 cubic inches, was originally a measure containing 8 pounds of wheat at 204 grains to the cubic inch. The name avoirdupois was transferred at a very early date from the heavy goods, which it indicated, to the system by which they were weighed. It occurs first in the statutes of 1336 and 1353. The early pound of 15 ounces of 450 grains each, 6,750 grains, was raised by law, as has been shown, to 7,200 grains, making 16 of the old ounces. In practice, however, the pound seems to have fallen below this standard to about 7,000 grains, and this weight was finally declared to be a pound avoirdupois, the avoirdupois ounce, or sixteenth of the pound, being thus reduced to 457½ grains.

BUSINESS PRESTIGE.

Prestige is defined as being that moral influence which past successes, as the pledge and promise of future ones, breed, remarks Metal Worker. It is directly dependent upon the character of the individual or the corporation, and, being a moral influence, must of necessity be the result of honest methods and square dealing. It is the "good will" which is left to the succeeding partner when a partnership is dissolved. It concerns the small storekeeper as well as the extensive corporation. The storekeeper may well study its meaning, for it is something for which he seeks and upon which he feels that his established business must stand. He can only attain to it, however, by the fairest dealing, the strictest attention to business, and the establishment of perfect confidence in his word and his goods. Many concerns, however, built up by the untiring energy of a single individual, fail to appreciate that the character thus established cannot remain untarnished if they resort to doubtful methods. A family name is not enough to maintain the honor of the concern. The son, if he inherit the father's business, must neither fall back upon the father's character, nor merely strive to live up to it. He should go further and endeavor to add lustre to that name, to make it even more a sign of integrity, of business sagacity, and of upright dealing. He may more than once be called upon to choose between great riches and honor that demands an honest life, but if he would plant his business upon bed rock he must ever seek for honor, and then the riches will follow.

STILL EXCITED.

The placer mining excitement still continues at Kaslo. All the leading men in town have recorded claims to be worked as a whole. Twelve claims were recorded on Saturday. The poorest day's work on the claims known is $2 per yard, and the highest was $9.50 per yard. The gold is all coarse, in many instances as large as a silver five cent piece, and about twice as thick. The record office has had a busy time of it during the past ten days.

SITUATION WANTED.

WANTED—SITUATION BY A YOUNG MAN, fourteen years in large Hardware business. Good stock and bookkeeper. Not afraid of work. Address J. B. R., THE McLEAN PUB. CO., Toronto. (1)

Clarkson & Cross
ACCOUNTANTS . . .
Established 1864.
26 Wellington St. East, TORONTO

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, Dec. 28, 1894.

HARDWARE.

THE week has witnessed few changes in the hardware market. Business has been small, stock-taking monopolizing most of the attention. Values continue much the same, except in such lines as were affected by the Association meeting at Toronto last week, the details of which have already been published in HARDWARE. Travelers are not going out until after the turn of the year, so that a very quiet trade may be looked for until the second week in January.

WIRE—Nothing special is to note in this connection. The changes made in connection with barbed wire have already been published.

ROPE—There has been no change in the price of sisal, which we now quote at 6 to 6½c. for 7 16in. and upwards, and 14 to 15c. deep sea line. Pure Manilla, 9½c. for 7-16 in. and upwards, 10c. for smaller sizes.

CUT NAILS—The demand for these is practically nil, any orders that are coming in being for very small lots only. We quote: $1.60 to $1.65.

WIRE NAILS—There is no change since the minor ones mentioned last week as a result of the Association meetings.

HORSE NAILS—These continue quiet and featureless. Discounts are 60 per cent. off on "C.," and 60 and 2½ off on "P.B." and "M."

TACKS—Business in tacks is quiet, and discounts are as last noted.

CHAIN—There is little or nothing to report in this line. A few small lots of cow ties and trace chains keep moving out.

HORSESHOES—There is no change in these, and business is dull. We quote: $3.50 for iron shoes; steel shoes: XI., Nos. 0, 1 and 2, $5.75 per 100 lbs.; Nos. 3 and 4, $5; assorted sizes, $5.50; steel toe weight shoes, Nos. 1 to 4, $6 per 100 lbs.

WARE—A few small lots of enamelled ware have been moved. Otherwise there is no business to report.

PLUMBING SUPPLIES—Trade is quiet both in these and building supplies.

TOOLS—There is little or no business to report in this line. Demand has fallen off to very small dimensions for axes, etc, which have been one of the active features.

SPORTING GOODS—Meet a very moderate demand.

WINTER SUPPLIES—Only a few small lots of sleigh bells and skates have been moved.

CUTLERY—There is little or no business to report in this line.

CEMENT—There is no change in cement. We quote $2.05 to $2.15 for English and $1.90 to $2.50 for Belgian.

FIREBRICKS—Dull and prices nominal, at $15 to $22 per 1,000.

METALS.

Trade in heavy iron and metals is absolutely flat. Values in the main are unchanged, and any tendency the market does display is in an easy direction.

PIG IRON—Rules dull and featureless. We quote, ex store: Summerlee and equal brands, $21; Carnbroe and Eglinton, $19.50; Ferrona, $17.25 to $18; Siemens, No. 1, $17.25 to $18.

BAR IRON—This line continues dull and easy in its tone, with prices about nominal around $1.60 to $1 65.

TIN PLATE—Nothing to report either on import account or in a local jobbing sense. We quote: Cokes, $2.85 to $3; and charcoal, $3.25 to $3.50.

TERNE PLATES—Quietness rules in this line, and last week's quotations can be repeated of $5 75 to $6.25.

CANADA PLATES—There is no life or trade to report in these. Prices remain at $2.05 to $2.15.

SHEET IRON—Business quiet and prices unchanged at $2.15 to $2.30 for No. 28 gauge.

IRON PIPE—Quiet and without feature. Discounts range from 70 per cent., and 70 and 5 per cent. on block, and 50 per cent. to 50 and 5 on galvanized.

LEAD PIPE—Nothing doing in lead pipe, and prices as before.

INGOT TIN—Tin continues dull but steady at 16½ to 18c.

COPPER—The copper market retains its steady feeling, and we quote values firm at 10 to 10½c.

LEAD—This line of metal is unchanged at $2.75 to $2.85.

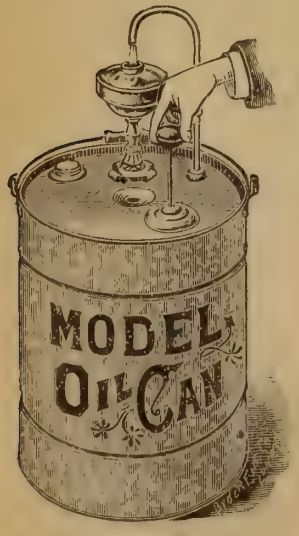
SPELTER—Remains as before at $4 to $4.25.

ZINC SHEETS — A few small jobbing parcels have been moved. We quote $4.50 to $4 75.

ANTIMONY — Nominally unchanged at 10c.

HOOPS AND BANDS—Quiet, with little or no trade doing, at $2.20 to $2.30.

GALVANIZED IRON—Business quiet and prices unchanged. We quote: 4¼ to 4½c. for No. 28 Queen's Head; Morewood, 5¾ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c, with the usual extra for larger sizes.



TWO NEW LINES

The Model Oil Can

In 5 gallon size, made of heavy galvanized iron, and with a perfect pump.

SEND FOR SAMPLE ORDER

Roast Pans—3 Sizes

No. 2. 9 x 14¾ inches
No. 3. 10½ x 15½ inches
No. 4. 12½ x 17½ inches

THE McCLARY MFG. CO.

London. Toronto. Montreal. Winnipeg. Vancouver.

MONTREAL MARKETS—Continued

PAINTS AND OILS.

Trade in this line has been absolutely without feature, and there have been few or no changes in values.

LEAD—Business in lead has been conspicuous by its absence. We quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 3¾ to 4c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25.

PUTTY—Demand is dull, and the price as before quoted, at $1.85 in bulk.

TURPENTINE—There is no change in turpentine, which we quote at 42 to 44c.

LINSEED OIL—Business is quiet and prices unchanged at 57 to 58c. for raw and 60 to 61c. for boiled.

CASTOR OIL—This line remains the same at 6½ to 7c.

RESIN—Resins, etc, continue dull, with prices unchanged from a week ago. We quote: Resins, $3 to $5.50, as to brand; coal tar, $3.25 to $3.75; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5¼ to 7½c., and cotton do., 10 to 12c.

GLASS.

There is little jobbing activity to note in this line. Prices continue unchanged on the basis of $1.25 for first break.

CHEMICALS AND DYESTUFFS.

The demand for heavy chemicals is wanting, and few changes of importance have occurred during the week. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 20 to 22c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2.00; ditto roll, $2.00 to $2.10; sulphate of copper, $4.50 to $5.00; white sugar of lead, 7½ to 8½c.; bich. potash, 10 to 12c.; sumach, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2.00 to $2.10.

PETROLEUM.

The petroleum market is quiet and unchanged. We quote: Canadian refined, 12c. in shed in Montreal for round lots, and 12½ to 13c. for smaller quantities, with a discount of 2 per cent. for cash. American petroleum is quoted at 15½c. car lots, and 16½c. smaller lots.

HIDES.

Business in hides has been very quiet and prices are the same as last week. We quote prices firm: No. 1 at 4 to 4½c., No. 2 at 3c., and No. 3 at 2c. The demand for sheepskins is also good, and prices have advanced 5c. to 60 to 65c. each.

TALLOW.

The tallow market is quiet, and we report last week's range of 5 to 5½c., as to quality.

WOOL.

The wool market is unchanged, the only business of importance being some small transactions in newly arrived Cape at within our quotations. We quote: Greasy Cape, 13½ to 16c.; Canadian fleece, 17 to 20c.; B.A. scoured, 26 to 32c; Canada pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. Northwest wool, 11 to 12c.; B.C., 10 to 11c.

ASHES.

The ashes market is rather quiet, but easier. We quote: First pots, $4.05; seconds, $3.45 to $3.60, and pearls at about $6.50 per 100 lbs.

MONTREAL TRADE NOTES.

Pilkington Bros. sent out some handsome lots of bevelled plate-glass mirrors this week.

A cargo of Cape wool, received via New York, was disposed of on this market during the week.

A carload of No. 2 American pig iron was sold to a local foundry man here at $18. This is about the best price any buyer has got on this grade.

As the trade expected, the meetings of the associations did not result in any understanding, either on cut nails or bar iron. These are still in the beautiful phase of uncertainty that they have been all along

CARVERS and SCISSORS

IN CASES.

GEO. BUTLER & CO.'S and E. M. DICKINSON'S.

Large Assortment of

SPORTING, HUNTING KNIVES, DIRKS, Etc.

We are showing special value in Imitation Ivory TABLE AND DESSERT KNIVES AND CARVERS.

M. & L. SAMUEL, BENJAMIN & CO.

26, 28, 30 Front Street West

ENGLISH HOUSE:

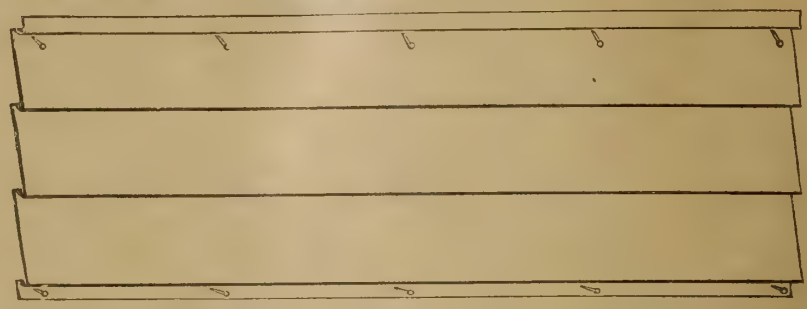
SAMUEL, SONS & BENJAMIN

164 Fenchurch St., London, E.C.

. . . . Toronto

SOMETHING NEW.

Steel Clapboards



Just the thing for town, village and country houses.
Do not absorb moisture.
Durable, cheap and easily applied.
Far superior to wood.

METALLIC ROOFING CO. LTD.

SEND FOR PARTICULARS. Manufacturers .... Toronto

TORONTO MARKETS.

TORONTO, Dec. 28, 1894.

HARDWARE.

THE last week is known in the wholesale hardware trade as the worst in the year. The travelers are all in the warehouses, and orders through other sources are insignificant. The conditions this week are no exception to the rule. But there is no idling, unless it be on the part of the travelers, from whom not much is expected and from whom not much is forthcoming. All the regular inside men are, however, kept well employed, for this is the week when stock-taking has to be completed. The cold snap has caused an improved demand for plumbing supplies, but this is about the only branch of trade that shares an increase in business. Skates are still going out, and a continuance of the present cold snap may be expected to stimulate the demand. Other lines of winter goods, including sleigh bells, are quiet. The usual after-Christmas improvement in payments is to be noted.

WIRE—Business is without special feature to note beyond a general quietness. After the 1st prox. the price of barbed wire will be down to 3c., delivered in lots of 500 lbs.

ROPE—Business is quiet at last week's reduction. We quote: Sisal, 7-16 in. and larger, 6½c.; ¼, 5-16, ⅜ in., 7c. Manilla, 7-16 in. and larger, 9½c.; ¼, 5-16, ⅜ in., 10c.

CUT NAILS—There is no change to note either in regard to prices or business. We still quote $1.75, Toronto.

WIRE NAILS—Much as before. Discounts 75, 10 and 5 per cent., shipments from 10 keg lots being prepaid.

HORSENAILS—Discounts are still 60 per cent. off on "C." and 60 and 2½ per cent. off "P.B." and "M.," but after January 1 the discounts will be all alike, at 60 per cent.

TACKS—There is not much doing. We quote: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37 per cent. Beginning with January 1, the discount on coopers' nails and flour barrel nails will be 35 and 10 per cent. in 5-keg lots, and on American upholsterers' tacks 62½ to 65 per cent.

CHAIN—There is a fair demand for trace chains, but cow ties and coil chain are quiet.

HORSESHOES—Business is dull. Prices will be lower commencing with the new year. Toronto and Hamilton will be quoted at $3.60 and London at $3.65. The price in Montreal is unchanged at $3.50.

WARE—There has been a fair trade doing in Peerless ware and other wares are much as before.

PLUMBING SUPPLIES—More activity is reported in this line on account of the cold snap.

BUILDERS' SUPPLIES—There is no change in the situation.

TOOLS—Furnace scoops, snow shovels, axes, cross-cut saws, etc., are still passing in small quantities.

CLOTHES WRINGERS—Are quiet and unchanged at last week's reduction, $26.50 to $27 still being the idea as to price.

SPORTING GOODS—Remain much about the same uninteresting condition that they have for the last couple of weeks.

CUTLERY—Business is confined to a few small sorting-up parcels.

WINTER GOODS—Skates are going out fairly well, but there is not much doing in sleigh-bells.

METALS.

Business is at a standstill almost in metals, and without material change in any lines.

PIG IRON—There does not appear to be any Scotch or Nova Scotia iron passing, and prices are nominally unchanged. We quote as before, ex cars Toronto: Carnbroe, $19.50; Summerlee, $21 to $21.50; Nova Scotia, $18 to $18.50.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: Some interest is being evinced as to prices for the coming year, but at this writing little is being bought. There is reason to look for a fair business after stock-taking is over. We quote for cash, f.o.b. cars Toronto, in bond: No. 1 Foundry strong coke iron, Lake Superior ore, $13.05; No. 2 Foundry strong coke iron, Lake Superior ore, $12.55; Jackson County silvery No. 1, $16 to $17; Lake Superior charcoal, $15.15; Southern soft, No. 1, $11.75; Southern soft, No. 2, $11.50.

BAR IRON—Dull and unchanged at the base price of $1.70 to $1.75.

SHEET STEEL—Remains quiet and unchanged. We quote: 8 to 16 gauge, $2 75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—Business has been moderate only. We quote as follows: 8 to 16 gauge, $2.50; 18 ditto, $2; 20 ditto, $2.10, 22 to 24 ditto, $2.20; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Manor's, 26 gauge, 7c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

IRON PIPE—There is still a fair business doing and at slightly firmer figures. Prices are unchanged, "B" still being invoiced at equal to 70 to 70 and 5 per cent. for iron pipe, and 50, 50 and 5 for galvanized pipe.

LEAD PIPE—There is nothing but a few small lots changing hands. We quote: Toronto and west 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON—A number of small orders have been received. Prices are unchanged, $4.25 still being the idea for 28

MARKETS.—Continued

gauge in Queen's Head, Gordon Crown and Apollo brands.

INGOT TIN—The New York market is stiffening up on Straits tin, and some dealers in this country who bought during the recent drop are now congratulating themselves. On the local market a slightly improved demand has set in for Lamb and Flag in small lots at unchanged prices. No large orders are being placed, nor are there likely to be until after stock-taking. We quote Lamb and Flag at 18 to 18½c., and Straits at 17 to 17½c.

INGOT COPPER—There are only a few small lots passing through hands, although some large contracts are reported to be on the tapis, but quotations show that there is no improvement in values, 10 to 10½c. still being the idea.

SHEET COPPER—Demand is still fair for sheathing and braziers' sheets. We quote: Untinned, 14 to 16½c., according to weight and size; braziers' sheets, 14 to 17c., according to quality.

ZINC SPELTER—Business is dull at 3¾ to 4c. for domestic and 4 to 4¼c. for imported.

BOILER TUBES—Prices have been quoted for import and orders taken, but at lower figures than previously prevailed. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

BOILERS—There has been a fair amount of business doing, both in Canadian and American boilers. Very few copper boilers are selling. We quote: Galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; copper-ed, $16.20 to $20, according to size.

TIN PLATES—A little sorting up is being done, but that is all. We quote: Coke, 14 to 20 gauge at $3.10; for larger sizes, 15 to 25c. per box basis more; "I.C." charcoal, $3.50 to $3.75.

TERNE PLATES—Business continues quiet at $6.25 to $6.50, according to brand.

SHEET ZINC—Is much as before, both in regard to volume of business and prices. We quote cask lots at 4¾c. and small lots at 5c.

HOOPS AND BANDS—Business is moderate at $2.20 for ton lots and $2.25 for small lots.

CANADA PLATES—There is just the ordinary business doing and at unchanged prices. We quote: Half-polished at $2.25 to $2.35, according to quantity; 60-sheet boxes, 10c. per box advance; 75-sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—There is very little doing in this line. Prices are unchanged at 12 to 13c. for the better qualities.

PIG LEAD—Keeps quiet at $2.75 to $3.

ANTIMONY—There is nothing doing, and prices are unchanged at 9½ to 10c.

GLASS.

Business in window glass is keeping up remarkably well for the season. The demand is general, although panes cut to sizes are what are mostly wanted, some large specifications having been filled lately. We quote $1.10 to $1.15 first break, in 50-foot boxes. There have been some fairly good contracts made in plate glass, but, generally speaking, trade in this line is quiet. Fancy glass is quiet.

OLD MATERIAL.

Business remains in much about the same unsatisfactory condition that it has for some weeks past. We quote: Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 35 to 40c. per cwt.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, old copper bottoms, 5½ to 6c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3½ to 4c.; country mixed rags, 50 to 70c.; clean dry bones, 55c. per 100 lbs.; borings and turnings, 5c.

PAINTS AND OILS.

The wholesale paint and oil trade is now busy taking stock, and there is not much to report. Payments are fair.

WHITE LEAD—There is nothing doing, and prices are unchanged at $4.25 per 100 lbs.

PUTTY—Is quiet, at $1.75 for bladders in barrels and $2.25 in cases.

TURPENTINE—There is very little going out, and to induce trade offers have been made at figures fractionally below those quoted. We quote 39c., f.o.b. Toronto, for 5-barrel lots and 40c. for single barrel lots. The Southern market is dull and unsettled.

LINSEED OIL—There is not much moving. We quote: Raw, 53 to 54c.; boiled, 56 to 57c.

PREPARED PAINTS—Continue quiet, and no orders are yet being booked on next year's account. Pure is unchanged at $1.

CASTOR OIL—Dull and unchanged, at 6¼ to 6½c. in cases and 7c. in tins.

PETROLEUM.

There is still a fair volume of business doing at unchanged prices. We quote, in 5 to 10 bbl. lots, imperial gallon Toronto: Canadian, 11½ to 12c.; carbon safety, 16c.; Canadian water white, 16c.; American water white, 17½c.; photogene, 19c.

The Petrolia Advertiser in its weekly report quotes: Petrolia crude, $1.15½ per barrel; Oil Springs crude, $1.17 per barrel; refined, 7c. in bulk, 9¾c. in barrels, in car lots f.o.b. here.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—There is a good demand for hides and the market is steady. Local dealers quote 4½ to 4¾c. for cured and 3½c. for green.

SHEEPSKINS—Are in good demand and 5c. higher. Local dealers are paying 65c. and they quote 70c. for choice Christmas skins. Calfskins are dull and prices nominal at 6c. for No. 1 and 4c. for No. 2.

TALLOW—There is a good deal offering, and the market is easy. Local dealers are paying 5½c. and selling at 6c.

WOOL—There is not much fleece offering and no demand for export. Local dealers quote 17 to 18c. for fleece and 19 to 21c. for combing. In pulled wools the movement is slow and the market is dull. Prices are steady. We quote supers at 18 to 19c. and extras at 20 to 21c. Foreign wools are offering very low, but the demand is not at all active.

MARKET NOTES.

Stewart & Wood report that they have begun to book import orders for window glass.

The effort to resuscitate the defunct White Lead Association, noted in last week's issue, seems to have subsided.

The Alabastine Co. have just secured an order from London, Eng., for one carload—100 barrels—of "Jellstone," the new wall finish.

Sanderson Pearcy & Co., agents for the "Excelsior Bug Finish," have got in a fresh supply of this material, and they advise their customers to order early.

Rice Lewis & Sons, Ltd., are showing some nice lines of kitchen utensils in aluminum ware, consisting of kettles, dishes, pans, etc. These utensils will not tarnish, and are warranted to outwear a half-dozen similar articles made of tin, copper or enamel, and they will not break, crack, rust, corrode, or scorch their contents, while they are remarkably light.

The Toronto Lead and Color Co. are making a new brand of mixed paints, and are issuing at the same time a new catalogue concerning the same. The latter con-

Sheet Steel Brick



Protective Discount allowed the Trade.

THE PEDLAR METAL ROOFING CO.
OSHAWA.

tains, including the memoranda sheets, 48 pages, and is nicely bound in cloth, and is as neat and handy as it is attractive. The new brand of prepared paints is styled "Domestic," and the trade mark is a cat sleeping before an open grate.

The annual meeting of the Toronto Lead and Color Co. was held 19th inst. S. Trees was re-elected president, J. W. Shorney, vice-president, and G W. Com lin, secretary-treasurer. An addition was made to the directorate in the person of A. E. Youmans. The report of the secretary-treasurer was a satisfactory one, showing a balance on the right side of the ledger. "With the addition of several new lines," said Mr. Complin to HARDWARE, "we anticipate a much larger output next year."

UNITED STATES MARKETS.

NEW YORK, Dec. 28, 1894.

PIG TIN—There was general disinclination to operate in a speculative way, owing to the absence of a London market from which some sort of cue might be obtained. The average of the few quotations made was somewhat below that of Monday's figures, however, the deduction from which was that leading operators were more inclined to the bearish side of the market than to the other. Spot or near future deliveries could have been secured at 13.75 to 13.80c., at all events, and there were free offers of May and later deliveries at 13.70c. Jobbing trade was exceedingly quiet, with 14c., thirty days, apparently the top price for ordinary store parcels.

COPPER—Nothing transpired in the way of new business and no further details were given as to the recent contracts for future deliveries. There was some inquiry through brokers, however, with quite stiff bids from speculative and other quarters. The quite general quotation on Lake Superior ingot was 10c. Electrolytic remains at 9¾c., and casting stock is quoted at 9½ to 9⅝c., as to brand.

PIG LEAD—Inquiries were somewhat more numerous, and bids were rather better than on Monday. To that extent the market showed improvement in tone, but no important business transpired, and bids were not suggestive of a great deal of anxiety on the part of consumers. Fair quotations at present are 3 10c. for common western on the spot. and 3.05c. for future shipments.

SPELTER—Demand is still almost wholly for single carload lots, and moderate, all told, with buyers rarely going above 3.25c. for prime Western brands delivered here or at common point. Some brands that are not in popular favor could have been secured at that rate, but sellers generally asked 3.30c. upward for January or later shipments.

ANTIMONY—No change is visible, the dealings being on a moderate scale and chiefly at 7⅛ to 7¼c. for Hallett's and 8½c. for Cookson's, on spot.

TIN PLATE—The market here is still a spiritless one, and no conditions develop in any quarter calculated to bring about an immediate turn for the better. Prices are slightly uneven.

IRON AND STEEL—Except that regular customers have placed more orders for some popular brands, the situation in the pig iron market is practically the same as it has been for several weeks. Buying is almost wholly of very conservative character and the offering continues free enough to keep prices quite low. For finished products the market is dull throughout. The railroad companies are placing no orders to speak of for rails or track supplies, and little has yet resulted from the negotiations that have been going on recently for structural and other heavy steel. In ordinary bars there is hardly a fair business for the season.

PERSONAL MENTION.

T. G. Watson, of Paris, Ont., was in Toronto this week.

J. M. Wheeler, of Paris, secretary-treasurer of the Alabastine Co., was in Toronto Thursday. He reported that his firm intends next year to go more extensively than ever before into the manufacture of "Alabastine," "Jellstone," "Bug Finish," and dry size.

Hyman Miller, head of the firm of Miller, Morse & Co., wholesale hardware merchants, Winnipeg, passed through Toronto a few days ago en route home from a six months' trip to Europe. "Prices," he remarked, "are still very low in England, and competition is very keen."

THEY BUY EARLIER.

J. S. Leighton, of Orangeville, was in Toronto on Wednesday. "The holiday trade has been fair," he said to HARDWARE, "but we have not experienced that rush this season that we did in years gone by. The fact of the matter is, people do not now leave the making of their purchases to the last few days preceding Christmas. They now begin a week or so earlier than they did, thus spreading their purchases over a longer period."

A. G. PEUCHEN TO RETIRE.

A change is to be made in the Toronto business of the Canada Paint Company. A. G. Peuchen retires. The Canada Paint Co., it will be remembered, was the outcome of an amalgamation of the A. G. Peuchen Co., Toronto, Fergusson, Alexander & Co., and William Johnston, Montreal. Toronto was made the headquarters of the western business, with Mr. Peuchen in charge. But for some time, it is understood, all has not been harmony between himself and those in authority, and the present change is generally considered to be the outcome of these differences. Rumor has it that W. H. Evans, the Hamilton representative, will remove to Toronto and take Mr. Peuchen's place. The latter is, with his brother, S. C. Peuchen, and his uncle, Thomas Clark, going into the manufacture of paints, ascetic acid, etc., under the style of Peuchen & Co. Mr. Peuchen retires from his present position in March next.

REPAIRING TINWARE.

IT is no trick to mend tinware properly, writes a correspondent of American Artisan. Always have on hand some good, and above all things clean, soldering acid, which should be so placed that it can be found at a moment's notice. A swab made out of sheet lead and bristles is good enough for most people, yet there are many who will use almost anything. In place of a decent implement to apply acid with, a good scraper can be made out of an old file, and if it is only ground sharp, there is no reason why it should not do good work. The rosin should be kept in a box free from dust. If dust is good to solder with, then why buy rosin? And if chunks of rosin are better to use when soldering, then there can be no necessity for reducing it to powder.

To put a spout on a tea-kettle the cheapest way is to take the old spout off with care, and put on a new one. The lime inside the kettle should be scraped off first, so the moisture in the lime will not cool the solder before it has a chance to "stick." If the body of the article is rusted badly, then solder on a new piece of tin. This is cheaper than devoting a quarter of an hour to trying to make solder stick to rusty tin. Don't make a mistake and have the spout of the kettle try to look around to see where the back side is.

When a boiler is to be "cut down," it must be evident that the first step is to remove the old bottom; the edge can be knocked back and the outer edge be removed by cutting off the edge of the burr; so, by heating. the remains of double-seam can be taken off. After this a burr can be turned on the bottom, and if the body has been properly cut down and cleaned, there are some chances that a good job will be the product.

When a six quart pan is brought to have a new bottom put on, then is the time that the tinner has to have an iron cheek. It may be that the price of a new bottom is greater than that of a new pan. Such an event has happened to the writer. The only way out of this dilemma is to do the same as our Pilgrim Fathers did—make the best of the circumstances.

While this article may not be a dictionary of "mending tinware," if it has convinced the reader of the importance of mending his tinware well—providing he has a tin shop where tinware is mended—the object has been achieved.

WILL WE BE SHIPBUILDERS AGAIN

CANADA was at one time the greatest shipbuilding country in the world. That was in the days of wooden vessels. Now the best vessels are built of steel and nickel. Canada should produce these cheaper than any other country. An unprejudiced source, The London Economist, says: "Canada will eventually control the shipbuilding industry, and this from a remarkable fact of only recent realization. It is now practically proved that steel mixed with from 3 to 5 per cent. of nickel is double the strength of ordinary steel, and as it does not corrode or take on barnacles, ships constructed of it will possess the very great advantage of never requiring to be scraped. Moreover, as ships of nickel-steel may safely be built much lighter than ordinary steel ships, their engine power and consumption of coal may be safely reduced without diminution of speed; in short, according to this writer, such steel seems bound to supersede the ordinary article, and probably also all other materials in present use in ship construction, and this being the case, the nation which is in a position to produce this metal must necessarily control the shipbuilding industry. For the present, at least, there is no considerable supply of nickel outside of Canada, which, in fact, possesses nickeliferous pyrites without limit, the entire bleak region extending from Lake Superior to Labrador being rich in it. It is declared by experts that the Dominion can supply a million tons of the pure metal annually, if necessary, for an indefinite period."

HOW TO TELL IRON FROM STEEL.

IT is very important for us to be able to distinguish in a simple manner whether iron or steel sheets are being delivered to us. Can you give us such a test?

The above question was submitted to Metal Worker, and the answer it gave was as follows: "We know of no better way than to try the method of doubling up pieces of the sheet metal you wish to examine, hammer them flat, and examine the bent surface. There are two signs which mark the difference between the two. The iron is duller, has less lustre than the steel. If you feel the bent surfaces you will notice the steel feels smoother under the touch, or slight rubbing, than the iron. This is especially pronounced in the thicker pieces. This difference in feeling is the greater the more ordinary the iron is. With very thin sheets this difference naturally disappears, more or less, and we have to call in the aid of a pocket lens. With the help of that we notice that the surface of the iron is rougher than the surface of the steel, even in the best sheets, due to the difference in structure of the two metals. The best iron and the best steel (sheet) come nearest each other, but there is still some difference. On close examination you will notice that the iron has a finely grained skin, as if there were pores. This contributes to its duller lustre. On steel the scale comes off more easily, too. There was a time when sheet steel could be distinguished from sheet iron by its 'ring' or sound when struck with a hammer, just as some experts can pretty nearly tell a passenger axle from a freight axle if laid among a pile on the ground and struck on the journal, by its 'ringing' or higher pitch and the feeling of a 'spring,' as they call it. So it was with sheet steel. But now this distinguishing mark does not exist any longer. In its make-up and working qualities it is so much like best sheet iron that, as the foreman of the tin shop of a great establishment states, no one is able to tell which is which."

MAKING THE DISCOUNT.

THERE is nothing that pleases a wholesale dealer more than to have his customers make the discount, says a writer in Metal Exchange This refers to the special discounts given for cash payments, and is true, though a reduction in the profit on the sale is one of the results. A case in which the discount was made recently, however, while very clever, has brought no comfort to the wholesaler. Two concerns, whose wares are used by the same class of trade without conflict of interests, have their office and salesroom together. A man came in one morning and asked to see the line of goods that occupies the greater portion of the showroom. A salesman sold him quite a bill, for which he paid cash, showing a business card from a business house in a nearby town, and as he had taken an interest in the construction, management, and proper setting of the goods, he gave the impression of a live dealer. He asked more questions than usual of a pertinent character, and showed intelligence and enterprise in preparing to do a larger business in the line of goods being investigated, so an extra discount was given him as an incentive to continue his dealings. While he was talking with the salesman the goods of the other concern were being shown to another buyer and attracted his attention. He was introduced to the manager by the salesman, and again his intelligence and interest secured him the discount, and paying his bill he stated he would send the local express for the goods the next day, which he did. In praising his intelligence to a third party the man whose card was presented heard of it and said he had never been in the place and knew nothing of the transaction. He never had any use for such goods, as his work was not in that line. It was clearly evident that someone had impersonated him profitably, but, as the bills had been paid, he could not see where he had suffered. The imposter had made the discount with two bright business men and good salesmen. Efforts to secure trade prices by outsiders are not unusual, but are seldom successful, and those in the trade are often unable to make the discount because of the long credit they ask for.

DAYS OF GRACE.

New York banks are notifying customers of the new law, which goes into effect on January 2, which declares that "On all notes, drafts, cheques, acceptances, bills of exchange, bonds, or other evidences of indebtedness made, drawn, or accepted by any person or corporation after this Act shall take effect, and in which there is no expressed stipulation to the contrary, no grace, according to the custom of merchants, shall be allowed, but the same shall be due and payable as therein expressed, without grace."

TRACK-LAYING IN 1894.

The table of the new railway construction in 1894 has just been prepared, and the figures fitly reflect the depressed business surroundings of the transportation interest during the year now closing; 1877 was the top-notch year with 13,000 miles. The figures show:

State.	Miles.	State.	Miles.
Alabama	14	Montana	101
Arizona	193	New Hampshire	7
Arkansas	34	New Jersey	33
California	32	New Mexico	75
Colorado	65	New York	40
Florida	85	North Carolina	3
Georgia	30	Ohio	93
Illinois	147	Oregon	1
Indiana	58	Pennsylvania	128
Kansas	3	South Carolina	58
Louisiana	91	Tennessee	14
Maine	111	Texas	87
Massachusetts	4	Utah	19
Michigan	112	Virginia	5
Minnesota	69	West Virginia	49
Mississippi	20	Wisconsin	46
Missouri	59	Wyoming	20

Total in United States	1,919
Total in Canada	322
Total in Mexico	74
Total in United States in 1893	2,635
Total in United States in 1892	4 187
Total in United States in 1891	4,282
To al in United States in 1890	5,670

As The N. Y. Journal of Commerce remarks, all these figures take no note of the vast and rapidly increasing mileage of light roads, electrical and others, which now share with the steam roads in short distance passenger travel. In some instances important lines through populous regions have been well nigh paralleled. The 200 miles of the New York and New Haven road, between New York and Boston, is now thus treated for 150 miles.

THE DRUMMER'S ORDEAL.

MY fellow-passenger drew a long breath through the cigar stump between his teeth until it burned like a crematory furnace, and enveloped me in a haze of smoke; then he lighted his third cigar, settled himself back in his seat, and began:

"Six years ago this coming January 19th I reached Spikers Station on the 5.14 train in the afternoon. I was traveling for a wholesale grocery firm, and was engaged in working among the stores in this part of the State. Spikers is a little place.

"Only one local train a day stops here. The place consists of a forlorn station, a few poor frame dwellings, a store kept by a Scotchman, a saloon and a blacksmith shop. This, you know, is a sparsely-settled region. At intervals in the broad expanse of scrubby woods there are small farms and an occasional ore bank or sawmill upon which the few inhabitants depend for their livelihood.

"I got off the train and hurried over to the store. As it was already dark the place was filled with loafers, rough-looking fellows, who stared in a vacant way as I unpacked my sample cases and spread the goods upon the counter. I knew the storekeeper and had no trouble in selling him a bill, so that when I finished business with him at the end of an hour, I felt amply repaid for my trouble. Then I began to look about for a place to spend the night.

"I found that the Pittsburgh express stopped at Schmucker's Junction, three miles up the track, and that by good, brisk walking I would be able to catch it comfortably. I made arrangements to have my cases sent on by the local train next day, and then took my leave, after having received explicit directions to follow the beaten path along the railroad.

"As I left the store I noticed, but did not heed, the sinister glances that three of the loafers who were sprawled along the counter cast upon me.

"It was a clear night; the moon was just rising above the mountains in the east; the air was cold and crisp and the ground frozen hard. In a few moments I passed the last house, reached the railroad, and was reeling off rod after rod of the hard white path that stretched before me. I soon arrived at the woods and was plunging deep into their heart. I had set for myself a brisk, bracing pace, and at first felt not the slightest uneasiness at my lonely condition, dark and forbidding though the woods seemed. When I had gone about a mile and a half I found myself within a few yards of what appeared to be a wood road, that wound out from among the trees, crossed the track, and then lost itself in the blackness on the other side.

"I had just passed this road, when I was startled by the sudden sound of a footfall behind me, and, before I could turn, two horny hands had seized my throat and held me fast. I tried to cry out, but my effort was stopped by a firm clutch of the strong fingers. Then two men appeared, and in another instant I lay helpless on the ground.

"The three ruffians were big, burly fellows, so heavily muffled up that, beyond a few stray whiskers, I could make out nothing of their faces. All my efforts at kicking and struggling proved vain. One sat on my legs and coolly tied my feet; another bound my arms, and then the clutch on my throat was loosened, and I was allowed to breathe. In a few moments they had taken everything of any value on my person—a watch and my money; not much, only a few hundred dollars.

"This done I thought I would be allowed to go, but reckoned wrongly. One seized my hands and another my feet and then laid me across the track. My horror knew no bounds when I realized what this meant. One of the brutes tied my feet hard down to the rails. I begged and threatened, pleaded and expostulated, offered them a reward for my release, and dire vengeance if they left me there, but in vain. They coolly wrapped the rope round and round my ankles and under the rail, and then, fastening my arms at the elbow, they proceeded to secure my body.

"The tighter I felt the rope drawing to hold me until the express freed me from the track and the world the more I pleaded. The final answer was a blow on the mouth and the information that they wasn't going to have me telling tales. Then they left me.

"I heard the rattle of wagon wheels as they drove away. And then I was alone. I twisted and tore and writhed, in my frantic efforts to free myself, until exhausted. Time passed slowly. I pictured myself lying in pieces along the track.

"At last I heard a ringing in the rails, a low, plaintive ringing that told me that the express was coming. In a few moments and it would be on to me. I twisted and writhed in one last desperate struggle for freedom. I tore and kicked until the ropes cut deep into the flesh, and my clothes where the thongs were grew hot from friction.

"The ringing became louder, until at last it developed into a roar. I looked down the track and saw the faint gleam of the headlight as the engine rounded a curve. One more minute!

"Frantically I struggled. Nearer and nearer came the flying train; louder and louder became the roar and ringing in the rails—so loud that it drowned my wild screams. The headlight was blinding me—all was over. No. I continued to struggle. Then I felt a burning sensation in my legs—a terrible heat—and an odor of burning clothing followed. I raised my head and the gleam of a flame met my eyes. There was a sudden flash, and in an instant my feet were enveloped in fire. I realized it then—the friction of the thongs, in my tremendous struggles, had set fire to my trousers.

"Suddenly, almost miraculously, the ropes unloosed—they had burned off, and my feet were free. I raised myself on my back and waved my blazing legs in the air. There was a whistle for down brakes, a jarring of the rails as the wheels slipped over them—the headlight was right over me, blinding me by its brilliancy—but too late! I felt the cow-catcher's nose gently rub my back and then it stopped. I was saved!

"The whole train crew and all the passengers rushed up. In a few seconds the fire was extinguished, and I was carried by kind hands into one of the cars. Ah! that was a terrible experience. I hope I may never have another such."

"So do I," I joined in heartily.

The speaker paid no attention to me, but continued: "I lost fifteen pounds in fifteen minutes, a gold watch, and $300. My trousers, a new pair not yet paid for, were burned into knickerbockers. The bruises I recovered from. It was just six years ago, and ——"

He blew out a great puff of cigar smoke and was about to continue when above the buzz of conversation and rattle of the train arose the nasal tones of a farmer in the seat behind us as he exclaimed to his companion:

"Et do beat all th' way this 'ere kentry's growin', Sam. Two years ago they wasn't a house or store at Spiker's Station, an' now its gettin' quite a place.—Evening Sun.

COAL OUTPUT FOR 1894.

It is understood that the year's output will approximate 41,000,000 of tons of anthracite, and if colder weather does not soon come there will be something like a million tons of unsold coal on hand December 31st. The output of 1894 will be about 1,500,000 tons less than 1893. As the condition of temperature is the chief governing feature in the demand for coal, the coal owners naturally hope for colder weather, and it is consequently impossible to predict as to demand without knowing whether this will be a mild or a severe winter. It is quite evident, however, that radical restriction of mining must be ordered for the early part of next year, and the sales agents will meet in New York this week to take the January output and prices into consideration. The effort for the current month is to reduce the production to one-half the capacity of the companies. Prices are regarded as fairly well maintained along the line and in the city trade, but some shading is being done at tidewater. Pea coal appears to be the only size at all in demand.

The total amount of anthracite coal sent to market for the week ending December 15, as reported by the several carrying companies, was 878,362 tons, compared with 888,507 tons in the corresponding week of 1893, a decrease of 10,145 tons, and for the year to that date the total tonnage has been 39,942,948 tons, compared with 41,470,524 tons in the corresponding period of 1893, a decrease of 1,527,576 tons.—Philadelphia Ledger.

BIMETALLIC TELEPHONE LINES.

IT has long been known, says an exchange, that a wire composed of a steel core and a thick copper coating has greater electric conductivity than copper alone, besides possessing greater strength. The first use made of the bimetallic wire was in telegraphy, and afterwards it was tried for telephone service with equally good results. The general fact was brought out a year or two ago by Gen. Eckert, now president of the Western Union Telegraph Co. that if a single wire of this sort were employed in telephoning, with the earth for a means of returning the current, conversation would be more distinct than if copper alone was resorted to, and there were two wires, forming a complete metallic circuit. Some interesting details corroborative of that statement are afforded in the recently issued report of the chief signal officer of the United States Army. Gen. Greely tried bimetallic wire laying on wet grass and in a half mile of mud, had a few turns of it made about an iron bar driven into the ground at a point on the route, made a connection with a buried water pipe, and otherwise gave the electric current a good chance to escape, and yet without materially affecting conversation over the line. It was only when the bare wire was immersed in a lake that communication was stopped. Experiments were also made with a silicon bronze wire, which withstood still more severe tests. The line could be cut and the ends inserted into the ground, not merely a few inches, but several feet apart, without effect. Six such breaks, short ones, were made in a line 150 yards long, and one break nearly or quite 45 feet long in another line, and in both instances signals were audible, though faint.

LEADVILLE BULLION OUTPUT.

A press despatch from Leadville, Col., says that the statements of the smelters for the year 1894 show the bullion produced from Leadville ores during 1894 amounts to $8,160,074. The gold output for the year is $1,934,240, an increase in gold over 1893 production of $131,040. The tonnage of the camp for the year is 362,907 tons of ore, an increase over 1893 of over 22,000 tons. The aggregate production of the Leadville mines, 1879 to 1894, inclusive, in gold, silver and lead, amounts to $196,449,447. The number of men engaged in the mining, smelting and ore hauling business in this district is as follows: Miners, 2,231; smelter hands. 650; ore haulers, 150. During the last year the four Leadville smelters that are running, the Arkansas Valley, Union, Bimetallic and Elgin, handled 220,288 tons of ore, producing $8,846,434. The balance of the bullion from this district was produced by the Valley smelters.

BRUSHES

BRUSHES

For Spring Season, 1895

The attention of the Hardware Trade is particularly directed to the reduction in prices which we are making. Revised Price List will be issued shortly.

CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

Plymouth Interlocked Wood Rims

USED BY LEADING BICYCLE MANUFACTURERS OF THE UNITED STATES AND CANADA . . . . . .

CHICAGO, Illinois, Nov. 12, 1894.

THE INDIANA NOVELTY MFG. CO., Plymouth, Indiana.

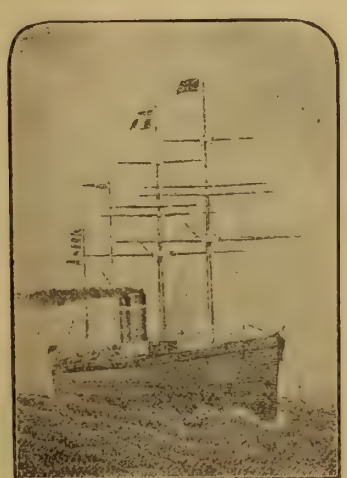
Gentlemen,—We have examined and tried the wood rims of other manufacturers of such articles during 1894, shaped for "G. & J." tires, and found that those you made of that pattern were in all respects the most satisfactory. The writer was so well pleased with the quality of the goods, compared with others, that he personally advocated your rims to all prospective purchasers that mentioned the subject to him. The material, the joint, the finish, and the exactness with which you follow the shape of pattern, are points in which you have excelled all others that we have so far seen.

Yours truly,
GORMULLY & JEFFERY MFG. CO., (by Thos. B. Jeffery).

RICE LEWIS & SON, LTD., Toronto, Canadian Agents.

We have patents covering our joint, and others covering the process of making single piece wood rims for bicycles.

THE INDIANA NOVELTY MFG. CO., Plymouth, Indiana.



ALLAN LINE

ROYAL MAIL STEAMSHIPS

Liverpool, Halifax, and Portland Mail Service

After Nov. 28th the Mail Service will be continued for the Winter 1894-5, from Portland to Halifax as under:

STEAMSHIPS.	From Portland.	From Halfax.
STATE OF CALIFORNIA.....	Jan. 3	Jan. 5
LAURENTIAN.....	" 17	" 19
NUMIDIAN	" 31	Feb. 2
MONGOLIAN.....	Feb. 14	" 16

The Steamers of this service carry all classes of passengers. The Saloons and Staterooms are in the central part where least motion is felt. Electricity is used for lighting the ships throughout, the lights being at the command of the passengers at any hour of the night. Music rooms and Smoking room on the promenade deck. The Saloons and Staterooms are heated by steam.

RATES OF PASSAGE:—Cabin, $45 and upwards, according to Steamer, location of and number of persons in Stateroom. Second Cabin, $30; Return, $55.

Steerage to or from Liverpool, London, Glasgow, Belfast, or Londonderry, $15.

H. & A. ALLAN, Gen. Agents, Montreal, or H. C. BOURLIER, 1 King St., Toronto

TAKING STOCK.

STOCK should be taken at least once each year; in some cases it may be advantageous to take it oftener.

The purpose of taking stock is:

1. To arrive at the present true value of goods on hand.

2. To have goods thoroughly cleaned and properly arranged.

3. To take note of stock in general so as to be able to determine which goods, or line of goods, should be discontinued, to bring forward slow sellers, etc.

TIME FOR STOCK-TAKING.

Stock should preferably be taken at a season when there is the smallest amount of goods on hand, or when the employes have the least other work to do; and should coincide with the general or annual closing of books of the firm. The majority of houses do this on or about December 31; if the above-mentioned conditions prevail at this time it is well enough, but when this is not the case, the time should be changed, as there is no good reason why the business year should be the same as the calendar year.

PREPARATION FOR STOCK-TAKING.

Get goods in order; have damaged articles repaired, order such parts of stoves, machines, etc., as are necessary to complete them, cut the broken glass into regular stock sizes, that there may be no delay when work on stock commences.

TAKING STOCK.

Commence early enough so as to finish on the day selected. Begin with slow selling goods first; this saves work in keeping account of goods sold during stock taking. Start at a certain place and take the stock right through, proper care being taken to omit nothing. If there is enough help available two or more parties, of two or three persons each, may be at work at the same time. Goods should be taken out of the shelves or bins, goods and shelves, etc,, well dusted, broken packages opened and contents counted, weighed and measured, as the case may be, and then someone familiar with the goods should call them off to another person to write down.

ARRANGEMENTS.

Any kind of ruled paper, say tablets 7 x 10 inches in size, will do for this. Take a flat box, fasten the tablet on top of it to form a movable desk; also a covered pasteboard box in which to put the sheets of paper when written on. Where there is a "line" of goods take down the smallest size or number first, and follow this up until the largest size or number is reached. Leave two or three blank lines between the different kinds of goods, except where there is a "line" of goods, i.e., goods of the same kind, only different sizes or numbers. Write on one side of the paper only—when a sheet is filled, tear it off and place it in the pasteboard box and keep on till the stock is taken.

FILING SLIPS.

Take the stock sheets and tear them off at the dotted lines, as shown herewith:

	Inches.
3 Standard Bellows	32
2 " "	34
1 " "	36
1 Eagle Anvil	$70 00
1 " "	80 00
1 Solid Box Vise	$35 00
2 " " "	40 00
1 " " "	50 00

Pounds.		
25	Essex Horse Nails	$5 00
125	" " "	6 00
375	" " "	7 00
550	" " "	8 00

Every slip thus torn off contains only one kind of goods, or a "line" of them; assort these slips according to alphabet, using an indexed file 9 x 12 inches in size, or something similar, to put the slips in. When all the slips are in, take another indexed file of the same kind, take the A's out of the first file and assort them into the second file alphabetically, according to the second letter, and then copy them into the stock book, strictly according to alphabet, similar to the, manner of a dictionary; then take the B's and proceed in the same style to the end. The slips containing the same goods, in whatever part of the house they may have been, will always come together at the time of copying into the stock book. Use a separate stock book for each invoicing; a book 10 x 12 inches, 200 pages, or more if necessary, is a convenient size.

ALPHABETICALLY ARRANGED.

If, in copying, several slips containing the same goods are found, the different quantities will be added, and copied into the stock book in the aggregate. Duplicate stock is transferred, as here shown, by changing the quantity—this page indicating stock taken in one place, with quantities in the warehouse added:

STANDARD RUBBER BELTING.

75 feet	1½ inches.	2 ply.
64 "	2 "	2 "
21 "	2 "	3 "
63 "	3 "	4 "
193 "	4 "	3 "
87 "	4 "	4 "
24 "	5 "	3 "
213 "	6 "	3 "
484 and 105 feet	6 "	4 "
510 " 119 "	8 "	4 "
66 feet	10 "	4 "
194 "	12 "	4 "
55 "	14 "	4 "

EXC. RUBBER HOSE.

27 feet	½ inch,	3 ply.
100 and 69 feet	¾ "	3 "
33 feet	¾ "	4 "
50 and 45 feet	1 "	3 "
29 feet	1 "	4 "

PRICING.

Pricing the stock book should be done carefully by a competent person, and the aim should be to arrive at the present lowest market prices, not what the goods have cost. Proper deductions should be made for defective and unsalable goods.

Stove fixtures should be taken at a reduction, say 5 to 10 per cent., from prices of former inventory, to compensate for wear and tear.

Each page of the stock book should be added separately, so that if a correction has to be made, the page in question only has to be changed, while if the amount is forwarded from page to page, the corrections would have to be made on quite a number of pages.

Enter the amounts of all the pages at the end of the stock book and add them—this is the cost of the goods at the place of shipment. Next determine the per cent. of cost of laying goods down in the store in the following manner:

FREIGHT, DRAYAGE AND BOXING.

Find total amount of goods bought during the year; next total amount paid for freight, drayage and boxing during the same period, and this will give the per cent. of expense of laying down the goods in the house, which rate should be added to the inventory.

During stock-taking account must be kept of goods sold after they are written down, and the cost price or approximate thereof of the goods thus sold should be deducted from total amount of inventory, and the remainder is the value of the goods on hand.

GENERAL REMARKS.

After the inventory is taken, the same should be carefully gone over. Goods that have been on hand a long time should be marked down, and the sale of them pushed, so as to get rid of them. Note should also be made of such goods as have proved unsatisfactory, and means devised to make them more profitable, or to discard them altogether. Goods that have proved profitable might have consideration with a view of enlarging stock, variety, and sale of same.

The writer is aware that the system of arranging the stock book in alphabetical order is not practised generally, and will grant that there is more work involved in doing it. This additional work, however, is a small item, considering the following advantages:

No need of index for stock book.

Goods more easily found in book.

Less liability of goods being omitted or taken twice.

The goods taken may be in a good many different places in the house—in the stock book they are all together in the aggregate.

More ease in comparing stocks taken at different times.

Easier to price (if a price book is kept).

If annual sales book is kept, saves half the time of entering stock on hand.

Neater and more orderly appearance of stock book.—C. T. Rosenthal, in Iron Age.

VALUES DEMORALIZED.

THE situation in the western iron trade, according to The Iron Trade Review of the 20th inst., is anything but satisfactory. The journal referred to says :

"Recent developments in iron and steel have begotten a unanimous desire among producers for a new year and a new deal. Statistics of pig iron stocks show that coke iron has been piled up to an extent beyond expectation, and where makers have been compelled to stay on the market they have parted with their product at a figure that in some cases has meant a loss on every ton, if books are rightly kept. The largest producer of southern iron has decided to suspend sales calling for long deliveries until there is a change for the better ; but this has not prevented other producers, north and south, from giving buyers the full benefit of the existing weakness. It is conceded by buyers that the prices of the past fortnight are too low to last, and when the more anxious producers are filled up with orders the reaction may be looked for. In the districts supplied with Lake Superior ores the accumulation of stocks has been most noticeable, but if the latest indications as to the temper of leading ore producers are reliable, makers of Bessemer iron who have refrained from selling far into the new year are likely to find interest on accumulated iron more economical than three months' and four months' sales on the present basis. Bessemer at $10.15 Pittsburg last week has been followed by low Valley sales, one netting the furnace $9.40 after commissions were paid ; yet there are few furnaces in the Valley willing to sell into the spring at less than $9 75, and others would hold for $10 on three months' deliveries, or $10.65 Pittsburg.

"The fact seems to be appreciated by consumers of soft steel that the minimum has been reached. Some good sales are reported at Pittsburg at $15.25, with a few transactions shading that figure, in view of the extreme weakness in Bessemer. The duration of the present prices for crude iron and steel depends on the width of the gap that must be bridged to the railroad buying looked for early in 1895. Structural work will call for large shipments of steel in the first quarter of 1895. Lake shipbuilding is accumulating a total much better than was looked for. The eastern iron and steel market has developed more activity the past week. Mills in that section have closed a fair aggregate of business and the holiday shut-down will be short. Pig iron sellers at Philadelphia have made liberal sales considering the season, and are managing to hold quite closely to quotations. In the Chicago market there has been a good enquiry in nearly all lines, with a promise that a large tonnage will be placed early in the new year. Wire rod purchases east and west have been increased, but at prices under $22 Pittsburg. Nail mills are making a rush for business, with buying light, and cut prices continue. Several more tin plate mills have started non-union. In spite of the small output, prices are weak. Foreign importations have been heavier, and Welsh manufacturers are getting wage reductions of from 10 to 20 per cent."

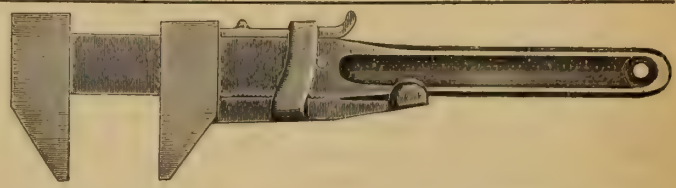
Cutlery

Full assortment in stock for the holiday trade at . . .

A. C. LESLIE & CO., Montreal and Toronto

Specially Close Prices

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

Our Specialty PURE TURPENTINE Every Barrel Guaranteed Pure.

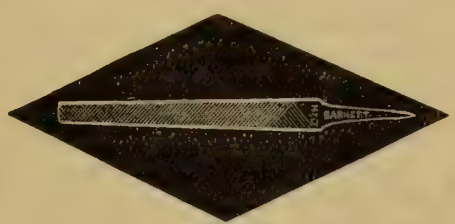
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Office and Warehouse : 33 Front Street West. TORONTO Factory : 122-4 Richmond Street East.

Buy ELASTEROLE Varnish for outside or inside work.

TRADE MARK.

BLACK DIAMOND



FILE WORKS

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. Gulletting Sawfiles.
Climax Sawfiles. Lightning Sawfiles.

—AND—

EVERY OTHER DESCRIPTION OF SAW FILES.

Monarch



Metal

Best Anti-Friction Metal for all Machinery Bearings.

It prevents Hot Boxes.
It will not Cut or Heat Journals.
Its lasting qualities are of the highest order.
It is a Self-Lubricant.
It saves a large percentage of Oil.
It accomplishes its work with much cheaper grades of Lubricants.
It increases the Motive Power.
It is the only metal that protects and does not wear Journals ; it Enamels them.
It is adapted to high and low speed Machinery.
It will stand the heavy work of Rolling, Sugar, Saw and Wire Mills, etc.
It is especially adapted to all Steamship Bearings.

Send your orders to all dealers, or to

The James Robertson Co. Ltd., Toronto Montreal Winnipeg St. John, N.B.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

R. W. RUNCIMAN, merchant, Goderich, has assigned to C. B. Armstrong, London.

W. Ronald, crockery and glassware, St. Boniface, Man., has assigned.

A. H. Falardeau, general merchant, Spencer's Cove, Que., has assigned.

W. M. Ronald, crockery and glassware, St. Boniface, Man., has assigned.

Telespore Prevost, hardware merchant, Montreal, is offering to compromise.

A meeting of the creditors of the Canada Plating Co. will be held 31st inst.

The stave mill of T. A. Huston & Co., of Dresden, has been seized by the sheriff.

Wm. Hall, ship owner, of Toronto, has made an assignment to E. R. C. Clarkson.

Isaac H. Allen, lumber merchant, International Bridge, has assigned to the sheriff.

Andrew Durocher, general merchant, Belle River, Ont., has assigned to John C. Iler.

E. Ileenis, general merchant, Rigaud, Que., is offering to compromise at 75c. on the dollar.

A. B. Fontaine, general merchant, Rougemont, Que., has compromised at 40c. on the dollar, cash.

W. T. Mitchell, blacksmith and carriage maker, Palmerston, has assigned to Christian Kloepfer.

R. G. Gaucher, hardware merchant, Montreal, has settled with his creditors at 40c. on the dollar cash, business to be continued by G. G. Gaucher.

Felix Mongeau, joiner, Montreal, has assigned on demand of A. Dion et al., brokers, and Mr. A. Dion has been named provisional guardian. A meeting of creditors will be held on the 28th December. The assets are a couple of properties. The liabilities amount to $5,400.

Geo. Alex. Gray and Joseph Ney Babson, doing business under the name of the Canada Plating Co., Craig street, Montreal, have assigned. There are about fifty creditors, but the amounts are small, the largest being the Molsons Bank (secured), $750; J. H. Timmins, $293; W. McLaren & Co., Guelph, $165, and Thos. Trihey & Co., $400. An application has been made to call in J. N. Babson, one of the partners, who is said to be absent.

A. H. Palardeau, general merchant, Sillery and Ancienne Lorette, Que., has assigned his estate on demand of Thibaudeau & Freres. The assets are $36,220 and liabilities $37,960. The creditors are principally Quebecers, and include the Banque Jacques Cartier for $5,663, the Banque Nationale for $2,402, and the Banque du Peuple for $2,877. Napoleon Matte has been named provisional guardian, and a meeting of creditors will be held on the 29th December.

PARTNERSHIPS FORMED AND DISSOLVED.

Ruiter & McIntosh, founders, Cowansville, Que., have dissolved.

Alida Bruton, wife of John S. Prince, has been registered proprietress of the firm of J. S. Prince & Co., house furnishings, Montreal.

L. N. and Joseph E. Noiseux have registered a partnership in Montreal to carry on business as hardware merchants, under the style of L. N. & J. E. Noiseux.

SALES MADE AND PENDING.

The general stock of Lemire & Frere, Drummondville, Que., has been sold at 41½ cents on the dollar.

At Suckling's auction rooms, Toronto, on Wednesday, the stock of J. J. McIndoo, general storekeeper, Caledonia, amounting to $8 000, was sold to R. B. Jermyn, of Acton, at 61 cents on the dollar. The general stock of A. Sleep, Seagrave, amounting to $1,400, was sold to M. Burk at 57½ cents on the dollar.

CHANGES.

E. A. Cole, hardware merchant, Carleton Place, has sold out to Wm. Muirhead, who takes possession Jan. 1.

Mulholland & Co., manufacturers of moulding and wire mattresses, Toronto, have been succeeded by Manchee, Wilson & Adamson.

The interest of T. and W. Murray in the firm of Murray & Tuffy, general merchants, Cobden, has been purchased by Edward Tuffy.

FIRES.

John Boyd, blacksmith and carriage maker, Baltimore, has been partially burned out.

G. Mitchell & Son, general merchants, etc., Cobourg and Baltimore, have had their store at the latter place destroyed by fire

U. S. IMMIGRATION.

According to figures published by the Bureau of Statistics, the immigration into the United States for eleven months of the current year has been less than half as great as for the same period of 1893—or 233,891, compared with 486,276. There has been a noteworthy increase in the proportion of women immigrants, the number of male immigrants being reported as 300,884 for eleven months of 1893, and female, 185,392, while this year there have been 132,546 male and 101,345 female, and during November there were more than 7,000 female immigrants to 8,000 male. "Assuming," remarks N.Y. Journal of Commerce, "the immigration of the present month to be no larger than that of November, the total for the year will be barely 250,000, or not more than half the average annual immigration since 1880, while, according to figures published by Superintendent Stump, the current record of steerage passengers from and to this country by the transatlantic lines shows the number of departures to be greatly in excess of arrivals."

THE USES OF ALUMINUM.

THERE has been so much said and written about aluminum recently, says a writer in N.Y. Hardware, that one would think the subject well-nigh exhausted; yet, perhaps, from a manufacturing standpoint no metal just now deserves more notice than it, especially when we take into account the fact that it ranks first among metals in quantity and extent of distribution, one-twelfth of the earth's crust being composed thereof. It is tenacious, malleable, ductile, and does not readily oxidize. It is certainly worthy of attention, when we take into consideration the diverse, as well as the diametrically opposite, ways into which it can be manufactured. Like iron, it can be made into many useful cooking utensils, such as coffee pots, saucepans, dishpans, and a number of others of a similar nature. Things of this character made from aluminum have many advantages, some of which are that the metal is entirely free from poison; the food cooks quickly without burning, and the utensils are very light, aluminum being nearly three times lighter than iron and three and a half times lighter than copper. There are a few things that attack it, but which are not met with in cooking; caustic alkalies consume aluminum rapidly, muriatic acid slowly, and nitric acid only at a high temperature. The hardware merchant not only keeps the above ware, but can sell you hinges, bells, keys, locks, bolts, and many things in the electrical line.

Then again, like gold and silver, it is worked into many things that are ornamental, for at any jeweller's can be seen napkin-rings, watch-chains, match-safes, stick-pins, hair-pins, tooth-picks, lockets with stones set in them, and a hundred and one other trinkets too numerous to mention. The optician uses it in many ways, especially in the making of opera-glasses, and even the painter has a powder which, when mixed, gives it a silver-like lustre.

Owing to its lightness, the dentist uses it to take the place of gold in making the plates for artificial teeth and in the capping of teeth. One of the finest alloys is aluminum bronze, which has the color of gold and is capable of taking a high polish; it has the tenacity of steel, and from which very fine castings can be made, and is composed of 90 per cent. copper and 10 per cent. aluminum. Many military accoutrements are made from it, owing to lightness and strength. So it can be readily seen that while, at the present time, aluminum is used by such businesses as are not closely connected, yet as its production is gradually being diminished in the way of cost, so its benefits are being just so gradually recognized by others who, but a short time before, could see no good in aluminum from a commercial basis.

Galt wants a general town mail delivery system inaugurated.

A
good
"wind-up"
for 1894

would be to make prompt arrangements for ample safe protection for all of your books and papers.

We make exchanges.

J. & J. TAYLOR



DO YOU?
WISH THUS TO BUILD,
an advertisement
in the
CONTRACT-RECORD,
TORONTO
will bring you tenders from the best contractors.

LIFE WITHOUT RUBBER.

IN our own day, says a writer in Longmans' Magazine, it really seems as if we couldn't possibly get on without india rubber and gutta percha. Though both are of comparatively recent introduction, the number of purposes to which they are applied is so immense that our civilization without them would at least be very different from the form in which we actually know it. To lump a few miscellaneous examples in a single paragraph—without those two, submarine cables would be almost impossible, telegraphy would assume many unlike modifications, goloshes would not exist, waterproofs and mackintoshes would be a beautiful dream, and a rubberless world a hideous reality. Elastic, in the sense in which ladies use the word, for tying hats or making garters, would never have been evolved; tobacco pouches would still be of silk or leather, our combs would be of horn, and our buttons, paper knives, penholders and pipes much dearer than at present.

As for machinery, where would it be without india rubber cinctures and tubes and cups and valves and buffers? Where would engineering be without the endless minute applications of the elastic gum? Where would surgery be without the innumerable devices, the syringes and squirts, the belts and bandages, of which india rubber forms the sole, and, as it seems to us now, indispensable basis? Fancy putting out fires without the invaluable hose; fancy whirring manufactories without the inevitable gearing. The bicyclist would miss his pneumatic tires; the artist would miss his ever handy eraser.

When we go to the dentist, which is always in itself a delightful excursion, a happy hour is made happier for us by the india rubber sheet with which he dexterously contrives to check undue loquacity. When we go to the gymnasium half the apparatus we employ is based on it. And what would life be at the present day without india rubber hot water bottles?

HE AWAITED INSTRUCTIONS.

A Birmingham manufacturer, who found himself overwhelmed by a sudden rush of orders, and, in consequence, unable to fulfil his promise to deliver the goods by a specific date, says "Vulcan" in Ironmonger, received a letter from a country ironmonger bitterly complaining of the delay, and asking what he should do, as a customer, after calling day after day, and being assured the goods were certain to arrive on the following day, had called him a "liar". The only comfort the poor ironmonger got was a postcard asking the size of the gentleman who had so far forgotten himself. "I am afraid that ironmonger has lost his self-respect, or he would have ordered the gentleman out of his shop without waiting for the advice of the Birmingham manufacturer"

MUNN'S LIQUID GLUE
Received the Highest Award
WORLD'S FAIR, 1893
In competition with
American Glues
THE ART METROPOLE, Agents.
131 Yonge St., TORONTO.

Pigou, Wilks & Laurence
Limited.
11 QUEEN VICTORIA ST., - LONDON, E. C.
Sole makers of the
"ALLIANCE"
PRIZE SPORTING POWDER
THE TRADE ONLY SUPPLIED.

THEILE & QUACK
ELBERFELD, GERMANY.
A★1
Corporate Trade Marks for Theile & Quack's celebrated cutlery.
IRVING CUTLERY Co
FULTON CUTLERY WORKS
LAMPLOUGH & McNAUGHTON
Canadian Agents
Temple Building, - MONTREAL.

Books for Retailers
Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS
Sent, postpaid, on receipt of price

HARDWARE MERCHANT
TORONTO.

A POWERFUL ELECTRO-MAGNET.

A RECENT despatch to The New York Times from Willett's Point, N.Y., tells of a big twelve-inch gun standing on the ramparts there. It is an innocent looking gun, and a big coil of telegraph cable wound around the muzzle end of the piece suggests that it has become fractured and that the Government is experimenting with an economical method of repairing broken down ordnance. The gun, however, is the most powerful electro-magnet in the world, excepting those of nature's own construction at the imaginary points of the earth known as the magnet poles.

The big magnet is the invention of Col. W. R. King, commander of the Engineer Corps of the United States Army stationed there, and some very interesting experiments have been made with it. When Col. King conceived the idea of building an immense electro-magnet, he had no thought of its possibilities. There entered into the construction of the first magnet two huge guns, some pieces of iron, and a good many miles of heavy insulated telegraph wire. The guns stood on carriages on top of the fort. The pieces of iron were fastened across the breeches of the cannon, and were held in place by chains, forming a horseshoe. The telegraph wire was wound around the muzzle ends of the guns, making two immense spools. The current of electricity was supplied by a dynamo, and the first time the magnet was charged it developed marvelous power. The work undertaken simply as an experiment soon became a matter of great importance. The magnet had not been long in existence when it was discovered that it would derange a vessel's compass at a distance of six miles from the fort. The discovery suggested that if in time of war an enemy's ships attempted to pass the fort under cover of darkness or during the prevalence of a heavy fog, when the pilots would have to depend solely upon the ship's compass, the commanders of the warships would probably find their vessels ashore near Willet's Point, where they could be blown up with torpedoes, or destroyed by the guns of the fort.

Many experiments have been made from time to time in testing the power of the big magnet. One of the most interesting ever attempted was made under the personal supervision of Col. King. A number of pieces of railroad iron were placed near the muzzles of the guns, and the current of electricity turned on. Immediately the rails flew to the magnet, and were held as fast as if they had been welded to its immense core. Col. King then had one end of a large chain fastened around the pieces of iron to ascertain the amount of power necessary to pull them away from the magnet. The other end of the chain was attached to a capstan, that was held firmly in place by long stakes driven into the ground. When everything was in readiness for the test the capstan bars were manned by eight stalwart engineers, and they endeavored to pull the railroad iron away from the magnetized guns. After straining for some time, the stakes holding the capstan in place gave way and it toppled over. The railroad iron had not even moved on the face of the magnet. The dynometer which had been attached to indicate the amount of strain the magnet would stand showed that it had resisted 22,500 pounds. It was found impossible to disturb the pieces of railroad iron until the electricity had been shut off.

Some time ago Col. King caused to be made the one-gun magnet. Thirteen miles of half-inch insulated telegraph cable was used in making the coil on the gun. Tests with this magnet showed that it possessed almost as much as power the first one, where two guns were used for the core. A number of exhibitions of the working of this electro-magnet were given before the members of the American Society for the Advancement of Science. One of the exhibitions attracted a great deal of attention, as it best illustrated the power of the magnet muzzle of the gun. The balls weighed on an average, 430 pounds each. The first one was placed under the muzzle of the gun, and notwithstanding the smallness of the point of contact, made so by the shape of the suspended object, the ball was held very firmly. A second cannon ball was placed under the first one; then a third was put under the second, and when the fourth ball was held up by the magnetic attraction exclamations of surprise came from the spectators. The smallness of the central point of bearing of each cannon ball, in the rigid manner in which the four iron spheres were held up, was considered to be the best exhibition of the magnet's power.

During the recent series of experiments an iron tray, heaped up with old horseshoes, big iron spikes, nuts, bolts, and other articles made of iron, was given to a soldier, and he was directed to hold the tray in front of him and walk toward the magnet. When the soldier arrived at a point about fifteen feet from the gun the contents of the tray departed with a rush and lodged on and about the muzzle of the big gun. The soldier had all he could do to keep the tray from following the scrap iron. This test has staggered the possibilities of big electro-magnets being used to defend forts and earthworks from land attacks. A row of them of sufficient power would draw the smaller arms out of the infantry while the advancing column was still some distance from the place of attack, leaving the soldiers at the mercy of the garrison of the fort.

Swear not to give long credits the New Year, and your chances for happiness will be all the better.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

IRWIN'S

CANADIAN CUSTOMS TARIFF

— AND —

ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings Foreign Money Tables (Sterling, Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercial lawyers in our country. This book is **up-to-date**, and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

THE

Best Upsetter

A Poor Upsetter means to the blacksmith who buys it money thrown away. In the long run it don't pay a merchant to handle goods that are not satisfactory to his customers. Jardine's Patent Tire Upsetter is reliable and durable, and moderate in price.

TRADE MARK J REGISTERED

A. B. JARDINE & Co.

Manufacturers Blacksmiths' Tools

HESPELER, ONT.

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,

ESSEX, ONT.



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

CALCINED PLASTER
LAND

We manufacture from the best rock only. We guarantee our plaster a first-class article. Write for Prices.

WINDSOR PLASTER CO.
Windsor, N. S.

WE WANT

To send a man to every store in Canada to show samples of our goods, and would pay for a seat in a conveyance driving through the country. State terms and route now covered. B. M., care of MacLean Pub. Co., 10 Front E., Toronto.



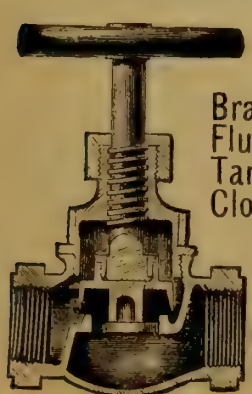
We have just put in New Machinery, by which we can turn out
HAMMERS AND SLEDGES
OF EVERY KIND
At low r prices than ever before.
Only best steel used.
Write for fuller particulars.
JOSIAH FOWLER,
ST. JOHN, N.B.



HORSE CLIPPERS
CEM AND H. BOKER
Finest Quality. New stock just arrived.

RICE LEWIS & SON
LIMITED
TORONTO - - ONT.

For Plumbers' and Steamfitters'



Brass Supplies
Flush Tanks
Tank Boards and
Closet Seats
. . . WRITE . . .
THE
Stevens Mfg. Co.
London, Ont.

LAKE SHIPPING.

UPON the departure of the last grain fleet from port The Chicago Inter-Ocean reviews the lake navigation season. This year has been worse than last, and that was the worst year that had ever been experienced up to that time. There was a deficiency of grain to transport, the season opened a month too early for the interests of the vessel men, and rates went down beyond any precedent. The western movement of the milling trade increased the flour shipments, and the scraping up of iron ore off the surface of the ground with steam shovels increased the ore shipments. The average rate on corn from Chicago to Buffalo was 1.19c. per bushel, as compared with 1.43c. last year; the rate on ore from Chicago to Lake Erie ports was 46.12c. per ton, as against 56.16c., though the ore rate from Duluth was less than a cent below that of last year; the rate on coal from Buffalo to Duluth averaged 24.98c. per ton, as against 29.16c., while there was an increase of a little more than a cent a ton on coal from Buffalo to Chicago. The rate on corn did not go below one cent a bushel last year, but this year it touched three-quarters. The half million bushels of wheat sent to Ogdensburg is said to have been destined for New England for feeding purposes, and it is conjectured that 800,000 bushels of the wheat shipped to Buffalo and Erie was for feeding purposes, and in addition to this large quantities of "ground wheat" came east for feeding purposes.

For the year, compared with 1893, the flour shipments by lake show a large increase. From Chicago and South Chicago they amounted to 2,190,385 barrels, as against 1,472,060 in 1893; wheat fell off more than 5,000,000 bushels, which is over one-fourth; corn fell from 63,000,000 to 35,000,000 bushels, in round figures, and oat shipments fell about a third, 7,500,000 bushels.

The total shipments of iron ore by lake greatly exceeded those of last year, being 7,776,547 tons, against 5,880,918 in 1893 and 8,545,313 in 1892. Lumber shipments from Lake Superior increased, but from Lake Michigan, Green Bay and Lake Huron the business has been bad.

The lake lines are said to have done more business than ever before in carrying merchandise east and west. Never before were they such sharp competitors of the all-rail routes.

A few vessels have earned six or seven per cent. this year, but many have lost and many have earned little, and two per cent. is estimated as an average dividend. Better business is expected next year; ore shipments promise to be large, the vast quantities of wheat stored in Chicago will go east some time, and better general business in the spring is counted on. Two months of rates that a short time ago would have been thought very moderate would send orders to the lake shipyards for more steamers of 3,000 and 4,000 tons burden.

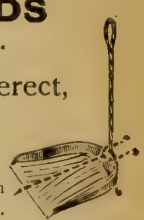
HELLO!
Is that the HARDWARE!

We wish to thank your readers for the orders we have received during the past year, and 1895 finds us in a better position than ever to fill any orders entrusted to us in the lines of Wringers, Washers, Churns, Mangles, etc.
Our aim is **GOOD GOODS** and prompt shipments.

DOWSWELL BROS. & CO.
HAMILTON, ONTARIO
EASTERN AGENTS
W. L. HALDIMAND & SONS, - Montreal

RAMSAY'S
Pure Lead
Mixed Paints
Oil Stains
Varnishes
ARE AHEAD

Long Folding-Handle Dust Pan
HANDLE FOLDS
As shown by the Cut.
While in use stands erect, locked in place.



Now Made in Two Grades. Get prices from the wholesale trade, or direct.

P.S —We are making 25c. and 50c. line of Sham Holders as well as our Tarbox Holder, which retails at 75c.

TARBOX BROS., TORONTO.

Be Sure
The brand reads
JOHN LUCAS & CO.'S
And you will get the old . .
Original, and Only Reliable And Durable Green
Imperial French Green
OF THIS NAME

TELEPHONE 1780.

J. H. FARR & CO. MANF'RS OF **FINE VARNISHES**

Shellacs, Japans, Asphaltums, Oil Soap, Roofing and Paving Pitch, Tarred Felt and Building Paper.

Importers and Dealers in Bronze Powders, Gold and Metal Leaf.

8 to 16 MORSE STREET, - - TORONTO, ONT.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends. Montreal Agent,

D. S. McINTYRE, Royal Insurance Building

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, Dec. 28, 1894.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	18¼ 19
Straits "	18 18¼

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 25
I.X., "	6 50
I.X.X., "	7 75
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X., "	4 50 4 75
D.X.X. "	75 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 10 3 25
I.C., special sizes	3 25 3 35

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14x65.	

Tinned Plates

72x30 up to 24 gauge	6¼ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base Price
Common Bar, per 100 lb	1 80
Refined " "	2 35 2 65
Horse Shoe " per 100 lb	2 60 2 75
Band " "	2 25 2 30
Hoop " "	2 20 2 25
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 11
Tank Plates1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

3-inch	10½c
4-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron,

8 to 20 gauge	2 40 2 50
22 to 24 "	2 25 2 35
26 "	2 35 2 45
28 "	2 50 2 65

Canada Plates.

All dull	2 15
½ polished	2 25
All Bright	2 50 2 85

Iron Pipe.

Wrought 67½ to 70 p.c.
Galvanized, 50 to 50 & 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4 4¼
26 gauge, "	4½ 4¾
28 " "	4¾ 5

Note—Cheaper grades about ¼ cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4½
" ⅜ " "	4¼ 4⅝
" 7-16 " "	3⅞ 4
" ½ " "	3½ 3¾
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2¾
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10 0 10½
Lake Superior	0 10 0 10½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in	$0 20 $0 22
" round & square 1 to 2 in	0 18 0 19

Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04¼ 0 04½

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2¾ 0 03
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04¼ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 13 0 13½
Standard	0 12 0 12½
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10 0 10½
Other makes "	0 9½ 0 10

White Lead.

	per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 25
No. 1 Do	4 00
No. 2 Do	4 75
No. 3 Do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

f.o.b. Halifax, St. John, Montreal, Toronto,

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 00
2nd quality "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } " "	1 25 1 90
Canadian " }	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal		0 69
Extra "		0 90
Brown Japan "		0 65
Brown Japan, Turpentine p. gal.		0 85
No. 1 Carriage "		1 30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls)

Selected Packages, per gal	0 39	0 40

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 45 p.c Amer
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, Dom. 15 and 5 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, Dom. 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	3 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 80
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 4 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 75 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	500	4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 70 & 10 to 75 p.c.
Loose Pins, " 70 & 10 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 & 5 to 50 & 10 p.c.
Plate dis. 50 & 5 to 50 & 10 p.c.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*
American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz 0 85 4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0		1 35
" No 2		2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Faucets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p. doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 60 and 57½ per cent.
Black Diamond, 50 & 10 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50 and 10 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25 pc. to 27½ p.c.
Globe File Co.'s disc. 60 and 10 p c.
Horse Rasps, Kearney & Foote's dis Am list, 60 to 60 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 52½ p.c rev. list

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 62½ to 65 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	11 5	2 20	1 50	....
26 to 40	1 30	2 35	1 75	...
41 to 50	....	2 75	....	3 90
51 to 60	...	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	.....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 60	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	75	2 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 15	0 20

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 and 10 to 65 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap 70 to 70 & 5 p.c
Heavy, per lb 03 3-5 0 04½
Screw hook and hinge—

6 to 10 in., per lb.	0 3½	0 04
12 up "	0 2½	0 03

Per doz. set

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis 50 to 60 p.c

Per doz. pairs

Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 52½ per cent. revised list.
planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 65
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 80 to 80 and 10 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails

Canadian, dis. 60 to 60 and 2½ p.c.

Horse Shoes,

F.O.B. Toronto & Hamilton $3 65
Snow, " " 3 90
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.20 per doz. nett.
Hay Knives, spear point, L or T hdle 52½ per cent. dis.
Lightning, per doz. 6 50 8 40
Heaths, 52½ per cent.

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis 00 to 25 per cent. dis.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70.10 to 75 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or Amer. Pat'n. Basis—50 to 60 dy 1 75
40dy 1 80
30 dy 1 85
20, 16 & 12 dy 1 90
10 dy 1 95
8 & 9 dy 2 00
6 & 7 dy 2 15

2. Amer. Pattern Only
from 4 to 5 dy 2 25
3 dy. (lath) 2 75

3. Canada Pattern Only
from 4 to 5 dy 2 25
3 dy. (lath) 2 65
3 dy. A.P. Fine 3 35

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.

German & American 1 85 3 50

Nail Sets.

per gross
Square, round and octagon 3 38 4 00
Diamond 12 00 15 00

Netting.

Poultry, 65 to 65 and 5 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S R. Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 35 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

Picks

Per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 40 per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p. c.
Button's Imitation, per doz 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.

Corn, square, per doz 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys

Hothouse, per doz 55 1 00
Axle. 22 33
Screw 27 1 00
Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to 60 and 5 per cent.
Pitcher Spout, 70 to 70 and 5 p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 70 to 70 and 5 p.c. from factory.

Punches

Saddler's, per doz 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 1¾ 2
Tins, 1 lbs 2 50 2 75

Rail.

Barn Door, per foot 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3½ to 3¾c. ft.

Rakes.

Cast Steel and Malleable Canadian list dis. 52½ p.c. revised list.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.

Canadian dis. 30, 35 per c.

	Rope	Per lb. Sisal.	Manilla.
7-16 in. and larger..	6½	...	9½
¼, 5-16, ⅜ in.....	7	...	10
Cotton, per lb.....		13	16
Russia Deep Sea, per lb..		12¾	13½
Jute	" ...	06¾	07½

Rules.

Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 65
" N P. " 90

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire 55 90

Sash Cord

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.

Sectional, per lb 1½ 1⅝

Saws.

Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz 7 50
Hand, Disston's, dis 1[illegible] p. c.
S. & D., dis. 35 per cent 2[illegible] p.c.
Cross-Cut, Disston's p[illegible]t. 35 to 55
S & D dis. 35 p.c. on N[illegible] 2 and 3.
Hack, complete, each. .. 75 2 75
" frame only .. . 75

Saw Sets

"Lincoln" McMillan & Haynes, per doz 7 50

Scales

Standard Manufacturing Co., 60 p.c.
Gurney Scale Co., 50 p.c.
B. S. & M. Scales, 50 p.c.

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 52½ per cent. revised list
Scythe Snaths.
Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent
B. & W. N. P., dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 42½ special brands net price.

Sieves

Wood Rim, black, p. doz 1 05 1 10
" tinned, 1 25 1 35
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis. 35 to 37½ p.c
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ¼ or ⅛ gross boxes, per grs. 11 30

Soldering Irons.

Per lb 0 26

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3½ 3¾
Wrought Iron, dis. 80 & 5 to 80 & 10
Stocks and Dies, Amer. dis. 25 p.c.
Stove Polish, (Catchpole's).
Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 0
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 to 75 & 10 p.c

Thimbles.

Asbestos, filled, per doz., 35 to 40 p.c.

Ties.

Cow, per doz ..... 1 [illegible] 2 50

Tinner's Tools.

P.S.&W., net list.
Canadian 15 to 35 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ p.c to 35 p.c.
Game, H & N., P. S. & W. 62 to 60.10
H & N and 70 p.c. steel.
Mouse, per doz 0 35 1 50
Rat " 1 40 6 00

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9 00

Twines.

Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " ..... 0 30 0 5[illegible]
Binding, Common Sense 6½
" Blue ribbon 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8

On prison made twine freight is prepaid to any railway station in Ontario.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 1[illegible]
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1 000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5½ to 6c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	3½	3¾
" 4 " 4 & 6 "		
" Plain twist, all deld	3½	3¾
" Steel thorn and ribbon	4¾	5
"Lock Barb," 4 point	..	4½
Ditto Glidden 2 point	..	4½
Galvanized Barb, "Lyman," 2 to 4 points	..	4½
Steel staples	3½	3¾

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1 9

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Genuine, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

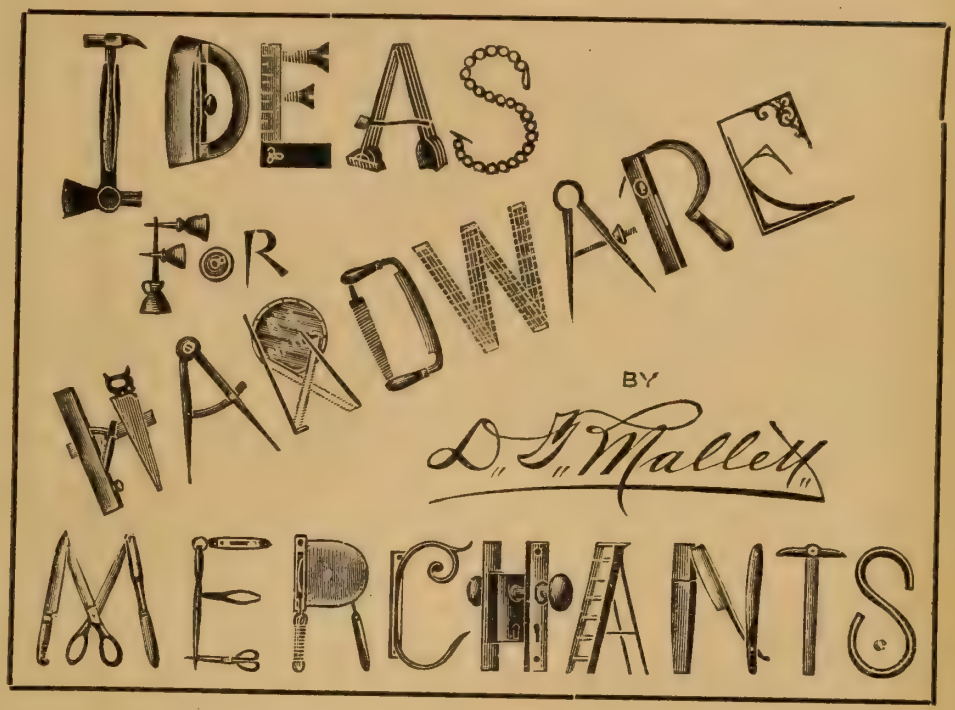
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White Lead

Noted for its Extreme Whiteness of Color, Purity and great Covering Property, rendering it specially suitable for Painting in Enamel White and other Decorative Work. To be had of all the Principal Importers in the United States, and for the Canadian trade.

Manufactured in Halifax, Nova Scotia

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